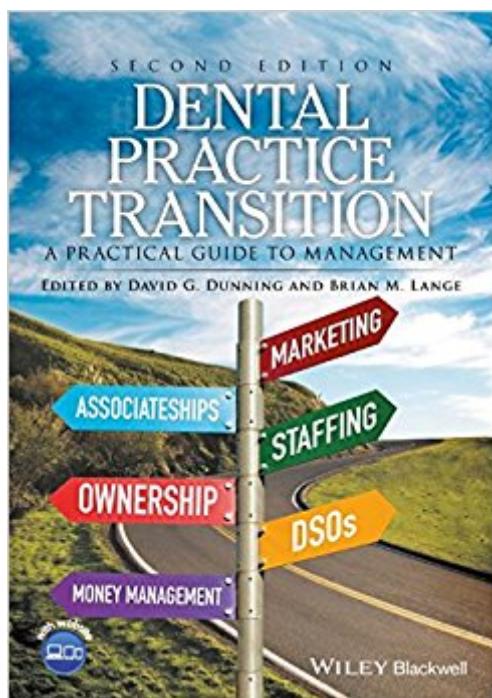


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# Dental Practice Transition: A Practical Guide To Management



## **Synopsis**

Dental Practice Transition: A Practical Guide to Management, Second Edition, helps readers navigate through options such as starting a practice, associateships, and buying an existing practice with helpful information on business systems, marketing, staffing, and money management. Unique comprehensive guide for the newly qualified dentist. Covers key aspects of practice management and the transition into private practice. Experienced editorial team provides a fresh, balanced and in-depth look at this vitally important subject. New and expanded chapters on dental insurance, patient communication, personal finance, associateships, embezzlement, and dental service organizations.

## **Book Information**

Paperback: 528 pages

Publisher: Wiley-Blackwell; 2 edition (September 6, 2016)

Language: English

ISBN-10: 1119119456

ISBN-13: 978-1119119456

Product Dimensions: 7 x 1 x 10 inches

Shipping Weight: 2.1 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars 1 customer review

Best Sellers Rank: #572,440 in Books (See Top 100 in Books) #46 in Books > Medical Books > Dentistry > Dental Office Practice #174 in Books > Textbooks > Medicine & Health Sciences > Dentistry > General

## **Customer Reviews**

"This would be a wonderful book for senior dental students and dental residents who are planning for their future." ("Doody's Reviews," May 2009)

Practice management is one of the key disciplines in the career of a dentist. Most dentists own their own practices and even associateships carry with them the prospect of management, accounting, and dealing with dental insurance providers. Dental Practice Transition: A Practical Guide to Management, Second Edition, helps readers navigate through options such as starting a practice, associateships, and buying an existing practice with helpful information on business systems, marketing, staffing, and money management. With topics applicable to both recently graduated as well as established professionals, Dental Practice Transition is a comprehensive exposition of

practice management from a dentist's perspective. Special Features Unique comprehensive guide for the newly qualified dentist Covers key aspects of practice management and the transition into private practice Experienced editorial team provides a fresh, balanced and in-depth look at this vitally important subject New and expanded chapters on dental insurance, patient communication, personal finance, associateships, embezzlement, and dental service organizations The Editors Dr. David Dunning has provided management consulting services for many years. He has been on the faculty of the College of Dentistry, University of Nebraska Medical Center, for more than 30 years, teaching and conducting research in behavioral science and practice management. In addition to developing the practice management curriculum, Dr. Dunning has helped many students transition into private practice--start-ups, associateships and practice purchases. Dr. Dunning served as a leader in ADEA's Section on Practice Management in various roles for many years. Dr. Brian Lange has developed a real estate business and provided counseling/consulting services for many years. He has been on the faculty of the College of Dentistry, University of Nebraska Medical Center for more than 40 years, teaching and conducting research in behavioral science and practice management. Dr. Lange has served as an officer in ADEA's Section on Practice Management and is the current Councilor for the Section.

This book covers all that I could ask and more about the transition from dental school to private practice. Dr. Dave Dunning and his long list of contributors walk you through what to look for in a practice, how to analyze financial statements, ways to manage staff and many other scenarios. I would absolutely recommend this book to my peers.

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