



Thrive Dental Business Conference

A to Z of building a new dental practice: Do's and Don'ts

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President and CEO

What to Compare

- 1) Feasibility study
- 2) Cost of construction
- 3) Permit and construction management process
- 4) Designer (Independent, vs. Dental supplier)
- 5) Equipment
- 6) Things that no one talks about but cost time and money

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What Are You Looking For?

Shell Space

- Does the zoning allow for a dental office?
- Does it have adequate parking?
- Is plumbing, electrical and structural in compliance with your requirements?
- Does the geometry of the space allow for your office requirements?

Existing Practice

- How old and outdated is the office?
- Is the electrical and mechanical complying with current codes?
- What condition is the equipment and plumbing in?
- What condition is the millwork in?

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Shell Space

- Location
- Size
- Target market
- Finishing material
- Your (partner) taste

Existing Practice

- Extent of renovation
- How outdated the practice is
- Your (partner) taste

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Shell Space

- New permit required – time to obtain building permit varies based on municipality
- Construction management required
- Electrical and mechanical engineering, and in some cases architectural drawings may be required.

Existing Practice

- Depending on extent of project you may or may not need a permit and construction management process.
- You may require to upgrade electrical wiring, and fire safety elements to comply with new codes.

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Dental Supplier Designer

- One stop shop
- Designer and supplier are in coordination
- Knowledge of ergonomics
- Lower margin of error
- It is both technical and interior design

Independent Designer

- Have limited knowledge about the dental equipments
- Cost varies
- Higher margin of error due to lack of coordination between equipment supplier and designer
- It is mostly interior design

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Shell Space

- If bought all at once with one supplier better discount can apply
- In order to service the equipment you deal with one entity
- Buy something that can be re-sold

Existing Practice

- Equipment needs to be assessed
- In most cases it needs to be upgraded

What to Compare

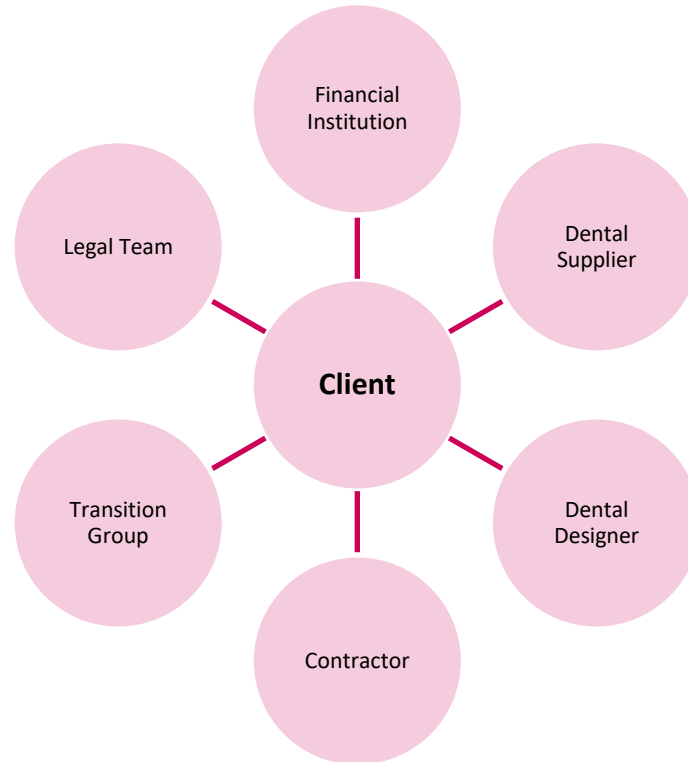
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Shell Space or Existing Practice

- Branding
 - Sign
 - Business Cards
 - Website
- Marketing
 - Networking and promoting the business
- Security precautions
- Network, computer setup and maintenance
- Entertainment and TV
- Telephone system and cable, and telephone line

You Need Experts - This Is Team Work





Thank you

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