

Orthodontic Practices Monetized With Silent Partnerships

“I tried dealing directly with IDSOs. Large Practice Sales achieved \$2.0 million more, net of their fee.”

- Dr. B.P., Georgia

LPS is the Largest IDSO Specialist in the U.S.

Recent Ortho Transactions

Over 12.2x EBITDA Initial Values
Over 5.1x Collections

- LPS Achieved Over \$600,000,000 In IDSO Transactions in 2022
- Sell Part, But Remain an Owner For Years or Decades
 - Doctors Aged 32 to 70+
 - Your Brand, Team & Strategy
 - Large Earn-Out Components
 - Cash Now, Wealth Later
- 3x to 10x+ Returns Over Time
 - All 50 States

**Visit Large Practice Sales
At Booth 1154**

844-734-8533

MySilentOrthoPartner.com

MyOrthoPartner@LargePracticeSales.com

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Monetizing Larger Dental Practices

MORE OPPORTUNITIES FOR
ORTHODONTISTS IN 2023; HIGHER
PRACTICE VALUES AND MORE OPTIONS

In 2022 LPS completed over \$250,000,000 of transactions with Invisible Dental Support Organizations (IDSO) for our orthodontist clients. Doctors as young as 34 sold 51% to 90% of their practices for cash up front to silent partners. Some orthodontists in these transactions achieved initial values of over 450% of collections with many over 200%.

In an IDSO silent partnership, doctors continue to lead their practices as owners with their brand, team and strategy. They benefit from the resources of a larger silent partner to eliminate headaches, enhance marketing, reduce costs, improve recruiting and to grow faster and more profitably. In addition, the gains on the doctor's retained ownership have exceeded 2x, 3x and even 10x the value of their practice today. This is not a retirement plan, but rather a long-term wealth building strategy for doctors of all ages.

DENTAL TRIFECTAS CREATE HIGHER VALUES FOR ORTHODONTIC PRACTICES

IDSOs are not new, with several operating for over three decades. However, in the last two years, there are now 12 or more IDSOs focused solely on orthodontic specialists. The multi-specialty groups also have a renewed interest in orthodontic practices and a new type of IDSO has become very active; the Dental Trifecta IDSO. These groups focus on partnering with pediatric specialists, orthodontists and oral surgery practices in the same region to secure long-term referral relationships and increase the group's internal growth rates.

When LPS engineers a Dental Trifecta, all practices achieve above market values. They become a part of a group enabling them to monetize their patient referrals via common ownership in the IDSO.



The ultimate exit value of the Dental Trifecta IDSOs have exceeded the single specialty IDSOs. due to the inherent benefits of their captive referral networks driving organic growth. In many cases, this future high-value potential allows Dental Trifecta focused groups to pay more for orthodontic practices than the ortho only or multi-specialty partners.

MULTIPLE BIDDERS ARE THE KEY TO VALUE

In 2022, the average LPS ortho client had at least six qualified bidders and some had over ten. LPS ensures that doctors meet multiple, qualified partners/ bidders to achieve the highest value with the right partner. You should consider all options available to you, not just one or two. All the IDSOs are different in their operating philosophies and future equity gains. There are some IDSOs you should not partner with, at any value!

TIMING AND EARN-OUTS

The timing of your IDSO partnership is a critical decision. 2023 may be the last year of “Covid” related earn-outs. When structured correctly, earn-outs functionally pay the doctor for growth AFTER a transaction for up to three years in some cases and at low tax rates.

Doctors can confidentially discover their practice's value in an IDSO partnership at no cost and without obligation by contacting 844-734-8533 or learn more at

www.MySilentOrthoPartner.com