

Endodontic 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 Endo Transactions
Over 10x EBITDA Initial Values
Over 3x 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



Since COVID, some of the most valuable dental specialty practices have been Endodontic practices from coast to coast.

TIMING IS EVERYTHING

In the last two years, at least eight “Endo Only” Invisible Dental Support Organizations (IDSO) have been formed. In addition, the multi-specialty IDSOs with dozens, or hundreds, of practices across the U.S. have joined the rush to invest in Endodontics. There are also several IDSOs which are eager to partner with Endo, Perio and OMS practices in the same areas.

If you have a larger, growing practice, you will have multiple IDSO suitors. A spirited bidding contest among multiple eager partners always increases the value for doctors. The key is to meet with multiple partners and know which one is the best choice. It’s not always about the highest initial bid. A typical LPS Endodontic client will have six or more qualified IDSO partners to choose from resulting in higher values with the best partner fit for you.

CASH NOW, WEALTH LATER

Typically, an IDSO will silently invest in a great practice by purchasing 60% to 90% of a practice for cash. The doctor retains ownership of the balance, either at the practice or parent level, or both. With the right partner, the retained ownership portion can provide the doctor with significant future gains. There are many examples of doctors who became owners in IDSOs where their retained equity exceeded 3X, 5X and even 20X of the practice’s initial value.

SPECIALIST ADVISORS ADD VALUE AT NO NET COST

LPS specializes in advising dental practices of all specialties and GP in partnership transactions with IDSOs nationally. In 2022, LPS completed

over \$600 million of transactions. Notably, over \$100 million of our 2022 transactions were for doctors under 40.

A transaction involves monetizing part of your practice for cash now, remaining an owner for at least five years, and ultimately realizing a valuable exit strategy.

These are complex transactions with multiple moving parts of agreements and future partnership operations. Every word in an agreement matters, and doctor’s benefit from the advice of an expert.

With the right advisor, you will find the best partner, at the highest value, in a smooth process, that actually closes. LPS is paid nothing unless a transaction is completed and only paid by doctors. The conflicted little advisors are paid by both the doctor and the IDSO.

THE PROCESS TO LEARN THE VALUE OF YOUR PRACTICE IN AN IDSO TRANSACTION

The LPS process begins with a confidential, no obligation phone call between the doctor and an LPS principal to learn the general features of the practice and most importantly, the goals of the doctor(s). Doctors who are interested in learning the potential value of their practice execute a Non-Disclosure Agreement and provide three years of profit and loss statements. LPS analysts will review the data and schedule a call to learn more details. Once that call is complete, doctors have another call with an LPS principal to learn our view of the value of your practice and outline various transaction structure options available to you. If that value is of interest, doctors can engage LPS to represent them. LPS is only paid if and when a transaction is complete. Doctors have no risk or obligation.

877-437-3353
www.FindMySilentPartner.com
HeyJoe@LargePracticeSales.com

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