

Special Report: business and financing the practice and patients

What is your practice worth?

Christie + Co

Christie + Co

BUSINESS INTELLIGENCE

In a constantly changing market such as dentistry there are many factors that can affect a practice's value. Christie + Co appreciates the complexity of the dental market and has the experience and expertise to guide practitioners through valuations in this sector.

RICS registered valuer

Christie + Co understands the implications of ownership, income mix, contract type, UDA value and location on a practice's value and can help practitioners navigate the many pitfalls of practice valuation.

When trying to understand what a practice is actually worth, achieving a true market value assessment from a RICS registered valuer will always be beneficial.

Dentists looking to sell their practice and are unsure of how to proceed, contact Christie + Co today for expert and experienced advice.

020 7227 0700

'Dentists are good savers but need to save smarter to fulfill life goals'

Wesleyan

Dentists are sensible savers but need to save smarter to fulfil their ambitions, research carried out by Wesleyan has revealed. Nine out of 10 dentists save regularly, typically saving more than £250 a month towards their future spending plans. Most dentists surveyed have already built up a savings pot of, on average, £10,720.

Most popular goals

Having enough money to cover nine months' salary is their main savings goal, followed by their children's education costs and the deposit on a new home. Dentists would need to save more than £301,000, on average during their lifetime if they were to achieve all their spending ambitions.

The research showed the most popular saving goals for dentists are having enough money set aside to cover nine months' salary children's school and university fees and the deposit for a new home. At today's prices, it would cost £301,279 over a lifetime to cover all of these items.

Wesleyan ISA with profits fund

For those dentists saving £250 a month, it could take them up to 55 years to reach this amount if they were saving into a cash ISA paying, for example, 2% AER interest – and even then they would need to leave those savings untouched during that time.

But that timescale could be reduced to just 27 years

if they invested the same £250 a month in a stocks and shares ISA with annual returns of 8.6% (based on an average of the past five years' performance of the Wesleyan ISA with profits fund).

Saving for the long and short-term

Samantha Porter, Wesleyan's group sales and marketing director, said: 'our experience shows those who can visualise what they are saving for are likely to be more successful savers.'

'People should have different plans running alongside each other according to what they are saving for. If you're saving for the short-term you probably want to have your money somewhere easily accessible, such as a cash ISA.'

'If you're saving for the long-term, you can probably afford to lock away your money for longer and perhaps take a bit more risk. An equity-based investment, such as a stocks and shares ISA or investment bond might be a better home for your savings in this instance.'

www.wesleyan.co.uk

Productnews

Referring patients to save teeth

Endocare

Endocare understands the importance of delivering first-class dentistry and the effect that a healthy mouth can have on a patient's overall health and well being.

The connections between systemic medical conditions such as heart disease and diabetes with oral health and periodontitis are well established and it is vital to address these issues with patients. Endocare's experts always look for ways of sharing their knowledge and skills with patients and the profession by ensuring everyone is well informed and educated.

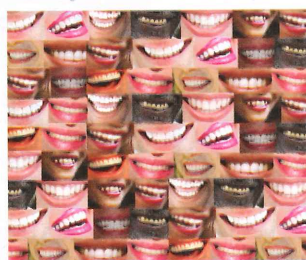
Committed to retain natural teeth

Endocare believes in the benefits of endodontic therapy over extraction and is passionate to ensure patients retain their natural teeth for life. When dentists refer to Endocare in its state-of-the-art facilities, it comes with the promise from Endocare that it will do everything it can to save patients teeth.

020 7224 0999

www.endocare.co.uk

EndoCare
Getting to the root of dental pain



Save time when disinfecting your hands

Dürr Dental

Dürr Dental's new touchless contact-free soap and disinfectant dispenser combines good looks with functionality. The failsafe automatic sensor reacts as soon as skin comes within its detection range, dosing exactly the right dosage of liquid.

It can be used for disinfectant, liquid soap or hand lotion. Its aluminium, anodised casing hinders the growth of bacteria by virtue of its bacteriostatic effect.

Long and reliable service

Not only is it easy to use, it's also easy to clean.

Thanks to a push and click system and a pivoting discharge plate, the stainless steel pump can be removed from the front and placed back in later on without the dispenser needing to be removed from the wall.

Five replaceable single cell batteries that last up to two years, ensure a long and reliable service life. An audible signal indicates the need for a battery change.

www.duerdental.com



Treat without seeing shadows

W&H

W&H produces top quality handpieces to suit the clinical needs of all practitioners. This includes the Synea Vision and Fusion ranges that offer a synthesis of design, technology and value.

Dentists no longer need to work with shadows at the treatment site caused by the bur. Synea Vision turbines with a five-outlet LED+ optic ring provide the ideal solution. By placing the illumination source around the bur, no shadow

is cast, leaving the view of the treatment site completely unimpeded, giving dentists 100% shadow-free illumination, according to W&H.



Save money and time

The Alegria range includes the Alegria LQ turbines that are designed for use on non-optic dental units using the new self-generating optic coupling. The W&H range of handpieces offers flexibility to meet the needs and budgets of each dental practice.

With its new lower prices for professional handpiece service and repair from W&H factory-trained technicians, now dentists can relax and save money at the same time.

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