

A PARTNERSHIP OF ELITE SERVICES

The collaboration between Dental Elite and renowned advisor Ted Johnston brings together decades of experience to deliver essential business knowledge and market intelligence to practices across Scotland

Ted Johnston is an experienced advisor to dental practices across Scotland, working in the sector for nearly two decades.

Now part of Dental Elite and based out of Glasgow, Ted is well placed to work with principals in the run-up to selling their dental practice, advising them on how to maximise value and continue to grow their businesses if they wish to do so.

The partnership between Dental Elite and Ted couples Ted's experience of working across dental practices in Scotland with the market intelligence and knowledge base from one of the UK's top two active agents. The result is that Dental Elite is now growing its presence in Scotland to meet increasing demand for quality practices across Scotland both in the NHS and Private Sectors.

Due to this longevity within the dental industry, Ted has amassed vast experience and understanding of everything dentistry. Ted fully understands the requirements of dentists and dental business owners and this experience supports his role as the intermediary for a dental purchase or a sale.

Recent changes in the dental provision have seen changes in the purchasing of dental practices. There is a perceived increase in the 'corporate' sector. However, corporate purchases account for only 20 per cent of all transactions; this means there is still fantastic opportunities for dentists to be their own boss. It's an exciting market and an exciting time to be involved.

We are offering a Free Practice Healthcheck / Valuation with Ted. The purpose of the valuation may not be for an



If you would like to book a valuation or would like more information. Ted's mobile number is 07718490506 or you can email at valuations@dentalelite.co.uk.

imminent sale but aims to give you an insight as to the current value of your business and, moreover, where this value could be improved in the coming years. Given Dental Elite is one of the two busiest agents selling more than 20 per cent of dental practices sold across the UK, we are well placed to give you a 'live' analysis on how volatile your practice valuation is and how this may play into your plans.

The actual Healthcheck will take about an hour of your time and, we are happy to meet you outside working hours: either before or after work so as not to alarm any members of staff. Meeting us does not commit you to anything whatsoever, unlike some of our competitors, and it does not bind you to instructing us to sell your practice.