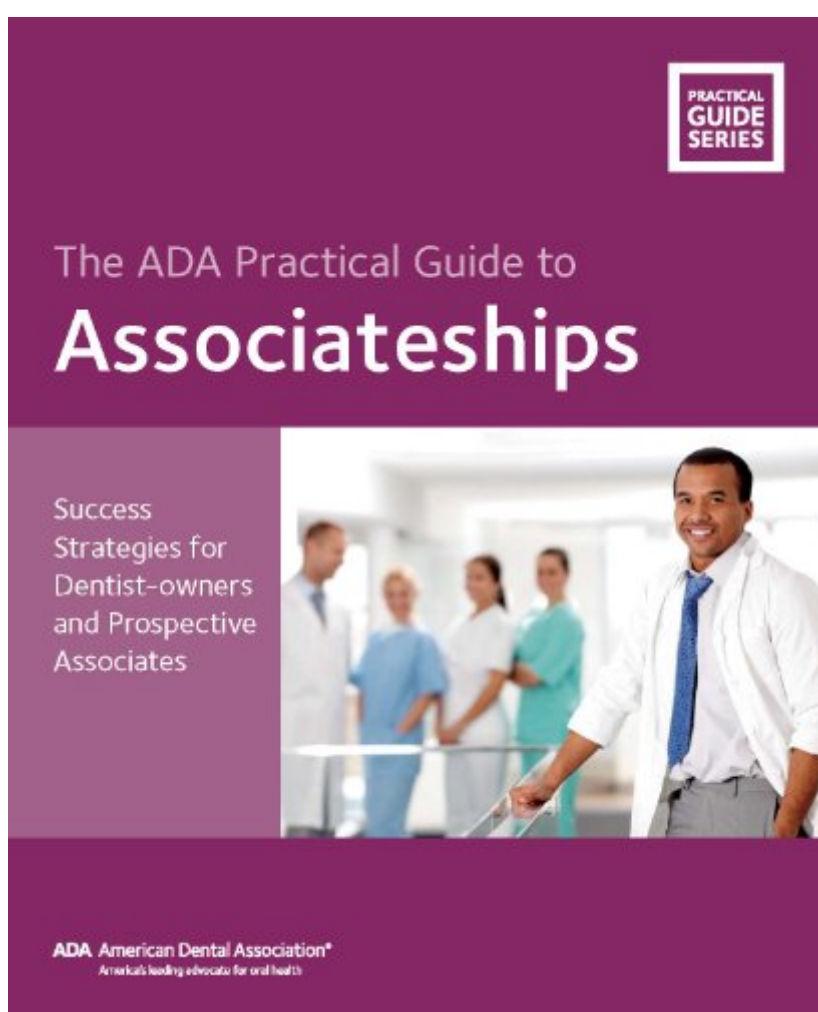


The book was found

The ADA Practical Guide To Associateships: Success Strategies For Dentist-owners And Prospective Associates (The ADA Practical Guide Series)



Synopsis

There's more than meets the eye to building a successful associateship. This practical guide offers strategies for tackling both logistical issues — such as the type of associate arrangement, compensation, contract terms, and buy-ins — and intangible ones, including interpersonal considerations and compatibility, developing a practice philosophy, and conducting a goals assessment. Ideal for either adding or becoming an associate, this valuable book explains:

- Common contract provisions, including compensation; sick leave, disability pay, and other benefits; restrictive covenants and nonsolicitation provisions; financing and income distribution; provisions for dissolution; and many more
- Differences between an employee and an independent contractor, including financial, interpersonal, and tax considerations
- The phased buy-in/buy-out process
- Considerations for the dentist who is thinking about joining a large group practice

Also includes worksheets for cash flow, break-even and associate compensation analyses, as well as a sample associateship contract.

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Book Information

File Size: 2453 KB

Print Length: 161 pages

Publisher: American Dental Association (October 29, 2013)

Publication Date: October 29, 2013

Sold by:Â Digital Services LLC

Language: English

ASIN: B00GAN6UIC

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Not Enabled

Best Sellers Rank: #542,823 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #47

inÂ Books > Medical Books > Dentistry > Dental Office Practice #2444 inÂ Kindle Store > Kindle
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