

John Iacono, DDS

"I practiced in a home office with two chairs for the greater part of 30 years in Manhasset, Long Island, N.Y. In January of 2005, I sold my practice to a local dentist who built a new office to accommodate our needs. I transitioned my practice on a three day week and continued working two days a week in 2006 and beyond at my option. As a result of proper planning and expert guidance, I sold my practice with no equipment for the same price had I been located in a professional office situation let alone a home/office on a secondary road.

Remember, many of us are dinosaurs. In the next 5 years there will be a plethora of practices for sale. It will be a Buyer's market. The new dentists practice much different than we do!"

Most offices are antiquated. Rents are high-landlords are greedy and staffing is expensive. Younger patients are looking at building their own long term dental relationships and respond very favorably to today's marketing. Realistically, there is a good chance that there may be very limited interest in your dental practice certainly not at today's lofty prices. In addition, your health may also change. Do you really have the desire and the energy to thrive in this environment? I didn't. I can assure you that there are viable options.