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WEBINAR SESSION #1
Date: Friday, October 24, 2014
Time: 12:30pm – 1:30pm ET, 11:30am – 12:30pm CT
Speaker: Ted Schumann, CPA, CFP
Topic: A step-by-step approach to the associate buy-in process, Part 1

• Introduction to the process
• Why do buy-ins fail?
• Investigating the opportunity
• Considerations for the host doctor
• Questions for the host and associate

Special Guest April Hearns, DDS, will offer personal insights on the process of moving from associate to partner:

• Knowing yourself — financial, personal and professional preparation
• Making the leap and due diligence

WEBINAR SESSION #2
Date: Friday, November 7, 2014
Time: 12:30pm – 1:30pm ET, 11:30am – 12:30pm CT
Speaker: Ted Schumann, CPA, CFP

• Financial aspects and preplanning
• Tax considerations
• Entity choices
• Deal structure and income distribution options

Special Guest April Hearns, DDS, will offer personal insights on the process of moving from associate to partner:

• The new normal — work/life balance
• Tapping into resources

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The American Association of Women Dentists and The Academy of Dental CPAs present

A Step-by-Step Approach
to the Associate Buy-In Process

Sponsored by PNC Bank

SPEAKERS

THEODORE C. SCHUMANN CPA, CBC, CFP®
President of The DBS Companies

Ted joined his father, E.J. “Mike” Schumann, in 1979, when his accounting practice served a variety of small businesses. Within a decade, Ted founded Dental Business Services to serve the business needs of dentists, and began exploring related services affecting dental practices. Today, Dental Business Services is one of a number of businesses that comprise The DBS Companies, which provides accounting, tax, financial and estate planning, practice brokerage, and practice management services for dentists.

In 1989, Ted began doing what has become one of his passions, organizing educational seminars for dentists and dental students. He is a frequent speaker at dental trade associations around the country and is a regular lecturer at the University of Michigan Dental School and at the University of Detroit–Mercy Dental School. Ted also is a contributor to numerous dental-industry publications around the country.

Ted formed DBS Professional Practice Brokers in 1993. It serves the interests of dentists who are in the market to buy or sell dental practices. In 1996, he was one of the founding members of American Dental Sales, a professional trade association that maintains the largest existing database of dental practice sales. He has expanded into personal consulting for dentists who require professional coaching.

Ted is a 1977 graduate of Western Michigan University, a Certified Public Accountant, a Certified Business Counselor and a Certified Financial Planner®.

APRIL HEARNS, DDS

Dr. Hearns is a native of Indiana. She received a B.A. degree in biology from Fisk University in Nashville, Tenn. She is also a graduate of Meharry Medical College School of Dentistry, Nashville. After receiving her Doctor of Dental Surgery degree (DDS) in 1998, Dr. Hearns completed a general practice residency program at the Dayton VA Medical Center, Ohio.

Dr. Hearns continued her education by completing a second general practice residency program at Strong Memorial Hospital in Rochester, N.Y. In this program, she served as one of two chief residents. Since completing her residency programs, Dr. Hearns has worked in academia, public health, and corporate and private practice. Dr. Hearns is a graduate of the American Dental Association Diversity in Leadership Program. She is also an alumna of the National Health Service Corps.

Dr. Hearns is actively involved in organized dentistry. She is a member of the American Dental Association, the Ohio Dental Association, and the Keely Dental Society, and is a board member of the American Association of Women Dentists.