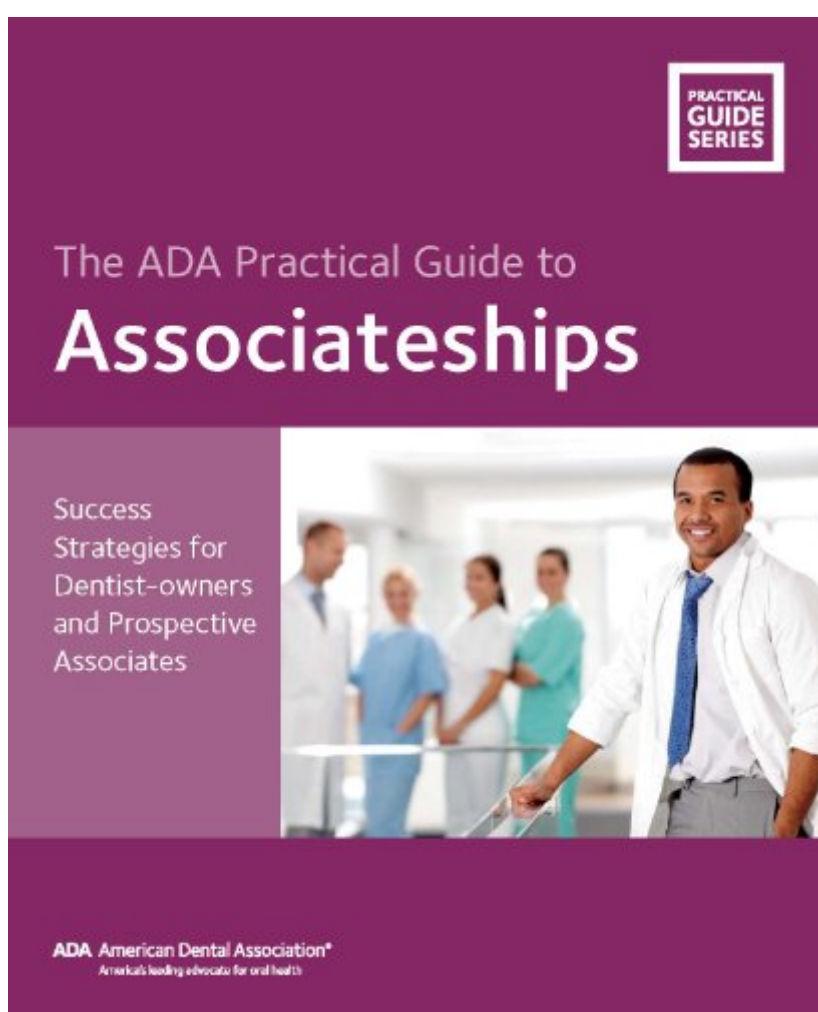


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# The ADA Practical Guide To Associateships: Success Strategies For Dentist-owners And Prospective Associates (The ADA Practical Guide Series)



## 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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