

"Being part of a group dental practice has afforded me many opportunities that being in private practice would not have allowed me."

Dr. Angela Kerr
Stonehaven Dental

"Any time I've ever needed anything or had a question, there is an awesome support system to reach out to."

Dr. Ben Stevens
Gentle Dentist

"We could focus more on the patients and dentistry for the communities we serve."

Dr. Nick Kanning, Regional President,
Summit Dental Health

"I chose Mortenson because it is not just a corporation, but a family."

Dr. Blair Bumgardner
Kid's Dentistree

"MDP is owned by dentists so treating patients is always the core of what we do."

Dr. Marcus Woods
BracesBracesBraces

MortensonDentalPartners.com

Selling Your Practice *What to Expect*

We understand that selling your practice is a significant decision. That's why, at Mortenson Dental Partners (MDP), we want to make the process as easy as possible for you. Rest assured, by joining MDP, you don't have to give up the ownership principles or clinical autonomy associated with private practice. At the same time, you'll get all the benefits of being part of a large group.

The Benefits of Selling

While MDP practices are managed with the same principles as those that are privately owned, they can also leverage the size of the group for a number of benefits. In addition, they have access to our state-of-the-art Support Center, which offers expertise in a variety of business areas, from marketing and IT to doctor credentialing, human resources and accounting. With less time on administrative tasks, providers have more room to focus on their patients and clinical growth.

DID YOU KNOW

Our Payer Relations team negotiates more favorable insurance contracts than those available to individual practitioners.

We update our practices regularly to be visually appealing and equipped with the latest technology.

Our size gives us advantages like lower costs on labs and supplies and quicker insurance processing.

Choosing MDP

Once you've made the decision to join MDP, we become your dedicated partner throughout the transition journey. Our seasoned business development team has experience acquiring multi-practice groups and single practices of varying sizes, as well as bankruptcies and distressed sales. They'll walk with you through a structured, multi-step process while supporting any concerns along the way. Flip the page to learn more about the transition process.



The Next Generation of Private Practice®



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Our Existing Groups

Mortenson Family Dental
Founded May 1979

Howard Family Dental
Joined March 2011

Summit Dental Health
Joined October 2011

Abbeville Dentistry
Joined April 2012

Stonehaven Dental
Joined October 2013

Gentle Dentist
Joined August 2018

Our Specialty Brands

Oral & Facial Surgery Group
Joined December 2006

BracesBracesBraces
Joined July 2007

Kid's Dentistree
Joined November 2007

Advanced Dental Solutions
Joined July 2018

American Family Orthodontics
Joined August 2018

KidzSmile
Joined August 2018

The Transition Process

Here's what you can expect for yourself, your team and your patients during the transition.

Phase 1 – Relationship Building (Timeline: Varies)

You and members of our development team will discuss your needs and reasons for wanting to sell. These informal conversations can take as long as needed for everyone to feel comfortable moving forward. You can also visit our Support Center to meet with any of our team members.

Phase 2 – NDA and Preliminary Data Request (Timeline: 4-6 weeks)

Once we've made the decision to proceed, we'll both sign a non-disclosure agreement and begin an initial evaluation. MDP will also schedule a visit to your practice(s), being sensitive to the fact that your team may not yet know about our discussions.

Phase 3 – Initial Offer to Purchase (Timeline: 2-4 weeks)

After completing our initial analysis, we'll calculate an offer price for your practice(s). Negotiations can last as long as necessary to arrive at a mutually beneficial deal structure. Upon arriving at a tentative agreement, we'll execute a non-binding letter of intent.

Phase 4 – Initial Approval (Timeline: 2-4 weeks)

The development team will propose a recommended purchase and deal structure to our executive leadership team. Upon approval, we'll progress to the next phase.

Phase 5 – Formal Due Diligence (Timeline: 8-10 weeks)

Our in-house general counsel will conduct any remaining due diligence necessary. We'll also finalize the real estate lease and employment agreements, if applicable. Our clinical, operations, development and IT teams will visit your practice(s) to plan our final phase of integration.

Phase 6 – Final Approval (4-6 weeks)

Once we've completed our due diligence and legal review, our development team will propose our deal to the MDP Finance Committee and Board of Directors for approval. We'll then initiate a binding letter of intent and prepare the definitive documents required for closing.

Phase 7 – Integration (12-14 weeks)

We'll integrate phone and computer systems, convert to Open Dental practice management software and provide orientation for our new team. We'll also make plans to integrate our call center and billing & collections services, and determine any marketing strategies needed. We'll do whatever it takes to ensure a seamless transition for you, your team and your practice(s).

Ready to join the MDP family?
Contact our development team!



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