

Dear Dr. Jay,

Running a dental practice is tough. In addition to providing care to your patients, you are also managing staff, marketing your business, dealing with insurance reimbursement rates and keeping up with the latest government regulations — just to name a few. Practice owners are being squeezed from all sides, and many are dealing with the administrative side of the business after hours, during times they'd rather spend with their families.

Thankfully, there is a way for you to run your practice without worrying about the administrative side. As a doctor with Mortenson Dental Partners (MDP), you would have ownership and clinical autonomy without being bogged down by clerical duties. With a Support Center full of experts to take care of anything from painting walls to paying taxes, you can focus on doing what you love most — being a dentist. And right now, we're looking for new practices that are a great cultural fit, are financially sound, and align with our strategic goals.

Here are a few ways MDP is different from a typical dental service organization:

We are employee owned.

We are one of the largest groups of employee-owned dental practices in the country, with 140 practices in nine states. Through our Employee Stock Ownership Plan (ESOP), shares of the company's stock are put into a retirement account for each team member. In addition, eligible doctors can increase their ownership and purchase more stock in the company.

Our doctors have unmatched clinical autonomy.

Just as they would in private practice, our doctors have the freedom to create their own treatment plans and do what is in the best interest of their patients. In addition, we also offer opportunities for career growth and continuing education at no cost.

Our doctors earn more.

MDP's doctor compensation model is built around creating both short- and long-term wealth, so you can have the lifestyle you imagined when you first entered dentistry. Our doctors earn over 30% more than the national average for general practitioners (based on a recent study by the ADA) thanks to our unique system and practice-level profit sharing program.

We know how to work with insurance companies.

We recognize the challenges of navigating the ever-changing reimbursement environment. As such, we have created a dedicated Revenue Optimization team to negotiate more favorable insurance contracts and optimize carrier networks. MDP has invested resources in the area of insurance reimbursement and optimization on a scale that would be very difficult to replicate at the individual practice level. We have demonstrated success in realizing increased insurance reimbursement through our carrier network optimization initiative resulting from both enhanced network access points and negotiating leverage. We understand that the reimbursement landscape is very dynamic and requires a measured and consistent application of efforts to be effective. MDP is committed to delivering that ongoing effort and support for our practices.

We've got experts in all areas of business.

Our National Support Center offers expertise in a variety of business areas — from marketing and IT to doctor credentialing, human resources and accounting — so our doctors can focus on doing what they do best.

We set our doctors up for success.

We work to update our practices regularly so they are visually appealing and equipped with the latest dental technology.

Our size gives us many advantages.

Because of our size, we can take advantage of quicker insurance processing and lower costs on labs and personal protective equipment.

We truly have a unique culture.

Our team members feel a strong sense of ownership for achieving our goals and delivering the highest standard of care. We also have a strong, family-oriented culture that is grounded in our mission to improve the lives of others by living our values every day. Those values are caring for everyone, sharing abundantly, expressing gratitude, and building relationships.

Caring for Everyone

At MDP, caring and safety are the foundation of what we do. We focus on caring for each other, our patients and our communities.

Sharing Abundantly

Our philosophy is to share knowledge and expertise openly to foster development within our organization and make a positive impact on the oral health industry.

Expressing Gratitude

We express and exercise gratitude for each other and our patients daily. We understand that we depend on each other and our patients for our livelihood.

Building Relationships

Genuine relationships are built by trusting one another. Relationships are the cornerstone of our legacy culture.

If you're considering selling your practice, but want to maintain the benefits of ownership, MDP might be the place for you. At MDP, you can create a legacy of personalized, patient-focused care while also providing a stable, rewarding place for your team. Please contact me to learn more about what we have to offer. All conversations will be kept completely private and confidential.

Sincerely,



Dale Sanford

VP, Marketing and Business Development
10300 Linn Station Road, Suite 400, Louisville, KY 40223
Office: 502-254-6061 | Cell: 502-594-3514
dale.sanford@mdpweb.net