

Joseph D. Jordan, JD.

JPA Transitions / Jordan Law Group
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SPEAKING:

Mr. Jordan speaks on topics in the areas of *Practice Transitions*, *Associateship Planning*, and other requested topics to various study clubs, dental schools, residency programs, podcasts, and special groups. Some of the professional groups include the following:

NATIONAL CIRCUITS

ADA
Chicago Mid-Winter
Mid-Continental Congress
South West Dental Conference
Thomas P. Hinman Meeting

UNIVERSITIES

East Carolina University
Medical University of SC
Nova Dental School
UNC Chapel Hill Dental School
Virginia Commonwealth University
School of Dentistry

SOCIETIES & STUDY CLUBS:

Advanced Dentistry Implant Classes
Carolina Medical Center Residency Program
Bites & Business
Fayetteville Study Club
Goldsboro Study Club
Iredell County Dental Society
Nash, Edgecombe, and Halifax Dental Society
Schwartz Consulting Group Seminars
Old North State
Gaston County Dental Society
Rutherford County Dental Society
Charles Jerge Dental Seminar
Wake Forest/Northwest AHEC

PODCASTS:

Dentistry Uncensored with Howard Farran
Dental Up Podcast
DentalCast Productions

HONORARIUM:

Full Day: \$6,500*
Half Day: \$3,800*

* Sponsorships available

BIOGRAPHY



JOSEPH D. JORDAN, JD is a dental exclusive attorney, owner of Jordan Law Group and President of JPA Dental Transitions. Mr. Jordan graduated with honors from Belmont Abbey College earning a B. A. in Political Science in 2001, continuing his education by earning his Juris Doctorate from the Norman Adrian Wiggins School of Law at Campbell University, and is a member of the North Carolina State Bar.

Mr. Jordan has been solely focused on dental practice transitions for over 15 years and has been intimately involved with over 500 transactions and counting. It is this proven track record of successful transitions that gives him the knowledge and authority to educate the dental industry on this important topic. Mr. Jordan has been a guest speaker on various podcasts, and contributing editor to the *Dental Entrepreneur* magazine, *Insurance Solutions Newsletter*, *Dental Economics*, and *Dr. Bicuspid*, as well as an enthusiastic, national speaker on the topics of dental law and practice transitions.

Mr. Jordan enjoys sharing his experiences with regional study clubs and offers an honorarium sponsorship to help cover the expense. The close, in depth conversation regarding challenges facing transitioning doctors is a passion he shares with the participants.

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TOPIC I: PRACTICE OWNERSHIP AND THE NEW DENTIST: STARTING OFF RIGHT

Owning a practice is the ultimate goal of many doctors, and for the New Dentist, ownership has its own unique challenges. In this program, Mr. Jordan will address the challenges common to the New Dentist contemplating practice ownership and the steps necessary for success including whether ownership is even the right step. Whether it is a start-up or the acquisition of an existing practice, Mr. Jordan takes the participants through the proven process necessary to facilitate successful practice ownership as a young professional.

Course Objectives:

- Participants will learn initial steps necessary for long term success, prior to ownership.
- Participants will learn to determine whether ownership is really right for them.
- Participants will also learn how to determine which ownership situation best fits their individual goals (acquiring an existing practice or a cold start).
- Participants will learn the steps necessary to achieve their individual ownership goals and maintain success as an owner.

Projected Audience: Students/New Dentist/Associates

Program Time: 1 Hr or 3 Hr

TOPIC II: PRACTICE TRANSITIONS: A GUIDE TO SELLING A DENTAL PRACTICE

A dental practice is a tremendous asset and special care must be taken in the transferring of that asset. The process of a practice transition may seem like a daunting task to many doctors; however, in this program, participants will receive a market update, learn the step-by-step process of preparing for and undertaking their unique practice sale. Mr. Jordan will also discuss the current trends in dental practice transitions, the impact of corporate and entrepreneurial ownership on the market and what the selling doctor can expect from their forthcoming transition.

Course Objectives:

- Participants will discuss the current market trends and coming trends in practice transitions.
- Participants will be educated on the different types of practice transitions, the process of facilitating a practice transition, and what the selling doctor can do to help ensure a smooth transition process.
- Participants will learn how to position their practice in anticipation of an upcoming practice transition and thus maximize their practice value.
- Participants will learn the dynamics of successfully dealing with buyers, regardless of profile, and how to help ensure the continued post-sale success of the practice.

Projected Audience: Established/Retiring Doctor

Program Time: 1 Hr. or 3 Hr.

*** CUSTOM REQUESTED TOPICS ARE ALSO AVAILABLE, PLEASE CONTACT US FOR MORE INFORMATION ON HOW WE MAY BETTER FIT YOUR SPEAKING NEEDS.**