

Industry Insights – Dental

We're seeing a few different challenges in the dental industry right now, one of those being the question of growth. How does a practice grow? I'm getting that question a lot from my clients right now. And we're working with them to improve their practices and look at some benchmarks to help them improve their efficiency and their productivity, ultimately improving their bottom line.

Another challenge we're seeing is the transitions that are occurring in the marketplace. A lot of people looking to get into dental practices, a lot looking to retire and get out of dental practices. We work with those practices to help them put a value on their practice. And then walk them through the transition process from start to finish, whether they're a buyer or a seller.

Another hot topic these days is tax reform and we have a lot of conversations right now with those in the dental industry. Helping them analyze whether their current business structure is appropriate to help them take advantage of all the tax saving strategies available with the tax reform.

Gaining knowledge in the dental industry has a couple different components. We like to do a lot of reading of professional journals, continuing education courses so that we know we're up in front with what's going on in the dental industry. And in all honesty, the best way we get more experience is by working with more people in the dental industry. We've learned a lot from our clients and what we can help with on one client often translates into helping other clients out.

We're really passionate here at SVA about helping our dental clients. We love to help them understand their financial results and strategize and help them set goals. The best part is when we can look back at the end of the day and see what our clients have achieved, knowing that we had a part in that.