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## **EDUCATIONAL BACKGROUND**

1982 – 1984            RUTGERS UNIVERSITY, Newark, New Jersey  
Graduate School of Management  
Executive Management Training Program  
M.B.A.

1972 – 1976            UNIVERSITY OF PENNSYLVANIA, Philadelphia, PA  
School of Dental Medicine  
D.M.D.

1966 - 1970            UNIVERSITY OF ROCHESTER, Rochester, New York  
B.A.

## **PROFESSIONAL EXPERIENCE**

1985 – Present            AMERICAN PRACTICE CONSULTANTS, INC.  
Moorestown, New Jersey  
A firm I founded to provide assistance to dentists in the following areas: Practice Sales, Practice Appraisals and Partnership Arrangements. I have worked extensively with hundreds of dentists in all types of practice transfers and have done so on a full-time basis since 1990. I am recognized as a court approved expert witness in practice valuation. In addition, I have consulted with dentists in evaluating associateship arrangements and practice start-ups.

1978 – 1990            PRIVATE PRACTICE OF DENTISTRY  
Various locations in New Jersey and Pennsylvania  
Includes working in a number of small and large offices for other dentists, as well as two practices of my own.

1976 – 1978            U.S. NAVY DENTAL CORP  
Parris Island, South Carolina  
Staff Dentist

1970 – 1972            MORGAN GUARANTY TRUST COMPANY  
New York, New York  
Credit Analyst

**MEMBERSHIPS**

ADS Transitions  
Practice Valuation Study Group  
American Dental Association (Lifetime Member)  
International Business Brokers Association  
American Society of Appraisers  
Rotary International

**SPEAKING  
ENGAGEMENTS**

I have spoken to numerous groups concerning practice transitions and valuation including dental schools, dental societies, hospital staffs, dental conventions (New Jersey, New York, Liberty, Valley Forge Dental Conference), residency programs and many other dentists through seminars that my firm has sponsored.

**ARTICLES**

“Restrictive Covenants”, Spring 1988, Journal of the New Jersey Academy of General Dentistry.

“Common Questions When Selling A Practice”, 1990 and 1991 in various local dental and medical society journals.

“Partnerships: The Key Ingredients”, November 1993, Dental Economics.

“Methods of Transferring Practice Ownership”, 1994, in various local dental journals.

“Update on Practice Valuation”, 1996, in various local dental journals.

“Practice Transition Update”, 2003, in various local dental journals.

“Exit Strategies”, 2008, in various local and state dental journals.

“The Three Phases of Practice Transactions”, 2010, Journal of the New Jersey Academy of General Dentistry.

“Why do Practice Values Vary So Much Around the Country”- Transitions Roundtable, January 2011, Dental Economics.

“Key Elements to Selling a Practice”, February 2012, Dental Economics and December 2013, Montgomery-Bucks Dental Society Bulletin.

“The Transition”, December 2014, Dental Economics.

“Multiple Offices: A Growing Trend”, April 2016, Dental Economics.

**CONTINUING  
EDUCATION**

I have taken numerous courses in all areas relating to the sale and valuation of professional practices and small businesses. Sponsors include national organizations such as the American Society of Appraisers, Institute of Business Appraisers, International Business Brokers Association and the Practice Valuation Study Group.