



# Dental Practice Transition: A Practical Guide to Management

By David G. Dunning, Brian M. Lange

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Practice management is one of the key elements in the career of a dentist. Most dentists own their own practices and even associateships carry with them the prospect of management, accounting and dealing with health insurance providers. *Dental Practice Transition: A Practical Guide to Management* helps readers navigate through options such as starting a practice, associateships, and buying an existing practice with helpful information on business systems, marketing, staffing, and money management. With topics applicable to both recently graduated as well as established professionals, *Dental Practice Transition* is a comprehensive exposition of practice management from a dentist's perspective.

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### Editorial Review

#### Review

“This would be a wonderful book for senior dental students and dental residents who are planning for their future.” (*Doody's Reviews*, May 2009)

#### From the Back Cover

Practice management is one of the key elements in the career of a dentist. Most dentists own their own practices and even associateships carry with them the prospect of management, accounting and dealing with health insurance providers. *Dental Practice Transition: A Practical Guide to Management* helps readers navigate through options such as starting a practice, associateships, and buying an existing practice with helpful information on business systems, marketing, staffing, and money management. With topics applicable to both recently graduated as well as established professionals, *Dental Practice Transition* is a comprehensive exposition of practice management from a dentist's perspective.

#### About the Author

**Dr. David Dunning** has provided management consulting services for many years. He has been on the faculty of the College of Dentistry, University of Nebraska Medical Center, for 21 years, teaching and conducting research in behavioral science and practice management. In addition to developing the practice management curriculum for 12 years, Dr. Dunning has helped many students transition into private practice-start-ups, associateships and practice purchases. Dr. Dunning has served as a leader in ADEA's Section on Practice Administration since 1999 and is the current Councilor for the section. Dr. Dunning served on the faculty executive committee of the faculty senate for seven years and as an officer of the senate for four years, including one year as president.

**Dr. Brian Lange** has developed a real estate business and provided counseling/consulting services for many years. He has been on the faculty of the College of Dentistry, University of Nebraska Medical Center, for 32 years, teaching and conducting research in behavioral science and practice management. Dr. Lange served as an officer in ADEA's Section on Practice Administration and the Organization of Teachers of Practice Administration for three years each in the 1990s. He also served as Director of Continuing Education at the dental college from April of 2003 - June of 2006. Dr. Lange served on the faculty executive committee of the faculty senate for six years and as an officer of the senate for three years, including one year as president. Last August, Drs. Dunning and Lange served as consultants in the area of practice management curriculum for the Academy for Academic Leadership, Atlanta, Georgia. This consulting firm utilized experts from across the country to develop a comprehensive proposal to start a new dental college in the Eastern United States.

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