

# The Complete 411 on DSO Affiliation

Guest: Geoff Ligibel, CEO of 42North Dental  
Host: Jesse Barron of DSO Connection / DSO News

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Geoff Ligibel

Presented by:

Hosted by:



**DSO**News



**DSO**Connection  
Your DSO Transition Partner

**42**NORTH  
DENTAL

# Stick around and you will...

- Learn how DSOs value practices and current price trends
- Find out about the different affiliation models
- Discover the pain points in transition and how to avoid them
- The benefits of a geographically focused DSO
- How to maximize your practice for sale or acquisition
- Learn more about 42North Dental
- ...and much more

# About Geoff Ligibel

Mr. Ligibel is the President and CEO of 42 North Dental, a leading dental support organization (DSO) with more than 70 affiliated locations in New England. Since joining over 5 years ago, he has led rapid growth at the Company, building and partnering with practices in Massachusetts, Connecticut, New Hampshire, and Maine.

Mr. Ligibel was previously a Director in Houlihan Lokey's Healthcare Group. During his career, he helped establish a very active portfolio of DSO clients that he helped advise through dozens of transactions, while also executing transactions in various other healthcare sectors such as physician groups, hospitals, pain management clinics, healthcare IT, outsourcing, and distribution.

Mr. Ligibel graduated *summa cum laude* with a B.S. in Accounting from Ohio State University. He is a Certified Public Accountant and holds the designation of Chartered Financial Analyst.

# DSO Valuations of Practices

A discussion on how the majority of DSOs value practices.

# Current Price Trends

What are dentists typically receiving for their practices these days?

How can they quickly add more value before transitioning to a DSO?

# Affiliation Does Not Have to Equal Retirement

Many dentists believe that transitioning to a DSO means immediate or imminent retirement. That does not have to be the case. Why?

# DSO Affiliation Models

A review of the different models employed by DSOs for practice affiliation:

- Outright buyout
- Dentist partial ownership in single PC
- Dentist ownership in DSO
- Other Models

# All About Transitions

What is the average time from initiating dialogue to letter of intent?

What is the average time needed to close on a transaction?

How long does the transition process take and who is responsible for what?

What does the doctor typically remain in control of?



# Benefits of a Geographically Focused DSO

42North Dental is a regional DSO focused on the Northeast. What are the benefits of affiliating with a DSO that is in close proximity to your office?

# About 42North Dental

There are no shortage of DSOs for a dentist to choose from. Why should a dentist in the Northeast affiliate with 42North Dental and what can they expect as an affiliated office?

Q&A

# An introduction to DSO Connection

We work with leading DSOs throughout the country, connecting dentists that meet the desired criteria of the DSO.

There is no cost for our service. We are compensated by the DSO. Save yourself the 6-10% you'd pay to a dental broker by going direct to the source at DSO Connection.

We can even connect you with industry leading vendors like the best dental legal and accounting firm to guide you through the process.

Interested in learning more? Start the process by receiving a complimentary practice valuation by visiting [dsoconnection.com](http://dsoconnection.com) after this webinar.



# Thank you for attending The Complete 411 on DSO Affiliation

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**Are you a Northeast dentist looking to affiliate your practice with a DSO? Take our free practice value calculator at [dsoconnection.com](https://dsoconnection.com) and we will put you in touch with the best DSO for you. *There is no obligation or charge for this service.***



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