

Meeting Speakers

Nikki Nitz, CPA, CMA

Ms. Nitz is a Certified Public Accountant and Certified Management Accountant. She is the owner of Simmons & Associates, an international veterinary brokerage and appraisal firm. Having started a veterinary practice and then working in the trenches of that practice, she realized her passion was to help veterinary business owners achieve their financial and lifestyle goals. She founded The Veterinary Business Expert to fulfill this passion. Ms. Nitz brings over 25 years of business consulting experience to her clients and all of those she is in contact with.

Jay Nadler, DVM

Dr. Jay Nadler graduated from the University of Illinois College of Veterinary Medicine in 1982; he joined his father at the Peotone Animal Hospital after graduating. Dr. Jay and his wife, Dr. Yvonne Nadler, took ownership of the mixed animal practice in 1994. Dr. Jay has been navigating the waters of practice succession after 64 years of family ownership. Dr. Jay has a Rottweiler, Bull, that you will often see riding shotgun in his large animal truck as well as peeking around corners of the clinic.

Clyde Dunphy, DVM

A practicing veterinarian for over 40 years in dairy, equine, mixed animal practice and small animal practice in New York and Illinois, Dr. Dunphy is a 1974 Graduate of the U of I CVM. He also attended the U of I Executive Veterinary Program in Business Management. In addition, he participated in the American Animal Hospital Association management track for over 16 years, and started three successful veterinary practices in NY and Illinois. Dr. Dunphy currently is a Practice Management business speaker for Zoetis. Since retiring from clinical practice and ownership in January, 2015, he works as a consultant for veterinarians looking to buy or start a veterinary practice.

Sponsors



1121 Chatham Road
Springfield IL 62704

Register online at www.isvma.org

ISVMA Practice Ownership Seminar - Part 2



Veterinary Clinic Sellers Strategies for Success

Speakers:

Nikki Nitz, CPA, CMA

Jay Nadler, DVM

Clyde Dunphy, DVM

April 4, 2018

8:30 a.m. - 4:30 p.m.

7 hours of
Continuing Education

Eastland Suites Hotel &
Conference Center
1801 Eastland Drive
Bloomington, IL 61704

AGENDA

8:00 - 8:30 a.m.

Registration/Continental Breakfast

Morning Session Speaker: **Nikki Nitz, CPA, CMA**

8:30 - 9:20 a.m. —Valuation Basics

Your practice is likely one of the largest investments you will ever make. If it is not the largest asset in your portfolio, it probably is one of the largest. Yet, many practice owners have no idea what their investment is worth until it comes time to sell. Why wouldn't you want to know how the value of this large investment is increasing or decreasing just as you do your retirement accounts? This session takes you through the process a practice appraiser goes through when completing a practice valuation. These are basics every owner, manager, and buyers should know.

9:30–10:20 a.m. —Rich Owner, Poor Owner

In this session we show real life cases of a well-managed practice and a poorly managed practice. You will learn the adjustments practice appraisers make when completing a valuation of your practice. You will also learn how the profit of the practice affects the value of these practices. Attend this session so you know how to become a "Rich Owner."

10:30 - 11:20 am—6 Steps in the Selling Process

You can start preparing for a future sale now. This session will teach you the six-step process to preparing for and selling your practice. It will teach you what actions to take and what actions to avoid. You will also learn about current market conditions and who might be interested in purchasing your veterinary practice.

11:30 am- 12:20 pm—Corporate Purchasers and Current Market Conditions

Just because you have received one corporate offer does not mean it is the best offer or the best corporation for you to sell to. There are over 30 corporate purchasers in our industry that are very active. They are offering amazing prices on some practices, and it might be worth selling a little earlier than you thought. You may miss the boat, if you wait a couple of years. Also, don't think for a moment that individual veterinarians are no longer purchasing practices. This is simply not true. This session will teach you the following: Who is buying?; What they are buying?; Where they are buying?; When they are buying?; Why they are buying?; How they are buying?; What they are paying?; and What you should do to prepare?

12:20- 1:20 p.m. Lunch

**1:20 - 2:10 p.m. —The Selling Process—A Practitioner's Viewpoint
Jay Nadler, DVM**

This session will cover the following points: Having your practiced valued; Preparing for sale; Discussing a buy-out with an associate; and discussions with corporate buyers.

**2:20 - 3:10 p.m. —The Selling Process—A Retired Practice Owner
Clyde Dunphy, DVM**

This session will cover the following points: Preparing the staff for transition for a sale; How to transition clients to new owners; Who are your buyers in a multi-practice ownership?; How to prepare an Associate DVM to become a practice owner?; and What is the value of practice ownership to an associate?

3:20—4:20 p.m.—Discussion and Q & A with speakers

Meeting Location
Eastland Suites Hotel &
Conference Center
1801 Eastland Dr
Bloomington, IL 61704

LODGING

A block of rooms for a discounted room rate is being held for this meeting. Please call the Eastland Suites Lodge to make reservations at 1-309-662-0000

Pre-Registration Deadline

March 23, 2018

All registrants will be processed on-site after deadline.

Continuing Education

Attendance qualifies for 7.0 hours CE

Meeting Notes

Available for download on March 23, 2018. A link will be sent to you via email. Please provide your email to receive the link.

ISVMA Practice Ownership - Part 2 Sellers Strategies for Success

REGISTRATION (Photocopy if more than 1 attendee)

Name of ATTENDEE as it will appear on name badge

Credentials—DVM, CVT, MS, etc. (when applicable)

Clinic

Address

City/State/Zip

Email address (required for registration confirmation)

REGISTRATION FEES \$ _____

Prior to March 23, 2018

DVM ISVMA Member \$175.00

DVM ISVMA Non-Member..... \$225.00

CVT/Practice Personnel \$125.00

LATE REGISTRATION FEE \$ _____

For registrations received on or
after March 24, 2018 \$ 10.00

TOTAL ENCLOSED \$ _____

PAYMENT

To remit by check, send this form with payment to

ISVMA

1121 Chatham Road, Springfield IL 62704

To submit payment by credit card, fax to 217.546.5633 or mail to address above.

Check One: MasterCard _____ VISA _____

Account # _____

Exp. Date: _____ **3 Digit Code** _____

Cardholder's Name _____

Signature _____

Billing Address _____

(if different than above) _____