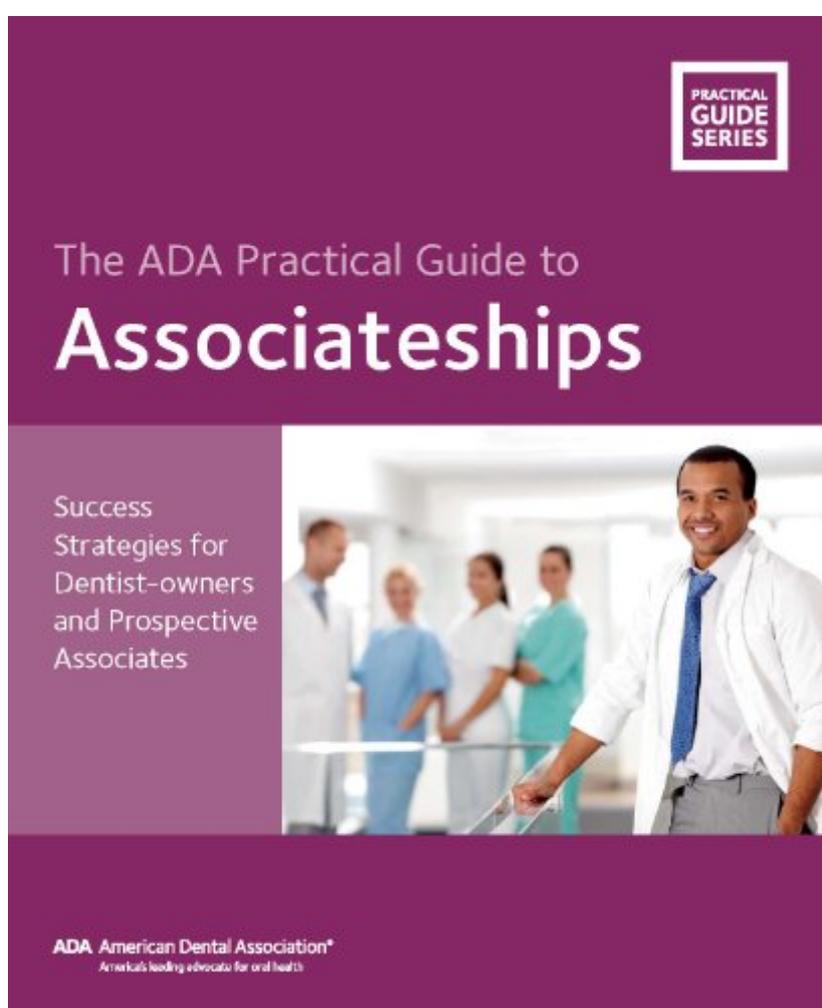


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# The ADA Practical Guide To Associateships: Success Strategies For Dentist-owners And Prospective Associates (The ADA Practical Guide Series)



## Synopsis

Thereâ™s more than meets the eye to building a successful associateship. This practical guide offers strategies for tackling both logistical issues â “ such as the type of associate arrangement, compensation, contract terms, and buy-ins â “ and intangible ones, including interpersonal considerations and compatibility, developing a practice philosophy, and conducting a goals assessment. Ideal for either adding or becoming an associate, this valuable book explains:â ¢

- Common contract provisions, including compensation; sick leave, disability pay, and other benefits; restrictive covenants and nonsolicitation provisions; financing and income distribution; provisions for dissolution; and many more â ¢
- Differences between an employee and an independent contractor, including financial, interpersonal, and tax considerationsâ ¢
- The phased buy-in/buy-out processâ ¢
- Considerations for the dentist who is thinking about joining a large group practice

Also includes worksheets for cash flow, break-even and associate compensation analyses, as well as a sample associateship contract.

Table of Contents

Chapter 1: Associateships in General

- Reasons to Become an Associate
- Reasons to Add an Associate
- Structures of Associateship Arrangements
- Potential Problems
- Types of Associate Arrangements

Chapter 2: Adding an Associate

- Long-range Planning
- Personal Assessment
- Practice Assessment
- Typical Features of Associate Agreements
- Defining Factors of a Prospective Associate
- Recruitment
- General Considerations
- Management Considerations
- Interpersonal Considerations
- Financial Considerations
- Making the Decision

Chapter 3: Becoming an Associate

- Is Associating for You?
- Recommended Steps for Becoming an Associate or Entering a Time-share/Solo Group Agreement
- What Type of Associateship Arrangement is Best for You?
- Financial Considerations for Associate Arrangements
- Control Considerations
- Restrictive Considerations
- Availability Considerations
- Considerations Relating to an Associateship in a Large Group Practice

Chapter 4: Locating Candidates and Associateship Opportunities

- Traditional Sources
- Sample Advertisements
- Sample Associate Dentist Job Description
- Web-based Resources
- Social Media
- Making Contact
- Sample Curriculum Vitae (CV)

Chapter 5: Candidate or Associateship Evaluation

- Initial Screening
- Comprehensive Evaluation
- Issues for Prospective Associates
- Specialty Care
- Terms of the Contract
- Issues for Prospective Associates and Group Practices
- Issues for Dentist-owners

Chapter 6: Financial Compensation

- Determining a Fair Level of Compensation
- Who Pays Whom?
- Compensation Methods
- Compensation Examples
- Phased Buy-ins and Buy-outs
- Other Financial Compensation Considerations
- Break-even Analysis for an Associateâ™s Production

Chapter 7: Contractual Considerations

- The Importance of a Written Contract
- Classification Indicators
- Employee or Independent Contractor?
- Taxes, Social Security and Related

MattersCommon Contract ProvisionsIndependent Contractor Sample ProvisionsTime-share/Solo  
Group Sample ProvisionsSample Agreements

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