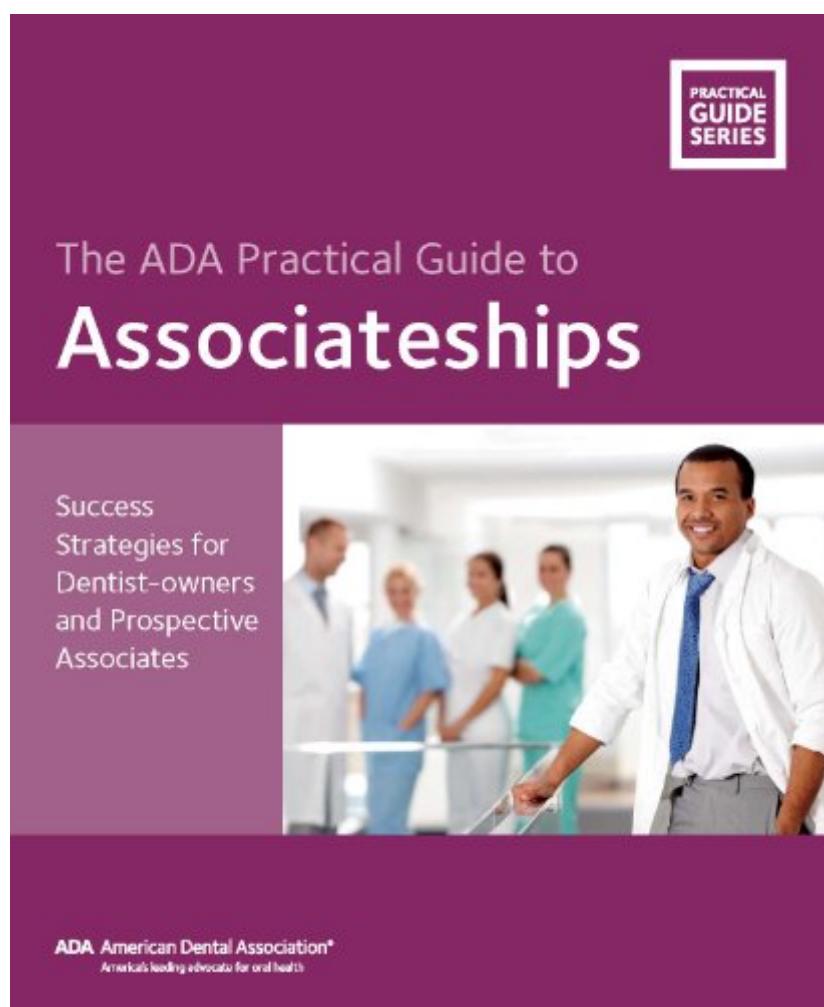


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# The ADA Practical Guide To Associateships: Success Strategies For Dentist-owners And Prospective Associates (The ADA Practical Guide Series)



## Synopsis

There's more than meets the eye to building a successful associateship. This practical guide offers strategies for tackling both logistical issues – such as the type of associate arrangement, compensation, contract terms, and buy-ins – 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:

- 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
- Differences between an employee and an independent contractor, including financial, interpersonal, and tax considerations
- The phased buy-in/buy-out process
- 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 Associate**
  - Production**

**Chapter 7: Contractual Considerations**

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

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