



# End-Game Planning

## Charting a Course for Your Last Trimester of Practice

**TARGET AUDIENCE:** Physicians and Their Spouses.

**FORMAT:** Half-day Workshop.

**SUMMARY:** An intensive half-day workshop for physicians who want to plan for an orderly and rewarding exit from active practice. There was a time when a satisfying retirement was a fairly automatic way to wind up a medical career. Not anymore. This course covers the myriad practical details physicians need to anticipate, as well as larger issues like:

- Positioning strategy for retirement.
- Group practice — how to find the best (and fairest) merger or exit deal.
- Professional corporations: Keep? Dissolve? Sell?
- When to sell a practice and the 11 motivations of sellers and buyers.
- How to determine a practice's value.
- Practice goodwill in the current market.
- How to offer a practice for sale.
- Drafting the contract of sale.
- State laws regarding records retention, notifications of patients, suppliers, and other agencies.
- Tax, legal, and practical considerations on closing a practice.
- Negotiations 101.
- Practice closure: how and when timeline/checklist.

**Learn the Myriad  
Practical Details You  
NEED to Anticipate, as  
well as the BIG Issues!**

## Saturday, February 27, 2010, 9:00AM–1:00PM

**WHEN:** Saturday, February 27, 2010, 9:00AM – 1:00PM  
**WHERE:** SDCMS Meeting Room, 5575 Ruffin Road, Suite 250, San Diego 92123  
**PRESENTER:** Jeffrey J. Denning, principal of SDCMS-endorsed Practice Performance Group (PPG)  
**REGISTRATION:** Fax this completed form to SDCMS at (858) 569-1334 by February 26, 2010  
**QUESTIONS?** Call Lauren Wendler at SDCMS at (858) 300-2782 or email her at [LWendler@SDCMS.org](mailto:LWendler@SDCMS.org)

**REGISTRATION FORM:** Complete and Fax to SDCMS at (858) 569-1334 before Feb. 26, 2010.

### Free Workshop Open Only to SDCMS Members and Their Spouses

Member Physician's Full Name: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_