


Expansion to Western Canada

Fine Touch Dental is pleased to announce expansion to Western Canada. Bob Anderson, President of Fine Touch Dental West Management Inc. (www.finetouchwest.ca) opened the doors to the Saskatoon headquartered dental practice management company in January.

Fine Touch Dental West is the second Master Licensee of the Ontario based Fine Touch Dental Management business system in Canada. Fine Touch Dental Atlantic Management Inc. was the first Master Licensee which opened in 2007 and is headquartered in Nova Scotia.

Fine Touch Dental manages dental practices for dentists. Fine Touch Dental provides expertise in dental practice management through a series of carefully crafted management programs including advertising, marketing, human resources, accounting, bookkeeping, and legal. Leveraging economies of scale for purchasing and maximizing human capital allows dentists to maximize profitability while concentrating on what they do best. 

Vendor take back financing

Fine Touch Dental works closely with dentists during the transition and sale of dental practices. Vendor Take Back financing (VTB) is more prevalent in deals done between retiring dentists and dentists who own groups of practices today to the benefit of all parties.

Retiring dentists who sell their practices to dentists that own groups of practices do so earlier than dentists who are looking to retire quickly. Retiring dentists are typically looking to maximize the value of their practice by selling during their high producing years while maintaining several years of work before completing the transition to retirement. Meanwhile the money they received from their practice sale is busy working for them in a variety of investments including VTB's to help guarantee a high quality of life during retirement.

What is a Vendor Take Back (VTB)?

“A type of mortgage in which the seller offers to lend funds to the buyer to help facilitate the purchase of the property. The take-back mortgage often represents a secondary lien on the property, as most buyers will have a primary source of funding other than the seller.”¹

How does the Vendor Take Back work? The purchaser, either the next generation of dentist purchasing the practice or a dentist who owns a group of practices, will arrange to pay a portion of the purchase price with their own money or money from a bank and the remaining portion will be borrowed from the vendor (selling dentist). This does not mean that the vendor writes a cheque to the purchaser, in fact it is the opposite. The purchaser and vendor agree on an interest rate and term. They structure the payments to be both affordable and to provide the vendor with their investment in a reasonable time period. The purchaser makes regular payments to the vendor according to these details.

Example of a typical VTB deal:

Practice Price:	\$ 1,000,000
VTB (25% of Purchase Price):	\$ 250,000
Other sources of money:	\$ 750,000

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¹ Source: http://www.investopedia.com/terms/v/vendor_take_back.asp

Grand re-opening: Gladstone Dental Centre, Halifax, NS



Fine Touch Dental Atlantic Management Inc. recently managed the complete renovation of Gladstone Dental Centre. This new facility was renovated to provide better patient care and comfort in a welcoming modern environment including up to date technology advancement.

With the facility's creative design themed in art history, Gladstone Dental is a welcomed addition to the dental industry.

With the use of pop explosion from the early 60's the facility is engaging, bright, fresh and new. In addition to providing patient care and comfort, the facility is structured to function as a training facility for staff members under the management services of Fine Touch Atlantic.

Fine Touch Dental Atlantic invites you to the Grand Re-Opening March 2, 2011 at 5:30 PM. 

Rules and regulations

Keeping compliant in an environment of ever changing rules and regulations can be a daunting task. Fine Touch Dental has been busy updating our programs to ensure that the professional practices that we manage meet and exceed the rules and regulations. Below are some tips that our management teams have put together to assist you and your practice with compliance:

Bill 168 – Ontario

The purpose of this amendment to the Occupational Health and Safety Act is to prevent workplace harassment and violence. Bill 168 has changed the definition of workplace harassment. Employers are required to have a related policy in place which includes a training program and methods for reporting and investigating complaints.

Infection Prevention


The RCDSO has made changes to infection control procedures. A series of recommendations are

made in the Guidelines publication "Infection Prevention and Control in the Dental Office". Based on this publication a specific office policy regarding infection control must be created and monitored on an ongoing basis.


Privacy of Information

Did you know that talking about a patient's personal information within earshot of others is a violation of privacy according to privacy legislation? A privacy policy must be created for dental offices outlining the requirement to secure personal information including the responsibility of staff to keep this information confidential.

Staff Training

Staff Training Policies are an ever changing and evolving part of managing a business. Managers must be apprised of changing regulations and safety procedures and to keep staff well trained. A Staff Training Policy is not to be put in a binder to collect dust on a shelf. 

VTB (cont'd from page 1)

In this example, the purchaser is borrowing \$250,000 by VTB. If the purchaser and vendor agreed that the \$250,000 VTB loan would be paid on a monthly basis with a semi-annual interest rate of 7% the purchaser would make payments of \$4,938² per month to the vendor including principal and interest. Not accounting for the time value of money this is almost a \$50,000 premium for the vendor. On the purchaser's side they are most concerned with the professional goodwill associated with the vendor dentist. The VTB is a vehicle for ensuring a healthy relationship during the transition.³ 

² numbers based on 5-year amortization

³ numbers calculated for example purposes only. Actual numbers may vary.



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