

**PURCHASING A DENTAL PRACTICE:
RISK MANAGEMENT CHECKLIST©**

1. QUALITY OF CARE

- ✓ Philosophical concurrence with Seller as to practice of dentistry
- ✓ Chart Review -- do charts reflect what you would consider to be "standard of care" for charting?
- ✓ Perio — key item — has Seller remained current in his/her approach to diagnosing, monitoring, maintaining, referring, and charting perio? Do patient charts reflect the same (i.d., probing, referrals, adequate x-rays)?
- ✓ In-office patient check — spend one or more days in office and clinically inspect Seller's dentistry by patient exams
- ✓ Identify high risk areas of Seller's practice, if any. If such areas exist, i.e., ortho patients in a general practice, will those patients transfer to Buyer, remain with Seller, or transfer out of practice?
- ✓ Identify any techniques utilized in practice which may give rise to future problems, i.e., use of unapproved endo fillers, outmoded crown and bridgework techniques.
- ✓ Does Seller utilize an effective hygiene/treatment recall system?

2. INSURANCE/RISK MANAGEMENT CONSIDERATIONS

- ✓ Is Seller presently insured?
- ✓ Has Seller been insured without interruption since opening present practice?
- ✓ Get copy of Seller's present malpractice Declarations page to identify carrier, policy number, coverage period, policy limits.
- ✓ Will Seller continue with his/her malpractice policy or obtain a tail coverage?
- ✓ Is Seller presently being sued for malpractice? If so, get full information on all such legal actions
- ✓ Has Seller been sued in the past or had peer review actions? If so, what treatment was involved and how was the action/claim resolved?
- ✓ Has Seller had any disputes/conflicts with any other local practitioners?
- ✓ Has Seller had to sue patients for collection? If not, are any such suits planned? (Consideration should be given to prohibiting patient suits by Seller to collect accounts receivable after close of escrow.)
- ✓ Are there any existing patients who have treatment to complete but are avoiding coming back to the practice?
- ✓ Are there any patients who have any disputes with the practice?
- ✓ Have Associates treated patients in the practice? If so, what is the quality of their work?
- ✓ Are there presently Associates in the practice? Are they insured?
- ✓ Is Seller willing to agree to a retreatment provision?