

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

**1. QUALITY OF CARE**

- ✓ Philosophical concurrence with Seller as to practice of periodontics -- surgical vs. non-surgical cases, types of treatments performed in office
- ✓ Chart Review -- do charts reflect compliance with standard of care -- are treatment plans clearly documented?
- ✓ Seller remained current in techniques, and approaches in diagnosing and treating periodontal disease
- ✓ Identify any high risk areas of practice or treatment beyond Buyer's interest level -- implant cases, hard/soft tissue regeneration techniques
- ✓ Identify special cases that Seller may have to complete after sale
- ✓ Does Seller utilize an effective recall system -- solo or jointly with referring dentist?

**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.
- ✓ Any reason why Seller cannot 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?

**3. OTHER CONSIDERATIONS**

- ✓ Referral sources -- identify the referral sources for the practice -- Is the practice dependent on too few referral sources? Will Seller personally introduce Buyer to referral sources?
- ✓ Is Seller part of implant team if you, will you assume the team position -- are there implant patients whose care you will assume?
- ✓ Does Seller promote him/herself through any newsletters, study groups, education programs, etc.?