

Thursday, November 2nd, 2023

5:00pm – 9:00pm

**Sinclair Dental**

110-2611 Queensview Drive, Ottawa, ON K2B 8K2

**\$50+tax per person**

Light dinner included.

**To register, click [here](#) or scan QR code.**

Don't wait, seats are limited!



For inquiries, please contact Micheline St-Denis
at 613-690-2602 or MStDenis@sinclairdental.com

PLANNING FOR TOMORROW...AND BEYOND

Build Your Dream Dental Office – How To Get Started & Who To Start With

SCHEDULE:

5:00pm – 5:30pm Dinner

5:30pm – 5:55pm Accounting



What are the accounting matters needed to get financing and funding approvals from the bank (business plans, budgeting, and estimations)? How do you get started once your doors are open to patients?

+ **Lynda Carter, CPA, CA (MNP)**

Lynda is a Partner with MNP's Assurance and Accounting team in Ottawa. She is a trusted advisor and solution-maker, helping owner-managed enterprises, private companies and entrepreneurial groups achieve success.

5:55pm – 6:20pm Legal Consultation



How should your lawyer work with your accountant, your broker and other parties involved through out the process? What are some other legal concerns (e.g. associate and employment agreements, estate planning, etc)?

+ **André Martin (Mann Lawyers)**

André is the Co-Managing Partner and Leader of the Business Law Team at Mann Lawyers.

6:20pm – 6:45pm Location Search & Lease/Purchase Agreement



How do you find the perfect location for your dream dental office? How can you negotiate and finalize a lease or purchase agreement? Can you avoid the numerous \$100,000 traps hidden in your lease?

+ **Karina Benditkis (Capworth)**

Karina has over 18 years of experience and 400+ leases negotiated in Commercial Real Estate. Over the last seven years of her career, she has focused on servicing healthcare professionals, predominantly dental.

+ **Eric Pook (Cirrus)**

Eric is the President of Cirrus Consulting Group, North America's preeminent commercial real estate and office lease negotiation firm for dentists. Cirrus always has your and your business's best interest as the goal.



Supplies



Equipment



High-Tech



Service



Design



Financing

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Sinclair



Dental / Dentaïre™

SCHEDULE (cont.):

6:45pm – 7:10pm How to Implement Policies in Your Dental Office



+ Karen Brownrigg (iHR Advisory Services)

Karen is the CEO of iHR. She has spent decades helping employers of all sizes, within Canada and around the world, navigate difficult questions and implement solutions. iHR is an Ottawa-based innovative, on-demand HR advisory and executive coaching company with certified professionals working across Canada.

7:10pm – 7:35pm Contracting & Building



What's the process of building your dental office? What's involved in collaboration with engineers and trades, and communication with the town/city? What are the necessary inspections and occupancy permits?

+ Spencer Jones (Jones Medical Construction)

Spencer is the Owner/Operator of JMC, a general contracting firm serving medical and dental professionals in the Ottawa area. They pride on understanding the specific needs of their clients, and the projects they undertake.

7:35pm – 8:10pm Office Planning & Equipment



What is the best dental office layout? What equipment do you need to make your clinic as efficient as it can be?

+ Scott Lyall (Sinclair Dental)

Scott is the Lead Designer at Sinclair Dental. The 25+ years of designing dental (and other) offices, and his creativity and ability to make use of every inch of space, has made him one of the most sought-after office designers in Canada.

+ Einstein Rex (Sinclair Dental)

Einstein is a Designer & Equipment Sales Specialist at Sinclair Dental, with five years of invaluable hands-on experience with design, new builds, renovation, and project coordination.

8:10pm – 8:35pm Interior Design & Concept Development



What are the steps involved in turning an empty retail unit into your very own dental office and your second home?

+ Jessica Vagner (Parallel 45 Design Group Ltd.)

Parallel 45 Design Group Ltd. has established a reputation for delivering spaces that harmonize aesthetics, functionality, and patient well-being and believe that every space has a unique story to tell.

8:35pm – 9:00pm Sinclair Leasing



Sinclair Leasing provides an efficient alternative for purchasing equipment and services required to maintain or upgrade your practice without depleting your cash reserves. Leases are deductible and are the most tax-effective way of financing. Our team of experts will work with you to provide the best financial solutions tailored to your specific situation. We have partnered with some of the top leasing companies in the country in order to find you the best deal that meet you needs.

To register, please click [here](#) or scan QR code:

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