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Open letter to dentists considering selling their practice:

I just closed on the sale of my dental practice with Dr. Gary Boyajian, (“Dr. Gary”), as broker for my practice and the real estate.

Having interviewed a half dozen brokers I picked Dr. Gary because, 1) a colleague of mine recommended him a few years ago and 2) he came across as experienced, personally involved, sincere and being a dentist, he understood what is at stake selling a practice. The other brokers I had interviewed were more “corporate” and had “layers” unlike Dr. Gary who has staff but is very personally involved in the entire process.

After signing with him, (he is also more reasonably priced than other brokers), he introduced several potential purchasers that just weren’t quite what I had hoped for, and instead of pressing the issue, kept bringing new candidates until I was comfortable with the dentist who ultimately closed with me.

If I had a question or there was an impasse in negotiations, he was always available by text or phone, even at unusual times.

An important point is to take Dr. Gary’s advice about using his referral to a “dental practice lawyer.” I was very skeptical at first because I have a life-long friend who is the first named partner of a large law firm who would have happily not charged me a dime. Dr. Gary heard me but pursued his recommendation to use the law firm who did 150 dental practice closings in the past year.

Believe me, when you’re in the negotiating and contract phase, an experienced “dental lawyer” is worth every penny. A “regular” attorney, no matter how close to you or experienced just won’t know the nuances and accepted principles that govern selling a dental practice.

Feel free to contact me if you have any questions.

Sincerely,

Steven Denholtz, DMD