

## Mr. Amr Alian

**Session Date:** Saturday, October 19, 2024

**Session Time:** 8:30 AM – 9:30 AM

**Presentation:** *“EBITDA and Your Practice Value”*

**Synopsis:** The dental community has been abuzz with discussions about EBITDA and multiples, sparking widespread interest among practitioners curious about the impact on their practices. We invite you to join Amr Alian, Founder of Synergy Consultants and CPAs, as he unravels the intricacies of EBITDA calculations and demystifies why PE Firms and DSOs are captivated by EBITDA's potential. He will delineate why EBITDA has overtaken collections as the primary metric to consider and will examine the significant factors that determine the range of multiples in dental transactions. Additionally, he will guide you through strategies to enhance your EBITDA, ensuring that you are consistently aware of your practice's value throughout your career, and ultimately, when you decide to sell.



### Objectives:

- Understanding EBITDA calculations
- Defining 'Going Forward Compensation'
- Differentiating between Dental Support Organizations (DSO) and Private Equity
- Comparing selling to a DSO/Private Equity versus an associate or fellow dentist
- Interpreting the term 'Add Back'
- Exploring the relationship between interest rates and multiples

### Biography:

Amr Alian is the Managing Partner and Co-founder of Synergy Consultants & CPAs LLC. He has been advising Dentists and Medical doctors for over 10 years. Amr has a well-rounded expertise advising Dentists, and believes it is a privilege to serve the Dentistry and Medical Doctors. Amr's experience include business and financial planning, transition planning, practice management and practice valuation. As a Dental CPA, he has assisted dentists with practice acquisitions, start-ups, operational analysis and associate contract analysis. He is an active speaker and presenter at dental associations and study groups on topics such as dental practice management, transition planning, choosing a Dental CPA, obtaining financing, embezzlement and practice startups.

Amr received his undergraduate in Accounting, shortly after he finished his MBA from Old Dominion University. He also completed an Executive Education Certificate in Finance from Cornell University and is a licensed CPA in the state of Virginia.