

JOSEPH D. JORDAN, JD.

BIOGRAPHY



Joseph D. Jordan, JD. is a dental exclusive attorney, President of JPA Dental Transitions, and member of ADS South. Mr. Jordan is dedicated to offering superior service to all clients in the dental industry. He graduated with honors from Belmont Abbey College earning a B. A. in Political Science, continuing his education by earning his Juris Doctorate from the Norman Adrian Wiggins School of Law at Campbell University, and was admitted to the North Carolina State Bar in 2004.

Mr. Jordan has the privilege of studying closely with a variety of leading experts and consultants in the dental industry. For a decade, Mr. Jordan has dedicated his practice to representing new and established dentist in the area of practice transitions and associateship placement, which has given him the experience to meet the unique and individual challenges of the dental profession. In addition to the representation and consultations provided to the dental professional, Mr. Jordan is a contributing editor to the *Dental Entrepreneur* magazine, Insurance Solutions Newsletter, as well as an enthusiastic, national speaker on various topics facing the dental industry today.

SPEAKING

Mr. Jordan offers speaking topics in the areas of Practice Transitions, Associateship Planning and Placement, Successful Negotiation Tactics, and other requested topics to various study clubs, dental schools, residency programs, and special groups. Some of the various distinct professional groups include:

- **ADA**
- Advanced Dentistry Implant Classes
- Carolina Medical Center Residency Program
- **Chicago Mid-Winter**
- Davis & Davis, CPA Business Seminars
- Dr. Charles Blair and Associates, Inc. Seminars
- ECU
- Fayetteville Study Club
- Goldsboro Study Club
- Iredell County Dental Society
- Medical University of S.C. at Greenville Tech
- **Mid-Continental Congress Meeting**
- Nash, Edgecombe, and Halifax Dental Society
- Nova Dental School, Florida
- Schwartz Consulting Group Seminars
- **South West Dental Conference**
- **Thomas P. Hinman Meeting**
- UNC-Chapel Hill Dental School, Residency Program, and Continuing Education Program
- Virginia Commonwealth University School of Dentistry

CONTACT

Please do not hesitate to contact Mr. Jordan regarding any of the above information. He may be reached at:

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Topic I: Practice Ownership and the New Dentist: Starting Off Right

Owning a practice is the ultimate goal of many doctors, and for the New Dentist, ownership has its own unique challenges. In this program, Mr. Jordan will address the challenges common to the New Dentist contemplating practice ownership and the steps necessary for success. Whether it is a start-up or the acquisition of an existing practice, Mr. Jordan takes the participants through the time proven process necessary to facilitate successful practice ownership as a young professional.

COURSE OBJECTIVES:

1. Participants will learn initial steps necessary for long term success, prior to ownership.
2. Participants will also learn how to determine which ownership situation best fits their individual goals.
3. Participants will learn the steps necessary to achieve their individual ownership goals and maintain success as an owner.

PROJECTED AUDIENCE: Students/ New Dentists

SPEAKER: Joseph D. Jordan, JD.

Topic II: The Next Step: Associateships and the New Dentist

Associateship positions offer a wealth of experience for the New Dentists and are often seen as the “Next Step” from graduation. In this program, Mr. Jordan will discuss how to evaluate Associateship positions, both from the standpoint of the New Dentist and the Host Doctor. Understanding the mentality that both parties bring to the position can help ensure a successful and fulfilling Association.

COURSE OBJECTIVES:

1. Participants will learn the different types of Associations and how to determine which type is best suited for their individual needs.
2. Participants will learn how to evaluate an Associateship position, from the standpoint of the Host and the New Dentist, including the economic benefit, busyness factor, and probability for long-term success.
3. Participants will learn the do’s and don’ts of structuring the Association, and the differing mentalities between the Host and the New Dentist.

PROJECTED AUDIENCE: Students/ New Dentists/ Host Doctors

SPEAKER: Joseph D. Jordan, JD.

Topic III: Practice Transitions: A primer on Selling a Dental Practice

A dental practice is a tremendous asset and much care must be taken in the transferring of that asset. The process of a practice transition may seem like a daunting task to many doctors; however, in this program, participants will learn the step-by-step process of preparing for, and undertaking their unique practice sale. Mr. Jordan will also discuss the current trends in dental practice transitions and what the selling doctor can expect from their forthcoming transition.

COURSE OBJECTIVES:

1. Participants will be educated on the different types of practice transitions, the process of facilitating a practice transition, and what the selling doctor can do to help ensure a smooth transition process.
2. Participants will learn how to poise their practice in anticipation of an upcoming practice transition and thus maximize their practice value.
3. Participants will learn the dynamics of successfully dealing with buyers and how to help ensure the continued post-sale success of the practice.

PROJECTED AUDIENCE: Established/Retiring Doctors

SPEAKER: Joseph D. Jordan, JD.

Topic IV: Lease Agreements: The Do's and Don'ts of Successful Negotiations

Whether entering into a new lease or re-negotiation a current lease agreement, Mr. Jordan will teach participants the proper procedure of negotiating lease agreements and the unique challenges of dental lease agreements. Participants will engage in discussions regarding signage, parking, and up-fitting to ensure the doctor can make an informed decision regarding current and new lease agreement.

COURSE OBJECTIVES:

1. Participants will learn the “hot spots” of negotiating dental leases, where to give and where to stand firm.
2. Participants will learn how to be protected in the case of death or disability.
3. Participants will learn the importance of a properly drafted lease to the long-term goals of a practice and the future transferability of the practice.

PROJECTED AUDIENCE: Students/ New Dentists/ Established Doctors

SPEAKER: Joseph D. Jordan, JD.

Topic V: Trends of Change: The Coming Changes in Dentistry and the New Dentist

The landscape of dentistry is changing. The best way to be successful in a changing climate is to prepare and adapt. In this program, participants will discuss the current and changing trends in dentistry facing the new doctor, in the areas of employment and practice ownership and develop a “game plan” to be prepared for the changes that may face them in their professional career.

COURSE OBJECTIVES:

1. Participants will be educated and updated about the current trends and changing trends in the practice of dentistry from a business standpoint.
2. Participants will discuss and be taught strategies to succeed in a changing landscape.
3. Participants will develop professional game plan to implement in their future professional career.

PROJECTED AUDIENCE: Students/ New Dentists

SPEAKER: Joseph D. Jordan, JD.