DAVID ROSENTHAL, B.A., LL.B.

David Rosenthal is a senior lawyer whose legal practice is devoted to business, corporate, and healthcare law for dentists. David advises dentists on a broad range of legal matters, with particular emphasis and legal advice on:

- purchases and sales of dental practices;
- dental practice and corporate reorganizations;
- creation and maintenance of dentistry professional corporations, technical service corporations and dental hygiene service corporations;
- partnership and cost share arrangements, hygiene services agreements, associate agreements and shareholders agreements; and
- structuring and planning legal and business affairs in compliance with the many statutes which govern dentists and on the wide variety of business and regulatory issues which affect dentists.

David obtained a Bachelor of Arts (Honours) at York University and his Law Degree at the University of Western Ontario. Since the beginning of his career in 1991, David has focused solely on business law. He was a partner at Gowling Lafleur Henderson LLP (one of Canada’s largest law firms) and in 2003 joined Barry A. Spiegel, Q.C., to form Spiegel Rosenthal Professional Corporation, a boutique firm specializing in business law for dentists.

David publishes articles regularly regarding legal matters affecting dentists and speaks to various groups, including education seminars and lectures at the Faculties of Dentistry at the University of Toronto and the University of Western Ontario. He was invited by the Royal College of Dental Surgeons of Ontario to speak at the seminars across Ontario for the dental profession regarding dentistry professional corporations and the new laws and regulations that permit family members to be shareholders in dentistry professional corporations.
Successful Dental Practice
Transitions - Legal
Issues to consider when buying or selling a dental practice

Presented by David Rosenthal
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Issues to Consider when selling a dental practice

- Appraisals
- Sale price – allocation on asset sale
- Assets or shares
- Professional corporations

Issues to Consider when selling a dental practice

- Cost sharing or partnership issues
- Sale agreement – the definitive legal document
- Your current associates
- Premises lease – continuing obligations under the lease
**Issues to Consider when selling a dental practice**

- Leased equipment – prepayments and penalties
- Employees – post closing liabilities
- Non-competition agreements
- Vendor association after sale

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**Issues to Consider when buying a dental practice**

- Appraisals
- Purchase price – allocation on asset sale
- Assets or shares
- Professional corporations

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**Issues to Consider when buying a dental practice**

- Cost sharing or partnership issues
- Purchase agreement – the definitive legal document
- Vendor’s associates
- Premises lease – personal guarantee
**Issues to Consider when buying a dental practice**

- Leased equipment – purchasing free and clear
- Employees – assumed liabilities
- Non-competition and non-solicitation agreements
- Vendor association after closing - transition

**Buying or Selling a dental practice**

- Consult qualified valuation, brokerage, banking, accounting, tax and legal advisors
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