



Toni Marr
 Recruitment
 03 477 8777
toni@lanz.dental

All placements incur an initial one-off placement fee of **\$475**.
 Part time is 20 hours or less / Full time is 21 hours or more.
 Junior is less than 4 years' experience / Experienced is more than 4 years' experience.
 All fees are in NZD and exclude GST.

Due to Covid-19 and to assist with cashflow we are offering a payment plan that means instead of 12 monthly instalments, the placement fee has been extended over an 18-month period.

Permanent placement of 2 months or more	Monthly fee spread over 12 months	Monthly fee spread over 18 months	Total capped at
Part time Junior Dentist	\$395	\$260	\$4,740
Full time Junior Dentist	\$595	\$395	\$7,140
Part time Experienced Dentist	\$495	\$330	\$5,940
Full time Experienced Dentist	\$695	\$460	\$8,340
Part time Specialist	\$595	\$395	\$7,140
Full time Specialist	\$795	\$530	\$9,540
Part time Hygienist/OHT	\$325	\$215	\$3,900
Full time Hygienist/OHT	\$425	\$285	\$5,130
Experienced Dental Assistant/ Orthodontic Assistant / Receptionist	\$255	\$170	\$3,060
Part time Practice Manager	\$255	\$170	\$3,060
Full time Practice Manager	\$350	\$235	\$4,230

Locum placement of less than 2 months

Fee is 4% of locum's monthly turnover Min \$100 Max \$795

All payments are to be made per our [Terms and Conditions](#), referred to on the LANZ.Dental website.

Please ask one of our team for more detailed options on our services and fees.

Dr Tony Dey
 Owner + Dentist
 021 866 985
tony@lanz.dental

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 Recruitment
 03 477 8777
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Bruce McCormick
 Practice Sales
 021 777 499
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Lindsay Dey
 Business Advice
 027 437 0977
lindsay@lanz.dental



Bruce McCormick

Practice Sales

021 777 499

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Sales Consultancy Fee **\$5,000**

For assistance with the sale of your practice to an associate or your identified purchaser.

Includes support and advice through the sale; a written practice valuation (\$950); an onsite meeting with both parties; accounting and finance advice for the Buyer; and assistance with the specialised dental clauses needed for the sale of your practice. **Payment:** \$2,000 on engagement and \$3,000 on settlement.

Sales Agency Engagement Fee **\$2,000** / Success fee **4%***

As your sales agent to successfully sell your practice.

Includes support and advice through the sale; a written practice valuation (\$950); an onsite meeting with both parties; specific advertising campaigns; interviews; recommended selection of potential buyers; accounting and finance advice for the buyer; and assistance with the specialised dental clauses needed for the sale of your practice. **Payment:** \$2,000 on engagement and the Success Fee* on settlement.

*The Success Fee is 4% of the sales price, subject to a minimum commission of \$8,000 to a maximum of \$20,000, less the initial engagement fee.

No obligation initial discussions

Call to talk about your plans for your practice and we can provide you with general comments about your options, whether your intentions are to sell the practice yourself or engaging LANZ.Dental as your Sales Agent. Either way, LANZ.Dental can assist you by providing an independent valuation of your practice.

LANZ.Dental as your Sales Agent

There is a simple Agency Agreement between you and LANZ.Dental that needs to be completed. As your Sales Agent our service includes tailored advertising campaigns, interviews, recommended selection of potential buyers, and access to immigration advice for overseas purchasers. Due diligence is an available option.

Practice Valuation

We have found that a written valuation is the basis of a successful marketing programme, as it helps identify the price range. LANZ.Dental can provide a written valuation of the practice by an experienced valuer of dental practices. This essential marketing tool will cost \$950.

Fees

Other than the initial cost of the Valuation of your practice, there is a successful sale fee of 4% of the sales price, subject to a minimum commission of \$8,000 and a maximum of \$20,000.

Dentist purchasing your Practice

If any Dentist that LANZ.Dental placed with your practice, purchases your practice within the first 24 months of their placement with you, we will reduce the 4% success fee by the Placement Fees you have already paid.

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