McGill & Hill Group Seminars Plus*

CONTINUING EDUCATION FOR THE DENTAL PROFESSION

January 26-30, 2010
PARK CITY, UT

February 16-20, 2010
ST. THOMAS, USVI

May 14, 2010
SAN FRANCISCO, CA

June 4, 2010
WASHINGTON, DC

July 13-17, 2010
HOT SPRINGS, VA

*NEW BONUS:
Seminar Attendees
Now Also Receive
30-Minute Complimentary
Follow-up Consultation
with Speaker!

The McGill & Hill Group, LLC
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Phone 704-424-9780 ■ Fax 704-424-9786 ■ www.mcgillhillgroup.com

Academy of General Dentistry PACE Program Approval for Continuing Education

Approved PACE Program Provider FAGD/MAGD Credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. (1/1/08 to 12/31/10)

Course Descriptions

Managing Your Practice For Greater Profitability:

Learn how to recession-proof your practice! During this seminar, you will discover the powerful practice tools that can immediately increase production, decrease time spent at the office, create a harmonious working dental team, and de-stress your life! The backbone of these skills is leadership, clear communication, well-defined goals and a compelling vision for the direction of your practice...and your life! You will also learn how to increase practice profits by managing by the numbers - - how to properly categorize expenses, prepare practice budgets, and receive financial statements that compare your actual results with your budget and professional averages, and much more.

Transitions in Tough Times:

Learn how to thrive - not just survive - in tough times. The decision to succeed is in your hands. This course will teach you how to come through tough times better, not beaten. Learn proven practice transition strategies that work. Position your practice to maximize the benefit whether your transition plans are immediate, near-term, or longer. Just some of the topics covered at this entertaining (yes, actually fun!) and productive course are:

- Practice values are not declining
- Financing is still available
- Taking control of what you control
- Determining the best time for a transition
- How to nurture a successful associate
- Partnerships: Buy-ins/Buy-outs
- The drivers of fair market value
- Selling your practice and keeping the most

Estate Planning, FLPs, and Asset Protection Strategies:

Are you paying too much and ending up with too little? This course will show doctors how to implement aggressive family tax planning strategies to dramatically slash taxes. Proper planning to optimize tax results for buyers and sellers in practice transitions will also be covered, as well as successful estate planning and asset protection strategies to protect your family. LEARN HOW TO:

- Save your family $500,000 (prevent est. planning mistakes)
- Discover asset protection devices dentists should know
- Use FLPs to slash taxes and protect assets
- Minimize taxes on practice sale/real estate
- Maximize tax benefits as practice buyer
- Proper insurance coverages

Achieving Financial Independence:

Join the 5% of dentists who can afford to retire at age 65. Using these winning financial strategies, you can develop a personalized game plan to double - or even triple - your net worth in only ten years and reach financial freedom. This hard-hitting program contains “inside information” that you simply can’t find elsewhere - gleaned from over 30 years of working exclusively with the dental profession. HIGHLIGHTS INCLUDE:

- Develop winning saving and debt reduction strategies
- Slash children’s educational costs by 50% or more
- Save thousands in unnecessary insurance costs
- Huge tax-deductible retirement savings strategies
- Discover tax-free income secrets
- Increase business tax deductions
- Simple steps to increase profitability
- Reduce stress - control your money

Successful Investment Strategies:

Over 90% of doctors do not understand their true investment returns, the fees, commissions, and other charges they are paying, and the impact that investment performance will have on their ability to successfully retire. Unfortunately, this ignorance routinely robs doctors of hundreds of thousands of dollars, and sometimes millions of dollars, in their retirement nest egg. This fast-paced, technology-based program will teach doctors how to avoid the most common investment errors plaguing them and the best strategies for improving investment returns. TOPICS COVERED INCLUDE:

- A review of current economic conditions and the investment environment
- Understand your portfolio and design proper asset allocation based on age and risk profiles
- How to use DRIPS, automatic saving plans, and investing programs using dollar cost averaging
- Reduce excessive commissions & fees by understanding front-end / back-end loaded investments
- Proper performance monitoring and advisory relationship issues critical to success
- Investment strategies for slashing taxes through proper gain/loss and charitable gifting planning

Housing details and group rates provided upon registration or available upon request.

Course Instructors

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John K. McGill, CPA, JD, MBA - John K. McGill is President of John K. McGill & Company in Charlotte, NC, principal of The McGill & Hill Group and tax attorney who is a partner with the law firm of McGill and Hassan, P.A. He holds both a Masters in Business Administration degree and a law degree from the University of N.C. at Chapel Hill. He formerly worked with the Office of Chief Counsel, the legal branch of the Internal Revenue Service, in Washington, D.C. Mr. McGill is Chief Editor of The McGill Advisory newsletter and co-author of Employing Family Members in Your Business: A Tax Bonanza!

Roger K. Hill, ASA - Roger K. Hill is an accredited senior appraiser (ASA) of the American Society of Appraisers, a member of the Institute of Business Appraisers, and a founder/charter member of the Practice Valuation Study Group. Mr. Hill received his M.B.A. from the University of Houston in 1976. He is an active speaker and has been published extensively, and at the request of the American Dental Association, has recently completed work on a book about practice transitions.

Blake W. Hassan, CPA, JD - Blake W. Hassan is a shareholder in the law firm of McGill and Hassan, P.A. in Charlotte, NC. He received his law degree from the University of N.C. at Chapel Hill (J.D. with honors, 1993). Mr. Hassan is a Certified Public Accountant (N.C. 1988). Mr. Hassan has been engaged in the private practice of law since 1993, concentrating in the areas of taxation, transactional work (negotiations, document preparation, etc.), estate planning and administration services (including FLPs), associateship employment agreements, and general corporate matters. Additionally, through his affiliation with The McGill & Hill Group, LLC, Mr. Hassan is involved with numerous professional practice transition matters.

Robert "Bo" Elliot, Jr., CPA - Bo is a CPA and shareholder in the firm of Elliott Davis, PLLC in Charlotte, NC. He has practiced as a CPA over 30 years. During that time, he has provided tax, accounting and consulting services to closely held businesses. In that capacity, he has advised on many mergers, acquisitions and sales of those firms. Mr. Elliot began his affiliation with The McGill & Hill Group in 2003 with an emphasis on the dental industry. Today his firm serves over 100 dental practices across the country. In addition to public accounting, Bo has participated in real estate development projects in the Charlotte area.

Merry G. Cosgrove, RDH, MS - Ms. Cosgrove brings a wealth of expertise with over twenty-five years of experience in many phases of dentistry. As a senior trainer and consultant for Pride Institute, her background is in dental hygiene, dental assisting and practice organization. Ms. Cosgrove received her degree B.S., R.D.H. from the Univ. of CA, San Francisco School of Dentistry and her M.S. in Health Science from San Francisco State University. A former Dental Hygiene Program Director at Chabot College and the Univ. of CA, San Francisco, School of Dentistry, she also teaches practice management at the University of the Pacific School of Dentistry.

Robert V. Sytz, Jr., CPA, CFP - Mr. Sytz is President and CEO of Select Consulting, Inc., a registered investment advisor specializing in investment management for the dental profession. Mr. Sytz has more than 25 years of professional experience in financial and investment planning. Mr. Sytz earned a bachelor's degree in accounting from the University of N.C. at Charlotte. Having worked several years with an international accounting firm as a tax consultant, he received his Certified Public Accountant certificate in 1984. Mr. Sytz completed the course of study for the Certified Financial Planning certificate at the College for Financial Planning in 1986 and was licensed in the securities industry as a NASD Series 7, Series 63 and Series 65 licensee.

REGISTRATION

NEW BONUS! - Seminar Attendees Also Receive a 30-Minute Complimentary Follow-up Consultation with the Speaker of <u>Each</u> Course They Attend!

PARK CITY, UT - Deer Valley Resort
Half Days (4 AGD hours) 7-9:00a.m. & 4-6:00p.m. — CHOOSE YOUR COURSES:

Mid-day hours free to ski!		Doctor	Spouse	Staff/Other	
Managing Your Practice For Greater Profitability	Jan 26, 2010	❐ $295	❐ $155	❐ $155	
Transitions in Tough Times	Jan 27, 2010	❐ $295	❐ $155	❐ $155	
Estate Planning, FLPs & Asset Protection	Jan 28, 2010	❐ $295	❐ $155	❐ $155	
Achieving Financial Independence	Jan 29, 2010	❐ $295	❐ $155	❐ $155	**TOTAL:**
Successful Investment Strategies	Jan 30, 2010	❐ $295	❐ $155	❐ $155	$______

ST. THOMAS, USVI - Marriott Frenchman's Reef
Half Days (4 AGD hours) 8:30a.m. - 12:30p.m. — CHOOSE YOUR COURSES:

Afternoon free for island sun and sand!		Doctor	Spouse	Staff/Other	
Managing Your Practice For Greater Profitability	Feb 16, 2010	❐ $295	❐ $155	❐ $155	
Transitions in Tough Times	Feb 17, 2010	❐ $295	❐ $155	❐ $155	
Estate Planning, FLPs & Asset Protection	Feb 18, 2010	❐ $295	❐ $155	❐ $155	
Achieving Financial Independence	Feb 19, 2010	❐ $295	❐ $155	❐ $155	**TOTAL:**
Successful Investment Strategies	Feb 20, 2010	❐ $295	❐ $155	❐ $155	$______

San Francisco, CA
Single Day Course (6 AGD hours/lunch break) 8:30a.m. - 3:30p.m.

Includes Continental Breakfast and Lunch		Doctor	Spouse	Staff/Other	**TOTAL**
Achieving Financial Independence	May 14, 2010	❐ $455	❐ $155	❐ $155	$______

Washington, DC
Single Day Course (7 AGD hours/lunch break) 8:30a.m. - 4:30p.m.

Includes Continental Breakfast and Lunch		Doctor	Spouse	Staff/Other	**TOTAL**
Transitions in Tough Times	June 4, 2010	❐ $455	❐ $155	❐ $155	$______

HOT SPRINGS, VA - The Homestead Resort
Half Days (4 AGD hours) 8:30a.m. - 12:30p.m. — CHOOSE YOUR COURSES:

Afternoon free to enjoy resort amenities!		Doctor	Spouse	Staff/Other	
Managing Your Practice For Greater Profitability	July 13, 2010	❐ $295	❐ $155	❐ $155	
Transitions in Tough Times	July 14, 2010	❐ $295	❐ $155	❐ $155	
Estate Planning, FLPs & Asset Protection	July 15, 2010	❐ $295	❐ $155	❐ $155	
Achieving Financial Independence	July 16, 2010	❐ $295	❐ $155	❐ $155	**TOTAL:**
Successful Investment Strategies	July 17, 2010	❐ $295	❐ $155	❐ $155	$______

CONTACT INFORMATION

Doctor's Name ______________________________

❐ GP ❐ Ortho ❐ Endo ❐ Perio ❐ Prosth ❐ Oral/Max ❐ Pediatric ❐ Other (specify) ______________

Additional Seminar Attendee(s) ______________________________

Address ______________________ City ______________ State ______ ZIP __________

Phone (____)______________ Fax (____) ______________ Email ______________________

PAYMENT METHOD ❐ Check (payable to John K. McGill & Co.) ❐ VISA ❐ MasterCard ❐ Amex ❐ Discover

Card # ______________________ Sec. Code ________ Exp. Date ______________

Cardholder Signature ______________________________

CANCELLATION POLICY: Within 45 days receive future seminar credit for full amount or refund less $100 penalty.

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