

Unlock the Value of Your Practice

A partnership with Signature Dental Partners allows practice owners to maximize dental practice valuation, gain access to a network of like-minded providers, and benefit from access to management and a board of directors who collectively bring >100 years of experience growing healthcare businesses.



Who We Are

We are a Dental Support Organization that invests in, and partners with, leading dentists and practices throughout the Southwest.



Partnerships

Our focus is on improving the lives of dentists and their teams by offering owners solutions for the non-clinical business challenges they face.



For Dentists

Our partnerships offer advantages to partner dentists across all career stages including retiring, experienced, and graduating dentists.

Message from the Founder & CEO

A message to dentists and our potential future partners

“Maintaining your legacy.” It sounds simple. But this simple value is at the center of who we are, and what we do at Signature Dental Partners. Group dental practices led by individuals with no clinical background seem to pop up everywhere and with alarming frequency, with big marketing budgets to lure away the employees you’ve invested in and corporate agendas to change the way you care for your patients. It’s a concern, and we feel there is a better approach to supporting you and your team to protect the legacy that you have built.

Signature Dental Partners is a dental support organization led by dentists with a simple mission of improving the lives of our partner dentists. You likely face challenges in running your practice, from recruiting and hiring, to struggling to achieve the best value in supplies, equipment, and lab costs. There are countless frustrations involved in private practice including management of overhead, marketing, accounts payable, payroll, OSHA, infection control, HIPAA regulations, and other myriad stresses you likely didn’t fully appreciate when you first decided to attend dental school many years ago. As a dentist-led company, we have dealt with these pressures on countless occasions and have solutions to help you.

In joining Signature Dental Partners as an affiliated partner, you retain your clinical autonomy, and continue to see patients exactly as you please. Your practice retains your name, your staff, and the identity you’ve created, but you’ll have the backing of trusted and experienced partners in the dental world, supporting and assisting you with only those things you want help with. The level of our services and our partnership with you is customized entirely on your choices and needs. We employ a collaborative approach to help answer the frustrations faced in running a dental business.

You’ve invested your time, reputation, and finances in building your practice to date. If you’re ready for a transition that allows you to unlock the value you have created, while achieving an improved quality of life with more work/life balance and freedom to pursue the things you love then I would encourage you to give us a call. I can promise that we will work tirelessly to establish a partnership to meet your needs and provide the support to improve your life.



Chet L. Jenkins, DDS
Founder and CEO, Signature Dental Partners

Mission & Values

Mission

Signature Dental Partners' mission is to improve the lives of dental patients, dentists, and dental staff by providing proven non-clinical business principles and support services in a collaborative and patient-focused environment.

As a support organization founded and led by dentists, we appreciate the unique challenges that dentists face and work tirelessly to alleviate.

Values

Our values guide everything we do and how we interact with all dentists and their teams in the dental industry. We devote our efforts to:

- Maintain the highest personal and business ethics and integrity through honest and fair dealings
- Be collaborative and respectful in all of our interactions
- Service all of our constituents to the best of our ability
- Focus on the long-term interests of everyone we serve and the communities we live and work in

What Differentiates Us

Signature Dental Partners takes a truly collaborative approach in structuring its partnerships.

We work with each practice to understand their challenges and to develop a focused solution to address these challenges. We have a high degree of flexibility in structuring our transactions and overall partnership dynamics to satisfy all parties.

Our dentists further benefit from attractive compensation arrangements, benefits, community outreach programs and the opportunity to structure their working hours as part of a larger group.

About Us

We are a Dental Support Organization that affiliates with, invests in, and partners with leading dentists throughout the Southwest.

What We Do

Signature Dental Partners assists dentists with the non-clinical challenges they face by providing industry-proven business support services.

As part of our commitment, we help our affiliated dentists to collectively achieve attractive business economies of scale resulting in improved efficiency and profitability while lowering operational risks.

Specifically, our experienced team can assist dentists in helping to manage payor relations, supplies and capital equipment procurement, non-clinical staffing and human resources, finance, marketing, and information systems. With experience from professional management, dental offices are free to focus their attention on patient care.



Our partner dentists benefit from having a higher quality lifestyle with more time spent treating patients and less time spent dealing with non-clinical business administrative challenges.

Signature Dental Partners offers practice owners an alternative to the traditional practice transition model. Our unique affiliation program offers practice owners the opportunity to partner with a collaborative and highly experienced team leading a growing Dental Support Organization.

For Dentists

Our partnerships offer advantages to partner dentists across all career stages.

Benefits of Affiliating

Signature Dental Partners' goal is to improve the lives of dentists. As a highly collaborative partner, we work closely with each of our partner dentists to figure out what is most important to them.

Signature Dental Partners offers many advantages to partner dentists across all career stages. Whether you are a new graduate, experienced dentist, or a dentist evaluating retirement solutions, we can help support your needs. Please contact us if you are interested in learning more.



Retiring Dentists

Many retiring dentists have spent a lifetime building a reputable practice and are now facing limited options for transition and succession planning. Signature Dental Partners gives retiring dentists an opportunity to monetize value and build a succession plan which will provide staff members with stability and provide patients with continuity of care.

- Develop a succession plan
- Ensure patients are left in good hands
- Generate liquidity and realize value
- Eliminate ongoing legal liabilities from practice closing
- Access to flexible capital

Experienced Dentists

Many experienced dentists are facing increasingly complex administrative burdens and challenges. Signature Dental Partners relieves administrative headaches and provides partner dentists with the flexibility to focus on providing excellent clinical care.

- Flexibility to spend more time on patient care
- Relief from administrative burdens
- Focus on clinical leadership
- Opportunity to boost earnings, income, and wealth
- Access to our experienced business management team



Graduating Dentists

Signature Dental Partners offers graduating dentists an opportunity to launch their medical career in a patient-focused environment with exposure to industry leading dentists and healthcare executives. We remove administrative burdens to provide graduating dentists the ability to focus on patient care while maximizing their potential to become clinical leaders.

- Join a network of leading dentists
- Develop clinical expertise
- Access steady patient volume and realize job stability
- Gain flexibility and shared support services



Partnership Opportunities

Our focus is on improving the lives of dentists by offering owners solutions for the non-clinical business challenges they face.

What is a Partnership

Signature Dental Partners affiliates with, invests in, and partners with leading dentists to support our partner practices with the non-clinical business challenges they face.

For practice owners looking to monetize the value of their practice, we offer a flexible approach in structuring our partnership transactions. We work closely with each dentist to understand their needs and to structure a transaction that is appropriate for all constituents.

Our partner dental practices maintain their local identity and branding while retaining all clinical responsibility. Signature Dental Partners will provide a team of experienced healthcare executives to support the business needs of partner dentists post transaction.

Benefits of a Partnership

Signature Dental Partners offers affiliated dentists the ability to maximize dental practice valuation, after-tax cash proceeds, and future compensation while benefiting from broader network advantages.

Affiliated dentists and practice owners are able to increase their time spent on clinical care and avoid the increasing challenges of independent practice ownership.

Signature Dental Partners provides affiliate dentists the opportunity to partner with industry leading dental and healthcare executives and investors that provide strategic, non-clinical, and administrative support to Signature Dental practices. In this process, affiliated dentists utilize industry best practices to improve quality of life and maximize practice potential.

Services Offered

Dentists can focus on the clinical side of the business while Signature Dental Partners Supports you in other aspects of your business.

We recognize that patient care is your highest priority. Our support services free you from the day-to-day burdens of running a business, so you can focus on patient care. As part of our partnership commitment, partner dentists are able to pick and choose the support services, from recruiting and human resources to marketing, allowing practice staff and partner dentists to focus more time on the patient experience.

Specifically, our experienced team can assist with the following:

 <p>Recruiting & Human Resources</p> <p>Our recruiting & human resources team helps ensure all open positions and employment needs are filled with the best available candidates. Our team also helps manage all benefits and general employee relations as part of our human resources support.</p>	 <p>Marketing & Patient Outreach</p> <p>Our marketing team assists our partner practices with growing their businesses through targeted new patient solicitation and localized branding and outreach initiatives. These efforts enhance practice revenue generation and help expand a practice's patient base.</p>	 <p>Procurement</p> <p>Our procurement team maintains relationships with the largest supply partners in the industry. Our team ensures practices are able to access the highest quality products available, place timely orders, and receive new products and supplies in an efficient manner.</p>
 <p>Payables Management</p> <p>Our billing & collections team manages all cash collections and payments for our partner practices. Our team manages and ensures that all unpaid invoices are paid and accounts receivable balances are collected on a timely basis.</p>	 <p>Accounting & Finance</p> <p>Our accounting & finance team helps monitor ongoing financial controls and systems used in the development and creation of financial statements. Our team will handle the preparation of all appropriate tax returns and other required filings.</p>	

Frequently Asked Questions

We understand that transitioning your practice is a once in a life-time decision. At Signature Dental Partners, we take the time to understand your circumstance and what is unique to your business. By getting to know you, we can understand what is important to you and your team and determine how we can best support you as a partner.

How does your affiliation process work?

There are multiple steps to the process. We typically start by executing a confidentiality agreement and exchanging relevant information which will allow us to better understand your practice. We spend significant time getting to know you and your practice. This process helps us understand your unique situation, and allows us to develop a transaction structure that fits your needs.

How will clinical decisions be impacted?

Clinical decisions will not be impacted. You will maintain clinical autonomy over your practice. You will be provided the opportunity to benefit from sharing of best practices among affiliated practices.

Will I maintain my local branding and identity?

Yes. All of our acquired practices maintain their local identity and branding. Our team is willing to work with you to enhance this local brand and to expand participation in your community.

What should I expect to change following a transition?

As an affiliated Signature partner dentist, we work collaboratively with you to help relieve the stresses of running and managing your practice on a day-to-day basis. While Signature Dental Partners supports you in the non-clinical aspects of the practice, you will have more free time to focus on patient care, as well as more time to focus on family, friends, and to pursue other personal interests outside of the practice.

What type of practices do you partner with?

We partner with practices of all sizes and would welcome a conversation with you to determine if your practice may be a fit with our organization.

Team

Dr. Chet L. Jenkins

Chief Executive Officer

Dr. Jenkins has over 20 years of experience both as a clinician and dental management executive. After founding his first practice immediately after dental school, Dr. Jenkins spent his career growing and building a network of dental practices in the Mountain and Southwest regions while maintaining his work as a practicing clinician. Dr. Jenkins received his BS in Medical Biology from the University of Utah and his DDS from The Ohio State University, where he graduated at the top of his class.

Kimberly I. McCrady

Chief Operating Officer

Ms. McCrady has more than 25 years of experience in the dental industry. Beginning her career as a clinical assistant, she has deep experience working across all operating roles in the dental office. For the past 10 years, Ms. McCrady has transitioned into senior operational roles within Signature Dental, leading the operations for a large and growing multi-office group. Ms. McCrady graduated with an AS from Salt Lake Community College and a BA in Psychology from Ottawa University.

Joyce S. Lundbom, CPA

Chief Financial Officer

Ms. Lundbom has more than 20 years of finance, accounting, and consulting experience, including nearly ten years focused on healthcare provider services. Most recently, Ms. Lundbom held senior finance and accounting roles with Southwestern Eye Center, a private equity backed eye surgery and optometry provider with over twenty five locations in multiple states. Prior to Southwestern Eye Center, Ms. Lundbom served as a senior finance executive with Cambric, a global digital engineering firm, and also previously owned a healthcare accounting firm focused on providing finance, accounting, and tax services to physicians and other healthcare providers in the Arizona market. Ms. Lundbom began her career in public accounting with Coopers & Lybrand. She holds a CPA and graduated with honors with a BBA from Wilfrid Laurier University in Canada.

Dr. Jason B. Nelson

Co-Chief Dental Officer

Grant has more than ten years of private equity investing, investment banking, and corporate development experience. Dr. Nelson has almost 10 years of experience with Signature Dental, including experience as a senior manager to a multi-office dental group. Dr. Nelson received his undergraduate degree from Brigham Young University and his DDS from The Ohio State University.

Dr. Jeremy M. Miller

Co-Chief Dental Officer

Dr. Miller has almost 10 years of experience in the dental industry, including experience as a senior manager and clinical advisor to a multi-office dental group. Dr. Miller earned his BS in Biology from Utah Valley University and his DDS from The Ohio State University.

Brian L. Marks

Director of Business Development

Mr. Marks has over 10 years of investment banking, corporate development, and principal investment experience within the lower-middle and middle markets. Most recently he worked as Director of Business Development at a doctor-led healthcare services company based in Arizona. His prior experience includes corporate development, finance, and strategy roles, working with healthcare, financial, and innovation clients in the Southwest. Mr. Marks began his career working at a boutique investment bank where he advised clients on M&A transactions across multiple sectors throughout the Midwest. He holds an MBA from The University of Chicago Booth School of Business and a BS in Economics from DePaul University.

Dana M. Bersch

Director of Business Development

Mr. Bersch has over 10 years of business development, banking, and wealth management experience. Most recently he was with a top tier wealth manager as an advisor and banker. His prior experience includes consulting with middle market companies on capital raising strategies. He holds a Masters of Arts and a Bachelor of Science in Political Science from Arizona State University.

Ryan B. Griffith

Director of Business Development

Mr. Griffith has nearly 10 years of finance and M&A experience, with deep experience structuring partnerships with dental practices on behalf of several leading dental support organizations. Most recently he was with a lower-middle market private equity group. Prior to that Mr. Griffith's was with a lower-middle market investment bank working on buy and sell side transactions. He holds an MBA from the Kellogg School of Management at Northwestern University and a BS from Augustana College.

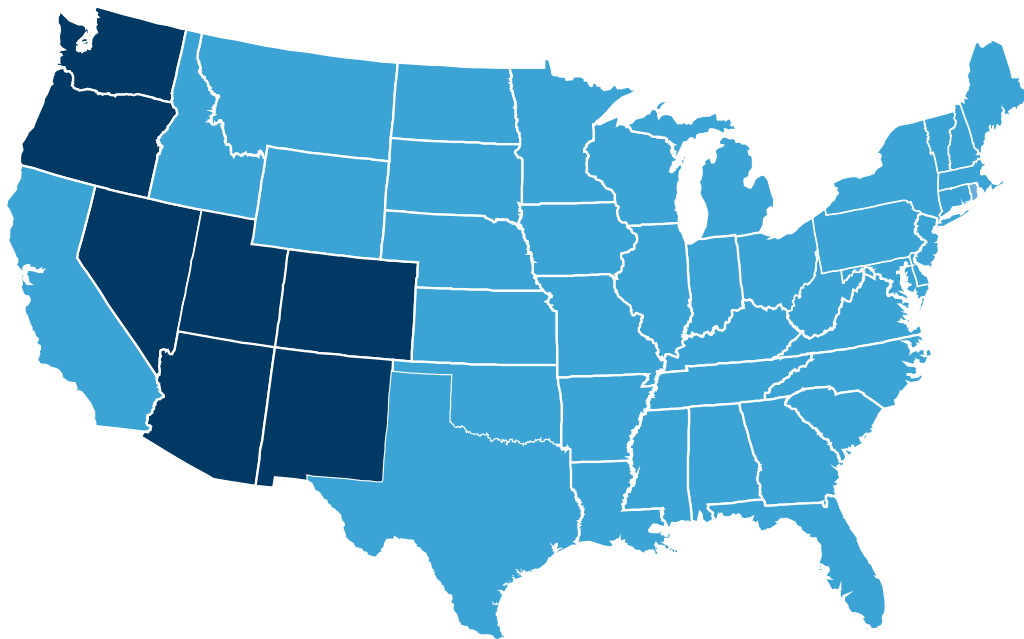
Board of Directors

Signature Dental Partners' board of directors includes leading dentists, former dental support organization executives and investors, Fortune 100 healthcare executives, and private company investors. Signature Dental Partners is backed by Tyree & D'Angelo Partners, a Chicago based private equity investment firm that partners with lower middle market healthcare businesses and management teams to grow and create value in sustainable businesses. The Tyree & D'Angelo Partners' team has significant experience managing and investing in small to very large healthcare businesses. More information can be found at www.tdpfund.com.

Locations

We are a Dental Support Organization that invests in and partners with leading dentists throughout the Southwest.

Geographic Focus



Dana Bersch

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- Arizona (Central and Northwest)
- Nevada
- New Mexico
- Utah
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- Arizona (Central and Southeast)
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- Washington (South and Southeast)



Contact Us

If interested in learning more, please contact us at
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We look forward to hearing from you

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