



# Strengthening a Legacy

**Dr. Bill Toews**

Partner since 2018

Comox, BC

*University of Alberta, DDS 1978*





## The Challenge

Dr. Toews spent three decades building his dental practice in Comox, British Columbia. Planning ahead for his future, Dr. Toews was looking for a way to get his capital out of the practice, and find a partner who could help his practice navigate the increased complexity of compliance and regulatory issues.

However, younger associate dentists that he approached were reluctant to take on the responsibilities of ownership. This led Dr. Toews to look for a reliable purchaser that would provide ongoing strategic resources and support.

## The Dentalcorp Solution

Dr. Toews began researching for buyers who provided support services, specifically looking for a partner who shared his values and ethics for running a practice. He finally hit a breakthrough when he learned about Dentalcorp's partnership offering. As a Partner, Dentalcorp would arm Dr. Toews with administrative and regulatory support and let him run his practice as a dealer-operator. It became clear that Dentalcorp's proposition aligned with Dr. Toews's values and approach – without hesitation, he joined the Dentalcorp network.



## Benefits of Partnership

- As a Dentalcorp Partner, Dr. Toews values the support he receives to navigate compliance, regulation and safety protocols.
- Partnership with Dentalcorp has also given Dr. Toews's practice a financial boost. **His investment in the practice has been realized in today's values and he can retain some of that investment in the form of Dentalcorp shares.** The equipment Dr. Toews has recently obtained is best-in-class and was purchased at the fairest price thanks to Dentalcorp's negotiating expertise.
- An added bonus for Dr. Toews has been his access to Dentalcorp's network of Partners. In Dr. Toews's opinion, the camaraderie, and the commitment to better patient care that all the Partners share makes them "cousins rather than competitors". The ideas that he has exchanged with his Dentalcorp peers have made him think of new ways to improve his clinical offering. **For example, he enrolled his team members in professional learning development programs at DC Institute, Dentalcorp's continuing education partner, creating growth opportunities for the practice by offering more specialized treatment options.**

Dr. Toews's only regret is that he did not join the Dentalcorp network sooner. Now that Dentalcorp has equipped his practice with the right support, he can continue to provide the best patient care with a secure financial future.

## Results

- **Increased capital investment:**  
\$40,000 in capital cost improvements
- **Continuing education:**
  - Dr. Toews has completed over 20 courses at DC Institute since Partnership at no cost
  - His team has completed more than 160 courses, and counting
- **Expanded clinical offering:**  
Integration of 3D imaging, Invisalign and orthodontics

“My only regret is that I didn’t join 10 years ago. If I did I would have **expanded my network and managed more practices than I am now.**”

Dr. Bill Toews