



CTC Associates

Practice Transition Specialists

Formerly **KHOT**
OFFICE TRANSITIONS

Greetings Doctor!

It is a seller's market. Practices in the metro-Phoenix area are selling for more than ever due to factors such as strong demand and low interest financing. If you have been considering a sale, now might be the time to do it.

I am a practice transition expert, and I currently have buyers looking for good practices. After working as a dental hygienist for 19 years in Phx and Scottsdale, I began assisting dentists with practice sales and transitions. I was blessed to work with Katie Hines as my mentor for 5 years.

I absolutely love what I do, especially connecting my sellers with the right buyer. I look forward to earning the opportunity to work with you.

When you list with me, here is what you can expect:

- ❖ My first priority is you. I represent you and only you.
- ❖ I listen to and respect your wants and expectations and work hard to meet or exceed those expectations.
- ❖ I will let you know upfront if I'm not able to meet your expectations, saving you time. I will not tell you what you want to hear in order to get your listing. I would be doing us both a disservice that way.
- ❖ I offer a free market analysis. I will discuss with you a price range in which I feel the office will sell. I don't inflate the numbers to impress you. I am, however, open to considering a higher sale price, if it makes sense and is within reason.
- ❖ I pride myself on having a strong work ethic, integrity and transparency.
- ❖ I solicit feedback from buyers after a showing and work with you to overcome any objections or concerns a buyer may pose.

This is my full time job, you don't have to do it alone. I will gladly supply references from previous clients.

I welcome the opportunity to serve you, to bring about a timely transition of your practice for the highest possible price and to ensure your practice legacy lives on.

Call me. Interview me. Hire me. I am your broker, nobody works harder.



Crystal Smith RDH

480-229-9733

Crystal@CTC-Associates.com