Embezzlement: Can’t Happen to Me! ...Or Can It?  
Proven Business Systems for Increased Protection and Profit in Your Practice

It’s not possible to stop embezzlement, fraud, waste and abuse entirely. However, practice owners can (and should) learn techniques for risk reduction, how to recognize the early warning signs, action steps to take, and how to act on concerns.

Drawing from 20+ years’ experience, Bryant Truitt, CFE shares insights into the critical situations that can affect the business side of the practice(s) that should be reviewed to determine the next action steps before experiencing a loss. Attendees will receive a Vulnerability Index for assessing risk factors and will review techniques that can be implemented in the practice to lower risk.

Bryant infuses each interactive, open format presentation with passion, fun, and actual cases while customizing the topic to meet the specific needs and questions of the audience. New schemes and old ones with new angles are appearing daily with the sole purpose of creating opportunities for misapplication, misappropriation, and inappropriate activity. Attend this fast-paced, hard hitting course to gain knowledge of practice operations that can assist doctors in achieving their goals for exceptional patient care, worry-free team member relationships, and a well-deserved retirement.

Learning Objectives:

- Recognize the practice’s most serious threat
- Learn the reasons for and warning signs of embezzlement, waste and abuse
- Recognize the profile of an embezzler
- Discover which revenue/assets are typically targeted
- Explore essential internal control systems
- Realize the “do’s & don’ts” when misappropriation is suspected
- Gain “trust but verify” prevention techniques and learn what to implement NOW!
- Understand the importance of “due diligence” as it relates to dental practice transitions.

Average incidences of embezzlement, fraud, waste & abuse perpetrated per case: 4

SUGGESTED ATTENDEE: Due to the sensitive nature of course content, this presentation is suitable for doctors and spouse/significant other only

SUGGESTED LENGTH: Full Day, Partial Day, Keynote

SUGGESTED FORMAT: Lecture, Workshop

How lucky do you feel?  
6 out of 10 practices are victims. 2 of those will be hit more than once.

Bryant Truitt, MBA, CCS, CFE
Learning Objectives:

- Learn the “do's & don'ts” of selling vs staying with the practice
- Gain tips for optimizing value and determining the fair value of the practice
- Understand the importance of the team within the transition
- Discuss business systems review (due diligence)
- Illuminate a process for finding a buyer that is a good fit
- Identify the essential professional services for the buy/sell
- Identify how to manage the transition goal

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DUE DILIGENCE:
What You Should Know BEFORE Selling a Dental Practice

Transitioning the practice without a Certified Fraud Examiner’s thorough review of business systems is an invitation for trouble.

Should the new buyer determine there is fraud, abuse, waste or neglect which was not disclosed prior to the sale, the new buyer is within legal rights to sue.

In this add-on topic, Bryant Truitt, CFE shares insights into critical due diligence procedures that can affect the selling vs. staying decision. They should be reviewed to determine the best course of action BEFORE your final decision. Attendees will receive an invaluable checklist to implement in the practice to aid in their decision process.

Bryant Truitt, MBA, CCS, CFE

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