

Table of Contents

Introduction.....	i
Chapter 1 STARTING A PRACTICE	1
Chapter 2 JOINING AN ESTABLISHED PRACTICE	6
Chapter 3 PRACTICE EXPANSION THROUGH MERGER OR OTHER AFFILIATION	10
Chapter 4 RECRUITING AND HIRING A NEW OPHTHALMOLOGIST	21
Chapter 5 DEVELOPING BUY-IN AND PAY-OUT ARRANGEMENTS.....	38
Chapter 6 PHASING DOWN AND PARTIAL RETIREMENT	45
Chapter 7 SELLING YOUR PRACTICE.....	54
Chapter 8 LEGAL, ETHICAL AND PRACTICAL ASPECTS OF CLOSING YOUR PRACTICE	62
Chapter 9 QUALIFIED RETIREMENT PLANS.....	71
Chapter 10 PLANNING FOR DISTRIBUTIONS FROM QUALIFIED RETIREMENT PLANS.....	79