



An open letter to our dentist friends and colleagues:

It is with great pride that, as founder and president of Professional Transitions, Inc. I announce the change of our company name to [ADS Florida, LLC](#). As original members of American Dental Sales, our affiliate organization, we have grown and evolved into the most trusted and respected dental brokerage/consulting company in Florida and the time has come to identify with our other affiliate members as a national organization. As such, we are able to combine our efforts to bring to our clients the best financing products with exclusive relationships with Bank of America, General Electric Finance and Wells Fargo, the largest dental financial institutions in the country.

We have been affiliated with the Pride Institute for the past ten years and have provided Pride clients with our knowledge and expertise in appraising dental practices, assisting in complex associateship/partnership structuring and providing guidance in exit strategy decisions. I have also been privileged to teach transition strategies at Marquette, Indiana University and University of the Pacific dental schools as well as teach monthly seminars throughout the country to dentists seeking solutions to transition issues. I have had the privilege of speaking to Pankey Institute dentists and to the American College of Prosthodontists and at the Greater New York Dental Society. We feel that we have raised the bar for our clients and dentists throughout the country.

We are very proud that in the thirty five years of being in business we have never had a transaction fail because of our analysis or transaction structure and because of our track record we are in a very exclusive group of consultants and brokers nationally, that qualify for and carry Errors and Omissions insurance. We have always "taken the high road" in our dealings and have rejected transactions that do not conform to our "WIN/WIN" philosophy.

Our team is Simply the Best! They are qualified to handle all aspects of a dental practice transaction. Stuart Auerbach, D.D.S. and Paul Rang, D.M.D., J.D. have been examples of integrity and capability for over 14 years with the company. Gregory Auerbach, M.B.A. joined us three years ago after receiving his advanced degree from Wake Forest. Donald Elsmann, D.D.S. and his wife Melody Elsmann, R.D.H. are our newest partners and we welcome them as part of our [ADS Florida](#) family.

We are all here to assist you in whatever your transition option is:

- A straight sale
- Associate decisions
- Partnership relationships
- Fractional sales or Solo Groups

We recognize the need and desire for confidentiality and will take every measure to protect your very valuable asset. I have personally relocated to Sarasota from Naples, but will maintain my ties with my friends and associates in the Naples/Ft. Myers area.

We hope you will accept and identify [ADS Florida](#) with the quality, integrity and trust that you have afforded Professional Transitions for the past twenty three years.

Very sincerely,

A handwritten signature in black ink that reads "Hy Smith".

Hy Smith, MBA
President - ADS Florida, LLC

Practice Transitions Made Perfect™