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## **EDUCATIONAL BACKGROUND**

- 1982 – 1984 RUTGERS UNIVERSITY, Newark, New Jersey  
Graduate School of Management  
Executive Management Training Program  
M.B.A.
- 1972 – 1976 UNIVERSITY OF PENNSYLVANIA, Philadelphia, PA  
School of Dental Medicine  
D.M.D.
- 1966 - 1970 UNIVERSITY OF ROCHESTER, Rochester, New York  
B.A.

## **PROFESSIONAL EXPERIENCE**

- 1985 – Present AMERICAN PRACTICE CONSULTANTS, INC.  
Moorestown, New Jersey  
A firm I founded to provide assistance to dentists in the following areas:  
Practice Sales, Practice Appraisals and Partnership Arrangements. I have  
worked extensively with hundreds of dentists in all types of practice  
transfers and have done so on a full-time basis since 1990. I am recognized  
as a court approved expert witness in practice valuation. In addition, I have  
consulted with dentists in evaluating associateship arrangements and  
practice start-ups.
- 1978 – 1990 PRIVATE PRACTICE OF DENTISTRY  
Various locations in New Jersey and Pennsylvania  
Includes working in a number of small and large offices for other dentists,  
as well as two practices of my own.
- 1976 – 1978 U.S. NAVY DENTAL CORP  
Parris Island, South Carolina  
Staff Dentist
- 1970 – 1972 MORGAN GUARANTY TRUST COMPANY  
New York, New York  
Credit Analyst

**MEMBERSHIPS**

American Society of Appraisers  
International Business Brokers Association  
Institute of Business Appraisers  
ADS (American Dental Sales)  
Practice Valuation Study Group  
American Dental Association  
New Jersey Dental Association  
Southern Dental Society  
Rotary International

**SPEAKING  
ENGAGEMENTS**

I have spoken to numerous groups concerning practice transitions and valuation including dental schools, dental societies, hospital staffs, dental conventions (New Jersey, New York, Liberty), residency programs and many other dentists through seminars that my firm has sponsored.

**ARTICLES**

“Restrictive Covenants”, Spring 1988, Journal of the New Jersey Academy of General Dentistry.

“Common Questions When Selling A Practice”, 1990 and 1991 in various local dental and medical society journals.

“Partnerships: The Key Ingredients”, November 1993, Dental Economics.

“Methods of Transferring Practice Ownership”, 1994, in various local dental journals.

“Update on Practice Valuation”, 1996, in various local dental journals.

“Practice Transition Update”, 2003, in various local dental journals.

“Exit Strategies”, 2008, in various local and state dental journals.

“The Three Phases of Practice Transactions”, 2010, Journal of the New Jersey Academy of General Dentistry.

“Receivables in Transition”, September 2010, Dental Economics.

“Why Do Practice Values Vary So Much Around the Country?”- Transitions Roundtable, January 2011, Dental Economics.

“Nine Things to Consider in Preparation for Transition”, March/April 2011, Doctor of Dentistry.

**CONTINUING  
EDUCATION**

I have taken numerous courses in all areas relating to the sale and valuation of professional practices and small businesses. Sponsors include national organizations such as the American Society of Appraisers, Institute of Business Appraisers, International Business Brokers Association and the Practice Valuation Study Group.