

Philip A. Cooper, D.M.D., M.B.A.
704 East Main Street, Suite D
Moorestown, New Jersey 08057
(856) 234-3536
cooper@ameriprac.com

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
Practice Valuation Study Group
ADS (American Dental Sales)
American Dental Association (Lifetime Member)
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.

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

“Key Elements to Selling a Practice”, February 2012, Dental Economics and December 2013, Montgomery-Bucks Dental Society Bulletin.

“The Transition”, December 2014, Dental Economics.

**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.