

Thursday, April 9, 2026 at 4:59:41 PM Central Daylight Time

Subject: Thinking about selling your practice? Read this first
Date: Sunday, March 22, 2026 at 6:09:20 AM Central Daylight Time
From: Dr. Pamela Maragliano
To: Sara Joyce

Do performance reviews work? | Downsizing your practice | PrEP, PEP, & prophylaxis w/Tom Viola
The Bottom Line with Dental Economics | [View online](#)



MARCH 22, 2026

Practice transitions aren't just financial transactions—they're defining moments in a dentist's career. Whether you're buying, selling, or planning ahead, understanding valuation, timing, and structure is critical. Today's lead article breaks down what matters most so you can approach your next move with clarity, confidence, and a long-term strategy.—*Chief Editor Pamela Maragliano, DDS*



Unpacking dental practice transitions before booking your destination

Buying or selling a dental practice is one of the biggest financial decisions a dentist will ever make. This guide breaks down price vs. value, how cash flow drives valuations, and what to know about traditional sales versus DSO and private equity deals.

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Do performance reviews actually work?

Roger P. Levin, DDS, explains why traditional reviews often fall short—and how modern leadership, transparency, and year-round conversations can unlock real team performance.

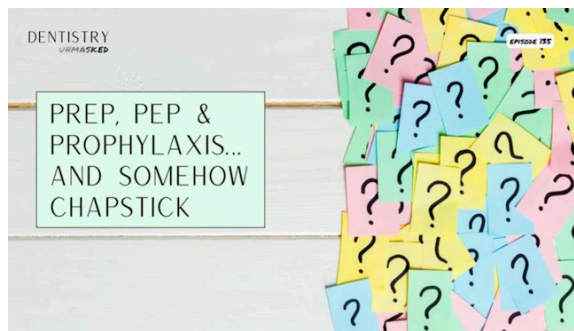
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When downsizing your dental practice becomes necessary

If you're worried about the downsizing process, here's how to navigate the process—from reducing hours to letting staff go—while staying compliant, minimizing risk, and maintaining team trust.

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PrEP, PEP, prophylaxis ... and somehow chapstick

This week on Dentistry Unmasked, Pam and Brian sit down with renowned pharmacologist Tom Viola for a timely and practical conversation on preventives in dentistry.

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Nutrition, inflammation, and the oral-systemic connection: Why carotenoids matter

Carotenoids are emerging as a powerful link between nutrition and periodontal health. Learn how these antioxidants influence inflammation, support immune function, and give dental professionals a measurable, practical way to enhance patient outcomes.

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