

# 18<sup>th</sup> Asia-Pacific Dental and Oral Care Congress

November 21-23, 2016 Melbourne, Australia



## Harry Marget

*East Bentleigh Dental Group, Australia*

### “How to build, maintain and grow a \$10 million dollar dental practice”

With over 40 years' experience, Dr Marget imparts his knowledge on how to build a \$10 million dollar dental practice in Australia in the current economic environment, without resorting to strange and unusual methods. Today the challenges for dentists are many. Even establishing professionals can feel overwhelmed by the influx of new graduates and overseas trained dentists. Add in the impact of health fund restrictions, dental association regulations and increasing overhead costs. Creating real profit can seem rather difficult. In his presentation Dr Marget will show that all of these things are in fact not negatives but positives and that all of the above can be turned into real and positive outcomes. Utilising simple and basic home-grown philosophies, your prospective success requires nothing more than careful planning, sensible thinking and a warm heart.

### Biography

Harry Marget graduated from the University of Adelaide dental school in 1972 and at that time he completed a short training program at the dental school on how to finish certain procedures. On December 25 of the same year he moved to Melbourne and took a position working seven days a week at a conservative dental practice in the affluent Melbourne suburb of Hawthorn. There it was required that the dentist perform all procedures including molar endodontics, molar surgery, and crown and bridge. After a two year training program in Endodontics at the University of Melbourne, he ventured off on considerable overseas trips to learn from Masters in dental procedures from as far afield as the United Kingdom, the United States, and South America to India, South Africa and Israel. Between 1974 and 1994, he opened no less than three dental practices from scratch and built them up to \$3 million dollar business. After 3 to 5 years he sold them off at a considerable profit. In each and every case, careful selection of the type of procedures offered, staffing recruitment, training and business management, were the key elements to the success. Since that time he has operated the one dental practice in the family suburb of East Bentleigh, building it up to comprise of 10 surgeries. Currently with a professional clinical roster of 10 general dentists, 3 dentists specialising in oral surgery and implantology, periodontics and orthodontics respectively, 4 hygienists and oral therapists and a resident anaesthetist, he boasts one of the bigger dental practices in Victoria.

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