



# THE PROFIT TAKER PROGRAM

## Clinical and Financial Benefits of Combining Tax R&D Activities with a Novel Nanotechnology Platform in Dentistry

A Detailed Analysis of One of the Most Profitable Solo General Dental Practices in Canada. Learn from a Panel of US and Canadian General Dentists and a CPA/ Wealth Advisory Firm that specializes in US Tax R&D how to; a) Successfully implement Nanotechnology based Clinical Protocols specifically designed to dramatically improve Patient Outcomes AND b) Predictably increase the Free Cash Flow / Profit of your Dental business by implementing Tax R&D Strategies - which can help lower Operating Overhead expenses without increasing Gross Production.

### THE 6 BIGGEST ISSUES CURRENTLY FACING DENTAL PRACTICES:

- Ballooning Overhead Costs (materials, supplies, equipment).
- Increased Staff Wages/ Staff Shortages.
- Higher Corporate and Personal Taxes.
- Increased Interest Rates.
- Decreasing Free Cash Flow (Profit).
- Managing Pain, Inflammation, Infection, BioFilm & Smear Layer without the use of Chemo-toxic Ingredients.

**The ONLY COST EFFECTIVE WAY to mitigate/resolve ALL of the above Issues is to combine the use of a Novel Nanotechnology Platform with a robust Tax R&D Program...**

In the USA, Tax R&D Programs are administered by a division of the United States Internal Revenue Service ("IRS") which in 2020 returned in excess of 30 Billion USD to US taxpayers/businesses. The Tax R&D program allows any SBU (Small Business Unit) / individual (which includes a variety of Professional Dental Corporations) to implement and coordinate research and experimentation utilizing NOVEL Technology Platforms (such as NanoMetallic Silver Oxide).

Every aspect of Clinical Dentistry involves the management of one or more of the following 10 Technological Uncertainties ("TUs")

- Pain
- Wound healing
- Antibiotic Resistance
- Aerosol Generating Procedures
- Chemotoxic Ingredients
- Infection (bacterial, fungal and or viral)
- Smear Layers
- BioFilm
- Disinfection
- Inflammation

**Until very recently, there was NO single product or Technology Platform capable of addressing ALL of the above TUs so, Dentists typically tried to resolve these problems (with limited success) using traditional, chemo-toxic ingredients/products.**

**Primary Benefits of this Tax R&D Program: By utilizing NanoMetallic Silver Oxide-based products and protocols (to help resolve these Technological Uncertainties ("TUs")) the dental business is able to file for Income Tax or Payroll R&D Tax credits which help to significantly lower Operating overhead costs - and subsequently increases Profit and Free Cash Flow.**

*"The implementation of the Tax R&D Program and broad-based use of NanoMetallic Silver oxide in my Dental Practices has not only helped dramatically improve clinical outcomes for thousands of my dental patients but, it has had a profound impact on the Profitability of my Dental business. Like everyone else in 2020, we were only open for about eight months, so, we produced significantly less but, thanks to our 2020 Tax R&D credits, my Dental business still made more Profit in eight months than it had in the previous twelve. I would strongly recommend the use of this Program to any of my peers that have any interest in remaining profitable and helping to improve patient outcomes." Dr. Andrew Willoughby, DMD, LVIF, FICCMO, FICOI, FAACFP, MICCMO, General, Implant and Physiologic Based Dentistry, White Rock, BC, Canada.*



September 23, 2023



8am-5:30pm PST



Register here

## WHEN YOU IMPLEMENT THE RIGHT TECHNOLOGY PLATFORMS AND CLINICAL PROTOCOLS, THE GREATEST FINANCIAL IMPACT YOU CAN MAKE ON YOUR DENTAL PRACTICE IS NOT BY INCREASING PRODUCTION BUT, BY DECREASING YOUR OPERATING OVERHEAD.

When you can improve both patient clinical outcomes (see clinical pictures below) AND significantly reduce Net Operating Costs, the result is INCREASED Free Cash Flow and PROFIT.

During this Lecture, we will review the unique Clinical protocols and Financial records of one Dentist who has been participating in Tax R&D since 2018. This Dentist is just one of a growing number of US & Canadian Dental Practitioners who have been successfully implementing Tax R&D and NanoMetallic Silver Protocols into their Dental Clinics. Between 2018 and 2022 this Dentist received over \$1.4+ Million in R&D Tax credits (After Tax dollars).

This Dentist runs an average Solo General Dental practice. In 2021, Gross revenues were 2.3+MM and Overhead expenses were 69.5% (1.65MM). EBITDA was \$696,008 and Adj. EBITDA of \$451,008. But, AFTER deducting a Dental Salary and Corp Taxes and then adding back the Incremental Income from Tax R&D, the Adjusted Net Income/Free Cash Flow of this practice was \$874,796. In 2021, the impact of these R&D Tax credits dropped the Clinic's Net Operating Overhead expenses to 39.2% of Gross Production. In 2022, they were 40.2%.

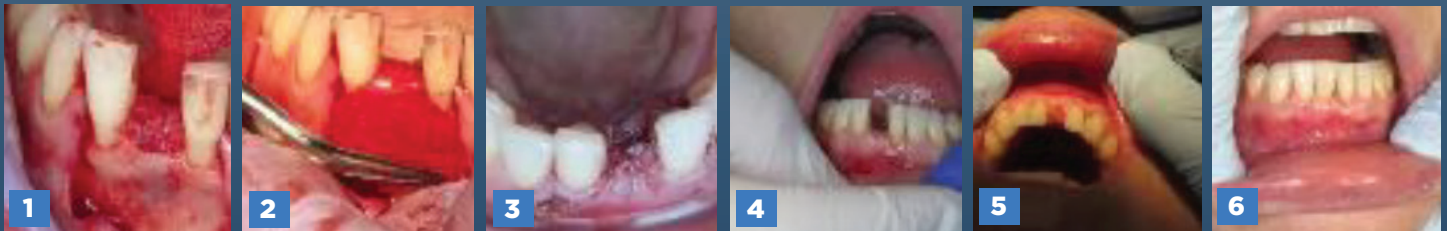
Compared to the average American 1 Doctor Dental Clinic in 2021, this Solo Dentist was 5.47 times more profitable; 2.48 times more profitable than the average 2 Doctor General Dental Clinic and still 1.13 times more profitable than the average 4+ Dentist General Dental Clinic (references and calculations provided during Lecture along with 2022 figures).

When you compare the corporate Free Cash Flow/Profit of the average Canadian 4+ Dentist General Dental Clinic in 2021, this Solo Dentist was still 2.49 times more profitable (references and calculations provided during lecture along with 2022 figures).

This Dentist actually achieved what is now called a "Free Cash Flow Inversion" or "Inverted Free Cash Flow" - A New Financial term describing a scenario where the business's After-Tax Free Cash Flow /Profit exceeds its Pre-Tax Net Income or Adj. EBITDA. A "Free Cash Flow Inversion is ONLY achievable (year after year) from Incremental Income generated from Tax R&D activities. This is NOT achievable (year after year) in any other manner.

### EXAMPLE OF IMPROVED HEALING OUTCOMES with NANOTECHNOLOGY...

GBR Surgery to Bonded Restoration in Just 25 days using OraSIL NanoMetallic Silver Products and Protocols.



Bonded Maryland bridge after only 25 days Post Exo & GTR Procedure with Bone Allograft / Collagen Membrane and application of OraSIL® NanoSilver. Image 1 - 3 is day 1, image 4 is day 5, image 5 is day 10, image 6 is day 25. Surgery and Prosthetics performed by Dr. Andrew Willoughby, Langley, BC Canada.

This Tax R&D Dentist is quite possibly, the most profitable Solo Dental Practitioner / Dental Office in the country and the reason why Timothy Brown, CEO of ROI Corp (Canada's largest Dental brokerage) refers to them as the "Profit Taker" as this type of Free Cash Flow / Profit is absolutely extra-ordinary. By utilizing VeraSIL's Nanotechnology platform/protocols and Tax R&D initiatives, ANY DENTAL CLINIC OWNER can become a "Profit Taker" and have their dental business experience a Free Cash Flow Inversion.... this only occurs when your Dental Corporate Tax bill is exceeded by your Corporate Tax R&D credits.

*"I had an independent team of CPAs, MBAs, CFPs and respected Dental Clinicians evaluate VeraSIL's Nanotechnology-based Tax R&D Program. My "Audit Team" concluded: 1) The vast majority of Dental Clinics are leaving money on the table (by not applying for Tax R&D relief). 2) Lowering your operating expenses is a far more efficient, effective method of Increasing Profit than Increasing Production and 3) More Dentists should be implementing this Program as it not only helps benefit your dental patients - it also helps benefit the Dentist (financially) due to increased Free Cash Flow/Profit. The added advantage to this is the increased value it places on your business when it comes time to sell" Mr. Timothy A. Brown, CEO and Broker of Record, ROI Corp. (Canada's Largest Dental Brokerage)*

## Our Expert Panel:

**Dr. Leo Malin, DMD, LVIF.** Leo has been placing and restoring Dental Implants for more than 30 years. Dr. Malin is considered a world-leading authority on CT-guided implant planning/placement and fixture design and is one of the original advocates of the long-taper, conical-shaped, platform-shifting implant designs for which he has been issued several priority-dated US and Foreign Patents. Leo's innovation and expertise have led to the development of Implant Logistics and the Implant One Dental Implant system, which is now utilized by Dentists throughout North America. Since 2012 Leo has been running an ADA CERP Program for Dental Implants in the Dominican Republic. Since 2017, Dr. Malin has been utilizing VeraSIL's Nanotechnology-based Clinical Protocols for the surgical placement and prosthetic restoration of dental implants and is currently participating in Tax R&D activities with these same products. Dr. Malin is currently working on a revolutionary implant thread design (with a major Medical Orthopedic company) to radically improve the initial stability of the dental implant in soft, spongy bone at the time of placement. Clinical trials are ongoing and in this upcoming webinar, Dr Malin will share some exciting new developments/findings with his audience. President & Founder, Implant Logistics & IST Seminars, & co-owner of AMS MicroMedical - an ISO 13485 Compliant Medical Device Manufacturer, Lacrosse, WI. **E> [malindds@gmail.com](mailto:malindds@gmail.com)**



**Timothy A. Brown, FRI, CEO & Broker of Record, ROI Corporation.** Timothy is the CEO and Broker of Record of ROI Corporation, Canada's largest national professional practice appraiser and broker since 1974. Timothy is a highly sought-after professional speaker, respected author and publisher and maintains a very popular blog/newsletter on LinkedIn and other social media platforms. Timothy has developed a well-earned reputation in the industry for his straightforward, no-nonsense approach and unwavering loyalty to his clients. ROI Corp fiercely protects the interests of their Dental Clients and has no conflicts of interest with corporations, DSOs, suppliers or accounting firms - whatsoever! Timothy is also a leading authority in understanding and identifying popular trends, themes and programs and their potential in today's market which are important in maximizing practice value. Timothy is the Author of the "Profitable Practice.." now with over 9000 copies in distribution and has over 300 articles published in respected Canadian Dental Journals. **E> [timothy@roicorp.com](mailto:timothy@roicorp.com)**



**Dr. Andrew Willoughby, DMD, LVIF, FICCMO, FICOI, FAACFP, MICCMO.** Dr. Willoughby is a General Dentist with over 35 years experience, who operates two full-time surgical/restorative-based dental practices in British Columbia, Canada. Andrew holds 7 different clinical certifications and has extensive training in TMJ / Airway / CT Guided DI and GBR surgeries as well as combined Tooth-Implant and Full Mouth Reconstructions. Andrew is the named Inventor of 90 US and Foreign Patents including the Priority dated Patents in the area of CAD/CAM Custom Milled Dental Implant Abutments which he successfully licensed to Straumann Holdings, AG in June 2002. Dr. Willoughby has been successfully incorporating the use of a novel Antimicrobial Wound Healing NanoMetallic Silver Oxide technology into his clinical practice for over 17 years now and since 2018, Andrew has been utilizing Nanotechnology based Tax R&D Programs to not only improve patient clinical outcomes but to generate increased profitability and Free Cash Flow for his dental corporation. Dr Willoughby is currently working on the development of a novel optical scanning system for milled and 3D printed post and cores as well as other novel digital workflow programs for the manufacture of anatomically corrected multi-rooted dental implant fixtures. Andrew is the Founder/Director of VeraSIL Therapeutics and DDSource Manufacturing. **E> [drandrewwilloughby@gmail.com](mailto:drandrewwilloughby@gmail.com)**



**Dr. Kevin Mudrow, DDS.** Senior Dental Clinician, South West Oregon, Community Care Program which is sponsored by the US Government, Department of Health and Human Services. Kevin has been practicing general Dentistry for over 16 years, and has a true passion for laser-assisted, biomimetic restorative dentistry. Dr. Mudrow has been using NanoMetallic Silver Oxide for the past 2+ years and is keenly interested in the oral microbiome and the negative impact that many commonly used chemo-toxic ingredients can have on gut health. Kevin has been working with and formulating this NanoMetallic Silver Oxide with various formats of both Sodium and Stannous Fluoride as an alternative to SDF as well as in combination with ingredients such as PreBiotics, Calcium Carbonate, EDTA, Potassium Oxalate and Hydrogen Peroxide in order to try and help reduce the incidence of plaque, biofilm, root caries and hypo-calcification/decay in his dental patients. Dr. Mudrow will be lecturing on the impact of NanoMetallic Silver Oxide on the Prevention and Treatment of Oral Disease and the Maintenance of the Oral Microbiome and will be sharing his clinical experiences using the OraSIL products. **E> [kevinmudrow@yahoo.com](mailto:kevinmudrow@yahoo.com)**



**Chris Katsanevas, CEO, IAR.** is a distinguished professional with a Bachelor's degree in Marketing and Finance. He currently serves as a Senior Partner at Soulece Tax & Wealth Advisors, a well-known company renowned for its expertise in Tax & Wealth Advisory services. With a strong foundation in finance and marketing, Chris co-founded Soulece in 2007 and is known for his expertise in employing cutting-edge financial vehicles with a strategic and defensive management approach to safeguard his clients' assets from potential losses and tax erosion. Beyond his professional achievements, Chris finds joy in his family life. He is married to his lovely wife Elleni and is a proud father to his son Andreas and daughter Iliana. **E> [chris@soulece.com](mailto:chris@soulece.com)**



**Chris Anderson, CFO, EA.** an accomplished tax professional and Senior Partner at Soulece Tax & Wealth Advisors. With a passion for tax strategy, Chris co-founded Soulece in 2007 and has been the driving force behind the company's exceptional accounting services. As a licensed EA (Enrolled Agent), Chris is an expert in managing tax arrangements for both individuals and businesses; Chris is well-versed in the intricacies of the CFR Tax Code, particularly as it pertains to Tax R&D. Currently, he is actively involved in implementing the Nanotechnology-based Tax R&D Program for VeraSIL clients in the US. Outside of work, Chris loves spending time with his wife Ann, and his 3 children Allie, Eli, and Isaac. **E> [chriskats@soulecefinancial.com](mailto:chriskats@soulecefinancial.com)**



**Event Moderated by Dr. Gerald P. Curatola, DDS.** Dr. Gerry Curatola is an internationally recognized biologic doctor and restorative dentist with 40 years of experience as a clinician, researcher, educator, author and humanitarian. The founder and director of Rejuvenation Dentistry ([rejuvdentist.com](http://rejuvdentist.com)) in New York, NY and Rejuvenation Health ([rejuv-health.com](http://rejuv-health.com)) in East Hampton, NY, Dr. Curatola is a graduate of Colgate University and New York University (NYU) College of Dentistry where he now serves as Adjunct Clinical Associate Professor. Through a generous gift, he established the Curatola Wing for Clinical Research at NYU to support translational research. After 20 years of clinical research in the oral microbiome, Dr. Curatola introduced REVITIN Toothpaste, the world's first prebiotic toothpaste. He is listed in the Guide to America's Top Dentists, the Leading Physicians of the World, and The Top Dentists of New York, He has appeared on The Doctor Oz Show, The Doctors, CBS, FOX and ABC television networks. His latest book, The Mouth-Body Connection examines the bidirectional relationship between oral health and systemic wellness. Dr. Curatola is currently constructing The Dr. Gerry Curatola Dental Hospital, a major charitable venture for the underserved in Anathavaram, India. **E> [drcuratola@rejuv-health.com](mailto:drcuratola@rejuv-health.com)**



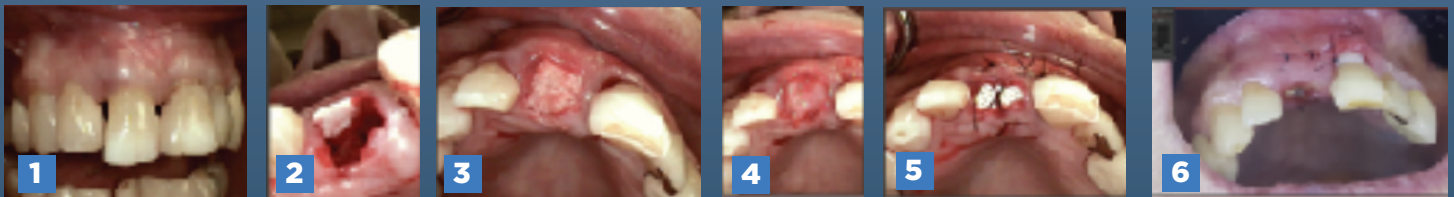
“These OraSIL NanoMetallic Silver Oxide products represent a truly unique, paradigm-shifting technology platform - one that I have and will continue to use to help improve patient outcomes and the profitability of my dental business” *Dr. Leo Malin, DMD, LVIF, Founder & President Implant Logistics & IST Seminars.*

## WHAT YOU WILL LEARN FROM THIS WEBINAR:

- 1) The Value-added features and benefits of an Antimicrobial / Wound healing NanoMetallic Silver Oxide technology and how it can be utilized to a) improve patient clinical outcomes and b) improve the financial profitability of your dental practice.
- 2) What the Technological Uncertainties associated with Dentistry are and how this Nanotechnology platform allows Dentists to address them utilizing experimental Protocols based on Safety, Efficacy, Performance and Stability.
- 3) What the Tax R&D Program is all about; who operates it; what is it designed to do and how is it applicable to Dentists.
- 4) How to incorporate Tax R&D and these NanoMetallic Silver Oxide products and protocols into your dental practices
- 5) From an Accounting perspective: what kind of an impact this Nanotechnology based Tax and R&D Program can have on your Dental clinic’s Net Operating Overhead and Corporate Free Cash Flow/Profitability.
- 6) How the following terms ; “Incremental Income”; “Adjusted Net Income” and “Free Cash Flow Inversion” can be of benefit to your Dental business’s bottom line.
- 7) From a Dental Brokers’ perspective: how the Incremental Income by Tax R&D and a resulting “Free Cash Flow Inversion” can dramatically impact your Practice valuation

## ANOTHER EXAMPLE OF IMPROVED HEALING OUTCOMES with NANOTECHNOLOGY....

GTR Tunneling Bone Graft Procedure using OraSIL NanoMetallic Silver Products and Protocols.



GTR Tunneling Bone Graft Procedure on Patient (88yoo): Unprecedented 72 hour Post Surgical Healing with Bone Allograft/Collagen/PRF/PTFE Membrane and application of OraSIL® NanoSilver. Surgery performed by Dr. Jim Yeganegi, Vancouver, BC, Canada. Note almost complete primary tissue closure OVER the PTFE membrane after only 3 days!

“The ONLY Technology Platform in the World that has the potential to legitimately address/resolve the issues of wound healing and disinfection as well as pain and inflammation concerns in the Healthcare industry is Nanotechnology”  
*US National Institutes of Health (“NIH”) Newsletter, 2018*

## Live Lecture & Webinar- Las Vegas



September 23, 2023



8am-5:30pm PST



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