

Henry Schein Financial Services

Finance Services

Funding your practice purchase

Historically, lenders have had very clear credit policies on how they were able to finance clients looking to purchase within the healthcare sector. This meant they were only able to support a particular type of client and/or practice resulting in red tape and obstacles that needed to be overcome in order to facilitate a loan. However, more recently, lenders have been given more freedom, allowing for greater financial support. It is our aim, alongside banks, to consequently assist with your business aspirations, making them a reality.

The evolving sector

As such, banks no longer have a specific 'one size fits all' credit policy, following guidelines rather than rigid policies, allowing lending representatives to exercise their initiative. Lenders will therefore look at each case on its own merit. This allows lenders to evolve alongside the expanding healthcare sector. Such movements are incredibly exciting news, as it means that the market has really opened up, providing buyers with options that in the past would not have been possible.

How we can help

The scope on lending for a practice purchase has many considerations and variables. At Henry Schein Financial Services we will contact the banks and building societies on your behalf, in order to secure the best possible deal that fits with your individual requirements. We have built valuable relationships with the lenders through the years and using our expert knowledge, we are able to present

your case to them in the most attractive way, which results in a more positive outcome. We will provide you with the market research, allowing us to source the very best deal available to you through our bespoke advice.



What can I expect?

Using the tailored service that we provide, you will benefit from our preferential rates, competitive loan-to-values and repayments terms. **The rates that we are receiving at present are as low as 2% above base and to reiterate, the loan-to-values that we have arranged reach 100% of the purchase price, subject to meeting the banks policy for that level of lending. Rates to refinance an existing practice finance loan are as low as 1.5% above base at present.** This alone indicates that this is a great time to purchase as the low rates and high loan-to-values reflects the banks incredibly positive appetite to lend in this sector.

For more information contact a member of our Financial Services team on **01332 321702** or email **contact@henryscheinfinancial.co.uk**

It is often a daunting notion to purchase a practice, particularly if you are a first-time buyer. We aim to provide you with the support needed in order to take that plunge. From the offset, you will be provided with one point of contact in the shape of a financial adviser that will continue with you on your journey of purchasing a practice through to completion and thereafter. The adviser will aim to make this experience as streamlined and stress free as possible as we understand how important your time is to you.

 **HENRY SCHEIN**[®]
FINANCIAL SERVICES

Invest is best

As small business owners, the additional responsibilities, such as financial management and keeping on top of regulations and equipment maintenance, can become an unexpected and significant burden. As well as keeping the practice viable, you must also have an eye to the future, making sure you invest in the business, keeping it efficient and competitive, and budgeting effectively for those larger financial expenses. This is where our asset and equipment finance solutions can significantly alleviate the business stresses of running a dental practice.

Financial security and flexibility

With the help of one of our experienced financial consultants, we can put together a solution which enables you to lease or hire-purchase the equipment you require and pay for it over an agreed period of manageable monthly payments. This means you can choose the equipment you want, draw up an affordable way of paying for it, be clear on what you will be paying each month and rest assured that will be no sudden surprises.

Subject to policy, it's usually possible to finance 100% of your investment, be it hardware, software, services or training. And, while most banks only lend over the short term (typically 12-35 months), Henry Schein Financial Services offers financing terms ranging from 12 right up to 72 months, enabling you to spread the cost according to your needs.

An asset and equipment finance solution from us also simplifies your business by bundling all your equipment, technology, maintenance, insurance and other services into one contract, which introduces significant economies of scale, saving time and making everything easy to track. The package also includes help with meeting asset management and equipment lifecycle requirements to make sure you are adhering to industry regulations.

No compromise

How often have you made do with a piece of equipment because it still does the job, despite the increased efficiency and improved quality that could be achieved with an upgrade? With an asset and equipment finance solution in place, you can equip your surgeries with the equipment you want, allowing you to give the best treatment to your patients in complete comfort, whilst maintaining your competitive edge.



Make the most of your money

Hire purchase is by far the most popular form of dental finance as it facilitates the purchase of equipment whilst paying for it over a period of time. This type of agreement also qualifies for the Annual Investment Allowance (AIA).

For those who prefer smaller monthly payments you can choose a lease agreement. At the end of the term you can choose to either purchase the equipment, upgrade to a newer model or continue financing with substantial savings. By locking in payments upfront in a payment contract, you avoid the risk of future

For more information contact a member of our Financial Services team on **01332 321702** or email **contact@henryscheinfinancial.co.uk**

inflation and with no working capital tied up and a good credit rating, your increased buying power makes it possible to consider equipment and assets which might previously have been out of reach.

Signing up to an asset and equipment finance solution takes the stress out of managing your practice finances, as well as offering flexible ways of making your money work hard for you.

Here at Henry Schein Financial Services, we offer flexibility, tailoring finance for you at competitive prices.

 **HENRY SCHEIN**[®]
FINANCIAL SERVICES