



EVERY STEP OF THE WAY

PEARSE HANNIGAN EXPLAINS HOW TRISHA AT STRICTLY CONFIDENTAL HELPED HIM IN THE PROCESS OF BUYING HIS FIRST PRACTICE

I left Ireland in 2004 to study dentistry at Glasgow University. After graduating in 2009, my first job was as a dental foundation trainee at Glasgow Dental Hospital, shortly followed by a year's Vocational Training at Eaglesham Dental Care under the guidance of Roddy and Irene Black.

My first associate position was at Greenlaw Dental Care in Paisley where I worked, very happily, for five years. It had long been my ambition, however, to one day own my own practice. My parents have always been very entrepreneurial and I took inspiration from them. I dreamt of becoming my own boss and taking control of my future.

The only problem was I had absolutely no idea how to go about buying a dental practice. I had tried looking online and in various publications but I wasn't getting anywhere fast. A friend then recommended Trisha at Strictly Confidential. Trisha came out to meet with my wife Hazel and I at home and explained the entire process to us. I learned more in one meeting with Trisha than months of trying to do my own research. We registered with Trisha and she would then contact us whenever a suitable practice went on the market.

We first saw the practice in Muirhead in February 2016. It had been open for eight years but had limited investment during this time. The location and size of the practice were ideal for our



circumstances. However, I knew that significant time and investment would be required to turn it into a practice I could be proud of. I could always see the potential this practice had but, equally, I knew I had a huge challenge ahead of me.

After much consideration, we decided to move forward with the purchase of the practice. For me this was the most daunting period in the entire process. You must suddenly find, and take advice from, accountants, solicitors, surveyors, financial advisors, banks and insurance brokers; all of whom will try to give you a crash course in their respective fields of expertise. Finding the time to do this when you're working full time as an associate is not easy. Thankfully, Trisha has a whole network of experts, which she has cultivated over many years that she can put you in touch with. Her contacts have all worked with dentists in similar circumstances many times before and understand the restrictions our job entails. I managed to arrange almost all of the necessary meetings after work and Trisha was always available on evenings and

weekends if I had any questions.

Hannigan Dental Care was born on 1 August 2016. That first day was exhilarating but the thrill was short-lived as the enormity of the workload I was about to undertake finally hit home, and I fully realised just how steep a learning curve I was facing. You can read books, ask advice, make all the plans you like, but nothing actually prepares you for how it feels when you finally take that leap of faith and move from associate to principal. It was daunting, exciting and overwhelming all at once.

Thankfully, the staff I have inherited have been fantastic and made me feel at home right from day one. Having their support really was half the battle. The biggest challenge so far was actually keeping the business running while carrying out major renovations to the building. We were very lucky in that we had a lot of help from friends and family who all mucked in, which allowed me to get on with meeting my patients and learning how to run a business. I was a principal Monday to Friday and, at weekends, Hazel and I swapped our scrubs for overalls and got involved with the renovations too. The whole process has been such a team effort and it couldn't have happened without the hard work of so many people, to whom we are extremely grateful, not least Strictly Confidential, who were with us every step of the way.