



# CALL TRISHA

A TRUSTED ADVISOR, WELL-VERSED IN THE WAYS OF PRACTICE SALES AND ACQUISITIONS, PATRICIA MUNRO IS SOMEONE YOU WANT IN YOUR CORNER

**W**hen you are looking to buy a practice or move on and sell up, you want someone in your corner who you can trust and who you know will get you the best deal on the best practice for you.

For Patricia Munro, hers is a relationship business. She has spent 30 years in the dental industry in Scotland and in that time she has built up not just an enviable reputation, but a formidable network of contacts. Buying and selling practices is just as much about the hopes and aspirations of the people involved as much as it is about bricks and mortar and money.

So, when dentists in Scotland are looking to get on the practice property ladder for the first time, to expand from one to two premises or to wind down their career and pass on their established practice to a pair of trusted hands, there is usually only one piece of advice given.

Gareth McMorro, principal dentist Landsowne Dental in Glasgow, explains why he decided to get in touch with Patricia Munro in the first place: "I once asked an experienced dental colleague, who I respected and trusted, what he thought the first step should be when buying a dental practice. He answered without hesitation: 'Call Trisha'."

"For anyone who doesn't already

know, Patricia Munro provides a service to dentists who want to buy or sell a dental practice. She has been in the dental business for more than 40 years and is the expert in the dental market. Whether you are a young associate or an experienced practice owner, Trisha is the go-to person for dental practice acquisitions and sales. She has built up a highly regarded reputation over many years of not only being successful at finding people the right practice, but doing so with discretion and confidentiality.

"My business partner Paul McAllister and I have utilised Trisha's services to buy both of our practices. Buying your first practice can be a daunting experience, Trisha's guidance and expertise made the process for us manageable and smooth. When buying your second practice, you have the experience, but not necessarily the time, and again, Trisha stepped in and took the strain.

"She not only knows the dental market inside out, but her experience and advice is invaluable. From the very first meeting, Trisha listened to the vision we had for our future and what style of dentistry we wanted to practice. Her experience, knowledge and trust made the whole process much smoother and enjoyable. I couldn't even imagine buying a practice without Trisha on my team.

"Buying any dental practice takes at least a few months and during that time you can be sure of one thing – there will be hiccups along the way with solicitors and accountants etc. Most problems are small and unintentional but with Trisha on your side and her vast experience (she has seen all these problems before and often has a sixth sense on how things are progressing), problems don't escalate and you can move forward with confidence and little disruption to your day. One of most useful aspects of Trisha's service in my opinion is that she acts for both the seller and buyer; this means that she can quickly and effectively communicate with both parties and keep the whole buying or selling process on track and on time and all parties agreeable.

"I genuinely can't recommend Trisha and her Strictly Confidential business highly enough, and having been through the process twice already, I can call Trisha a friend to have a lunch with to bounce ideas off or just put the world to rights. And that says it all."

#### MORE INFORMATION

To find out more about Strictly Confidential, call 0141 641 3963, 07906 135 033 or visit [www.strictlyconfidential.co.uk](http://www.strictlyconfidential.co.uk)  
Landsowne Dental Care takes referrals for implants placed by visiting specialist consultant Sachin Jauhar, to contact the practice call 0141 334 1313.