

CASE STUDY

Entrepreneurial-minded dentist achieves the next level with new CPA

CLIENT

Al Abdelnour, DDS
Levan Dental Group

INDUSTRY

Dental Medicine

“The technology updates and the training allow the staff to work much more efficiently, so we’re able to grow the patient base practice.”

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LEVAN DENTAL GROUP**

It doesn't take long for new dentists to realize this brutal truth: Dental school actually offers very little preparation when it comes to running the business side of a practice.

Al Abdelnour, DDS, however, is one of the rare individuals to enter the profession with a solid background in business. His father was an entrepreneur, and he himself managed 20+ employees at a young age. Though he felt at ease thanks to his business acumen, he understood the value of working with a skilled CPA to help him reach his business goals.

Abdelnour is a growth-minded dental practitioner and businessman. In 2003, he took on the Levan Dental Group, in Livonia, Michigan, which was at the time a single-doctor, two-hygienist, seven-employee practice. As of today, he's expanded it to 20+ employees, with 3 doctors, and 8 hygienists, and he's opened a second location with two doctors in the nearby community of Plymouth. While Abdelnour's primary objective is providing his patients with respect, personal attention and the highest level of care, he also keeps in mind the financial goals which have allowed Levan Dental Group to grow to where it is today. Those objectives being:

- Creating an efficient financial system that measures the performance of the practice.
- Keeping overhead costs under control for his growing practice.
- Maximizing profitability while minimizing taxation.

A PLEASANT OUTCOME TO AN UNPLEASANT SITUATION

In 2018, Abdelnour's CPA retired and sold his practice to John A. Sanchez & Company. Immediately, Abdelnour knew the skills and savvy of his new CPA would be put to the test: Abdelnour had received a notification from the IRS that his practice was selected at random for an audit.

After Sanchez's work on the audit came an unexpected outcome. "I was pleasantly surprised to find that I actually ended up with a credit. Nothing to write home about, but the IRS actually owed me money," Abdelnour said. "That helped me make the decision I would stay with John."

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From there, Sanchez’s ability to surpass expectations continued. Rather than scheduling the typical biannual or quarterly check-ins, Sanchez and Abdelnour have monthly profit-loss meetings. Beyond that, Sanchez will flag any issues that come up, providing Abdelnour the opportunity to address them immediately.

“It’s almost like having live analytics looking right at your practice,” he says. “I’ve gained the ability to see things right away and catch them. Working with him has taken my practice to the next level.”

With a growing practice and staff, overhead can quickly get “out of control,” Abdelnour says. With Sanchez’s help, the practice updated to a more modern bookkeeping system, allowing Abdelnour to access the financial health of his practice each day and make adjustments as needed. All the accounts are synced — credit cards, cash management, payroll — so he can view everything on a single screen.

Finally, many entrepreneurs reach the point where they want to re-evaluate their business structure to ensure their tax structure is at its most efficient. Before recommending that change to Abdelnour, Sanchez’s analysis on compensation and other markers gave Abdelnour the assurance he needed that the timing was right to make the switch.

GOING THE DISTANCE

Abdelnour’s time with Sanchez has been brief, but the value is already crystal clear.

Restructuring his business entity resulted in a tax savings of over \$40,000 per year.

The technology updates recommended by Sanchez helped Abdelnour control overhead and make his practice more financially efficient. The new streamlined system has helped him create more energy with the staff, and created more time for everyone to focus on growing the patient base and the practice.

From 2018-2019, Abdelnour saw a 13% increase in revenues, which is plenty to smile about.

These results reinforce what Abdelnour knew at the start of his career: With the help of the right professional that understands the challenges of operating a small business, he can feel good knowing the business is in good health and primed for growth.

He would recommend Sanchez to his colleagues. “He’s very professional,” he says. “He’s really focusing in on the dental space, to make sure he’s up to date on the latest accounting and tax laws to help dental business owners. He has very high integrity and he’s willing to help as much as he can.”

