

Is there life **after** dental practice ownership?

Dentists often put off selling their practices because they are concerned about life after dentistry.

What will they do with all those extra hours, how will they cope with leaving behind the identity that has defined them for decades? This series of articles explores the very busy lives of some of Practice Sale Search's clients, former practice owners who have embraced post-sale life.

Name: Gabrielle Traynor
Age: 65 when sold
Graduated: Sydney Uni 1980
Practice Owned: Mosman Dental Clinic

Brief Career Summary:

My clinic in Mosman was a 3-person clinic. I started working there as an employee dentist in 1982 and bought it in 1992, when the principal retired. Another dentist, David Eyles, bought in at the same time and then a third, Bob Mewing, came on board as a partner in around 2000.

Why did you sell?

David, my partner, was ready to sell before me and started talking to me about it. I had been there over 40 years at that point and I must have been ready, but didn't realise it, because what he was saying really resonated with me.

We reached out to Simon from Practice Sale Search to get him involved and, even though it was during Covid, he made the selling process very easy. We met two or three buyers and two corporates; some we could tell straight away weren't going to



work well with us, but one or two of them seemed like a good fit. They made us a good offer, and we sold. We all stayed and worked there for a couple of years after that to help with the transition.

What are you doing post sale:

Teaching

One of my colleagues saw an ad for a clinical supervisor at James Cook. I enquired and in April 2024 I went for a month to check it out.

I love it!

Now, they fly me up to Cairns for two 1-month stints a year and give me accommodation and a car. I work supervising and helping 3rd and 4th year students while they do work on patients.

Not only do I get to escape the Sydney winter, but it feels like I'm giving back to the profession.

I will definitely go to Cairns to teach again for two months next year.

Travelling

Travel has always been a huge part of my life, but when I owned the practice I couldn't get away much.

Now that I don't have to worry about all the business issues, there is so much freedom.

We have just come back from a trip to Morocco and Spain; we're planning



my husband's 70th in Egypt with friends in January. We're off to New Zealand in October and going to visit my son, who is moving to LA, afterwards. My bucket list trip is to go live in the South of France for 3 or 4 months and learn French.

AHPRA and the Dental Council

I also do some work for AHPRA, the dental council – they contact me and ask me to sit on tribunals. It allows me to give back to the profession and to help maintain the professional standards.

Clinical work at my practice

The practice still rings me and asks me if I am available to go in for the odd day here or there. I love coming back for a day; it's great fun and after all those years your patients and staff feel like family. ♦

