

## CASE STUDY

# The game is about glory

PETER RABIN DENTAL SURGERY - NORTH LONDON

Lily Head Dental Practice Sales are pleased to announce the sale of 'Peter Rabin Dental Surgery' in Stanmore, North London to Dr Ramsin Abraham.

Peter Rabin Dental Surgery is a fully private practice that Dr Rabin established in 1974.

The dental practice is situated in an excellent end of terrace property, the sale of which comprised part of the deal.

Peter Rabin, the former Principal describes his 'practice sales journey'.

'I wanted to sell my dental practice, but I did not want to retire from dentistry altogether. Two of my most cherished clients are Tottenham Hotspur Football Club and Saracens Rugby Club. I am honoured to be the Official Dental Surgeon for both organisations and am to be found 'sitting behind the dugout' during their first team games as schedules allow.



"I could never have found better agents to help in my sale and a better person to whom to sell the dental practice."



Peter & Harry Kane



Peter & Mako Vunipola



Saracens European Champions 2019

I make no apology for having made four provisos for selling that I insisted upon.

- 1 The purchaser had to share the same ethical ideology as me and be caring.
- 2 I wanted to carry on in the same practice so I could work my own surgery, in my 'comfort zone'.
- 3 I wanted to keep all the same staff who had been with me most of my career.
- 4 I wanted the new purchaser to undertake not to sell the freehold so we would not have to move any patients or staff.

**Helen Cheskin** of Lily Head Dental Practice Sales was very knowledgeable, supportive, kind, understanding and always at the end of the telephone for a discussion.

When I met Dr Ramsin Abraham and his wife there was a quite instant gelling. I had a feeling of contentment that Ramsin was the right person to 'front' the practice and for whom I would be more than comfortable to work as an associate.

In conclusion, I could never have found better agents to help in my sale and a better person to whom to sell the dental practice.