From GP to Practice Owner

GP26 Workshop Agenda

Building and sustaining a successful practice.

Proposed time: 9.00 am – 4.00 pm
Format: Full-day interactive workshop

Time	Session	Lead	Format & Purpose
9.00 –9.20	Welcome, Introductions & Setting the Scene	Facilitator	Welcome, workshop overview and participant introductions. Participants identify where they are on their ownership journey and write down the biggest question they hope will be answered today.
9.20 – 9.50	Should I Become a Practice Owner?	Experienced GP Practice Owner	The Reality Behind the Decision – 30min Interactive keynote exploring the transition from clinician to owner. Why ownership? Why not? Lifestyle, motivations, risk, rewards, identity shift and the realities few people talk about.
9.50 – 10.30	What Does a Practice Owner Actually Do?	Panel (Owner x3, Practice Manager x1)	Facilitated panel exploring governance, strategic leadership, business ownership and operational management. Participants compare the role of a GP with that of an owner and identify where they see their greatest capability gaps.
10.30 - 10.45	**Roundtable reflections: sharing insights, ideas and key takeaways.**		
10.45 – 11.15	Morning Tea		
11.15 – 11.50	The Business of General Practice	Finance / Business Expert	Practical session unpacking the business model of general practice. Revenue streams, profitability, cash flow, workforce costs, investment decisions and what makes practices financially sustainable. Interactive polling and discussion throughout.
11.50 – 12.20	Buying Into Practice: Due Diligence and Ownership Pathways	Legal / Finance / Practice Acquisition Expert	Practical guide to becoming an owner. Buying an existing practice, joining a partnership, starting a practice, purchasing shares and succession pathways. Covers valuation, finance, due diligence, legal structures, shareholder agreements and common mistakes. Participants complete a "Questions I Need Answered Before Buying" exercise.
12.20 - 12.35	**Roundtable reflections: sharing insights, ideas and key takeaways.**		
12.35 – 1.20	Lunch & Networking		
1.20 – 2.00	Leading the Practice You Own: Building People, Culture & Performance	Leadership Facilitator + Practice Owner + HR Expert	Focus on the leadership side of ownership. Building culture, attracting and retaining staff, legal obligations, managing difficult conversations, engagement, performance and creating a workplace people want to stay in. Includes practical leadership tools participants can immediately apply.

Time	Session	Lead	Format & Purpose
2.00 – 2.30	What I Wish I Knew Before Becoming an Owner	3x Owner Panel	Honest conversation with experienced owners. Financial surprises, difficult decisions, workforce challenges, mistakes, successes and lessons learned.
2.30 - 2.45	**Roundtable reflections: sharing insights, ideas and key takeaways.**		
2.45 – 3.05	Afternoon Tea		
3.05 – 3.30	Is Ownership Right for Me?	Facilitator + Industry Expert	Round table where participants revisit their motivations and get to ask presenters questions on different ownership models explored against life stage, financial readiness and personal goals.
3.30 – 3.50	Developing My Practice Ownership Roadmap plus round table options	Facilitator	Participants complete their Practice Ownership Canvas. They identify their ownership pathway, capability gaps, questions still needing answers, key conversations to have and one action they will commit to within the next 30 days. Peer discussion and accountability conversations.
3.50 – 4.00	Key Takeaways & Close	Facilitator & Speakers	Each speaker shares one piece of advice they wish someone had given them before becoming an owner. Participants revisit the question they wrote at the start of the day and reflect on how their thinking has changed.

Facilitator – Aaron Haining

Panellists – Josh Stevens, Nicole Higgins, Todd Cameron, Siân Goodson, Billy Stoupas

Practice Owner – Belinda Durst (TBC)