

# THE Dental Trader

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"CA. DENTAL PRACTICE ACT", "DENTAL TRANSITIONS" &  
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*CEDS - Sunday, September 15<sup>th</sup>:*  
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### FRESNO COUNTY

**CENTRAL VALLEY/SO. FRESNO CTY** - (3) op comput. G.P. w newer refurb. Belmont eqt. Digital x-rays & networked. Dentrix s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K+ on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A.

### KERN COUNTY

**BAKERSFIELD #21 Bldg. & Pract.** - (10) op comput. G.P. & free stand. bldg for sale. (3) ops fully eqt'd, (3) ops partially eqt'd & (4) additional plumbed not eqt'd ops. Located on a main street w excell. exposure/visibility & signage. Annual Gross Collect. \$500K+ on an easy (2 1/2 - 3) day week. (3) days of hygiene booked 6-12 mos out. Cash/Ins & PPO. Fully eqt'd "removable" dental lab w a full time technician. Seller retiring. **[SOLD]**

**BAKERSFIELD #25 BLDG. & PRACT.** - (4) op comput. G.P. & Duplex Free Standing Bldg. w signage. Cash/Ins/PPO pts. (3) days/wk of hygiene. 20+ yrs. of Goodwill. 2012 Gross Collect. \$400K+.

**BAKERSFIELD #26** - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. Suite (#1) is 2,300 sq. ft. and is fully eqt'd with a (5) op G.P. turnkey dental office including instruments & supplies! The second suite is also plumbed for dental but can be used for medical, chiropractic, accounting, insurance, etc. & has just been remodeled. The two suites could also be combined to make a larger single use dental or medical facility! The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of dental goodwill. **[NEW]**

**BAKERSFIELD #27** - Great startup opp. or 2nd office. (4) op comput G.P. in a smaller medical/dental bldg. On a main thoroughfare w signage. (2) ops of new eqt w (2) add plumbed. Cash/Ins/PPO/Denti-Cal pts. Open (1) year p.t. & Collects \$6-\$8K/mos. Seller is moving to be closer to family, but will assist w the transition. **[NEW]**

### LOS ANGELES COUNTY

**BEVERLY HILLS** - Great startup opportunity or 2nd office. (2) ops fully eqt'd. Turnkey office; no charts. In a smaller professional bldg. on a well know main thoroughfare. Seller has had success here, & is moving to larger facilities. **[NEW]**

**HACIENDA HEIGHTS #1 - BACK ON THE MARKET & REDUCED TO SELL** for less than build out costs! (2) op p.t. G.P. located in a shop ctr. w exposure & signage. Low overhead office w high net! Cash/Ins/PPO pts. Gross Collect \$140K p.t. Seller retiring. **[SOLD]**

**So. PASADENA - EMERGENCY SALE! SELLER PASSED AWAY!** (5) op comput. G.P. Newer remodeled office & some newer equipt. Fee for Service practice. (8) days of hygiene/wk. 1,500 + active patients. Digital x-rays & central nitrous. 2012 Gross Collect \$1.2M+. 40 years of Goodwill. **[SOLD]**

**SANTA CLARITA VALLEY** - Cash/Ins/PPO Bread & Butter Practice. (4) ops eqt'd. Located in a medical/dental/professional bldg. complex. Crown & Bridge, dentures & implants. 40+ years of Goodwill. Financials Pending (call for Details). Seller retiring, but will assist with an orderly and successful Transition. **[NEW]**

**TOLUCA LAKE** - Great startup opp. or second office! (4) op comput. G.P. (2) ops eqt'd w new eqt. (2) add plumbed. Digital x-ray. Located in a free stand. duplex bldg. on a well known main thoroughfare. Cash/Ins/PPO/HMO pts. \$1K/mos cap ck. Collect approx \$10K/mos on (1) day/wk. Seller to concentrate on other office. **[PENDING]**

**WESTLAKE VILLAGE** - (3) op complete turnkey office for sale. Gorgeous! On outer perimeter of a prof. bldg. w excell. exposure, visibility & signage. Newer eqt., Digital x-rays. Includes supplies, instruments, furniture, eqt. & rights to lease. **[SOLD]**

**WEST SAN FERNANDO VALLEY PEDO/ORTHO** - Comput. Pedo/Ortho office. On outer perimeter of a small prof bldg. w exposure/visibility. (3) op open bay & (1) op quiet room. Pano eqt'd. Digital x-rays. Cash/Ins/PPO. 30+ yrs of Goodwill. Annual Gross Collect. \$600K+. Seller retiring.

**WOODLAND HILLS #4** - (9) op comput. G.P. (6) ops of newer eqt. (3) add. plumbed. Located on a main thoroughfare in a busy shop ctr. w excellent exposure, visibility & signage. Cash/Ins/PPO & HMO pts. Mos. Cap Ck approx. \$2K/mos. 2013 Projected Gross Collections \$370K p.t. **[PENDING]**

### ORANGE COUNTY

**Room for Your Orange County Practice Listing.**

### RIVERSIDE COUNTY

**CORONA** - Drop dead gorgeous, beautifully designed & appointed dental spa w all the special touches including: extensive art work, soft colors, french provincial waiting room furniture, free stand. waterfalls, plush carpeting, wood cabinets & flooring. There are (5) ops fully eqt'd w new eqt. In addition, there are two spa rooms, one set up for massage & the other for facials. The office is located in a two story 2,900 sq ft free stand. bldg. w exposure/visibility & signage. The bldg is also available for purchase. Digital x-rays, comput. & Pano eqt'd. Parking is convenient & free in the adjacent lot. Production of \$1.2M on a (4) day week. Owner/Doctor health compromised. **[NEW]**

### SAN BERNARDINO COUNTY

**Room for Your San Bernardino County Practice Listing.**

### TULARE COUNTY

**SAN JOAQUIN VALLEY** - (4) op comput. G.P. & Free Stand. Bldg. In a smaller town w limited competition. Cash/Ins/PPO pt base. Annual Gross Collect \$500K on 4 - 4 1/2 days/wk. 28+ years of Goodwill. 10-20 new pts/mos. Seller retiring. **REDUCED.**

### VENTURA COUNTY

**EAST VENTURA COUNTY** - (3) op comput. G.P. Located on a main thoroughfare w some visibility. Fee for Service pts. Pano eqt'd. Very low overhead. 2013 Projected Gross Collections \$500K. **[NEW]**

**OXNARD #7** - (5) op turnkey G.P. office located in a freestand bldg. on a main thoroughfare w some exposure, visibility & signage. (4) ops fully eqt'd. (2) ops are newer & (2) ops are older. (5th) op is plumbed. Very low lease rate. Hispanic area w many walk-ins. Sale includes all eqt, leaseholds, furniture, some instruments & rights to office lease. No pt charts. Reasonably priced for immediate sale. Priced less than build out costs.

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**Kerr Sonicfill** composite unidose \$300 for A1 x 31, A2 x 55, A3 x 22. exp 7/14. Alex 3106660378.

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"Pat and Jason On behalf of the members of ADS and our colleagues, I want to thank you both for presenting such an informative session at our Las Vegas meeting. Our group always enjoys hearing from you both and we look forward to an ongoing relationship." Nancy L. Schoyer, Executive Director: ADS. Wood & Delgado-Nation's #1 Dental Law Firm. Visit Us at: [www.dentalattorneys.com](http://www.dentalattorneys.com).

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David Buchan, DDS, San Clemente, CA



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**Thomas Sudbijo, DMD** (Tustin, CA)-Law Offices of Jeng and Associates is definitely one law firm that I will continue to use for my legal needs. Dr. Jeng was very helpful addressing my questions and was on top of things and kept me informed in every step. Call Jeng & Associates 714-858-0536.

**GENERAL PRACTICE** 6 digital operatories, long-term staff. Equipped w/ E4D mill/oven. Modesto, Ca. area. Dr. retiring \$575,000 209-606-9104.

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**CARMEL MOUNTAIN/PENASQUITOS---JUST LISTED!!** This **GENERAL** Practice has 3 Ops and is situated in a strip center. Cerec and Laser included.

**LA JOLLA—NEW LISTING!!** Smaller **GENERAL** Practice situated in well-known, attractive Prof Bldg. Close to fwy 5 and UCSD. 2 Ops. Nicely appointed office.

**LA MESA—NEW!!** Well-established (40 yrs) **GENERAL** Practice in Prof Bldg along busy thoroughfare. 4 Ops, ADEC cabinets and units. Digital Pan and 1 digital X-Ray.

**OCEANSIDE—NEW!! OFFICE CONDO FOR SALE.** Situated in Medical-Dental Bldg., next to TriCity Hospital. Approx 1980 sq. ft. Lots of natural light!

**TEMECULA—NEW LISTING!! GENERAL** Practice estab 2008. BEAUTIFUL Office with high-end improvements. 5 Ops (3 equipped) in 1750 sq.ft. Busy, upscale retail center. Digital X-Rays, Pan-Ceph. Approx 70% PPO, 30% Cash.

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**VISTA—FOR LEASE.** Approximately 2650 sq. ft. of divisible ground floor space. Situated in highly visible medical-dental bldg. along highway 78. Previously occupied by dental practice. Generous tenant improvement allowance, flexible terms and affordable rental rates.

**OCEANSIDE/CARLSBAD—PERIODONTAL PRACTICE.** Long-established Insurance and Cash practice. Doctor practices 2-3 days/wk. Situated in freestanding building on very busy thoroughfare. Excellent lease.

**CARLSBAD—FOR LEASE.** Fully built-out dental office situated in 2-suite Dental Bldg. Approx. 1700 sq.ft. with lots of windows. 4 Ops. Very spacious office!!

**LA JOLLA---JUST LISTED!!** GP retiring from 30 year estab practice. 2 Ops in Prof Bldg on highly visible corner location, in residential area. All Fee-for-Service. Possibility to expand office.

**UPCOMING:** Mira Mesa

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**BAKERSFIELD #27** Great startup opp. or second office for sale! (4) op comput. G.P. (2) ops eqt'd. w new eqt. (2) add. plumbed. Cash/Ins/PPO/Denti-Cal pts. Open (1) yr. p.t. Collect \$6-8K/mos. Very low overhead. Pract. ready to be taken to the next step. Seller moving to be closer to family, but will assist w the transition. D&M Practice Sales 818.591.1401.

**WANTED** Adult sized LEAD APRON with thyroid collar in good condition. (949) 521-2925 Please leave a message. Thanks.

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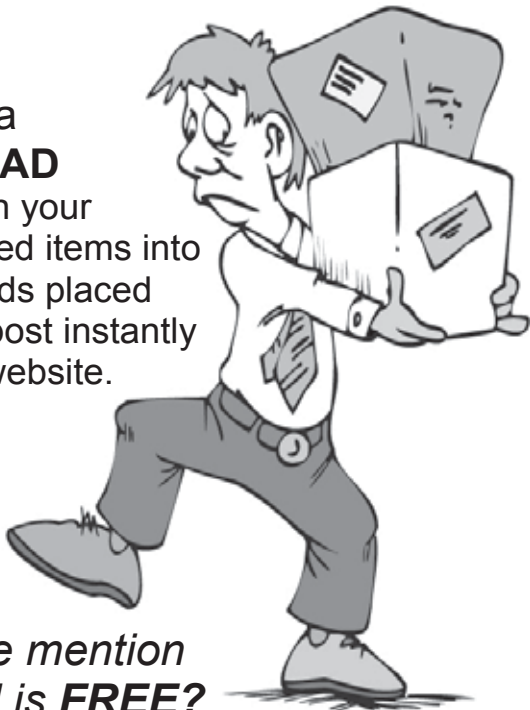
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TIMOTHY GIROUX  
DDS/BROKER

## ASK THE BROKER

Patients should have freedom of choice with *their* dental insurance

Most of you are aware of the insurance issues our profession is facing. The writing on the wall is there will be few insurance companies that will provide what most of us consider a "higher" fee schedule. About 50 years ago as a group we agreed to many concessions with these insurance companies for their promise to provide a "reasonable" or "higher" fee schedule. Now these companies are acting no differently than any "for profit" organization, promoting lower paying PPO plans and considering slashing the fee schedules of the higher plans.

As a group and an organized society, dentists have always been concerned about "anti-trust" suits while addressing these types of issues with insurance providers. If we attack this problem from a patient's rights and patient's freedom perspective, we will not need to worry about this "anti-trust" threat any longer.

My theoretical "**Patient's Freedom of Choice Dental Insurance Act**" would demand the following:

1. Patients are free to take their dental insurance plan or fee schedule to any provider they wish and the insurance company WILL pay the provider directly. The patient has the choice to make up the difference with the provider if the provider's fee schedule is higher.
2. Dentists and patients are free to negotiate any fee schedule or payment arrangement directly with the provider. Dentists are no longer forced to collect pre-arranged payments under threat of "insurance fraud" if they choose not to collect the entire "co-pay". (Of course, the insurance companies can continue to have arrangements with providers who agree to the fee schedule. In this case, patients can still get a list of providers who agree to the schedule.)
3. Remove the punitive language towards dentists in the insurance contracts.
4. Providers should have the freedom to charge whatever they desire and let the **patient** decide on the type of care the patient desires and who should deliver that care.

Insurance companies claim that costs will increase if patients have more freedom with their insurance plans and begin utilizing them more. I don't believe that will happen and besides, whose side are we on anyway? Don't we want patients to seek out care? I believe that under-utilization of dental insurance is still primarily due to patient's fear of dentistry. The insurance companies limit their financial exposure two ways: (1) through the fee schedule, and (2) by imposing a maximum annual benefit per patient. They are covered on every angle. This maximum benefit has not kept up with inflation for more than 30 years. The entire annual allowance can almost be used by a single molar endo procedure! Instead insurance should be simply viewed as a sort of "medical savings account" that will help defray some of the costs of dental care.

These insurance companies can certainly cut costs by eliminating the ridiculous audit process and reducing the bureaucracy. Again, this theoretical "Patient Freedom of Choice Dental Act", designed to encourage patient's rights, would eliminate the necessity of the audits. This is about patient choice and restores the doctor/patient relationship.

Timothy Giroux, DDS owns Western Practice Sales and is a member of the nationally recognized dental organization, ADS Transitions.

Questions?

Contact Dr Giroux at wps@succeed.net or 800.641.4179



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## *\*Tip of the month:*

When I first started practicing dentistry in 1998, my CPA at the time had me practicing as a C corporation, but while I was studying tax law in law graduate school, I realized a S corporation was a better fit for me, and I elected the S corporation entity for my own dental practice. Many doctors rely on the advice of their accountant but a CPA may only look at a portion of the equation. As a dentist and attorney, I have discovered that while both provide protections from liability, selecting the right type of corporation means avoidance of double taxation.

For many dentists an S corporation is preferable to a C corporation. This is because S corporations are tax reporting entities, and C corporations are tax paying entities. S corp earnings are reported on the owner's tax return (similar to a Partnership) and taxed at the owner's individual tax rate. A C corp is preferred over an S corp when a choice of ending of fiscal year is desired instead of the fixed ending date of December 31. Obviously the size and scope of your dental practice determines which option makes the most sense, both from a liability as well as a tax perspective. If you are unsure which option best suits your particular situation, call me for a complimentary consultation. I'm here to help.



Chester Jeng, DDS, JD, LL.M (Master Degree in Tax Law)  
Dentist and Attorney

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### CENTRAL AND NORTHERN CALIFORNIA LISTINGS

**BAKERSFIELD:** General Dentistry Practice in growing area. 3,650 sq. ft. suite with 8 Ops, 7 fully equipped, 1 plumbed. Digital x-rays and intra-oral camera. \$453K Adj. Net on \$1.2MM of Collections. #CAM554

**BAKERSFIELD & SMALL FARM COMMUNITY:** 2 General Dentistry Practices 30 minutes apart from each other, staff and doctor work both locations. Strong patient base in each practice. Room for growth in underserved communities. Rare opportunity. \$588K gross with \$278K combined adj. net. #CAM557

**BISHOP:** – General Dentistry Practice & Building. 1,800 sq. ft. building. Collections over \$1MM in 2011 with \$387K adj. net inc. 5 Ops, 6 days of hygiene. 100% financing available for both practice and building. After 29 years in same location, retiring dentist selling both practice and building below valuation price. #14390

**CENTRAL COAST PEDODONTIC:** Great location with over 800 new patients in 2012. Gross receipts over \$775K on 4 day work week. 4 Ops, fully equipped. Doctor moving out of area. #CAM546

**CENTRAL COAST PROSTHODONTIC:** Beautiful area near shopping. Over \$1.1MM in Gross Receipts in 2011. 4 Ops, a full in-house lab with IOS, mill, casting ovens, and ceramic ovens. #CAM535

**CHICO:** General Dental Practice. Well-established practice in free-standing building has 1,800+ active patients with average of 15 new patients per month. 2012 Collections of \$1.4MM with 7-8 days of hygiene. Equipment includes new Digital Cone Beam X-ray, Digital X-rays, Lasers, and Dentrax software. Buyer can purchase or lease building. Retiring Owner will consider an associate leading to purchase of practice. #14392

**DANVILLE:** – FACILITY ONLY. Professionally designed office located in the affluent community. Office has 5 fully equipped & furnished Ops with computers in each room. Digital x-ray, digital Panoramic x-ray, and central Nitrous Oxide/Oxygen. Seller relocating to a new building after 27 years of practice. Photos available upon request. #CA548

**FREMONT:** General Dentistry Practice. 10 Ops, digital x-ray, digital Pan in 3,050 sq. ft. 4,000+ active patients, PPO/HMO with 2012 Gross Receipts of \$1.2M with Adj. Net of over \$300K. #CA553

**GRASS VALLEY:** General Dentistry Practice with Gross Receipts of \$491K with \$130K adj. net inc. 73% overhead. Office leased 1,555 sq. ft., 4 equipped Ops, 5 available. Laser, Intra-Oral Camera, Cerec, and Eaglesoft software. Owner retiring. #14379

**GRASS VALLEY:** General Dentistry Practice. 1,950 sq. ft. office condominium available to purchase. 2012 Gross Receipts of \$443K on 3 days a week. 6 Ops, 3 days hygiene, Dentrax software, Panoramic Xray, Laser, Intra-oral Camera, long time cash practice. #14372

**GREATER SACRAMENTO:** Associate to Owner Opportunity. 2012 Gross Receipts of \$879,000. Well-appointed 1,400 sq. ft. office with 5 Ops, Intra-oral Cameras, Laser, Cerec, 4 days hygiene, Softdent software. Associate to work 2 days a week in 2013 & 2014 then purchase practice. Equipment about 5 years old. Owner to work back 2 days per week for 2 years after purchase. #CA525

**GREATER SACRAMENTO ORTHODONTIC:** Like-new practice in 2,300 sq. ft. office with extensive leasehold improvements and six chairs. 220 active patients in Phase I. Call for additional information. #CA551

**LINCOLN-ROSEVILLE:** General Dentistry Practice with 2012 Gross Receipts of \$787k and an Adj. Net Inc. of \$358k. Four Ops in a 1,268 sq. ft. office.

**NORTH OF SACRAMENTO:** General Dentistry Practice. 2012 Gross Receipts of \$521K in well-designed, 1,650 sq. ft. office with 4 Ops. Low overhead of 52%, 4 days of hygiene, Easy Dental software. 1,600+ patients. Most Specialty work referred out. Owner retiring. #CA528

**RIDGECREST:** General Dentistry Practice and Dental Building. 4 Op office in 1,536 sq. ft. building. Owner has worked in same location for 32 years and is now retiring. This small practice grossed \$175k in 2012. Pictures of the building are available upon request. Lots of potential. #CA523

**SACRAMENTO:** General Dentistry Practice. 2012 Gross Receipts of \$642K with low 54.2% overhead. 8 available Ops, with 7 equipped in 2,400 sq. ft. office/building, located in one of Sacramento's historic, well established neighborhoods. Sofident software. #CA549

**SALINAS:** General Dentistry Practice. Office with 4 Ops. in approx. 1,275 sq. ft. 2012 Gross Receipts of \$226K on reduced schedule. Refers out all Endo, Perio, OS, and Ortho. Great upside potential. Owner retiring after 34 years. #CA552

**SAN FRANCISCO:** General Dentistry Practice in the heart of Union Square. 3 fully equipped Ops with fiber optics, Intra-oral Camera, and plumbed NO2 in **SOLD**. 2012 collections were \$314k in only 130 business days. Great upside potential. Same location for 21 years. Owner is retiring from private practice.

**SAN RAMON:** FACILITY ONLY. Great location, includes equipment, leaseholds, and furnishings only. 1,400 sq. ft. with 4 equipped Ops and 2 additional plumbed rooms. #CA511

**SAN RAMON:** Modern office in upscale professional building. 2012 Gross Receipts of \$926K with an adj. net inc. of \$340K, 6 days of hygiene per week, 3 treatment rooms, plus a 6th plumbed, in approx. 2,000 sq. ft. with CAD/CAM, Digital X-Ray, Digital Panoramic, Laser, and Intraoral Camera. **SOLD**

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**SOQUEL:** General Dentistry Practice. 1,100 sq. ft. in prof. building. Gross Receipts of \$338K on 2 days per week with aver. 10 new patients per mo. 3 Ops with Schick Digital X-ray and Dentrrix. #CA550

**TURLOCK:** General Dentistry Practice. 2012 Gross Receipts over \$950k with only 54% overhead. \$444K Adj. Net inc. 8 days of hygiene and Intra-oral Camera, Panoramic X-ray, digital x-rays, and Dentrrix software. Owner retiring. #CA540

**WALNUT CREEK PROSTHODONTIC:** Practice with 3 Ops, fully equipped, 2-desk laboratory, admin. office, and private office near a retirement community. Doctor retiring, 28 years in the same location. #CAM540

## SOUTHERN CALIFORNIA LISTINGS

**COASTAL ORANGE COUNTY:** High-end general dentistry practice. 2 year old 1,800 sq. ft. 4 Op office. Owner did not spare any expense. High-end Pelton & Crane equipment. Kavo electric handpieces and implant Systems. Dentrrix and Dexis. Implants are about 46% of business. 2011 Gross Receipts were \$1.2MM. #CA520

**COASTAL ORANGE COUNTY:** General Dentistry Practice near shopping center. 2012 Gross Receipts over \$690K. Modern, beautifully appointed and fully equipped office w/ 4 Ops. #CAM529

**COASTAL ORANGE COUNTY PERIODONTAL:** Prof. Bldg. near freeway. 2011 Gross Receipts over \$400K. 5 Ops, fully equipped. Retiring doctor works 3 day wk w/ 4 days of hygiene. #CAM533

**INDIAN WELLS:** General Dentistry Practice in area for 3+ yrs. with strong emphasis in TMJ. Two year old 4,000 sq. ft. suite w/ 6 Ops, all new equipment and fixtures. 2011 Gross Receipts were over \$350K w/ 1 Dr. per day per wk. CMT Pan/Ceph machine and lecture room. #CAM530

**LANCASTER:** General Dentistry Practice in Medical-Dental building. Gross Receipts \$676K with \$174k adj. net. Dentist is retiring after 39 years. 4 days of hygiene. 2,360 sq. ft. w/ 4 Ops and room for more. 4 days of hygiene. Dentist retiring after 39 yrs. Asking price has been lowered! #14376

**MURRIETA:** General Dentistry Practice – Tastefully decorated 1,300 sq. ft. suite with 4 Ops. Pan/Ceph and Easy Dental software. 2012 Gross Receipts over \$530K w/ \$213K adj. net. #CAM514

**NEWPORT BEACH:** General Dentistry Practice with 3 equipped Ops. High-end equipment less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrrix software. 2012 Gross Receipts of \$350K on 3 1/2 days per wk. Located near hospital in a desirable area. #CAM534

**NORTH SAN DIEGO COUNTY:** General Dentistry Practice. Free-standing building in desirable area. 12 equipped Ops. CAP and PPO contracts. \$1.2MM in collections with \$405K adj. net. Large legacy practice with 35 yrs. goodwill. #CAM555

**ORANGE:** General Dentistry Practice in professional building in central location near Anaheim Hills/Villa Park. 2011 Gross Receipts \$775K+. 5 fully equipped Ops. Retiring doctor has 47 years of goodwill. #CAM533

**ORANGE COUNTY PERIODONTAL:** Convenient first floor location. Near freeway, hospital and shopping. 2012 Gross Receipts of \$450K on a 4-day week. Practice has 5 Ops, fully equipped, and 1 add'l plumbed Op. Doctor moving out of state. #CAM536

**PALM SPRINGS:** General Dentistry Practice with 4 Ops. This practice is located on a main street, and has been established since 2005. Seller is moving out of the area. This is a PPO/Fee For Service practice, no HMO with 2012 Gross Receipts of \$348k. #CAM538

**SAN GABRIEL VALLEY:** General Dentistry Practice. 2012 Gross Receipts over \$570K on 3 ½ day week. 4 Ops, fully equipped with a laser and digital radiography. #CAM541

**SAN JUAN CAPISTRANO:** General Dentistry Practice with 4 Ops, fully equipped with digital x-rays with 1 sensor. Gross Receipts of \$650K in 2012. Doctor retiring after 28 years. #CAM539

**SOUTH BAY:** General Dentistry Practice with 5 Ops, fully equipped. Intra-oral camera, Schick digital radiography. Same location for over 50 years. Retiring doctor refers out most specialty work.

**SOUTH ORANGE COUNTY:** General Dentistry Practice with 5 Ops, 4 fully equipped. EagleSoft, laser, digital x-rays, and an intra-oral camera. Most specialty work referred out. 2012 Adj. Net of \$324K on \$793K Collections. #CAM556

**WESTWOOD:** – Amalgam-free General Dentistry Practice. Near UCLA. 2012 Gross Receipts of \$672K. Retiring doctor. #CAM542

**WHITTIER:** General Dentistry Practice with 4 Ops Practice has over 50 yrs goodwill and 2012 Gross Receipts of \$800+k. Practice has 8 days of hygiene on a 4 day work week.

**YORBA LINDA:** – General Dentistry Practice. Well-appointed office in prime location in family community. 5 Ops with 3 days of hygiene and 3 doctor days per week. Practice established for 28 yrs. #CAM531

## OUTSIDE OF CALIFORNIA

**HAWAII (Maui):** General Dentistry Practice. Gross Receipts of \$636K. 4 Ops in 1,198 sq. ft. Panoramic X-ray, Laser, Intra-oral Camera, Fiber Optics, 2 1/2 days hygiene. Owner retiring. Don't miss this opportunity to live and work in paradise. #20101

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A diagnostic regimen is shown that can definitively rule endo in or out, and if pain is of endo etiology, it can definitively discover which tooth is referring the pain. The use of cone beam CT imaging is shown as a diagnostic as well as a treatment planning tool, finishing with a logical plan that clinicians can use when considering whether to save the tooth with further treatment or to replace it with an implant fixture.

The afternoon presentation shows Dr. Buchanan's most current treatment methods, shown in HD through clear tooth replicas and during treatment of live patient cases. Procedures covered include guided-access cavities, rotary negotiation, shaping canals with one to three files, bug-jarring irrigation and 3D obturation accomplished in seconds.



### *About Our Speaker*

**L. Stephen Buchanan, DDS, FICD, FACD**

Dr. Buchanan, is a diplomate of the American Board of Endodontics and an assistant clinical professor at the post-graduate endodontic programs at USC and UCLA. He maintains a private practice limited to endodontics and implant surgery in Santa Barbara, California and is the founder of Dental Education Laboratories, a hands-on training center serving general dentists and endodontists, upgrading their skills in new endodontic and implant technology.



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**3098 SALINAS GP** Seller retiring from well-known, 28 year practice located in highly visible downtown office. 4 fully-equipped ops., Panorex, digital x-ray & recent equipment upgrades. 2 year avg. GR \$331K+ w/approx. 152 doctor days/yr. Asking \$210K. Contact Carroll & Company (650) 403-1010, dental@carrollandco.info.

**Legal Tip** Does it matter whether the sale closes this or next year? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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**PRACTICE FOR SALE** La Jolla. GP with 2 Ops in Prof Bldg. Great Location: SDPS: 760-599-7828.

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**AC-187 SAN FRANCISCO:** Near Union Square in the heart of the City! 950 sf w/4 ops **\$225k**

**BC-162 PLEASANT HILL Facility:** Updated office, large windows & views of the outdoors. Open floor plan. 1,852 sf w/6 ops **Reduced! \$150k**

**BC-175 EAST CONTRA COSTA:** Vast employment, shopping & activities! 1,995 sf w/5ops **\$300k**

**BN-183 HAYWARD:** *Kick it up a notch by increasing the current very relaxed work schedule!* 1,300 sf w/ 3 ops **\$150k**

**CC-077 BENICIA:** Highly visible. Within walking distance of downtown. 820 sf w/2 ops **\$100k**

**CC-133 SANTA ROSA:** Stable patient base. Well-respected. Location = new patient traffic. 1,291 sf w/3 ops + 1 add'l **\$480k**

**CC-151 SANTA ROSA:** Stable patient base, well-respected, close to Memorial Hospital. 2,262 sf w/ 6 ops **\$875k Real Estate avail.**

**CC-170 SOLANO COUNTY:** Minutes from nearby wine country! 950 sf w/3 ops **\$225k**

**CN-158 PETALUMA:** Predominantly Capitation practice. 1,000 sf w/ 4 ops **Reduced! \$395k**

**CN-184 SOLANO COUNTY:** Well established, premier practice. 2,180 sf w/ 5 ops. State of the art equipment **\$775k**

**CN-189 ANTIOCH VICINTY:** In the heart of the beautiful California Delta! 3 ops **\$275k**

**D-9091 ATHERTON:** Turnkey operation 969 sf & 3 ops **Call for Details!**

**DC-113 MILPITAS:** Seller retiring! Great location 1,009 sf w/ 3 ops. Plumbed for 1 add'l **\$110k**

### BAY AREA CONTINUED

**DC-164 WATSONVILLE:** Shopping complex/main thoroughfare. Modern & Attractive. 2,365 sf w/ 6 ops **\$395k**

**DG-116 SALINAS AREA:** Large, loyal & stable. Popular Retail Center. 1,400 sf w/5 ops. State-of-the-art Equipment **Reduced! \$205k**

**DG-124 MILPITAS:** Highly visible. Desirable area. 960 sf w/ 2 ops + 1 add'l **\$130k**

**DG-156 SAN JOSE:** Hardwood Floors & plenty of windows! 1,160 sf w/ 3 ops (+2 add'l) **\$145k**

**DG-161 FREMONT:** Beautiful office generating 40+ new pts/mo. 1,440 sf w/ 4 ops **\$215k**

**DG-202 SARATOGA Facility:** Attractive, well-maintained, Medical/Dental/Prof bldg. Desirable up-scale, affluent area. 1,568 sf w/ 4 ops **\$185k**

**DC-191 MOUNTAIN VIEW:** Rare opportunity! High quality, potentially large-scale practice. Heart of Silicon Valley. 2,000 sf w/7 ops (+1) **\$950k**

### NORTHERN CALIFORNIA

**EG-198 SACRAMENTO:** Tucked in well established "Pocket Area" in highly desirable professional corridor. 1,112 sf w/3 ops **\$155k**

**EN-145 ROCKLIN Facility:** Very desirable community! 1,400 sf w/3 ops +1 add'l **\$150k**

**EN-167 SACRAMENTO:** One of the most desirable, affluent areas. 1,849 sf w/5 ops. **\$450k**

**FN-181 NORTH COAST:** Well respected FFS GP. Stable patient base. 1,000 sf w/3 ops **SELLER MOTIVATED! \$150k (25% int. in bldg. avail.)**



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**FN-087 LAKE COUNTY:** Quality practice, friendly staff & Cerec 2,400 sf w/3+ ops **\$699k**

**FN-148 MENDOCINO CO:** "Gateway to the Redwoods!" Quality care in 4 ops **\$325k**

**FN-185 UKIAH:** Street-level office/desirable area. 900 sf w/ 3 ops **\$275k**

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**GN-058 YUBA CITY:** Known for quality dental care. 1,704 sf w/ 4 ops **Reduced! \$359k**

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**GN-166 CHICO:** Well Respected Practice, loyal patient base. 1,800 sf w/4 ops. **\$395k (or \$450k w/ Cerec)**

**GN-177 CHICO/OROVILLE:** Spacious and spectacular! 2,500 sf w/6 ops **\$399k**

**CENTRAL VALLEY**

**HN-059 LASSEN CO:** Quality, well-established, family-oriented. 1,600 sf w/3 ops **\$120k**

**HN-169 SONORA AREA:** Nestled in Pines East of Sonora. 1,800 sf w/3 ops + 1 Add'l **\$250k**

**I-9721 STOCKTON:** Prof. complex. 1,450 sf w/ 3 ops & plumbed for 1 add'l **\$75k**

**IG-067 STOCKTON:** Fully computerized, paperless, digitalized. 5,000 sf w/10 ops **Now \$425k**

**IG-165 TURLOCK:** Well established Shared/Solo Group Practice. 10 ops (shared) **\$428k**

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**IN-176 TURLOCK:** Mother Lode, SF Bay & Sierras nearby! 2,500 sf w/3 ops **\$120k**

**IN-193 Modesto Facility:** Recently remodeled! High foot traffic! Can be purchased with or without new equipment. 2,300 sf w/6 ops **\$299k**

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**AC-119 MILL VALLEY Prosthodontics:** State-of-the-art equipment including: digital charting and x-ray. 1,100 sf w/ 3 ops. Plumbed for 4<sup>th</sup> **\$450k**

**EG-131 ROSEVILLE/AUBURN Orthodontics:** 2 practices within ½ hour of each other! **\$175k**

**I-7861 CENTRAL VALLEY Orthodontics:** 2,000 sf, open bay w/ 8 chairs. Fee-for-Service. **\$370k**

**I-9461 CENTRAL VALLEY Orthodontics:** 1,650 sf w/5 chairs/bays & plumbed for 2 add'l **\$180k**

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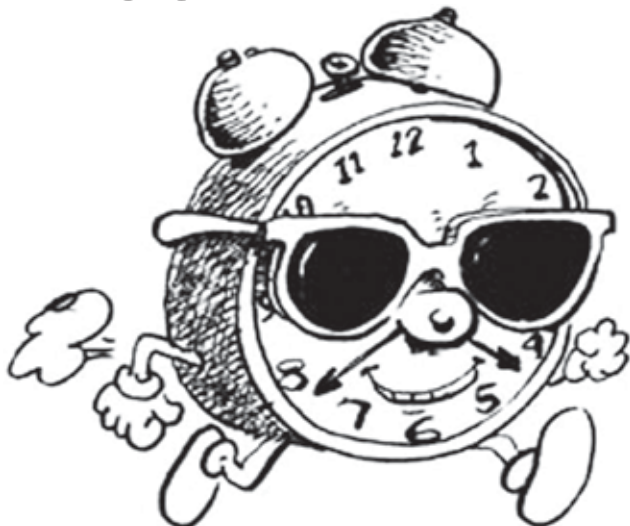
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- 6040 SANTA ROSA** Beautiful 4-Op office. Paperless & digital. Collected \$480,000 in 2012. Should have done more! Prior year did \$625,000. Sale includes condo.
- 6039 CALIFORNIA'S SOUTH LAKE TAHOE 2012 collected SOLD** \$515,000 with 2-months off. Realized Profits of \$230,000+.
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*"I will always remember your statement when I questioned your contract being only four months. You stated: 'If I can't sell your practice in that time, you should get someone else.' Well, you did with time to spare!"*

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