

THE Dental Trader

FREE ADS FOR DENTISTS & STAFF!

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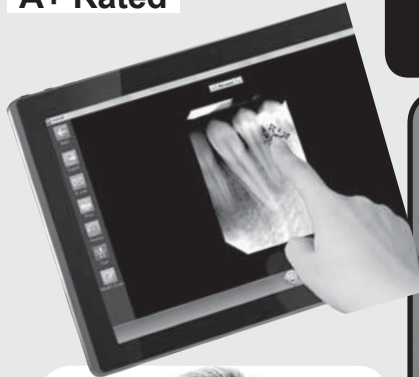
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BRAND NEW NSK Variosurg System \$8000. marknoori@gmail.com 310-295-7255.

Planmeca ProMax 2 Pan/Ceph digital: barely used. \$48500. drbruce07@hotmail.com.

Free X-ray view finders. 2 possibly more call 310-378-8494 for more details.

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Midmark M11 Ultraclave with Quiet Door. Barely used \$4250 drbruce07@hotmail.com.

We have 3 peri-apical dental x-ray for sale we no longer use please call 209-322-3429.

Specialist in House Consultant available. Fax contact data to (818) 905-6767.

PLACE A FREE AD TODAY! See FAQs page at dentaltrader.com.

DENTIST needed, pt for office in san jose, 3 years min exp, please call 818-203-4272.

DUST COLLECTOR 60U By Handler Mfg. Never Used. \$550. OBO. 949-202-4420.

Advanced Zoom Whitening lamp for sale. Works like new. \$550 OBO 310-994-5336.

dental lab pressure pot \$88 OBO 3109805265.

ESPE Pentamix 2 in very good condition for \$125 Call 989-390-1998.

Ortho Sub! Need to take a break? Keep your office open! Call Kathleen - 626.590.9327.

CEREC 3 Redcam with Milling Unit With lots of supplies. \$9,000 OBO syk9020@gmail.com.

Royal Dental Alliant Ortho Exam Chair. Black: Barely used. \$1725. drbruce07@hotmail.com.

Zoom Whitening Lamp for Sale, Model #ZM2501 \$125.00 Please call office at 916-435-9799 ask for Amy.

FRESNO General Dental Practice & Building FOR SALE contact Brooke at 714-259-0501 for more details.

XRAY Chair for sale. EXCELLENT condition only \$500. Call our office and ask for Nadine 619-334-1468.

Happy Thanksgiving!



PRACTICE SALES AND LEASING



Paul Maimone Broker/Owner
CA Broker #01172430

CA REPRESENTATIVE FOR THE NATIONAL
ASSOCIATION OF PRACTICE BROKERS (NAPB)

KERN COUNTY

BAKERSFIELD #29 - PRICE REDUCTION! (4) op comput. G.P. (3) ops eqt'd, (4th) plumbed. Located in a free stand bldg. Cash/Ins/PPO/HMO pts. Digital x-rays. Annual Gross Collect \$300K+ on a part time schedule. Seller is moving and is motivated.

BAKERSFIELD #30 - (6) op computerized G.P. (5) ops eqt'd/(6th) plumbed. Absentee owned. Located in a shop ctr. with exposure/visibility/signage and excellent parking. Many walk ins. Cash/Ins/PPO/Denti-Cal pt base. 2014 Gross Collect \$460K+. **NEW**

So. KERN COUNTY - PRICE REDUCTION! (6) op comput. G.P. located in a Bakersfield suburb in a small strip ctr. with exposure/visibility. Pano eqt'd. Limited competition. Cash/Ins/PPO/HMO Denti-Cal pts. Annual Gross Collect. approx \$350K part time. Seller is moving and is motivated.

LOS ANGELES COUNTY

ARCADIA - (4) op computerized G.P. located in a well known Prof. Bldg. on a main thoroughfare. Cash/Ins/PPO pts. Annual Gross Collect \$300K+ on a (3) day week.

MONTEREY PARK - PRICE REDUCTION! (6) op fully equipped computerized G.P. Located in a store front on a main thoroughfare with exposure, visibility & signage. Digital x-rays. Annual Gross Collections \$250K+ on a part time schedule. Cash/Ins/PPO pts. Seller is retiring but will assist with the transition.

SANTA MONICA - (8) op comput. G.P. on first floor of a Prof. Bldg. on a main thoroughfare. Cash/Ins/PPO/HMO pt. base. \$3K/mos Cap Check. Dentrix s/w. Separate x-ray room with digital x-rays. Annual Gross Collect of \$360K+ on 3 1/2 days/wk. **NEW**

SHERMAN OAKS #4 - PRICE REDUCTION! (3) op comput G.P. located in a well known medical/professional building on a main thoroughfare. Cash/Ins/PPO patient base. Annual Gross Collect of approx. \$160K on a (3) day week. Great starter, satellite or buy and combine opportunity. Seller retiring.

ORANGE COUNTY

SANTA ANA - Absentee owned (6) op fully equipped G.P. located in a smaller two story building on a main thoroughfare. First floor street frontage with exposure/visibility/signage & parking. Cash/Ins/PPO patient base with no HMO and no Denti-Cal. Computerized and Pano equipped. 2014 Gross Collections of \$549K+ on a (3 1/2) to (4) day Associate run week. **PENDING**

TUSTIN - (4) op TURNKEY OFFICE with some included charts. (Charts included, but not guaranteed). (3) ops eqt'd/4th plumbed. Office located in a busy shopping center, on a main thoroughfare, with exposure/visibility/signage and ample free parking. Newer high end buildout with new tile flooring, Italian leather dental chairs, digital x-rays, networked, fully instrumented, etc. Computers and Dental s/w also included in the sale.

RIVERSIDE COUNTY

SOUTHWEST RIVERSIDE COUNTY - (5) op computerized G.P. (4) ops eqt'd/(1) additional plumbed. Located in a smaller prof. building in a condo which is also available. Cash/Ins/PPO pts. No HMO and no Denti-Cal. (14+) years of Goodwill. 2015 Projected Gross Collections of \$400K+. Seller is giving up private practice for an institutional position.

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- Medical/Dental Bldg. Sales & Leasing
- Practice & Equipment Financing
- Pre-Death and Disability Planning
- Locate & Negotiate Dental Lease Space
- Pre-Sale Planning

SANTA BARBARA COUNTY

CENTRAL COAST/WINE COUNTRY - (3) op comput G.P. & 1,900 sq ft free standing bldg. for sale. Bldg. houses the dental office and a residential unit. Live in unit or rent it out! "Fee for Service" Practice. No HMO, PPO, or Denti-Cal. 2015 Projected Gross Collect \$280K part time. Growth potential. Seller refers all specialties and does little advertising. Seller retiring but will assist with Transition. See full page ad for this opportunity on page 71 of this issue. **NEW**

SAN BERNARDINO COUNTY

RANCHO CUCAMONGA - (4) op comput. G.P. located in a large shopping ctr with excellent exposure/visibility/signage & ample free parking. Modern equipment and digital x-rays. Gross Collect \$586K in last (12) mos. Cash/Ins/PPO/Denti-Cal pts. Low overhead office. Excellent growth potential. Seller refers diff. Endo and most surgeries and does no advertising other than website. **NEW**

SAN DIEGO COUNTY

Room for Your San Diego County Practice Listing.

SAN LUIS OBISPO COUNTY

GROVER BEACH - TURNKEY OFFICE. (2) ops of newer eqt. Digital x-ray and Pano. Computerized and networked. Dentrix s/w & Shick sensors. Located in a strip center on a main thoroughfare. Exposure/visibility and signage. Very low rent. Priced less than build out costs. Will go quickly. **NEW**

VENTURA COUNTY

CAMARILLO - (3) op comput. G.P. (2) ops eqt'd/(3rd) plumb. Located in a large strip ctr. with signage & ample free parking. Older eqt. 2015 Gross Collect projected @ \$125K+ part time. Cash/Ins/PPO pts. Low overhead office. Excellent growth potential. Seller does no advertising. Priced below build out cost. Seller retiring. **NEW**

OXNARD - (4) op comput. G.P. Located in a prof. bldg. with ample free parking. Dentrix s/w & digital x-rays. 2014 Gross Collect \$264K+ on a (3) day week. Cash/Ins/PPO/HMO/Denti-Cal pts. Seller refers diff. Endo & O.S., all Perio & Ortho. and does no advertising. Seller taking non profit position. **NEW**

THOUSAND OAKS - (4) op comput G.P. (2) ops eqt'd/(2) add. plumbed. Located in a beautifully built out condo located in a landmark prof. bldg. on a main thoroughfare. Turnkey Office w included charts. Charts included but not guaranteed. Newer Sirona eqt, Midmark cabinets, Dentrix s/w & digital x-rays. Annual Gross Collect approx. \$120K - \$130K/yr p.t. Seller moving, but will assist w a short transition. **NEW**

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RDA needed in Sunnyvale for high volume children's dentistry. Full time work with benefits. Send resume to: dtresume@cdgdental.com.

San Francisco Dental Space For Lease, West Portal. ±578 SF 2 ops, office, lab., compressor, vacuum, reception 4154646401, catherineh@svn.com.

3 Proma Ceiling Tracklights with Monitor and Lights. Barely Used \$4250 each.drbruce07@hotmail.com.

ORTHODONTIC PAN/CEPH FOR SALE KODAK 8000C 3 YEARS OLD.PLEASE CALL 530-894-5185 OR EMAIL US GM.FILLMORE@HOTMAIL.COM.

Reception room furniture 12 green/grey KI Versa chairs and coffee tables. E-mail orthodonticteam@gmail.com for details and pics.

iTero HD 2.9 Scanner with software. Barely used. \$14250. drbruce07@hotmail.com.

Dental Buffalo No. 1A Vibrator. Never used. \$70. OBO 949-202-4420 or email.

Dental Office manager needed for Palmdale, CA Practice. Experience needed - knowledge of HMO, PPO, Dential. Call 808-383-4965.

Zimmer lateral approach sinus lift kit. Complete kit, Opened, Never used.(562)712-2507. \$2000.00.

CREDENTIALING FOR INSURANCE COMPANIES Call now to schedule a consultation Experienced over 20 years, references available. Foothill Practice Management(626-367-6740.

FRESNO Priced to sell. Great retail location with easy parking and 6 ops. Ready for a busy dentist. IntegrityPracticeSales.com, Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

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Free Dentists Stools (\$475 Value), Fully Ergonomic, 150 Color Choices, Multi Adjustable, Made in USA, - With Purchase of Assistants Stool. Call (800) 423 - 5657 or visit our website WWW.DHPDENTAL.COM for more information.

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Handler Chuck/Changer w /Lathe Model 16BN. Never used. \$550. OBO 949-202-4420.

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Seican Statim G4 200 Sterilizer. Barely used. \$3250.00 drbruce07@hotmail.com.

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Free Retirement Plan Exit Strategy Review with every practice sale. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

HANDPIECE (Midwest #07-042-8854) Like New, Cost \$799, Make Offer. 855-772-7645 or janetm@hygiacare.com.

MARIN COUNTY General Practice. 1,260 sq. ft. office, 3 equip Ops, 1 add'l plumbed. Dentrix, Digital X-ray, Intra-Oral. HSPPT-Jim Engel 925-330-2207-#CA224.

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VISTA – JUST LISTED!! GENERAL Practice situated in Retail Center along VERY busy thoroughfare. 4 Ops (3 equipped) in approx. 1400 sq. ft. ALL Digital and Paperless! Dentrix Software. Panorex. All Insurance and Cash Patients.

RANCHO MIRAGE – Doctor retiring from estab. GENERAL Practice situated in Busy, Upscale retail center. 4 Ops in 1500 sq. ft. Pan-Ceph. Owner refers out LOTS of dental care!

OCEANSIDE – Equipment and Leasehold Improvements. 3 ADEC Ops (1 more plumbed) in 1375 sq. ft. Introral Cameras, Panoramic, Digital X-Ray, Rotary Endo, and more. Owner leaving country. VERY low price for quick sale!!

MIRA MESA – 20+ year GENERAL Practice has 4 Ops in approx. 1300 sq. ft. Situated on corner of busy intersection. Primarily PPO.

LA MESA – JUST LISTED!! GENERAL Practice and Freestanding Dental BUILDING available. 5 equipped Ops (plus 1 plumbed). Digital X-Rays and 1 yr old Digital Pan. Very visible on Busy thoroughfare.

LEMON GROVE – GENERAL Practice in high traffic strip mall. 4 Ops in 1100 sq. ft., has digital. Cash, PPO, Cap. Absentee owner.

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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.

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ZOOM WhiteSpeed FOR SALE. BRAND NEW in box, in office whitening system. Please call with best offer. (562) 425-0545.

FOR SALE Star Titan-3 Slow Speed Like New Without swivel. Motor only. Angle Adaptor and Contra Angle available. (323)851-6622.

2 Plush Beige Assistant Stools with Footring. \$400 for both, OBO. Must pick up in Costa Mesa. Email: cocokeala@gmail.com.

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Dental Assistants needed in San Jose for high volume children's dentistry. \$15 starting salary + benefits. Send resume to:
dtresume@cdgdental.com.

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3 each Dr stools and assistant stools: Alliant Plush black: \$150 each. drbruce07@hotmail.com.

COLTON Just listed! Equipment and leasehold improvements. 3 ops equipped. with 4th possible, Panoramic. Good location and visibility.
iepracticesales.com (951) 816-6242.

NORTH OF SACRAMENTO 1,750 sq. ft. w/4 Ops. Intra-Oral, Digital X-ray, Pano, Laser, CAD-CAM, Dentrix. 2014 GR \$1M. HSPPT-Thomas Wagner 916-812-3255-#CA260.

CENTRAL COAST/WINE COUNTRY (3) op comput G.P. & 1,900+ sq ft free standing bldg. for sale. Bldg. houses dental office & residential unit. Live in unit or rent it out! "Fee for Service" pts. 2015 Projected Gross Collect \$280K part time. Growth potential. Seller refers all specialties & does little advertising. Seller retiring but will assist with Transition. D&M Practice Sales 818.591.1401.

CONSUMER

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Dental Practice for Sale Los Angeles County, CA

Gardena - Busy Intersections

- Strip mall nearby anchor stores.
- High Traffic. Great Visibility.
- 4 Operatories, ~2,100 sq.ft.

Long Beach - Busy retail center

- Perfect location for a Starter Practice. Major anchored stores.
- Affordable Rent. ~1,000 sq.ft.
- 3 Eq. Ops + 1 add't plumbed

Long Beach - 20 Yrs of Goodwill

- 5 Operatories, ~1,300 sq.ft.
- Mixed Income & Stable Pt Base

Los Angeles - Gross ~\$400K

- Highly Visible from busy streets.
- Affordable Rent! Cash/PPO
- 3 Eq. Ops plus 2 add't chairs.

Los Angeles - Gross ~\$356K

- Well Known Medical Building Close to Retail/Shopping Center
- 4 Operatories, ~ 1,397 sq.ft.

Santa Monica - Gross ~\$300K

- Seller Retiring. Highly Visible
- 4 Equipped Ops, ~ 1,397 sq.ft.

South Gate - New Listing! Gross ~\$190K

- Seller Retiring. Shopping Ctr.
- Excellent Visibility & Signage
- 4 Equipped Ops, ~1,200 sq.ft.

Valencia - Gorgeously Design

- Real Estate & Practice for Sale
- Projected Gross 2015 ~\$870K
- State of the Art Practice
- Increasing Revenue, Cash/PPO
- 6 Operatories, ~2,200 sq.ft.

Dental Practice for Sale Fresno County, California

Coalinga - Freestanding Building

- Gross ~\$589K on 3-4 days/wk.
- Great Visibility. Busy Main Street
- Paperless office.
- 3 Eq. Ops, Approx. 1,200 sq.ft

Dental Practice for Sale San Diego County, CA

La Jolla - Gross ~\$350K

- Retail Center, digital office.
- Mostly PPO, 2 Equipped Ops.

Dental Practice for Sale Orange County, California

Fullerton - SOLD!

- Seller retiring, 20 yrs goodwill.
- In main street, strip mall.
- 2 Eq. Ops + 1 add't plumbed.

Laguna Hills - Beautiful Office

- Projected Gross 2015 ~\$400K.
- Increasing Revenue. Cash/PPO.
- Busy Retail Shopping Center.
- 4 Eq. Ops, Approx. 1,750 sq.ft.

Mission Viejo - Gross ~\$1.2 Mil

- Large Shopping Center
- Mostly PPO/Stable Pt Base
- 7 Operatories, ~2,700 sq.ft.

Santa Ana - LOW RENT!

- Highly Visible Corner Office.
- Busy Street. High traffic
- 3 Eq. Ops, Approx. 1,100 sq.ft.

Santa Ana - Gross ~\$345K

- Main Street, Downtown
- Mostly Dential, ~2,392 sq.ft.
- 5 Eq Ops + 2 Add't Plumbed

Dental Practice for Sale Riverside County, CA

Moreno Valley - Gross ~\$235K

- Stand Alone Building & Dental Practice for Sale
- High Visibility on Busy Street
- 4 Eq. Ops + 5 Add't Plumbed
- 2,500 sq.ft., 9-10 Parking Space

Dental Practice for Sale San Bernardino County, CA

San Bernardino - Starter Practice

- Asking \$25K or Best Offer!
- 1063 North D Street San Bernardino, CA 92410
- Private parking in the back.
- 2-3 Equipped Ops / 4 Plumbed
- Low Rent! Approx. 1,163 sq.ft.
- No Patient Base.

Buy Two Practices Together Dental Practices for Sale in Rialto & Rancho Cucamonga

- Practices Gross ~\$906K
- Both Dental Practices are in Large Retail Centers.
- Rialto: ~3,500 sq.ft. 8 Ops
- Rancho: ~2,100 sq.ft., 5 Ops.
- Don't Miss This Opportunity!

Dental Practice for Sale Northern California

Concord - Gross ~\$125K

- Practice & Real Estate Available
- Freestanding building
- Mostly Cash/PPO. Good visibility.
- 2 Eq Ops + 2 Plumbed, 1,500 sf

Dublin - Gross ~\$785K

- Prime location. Shopping Center
- Mostly PPO/Cash Patients
- 5 Operatories, ~1,800 sq.ft.

Fremont - Gross ~\$485K

- Busy main streets, ~2,000 sf.
- 4 Eq. Ops + 3 add't plumbed.

Gilroy - Gross ~\$243K

- Large shopping center.
- 3 Eq. Ops + 2 add't plumbed.

Hayward - Gross ~\$438K

- Located in shopping center.
- Mostly Cash/PPO, ~1,800 sf
- 4 Eq Ops + 1 Add't Plumbed

King City - Gross ~\$650K.

- Large retail shopping center.
- Over 10 Years of Goodwill
- 5 Eq Ops, ~ 1,375 sq.ft.

Modesto - Gross ~\$300K

- 3 days a week for past 3 years.
- Long established patients
- 4 Eq Ops + 1 Add'l plumbed

Modesto - Gross ~\$830K

- GP located in strip mall.
- Cash/PPO, ~ 3,200 sq. ft.
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Salinas - Gross ~\$243K

- Shopping center. Cash/PPO.
- 3 Eq. Ops + 2 add't plumbed.
- Very little competition around.

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TIMOTHY GIROUX
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ASK THE BROKER

Sad to say Corporate Dentistry is here to stay! (PART 2)

Last month I gave three reasons why Corporate Dentistry is here to stay this time. While I do concur that Corporate Dentistry will continue to grow over the next several years, I believe that it will also reach a lower peak point than what most of the industry professionals think it will hit. Currently Corporate Dentistry compromises approximately 20% of the industry. It may grow another 10% to 15%, but I think that it will max out at that level. There are several reasons I believe this.

- 1.) While Corporate Dentistry has perfected the new forum of marketing through social media and the internet, I believe that patients will eventually sense that corporations are always out for the bottom line profit. Patients want to know that the doctor giving them an injection with a three inch needle actually cares for them more than their own wallet. Compared to medicine, dentistry is still fairly affordable and properly educated patients should be glad to pay a little extra for quality care with a practitioner they can trust. I think it is fairly safe to say that Corporate Dentistry trains their doctors to maximize their treatment plans. Of course there are private practitioners that are very adept at this also, but it is the rule for Corporate Dentistry.
- 2.) The full time hard working associates who start with Corporate Dentistry will hopefully come to understand that Corporate Dentistry exists because it takes approximately 40% of the profit out of the practice. Corporate Dentistry sells itself to the dentists by telling them that they take away most of the management head-aches which lets them simply practice dentistry. While some of that is true, it would be much cheaper for a high producing dentist to hire a full time Human Resource/Office Manager to take away those head-aches. For example: Your typical \$1 Million dollar practice should cash flow about \$375K. Normally \$700K of that practice is from dentist production and the rest is from hygiene. With bonuses, a doctor in Corporate would take home about 28% of his production of the \$700K, or about \$196K. They could have easily paid an office manager \$79K for the head-aches and kept an additional \$100K for themselves. (Or suck it up and keep the \$179K for themselves!!!)

Therefore, Corporate Dentistry should only be attractive for dentists who do not want to work full time. Overhead costs in dentistry are high and will probably continue to grow, but dentists who work full time in their own busy practices will always make more money on their own compared to Corporate.

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

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CASTRO VALLEY - General Dentistry - Practice & Building for sale. Approx. 1,800 sq. ft. with 3 fully equipped operatories, one additional plumbed but not equipped. 2014 Gross Receipts of \$373,000 on four day work week, three days of Hygiene. Stand-alone building on major freeway exit near shopping, restaurants, and other businesses. Owner is retiring after 38 years of practicing in this great community. #CA251 Jim Engel - 925-330-2207.

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GREATER ROSEVILLE/ROCKLIN/LOOMIS – General Dentistry- Beautiful, vaulted ceiling 1,500 sq. ft. facility with 5 Ops (4 equipped). Fully digital, Dentrix G5, radiography with Dexis sensors and Optime **SOLD** systems. Well-equipped and highly-maintained office. Greatly organized business. Have it all, live and work in a phenomenal family-oriented community. Seller refers out molar endo, ortho, O.S., and perio. Gross Receipts in 2014 was \$469K. Seller is retiring. #CA239 Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO – General Dentistry - Well-designed 3,079 sq. ft. office (shared w/2nd dentist – separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2014 Gross Receipts of \$930K w/low overhead. Owner retiring after 35+ years in same location. #CA140- Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO – General Dentistry - Northern Sacramento Area practice, located in same location for 15 years. 6 Ops in approx. 2,100 sq. ft. with **SOLD** Dentrix software, fiber-optics, and X-rays in every op. 2014 combined Gross Receipts of \$1.1M. #CA237- Thomas Wagner - 916-812-3255.

GREATER SAN JOSE AREA – Periodontal Practice – Receipts for fiscal year ending in Sept. 2014 were \$1.3M. Practice has been the same location for 28 years in a medical-dental complex on a busy thoroughfare. 5 Ops with the potential for 2 more. Equipped with Digital X-rays, Pano, Cone Beam, Laser, and Intra-Oral. Practice averages 35 new patients per month. Owner would like to work back 1-2 days per week. #CA219-Dennis Hoover - 209-605-9039.

MARIN COUNTY – General Dentistry- This rare Mill Valley charmer boasts 2013 Gross Receipts of \$502K on 3 doctor days per week. Established for over 10 years utilizing Dentrix software, Digital X-ray, and Intra-Oral Camera. 3 equipped Ops and 1 additional plumbed in 1,260 sq. ft. Great location on a busy thoroughfare near shopping, schools, and senior retirement center. Owner has another practice outside the area so this is priced to sell in this idyllic family setting. #CA224-Jim Engel - 925-330-2207.

MARIN COUNTY – General Dentistry- This great location in Central Marin boasts great views of Corte Madera Creek from each of its three treatment rooms. 2014 Gross Revenues of \$315,000 are down for its historical past, but priced right for an energetic buyer ready to follow this well-known esthetic master. Eaglesoft Software, Schick Digital Sensors and Paperless Charts. Average age of Equipment is 10 years. Owner is retiring after 36 years of private practice and will help buyer with the transition. #CA286-Jim Engel - 925-330-2207.

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NORTH OF SACRAMENTO – General Practice: Practice located in highly-desirable location, office has 1,324 sq. ft. with 4 Ops. Owner worked 39 weeks in 2014. Dentrax software, pano, 5 days of hygiene per week. Owner retiring #CA267-Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA – Periodontal Partnership Opportunity: One of two partners is retiring from a long-est., very successful Perio Practice. 1,500 sq. ft., 6 Ops, and Dentrax software. Owner financing with acceptable down payment. Sale to new partner is subject to approval by current partner. #CA168-Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA – Endodontic Practice: Well-est. satellite endodontic practice with 3 ops (1 additional plumbed) in 1,200 sq. ft. Two microscopes, Digital. 2014 Gross Receipts \$280K+. #CA158- Thomas Wagner - 916-812-3255.

NORTH SACRAMENTO – General Practice: This PPO practice is in a leased space with less than 1,000 sq. ft. and three operatories. Practice features 2 days of hygiene, digital x-rays, & Easy Dental software. Owner is relocating. #CA266-Thomas Wagner - 916-812-3255.

OAKLAND – General Dentistry- Downtown Oakland Historic Building boasts partial views of Lake Merit. Approx. 1500 sq. ft. with 4 completely furnished treatment rooms, Dentrax Software, Dexis Digital X-Ray and nearly 80 new patients per month. 2014 GR of \$869,000 with adjusted net over \$370,000 on 5 day week. PPO/HMO/FFS patients with continued growth over 20% in 2015. Owner is downsizing. #CA293-Jim Engel - 925-330-2207.

OROVILLE – General Practice. This 1000 sq. ft office was completely remodeled in 2010. It features Dentrax and Dexis software with 9 computer stations, Digital Pano X-rays, Laser, and Intraoral Camera. 2014 gross was \$512K with 3 days of hygiene. Owner is retiring after 36 years in Oroville. #CA287-Dennis Hoover - 209-605-9039.

OROVILLE – General Practice. This 3 op office is ideal for a satellite or startup practice. Most of the equipment is less than 5 years old and the office is looks new having been recently remodeled. Owner is retiring after 30 years in Oroville and 16 years in this location. #CA288-Dennis Hoover - 209-605-9039.

OAKLAND - General Dentistry: Piedmont District – Well-established downtown charmer w/ Gross Receipts of \$453K. 3 treatment rooms in shared office totaling 1,000 sq. ft.. Off-street parking w/5 days of hygiene, 8 new patients per month. Owner retiring after 27 years at this location. #CA217 Jim Engel - 925-330-2207.

PITTSBURG – General Dentistry- Well-est. practice on city's busiest thoroughfare. 3 year avg. Gross Receipts of \$236K w/60% overhead. 5 ops in 1,400 sq. ft. with Pano, Fiber Optics. 12 NP/mo. and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. #CA133- Jim Engel - 925-330-2207.

PINOLE – Endodontic Practice.- This professionally designed Endo office has served the community for over 36 years. Gross Revenue of \$672,000, with adjusted net over \$300,000 on 4 days per week. 4 completely furnished treatment rooms with PBS Endo Software, Digital X-Ray and Microscopes and packaged tastefully in approx. 1200 sq. ft. Average age of the equipment is 10 years with other new items. Owner is retiring but will help buyer with introductions to all key referrals. Office space ownership is also available. #CA284- Jim Engel - 925-330-2207.

PLEASANTON – Facility Only Sale: Former Endo office but also perfect for a GP startup in this high-demand neighborhood. 2 fully equipped Ops, Computers Microscope, 3rd Op plumbed and partially equipped. 975 sq. ft. in a Professional Complex with Perio, Ortho, and GPs. Below market rent and ready to move in. Call for photos and more details on this great location with almost new equipment! #CA195-Jim Engel - 925-330-2207.

SACRAMENTO–General Practice: 3 equipped ops (1 additional plumbed) in 1,320 office equipped with Carestream software, Dexis Digital X-ray, Intraoral, Imaging System. Practice established 15+ years, 4 days hygiene per week, 2014 GR \$434K. #CA296-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: 2,400 sq. ft. practice in stand-alone professional building with 7 equipped Ops, 1 additional plumbed. Equipped with Digital-Doc Intra-Oral, Schick Digital X-ray, Imaging system, patient education software, Pano, Softdent software with equipment updated within the last 2 years and new flooring installed throughout. 2014 Gross Receipts were \$626K+. Owner retiring. #CA250-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Dentistry Practice and Condominium. 1,300 sq. ft. office in professional building with 4 Ops. Eaglesoft software and fiber optics. 2014 GR of \$650K. Owner retiring. #CA261-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: Leased 1,684 sq. ft. open concept pediatric office in a professional building with 6 equipped stations and 2 additional plumbed. Averaging 16 new patients per month, \$590K GR in 2014. Seller retiring. #CA269-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: Russian-speaking practice. Leased 1,500 sq. ft. office with 4 Ops, equipped with Intra Oral camera, Digital X-ray, Imaging System, Pano, Biolase, and CAD-CAM. All equipment less than 2 years old, practice started recently with \$1M GR over last 12 months. 2015 YTD GR as of June \$668K+. #CA290-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: Busy PPO practice in well-appointed, well-designed 3,700 sq. ft. office with 8 Ops, new computers in all ops, front desk, & doctor office, nearly new compressor & vacuum pumps. All patient chairs less than 5 years old. Quality equipment. Practice Outlook software. This is a very nice office and practice. Seller retiring. #CA238- Thomas Wagner - 916-812-3255.

SAN FRANCISCO – General Practice. Located close to Union Square, this has shown steady increase every year. 2014 Gross Receipts were \$822K with low overhead. 4 days of hygiene. Owner moving out of Bay Area. #CA191-Dennis Hoover - 209-605-9039.

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SAN FRANCISCO: FINANCIAL DISTRICT – Periodontal Practice and Condo Unit. This four op office in downtown San Francisco has gross receipts of \$714,000 and a net income of \$363,000 in 2014. The seller is also selling his condo unit occupied by his practice. The condo unit has 1,160 sq. feet with a northwest exposure and beautiful view. Excellent opportunity to work and own your own office space in the downtown area of one of the world's most vibrant cities. #CA274 - Dennis Hoover - 209-605-9039.

SANTA MARIA – This Central Coast beauty boasts 42 years in the community, 16 years at current location. 4 Ops in 1,500 sq. ft. Easy Dental software, Dexis Digital X-ray, and Intra-oral cameras. 2013 Gross Receipts of \$523K in 180 Dr. days. 5 days of hygiene. Close to hospital, Comm. College, and freeway. Seller owns the suite and is retiring. #CA166- Jim Engel - 925-330-2207.

SANTA ROSA – This 3 Op office is part of a larger complex, owner selling interest in building. 4 days of hygiene seeing 10-12 patients per day, booked 6 months in advance. 2013 Gross Receipts were \$542K with \$182K Adjusted Net. Practice was started by present owner in 1968, owner is retiring. #CA200-Dennis Hoover - 209-605-9039.

SOLANO COUNTY – General Practice: Leased 1,350 sq. ft. office in office complex with 4 ops, Intra-Oral, Gendex Digital X-ray, Imaging System, Pano, and Dentrix software. 2014 Gross Receipts of \$869K on 30 hour/week. Practice established for 18 years, owner retiring. #CA246-Thomas Wagner - 916-812-3255.

SONOMA – General Practice: Wine County Beauty boasts a professionally designed, stand-alone 2000 sq. ft. building with 4 fully equipped treatment rooms, plenty of light and nearly every dental technology available including Digital X-Rays, Lasers, CAD/CAM & more. 2014 Gross revenue of \$675,000 on a 3 day work week. Practice started over 50 years ago, present owner has practiced for 26 years, 12 years at this location. Owner is relocating out of state and owns the building. #CA270 - Jim Engel - 925-330-2207.

SOUTHERN SACRAMENTO COUNTY – General Practice: Condo office with 1,380 sq. ft. and 4 Ops, equipped with Intra-Oral, Dexis Digital X-ray, Pano, Laser, and Easy Dental software. 2014 Gross Receipts were \$581K, practice established for 18 years, owner retiring. #CA249 -Thomas Wagner - 916-812-3255

WALNUT CREEK – Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor retiring after 28 years in the same location. Practice had over \$530K in Gross Receipts in 2012. #CAM540 - Jim Engel - 925-330-2207.

CENTRAL CALIFORNIA

CENTRAL COAST – General Practice in the Central Coast area. 31 years of goodwill. 6 Ops, 8 days of hyg/week. 2013 Gross Receipts of \$2.3M and Adj. Net of \$840K. Dentrix, Digital, Paperless, Intra-Oral Camera, Laser. #CA208-Kerri McCullough - 949-300-0312.

FRESNO - General – Partnership Interest. Partner in well-est., highly regarded, 5 dentist group in the North Fresno Area is selling his interest. Intra-Oral Camera, Digital Pan, Kodak sensors, SoftDent software. 7,500 active patients. 2013 Partnership Gross Receipts were \$4.7M+. Selling Partner's Net Income 2013 \$368K. #CA196-Dennis Hoover - 209-605-9039.

FRESNO – General Dentistry. This 1,739 sq. ft. office has 4 Ops with 6 days of hyg. Gross Receipts have averaged \$760K per year with low 61% overhead. Index X-rays & Scanner, Soft Tissue Laser, Intra-Oral, Digital Pan, and Cerec CAD/CAM. Owner is retiring after 31 years in the same location. #CA202-Dennis Hoover - 209-605-9039.

FRESNO – General Dentistry. 8 year new practice in upscale shopping center, near schools in the Northeast district with last 3 years Gross Revenue averaging \$409,000. 5 treatment rooms 4 equipped. 1,400 sq. ft., all digital with Panoramic and paperless charts utilizing Dentrix software and computers in every treatment room. Priced to sell in this fast growing, upscale neighborhood Seller retiring from private practice #CA243 - Jim Engel - 925-330-2207.

KINGS COUNTY – This retiring dentist is in the rural community of Kings County, CA. Practice has been established for 50 years in the area with 4 Operatories, intra-oral camera, Panographic x-ray unit and completely furnished. Gross Receipts for 2014 were \$246K. This would be a great location to relocate or open a second office. #CA265 - Steve Caudill - 951-314-5542.

MADERA - General Dentistry – Building and Dental Practice. This beautiful 6 operatory, 3000 sq. ft. office is located in a stand-alone building. 2014 receipts were \$850,000. Dentrix and Dexis software, Panographic X-ray. 1,400 active patients with 8 days of hygiene/week. Practice started by owner in 1971. #CA289-Dennis Hoover - 209-605-9039.

PASO ROBLES – General Dentistry. Central Coast Wine Country beauty features a modern, professionally designed GP practice on one of the busiest thoroughfares. Digital X-Ray, Softdent Practice Management and 8 computer workstations. 4 fully equipped treatment rooms with 2014 GR of \$550,000 on 192 days per year. 4 days of hygiene per week & 6-7 new patients per month. Owner retiring after 38 years and will assist with transition. This rapidly growing community offers a great opportunity for a new buyer! #CA275 - Jim Engel - 925-330-2207.

PORTERVILLE – General Dentistry with 6 Ops in a 2,600 sq. ft. suite located in a retail center. 2014 Gross Receipts of \$555K. 7 year new equipment, intra-oral camera, Pano, PracticeWeb. #CA223-Steve Caudill - 951-314-5542.

TULARE – General Dentistry. This beautiful 5 operatory office is located in a 2,300 sq.ft., highly-visible, free-standing building. In 2014 the practice grossed \$1,746,000 in collections. The doctor offers treatment for sleep apnea, cosmetic dentistry, including full mouth reconstructions, and Invisalign as part of his general dentistry services. There are 10 days of hygiene. Owner moving out of state. Call for information. #CA273-Dennis Hoover - 209-605-9039.

TUOLUMNE COUNTY - General Dentistry Practice & Building. Gross Receipts averaged over \$1M in 2013, 2012, & 2011 with just 59% overhead, and 8 days of hygiene. There are 6 Ops in approx. 2,000 sq. ft. equipment average age is 3-4 years. The building is well-maintained with storage and upscale interior décor. 45 minutes from population centers with 200K+ people. #CA199- Dennis Hoover - 209-605-9039.

SOUTHERN CALIFORNIA

ANAHEIM HILLS – General Dentistry, 4 Ops, Established 34 years. Dentrix. 6 days of hygiene per week, long-term staff. #CA279 - In Escrow. Kerri McCullough - 949-300-0312.

BAKERSFIELD – *NEW LISTING* -General Dentistry practice with 4 op, Dentrix, Dexis, Pano. PPO/FFS. #CA299-Think Tran - 949-533-8308.

BALDWIN PARK – General Dentistry - 5 Ops, 4 Equipped in a 1,500 sq. ft. suite. \$276K GR in 2014. Seller is relocating out of state. #CA176- In Escrow. Kerri McCullough - 949-300-0312.

BANNING – General Dentistry - 6 Ops in 1,873 sq. ft. Digital x-rays, EagleSoft, and is paperless. 8 days of hygiene per week. 2014 GR of over \$1.4MM. #CA183- In Escrow. Steve Caudill - 951-314-5542.

BEVERLY HILLS – General Dentist est. for 20 years, moved 2 years ago to a boutique ofc. 2 Ops, 1 equipped. OpenDental, Digital, paperless. 2014 GR \$120K on 3 days/week. FFS & PPO. #CA215-Mario Molina - 323-974-4592.

BEVERLY HILLS – General Dentistry Practice. 5 Ops in 1,500 sq. ft. EagleSoft, Digital, CEREC, ~7 yr. new equipment. 4 days hyg/week. 2014 GR \$1.09M #CA210-Kerri McCullough - 949-300-0312.

CARSON – General Dentistry practice. 3 Ops, EagleSoft, paperless, digital, Pano. All equipment is <3 years old. 2014 GR \$143K, room to grow. #CA280 - Kerri McCullough - 949-300-0312.

CYPRESS – General Dentistry. 5 Ops, Est. for 35 years. 7 days of Hyg/week, most specialty work referred. 2014 GR \$948K with \$426K Ad. Net. #CA257 - In Escrow. Kerri McCullough - 949-300-0312.

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GREATER LOS ANGELES AREA - Periodontal Practice-5 Ops, Dentrax, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, 34 Years of Goodwill. #CA173-Kerri McCullough - 949-300-0312.

HACIENDA HEIGHTS - *NEW LISTING* - General Dentistry. 5 ops, 3 equipped, 2 plumbed. Busy retail center w/plenty of visibility and signage. Intra-oral camera, Digital, Pano, and most equipment is 10 years old. 20 new patients per month. Practice accepts some PPO plans, no HMO. #CA295 - Steve Caudill - 951-314-5542.

HUNTINGTON BEACH - General Dentistry. 5 Ops, Est. for 28 years. Digital x-rays, Pano, Laser, Intra-Oral Camera, 12 days of hyg./wk. 2014 GR of \$1.1M+. #CA263-Kerri McCullough - 949-300-0312.

HUNTINGTON BEACH - *NEW LISTING* - General Dentistry Practice. 3 Ops, 2 Equipped. Established 18 years near residential, shopping and freeway. 2014 GR \$396K on 4 days/week. PPO/FFS. #CA277 - In Escrow. Kerri McCullough - 949-300-0312.

INLAND EMPIRE - *NEW LISTING* - Endodontic Practice - This 4 Op practice features 8 year new equipment, digital x-rays, and Cone Beam CT. 60+ years of goodwill and is near freeway. 2014 GR of \$739K on 4 days/week with low overhead. #CA281- Steve Caudill - 951-314-5542.

INLAND EMPIRE - *NEW LISTING* - General Dentistry Practice with 7 Ops, Dentrax, digital, Pano. 30 years of goodwill. 4½ days of hygiene per week. PPO and 2 HMO plans accepted. #CA283 - Kerri McCullough - 949-300-0312.

INLAND EMPIRE - *NEW LISTING* - General Dentistry Practice with 4 Ops, Intra-Oral Camera, Digital X-rays, and Pano. 2014 Gross Receipts of \$534K and Adjusted Net Income of \$196K. Seller is retiring. #CA285 - Think Tran - 949-533-8308.

LOS ANGELES - General Dentistry. 6 Ops, 5 Equipped, est. 50+ years, in current location for 29. SoftDent, Digital, Intra-Oral Camera. 2014 GR \$591K. #CA255- Kerri McCullough - 949-300-0312.

LOS ANGELES - Endodontic Practice. 4 Ops. Est. over 30 years. Easy Dental and a Cone Beam. 2014 GR \$360K on 21 hours per week. #CA259- Kerri McCullough - 949-300-0312.

NORTH ORANGE COUNTY - General Dentistry, 4 Ops, great location, PracticeWorks, Intra-Oral Camera, Digital, est. for 35 years. GR of \$360K in 2014. #CA234- Jaci Hardison - 714-318-4911.

PALM DESERT - General Dentistry practice with 5 Ops, est. for 32 years. 18 NP/mo, 6 days of hyg./wk. 2014 GR of \$842K and \$339K Adj. Net. #CA245 - Kerri McCullough - 949-300-0312.

PASADENA AREA - *NEW LISTING* - General Dentistry practice with 3 Ops, Dentrax, Dexis, Laser, and CEREC. Established 50+ years. #CA282-Kerri McCullough - 949-300-0312.

PICO RIVERA - General Dentistry. 6 Ops, est. since 1960. DentiSoft Intra-Oral Camera, Pano. Practice has 4 ½ days/Hyg. per week. 2014 GR \$690K. #CA258-Think Tran - 949-533-8308.

SOUTH ORANGE COUNTY - Pediatric Dentistry. 4 Ops, 1 year new equipment, OpenDental, Digital X-Rays, and Pano. \$236K GR with room to grow. #CA222-Think Tran - 949-533-8308.

SOUTH PASADENA - General Dentistry Practice with 4 Ops, 3 equipped, paperless, digital, Dentrax, Laser. 37+ years of goodwill, 4 days of hyg./week. 2014 GR of \$856K with \$271K Adj. Net. #CA244- Think Tran - 949-533-8308.

UPLAND - General Dentistry. 4 Ops, 3 Equipped, est. 25+ years. Open Dental, Digital X-Rays, Intra-Oral Camera. #CA254- In Escrow. Kerri McCullough - 949-300-0312.

VICTORVILLE - General Dentistry - 3 Ops plus 3 plumbed for expansion, 2,150 sq. ft., SoftDent, 2014 GR of \$273K, Est. 34 years. #CA149-Kerri McCullough - 949-300-0312.

WEST HOLLYWOOD - *PRICE REDUCED* General Dentistry - 4 Ops, Prof. Building, 9 years of goodwill, Intra-Oral Camera, Digital, Laser. Equipment avg. age is 5 years old, 2014 GR of \$571K with 221K Adj. Net. #CA212-Kerri McCullough - 949-300-0312.

WEST LOS ANGELES - General Dentistry. 4 Ops, newly built-out, high-rise on LA's west side. 50 years of goodwill. FFS, Easy Dental, digital x-rays. 2014 GR of \$651K. #CA226- In Escrow. Kerri McCullough - 949-300-0312.

WHITTIER - *NEW LISTING* - General Dentistry - 4 Ops, 3 equipped, Dentrax, Dexis, est. for 50+ years on a main street.. Most specialty work is referred out. 2014 GR \$217K. #CA276-Kerri McCullough - 949-300-0312.

SAN DIEGO

CHULA VISTA - *PRICE REDUCED!* General Dentistry- Est. 50 years ago, seller acquired 35 years ago. 4 Ops, 3½ days of hygiene, Dentrax Software. \$493K 2013 GR, seller is retiring. #CA109-Russ Okihara - 619-694-7077.

COLLEGE AREA, SAN DIEGO - Very busy, 6 Op General Practice with room to grow to 9 Ops. PPO, Dentrax, Digital X-Rays. 2014 GR of \$1.7M. Seller is relocating. #CA231- In Escrow. Russ Okihara - 619-694-7077.

DOWNTOWN SAN DIEGO - Leasehold sale: Modern and Chic downtown office in a prime location. 3 Ops, with room for expansion. #CA232- Russell Okihara - 619-694-7077.

ESCONDIDO - *NEW LISTING* - 4 Ops, 3 Chairs, Central Escondido. Doctor is retiring. Excellent opportunity to merge or grow. Looking for a quick sale. #CA292 Russell Okihara - 619-694-7077.

LA JOLLA - *NEW LISTING* - Quality driven General Practice, 3 Ops, FFS, Delta Premier, PT Hygienist, 2014 Revenues: \$559K, Dentist Retiring. #CA278 - Russell Okihara - 619-694-7077.

NORTH COUNTY COASTAL - General Dentistry. FFS/PPO, 6 Ops, Dentrax, Digital X-Rays. 2014 GR of \$530K with \$228K Adj. Net. #CA253-Russell Okihara - 619-694-7077.

NORTH COUNTY INLAND - *NEW LISTING* - Highly-regarded General Dental Practice, FFS/PPO. 6 Ops in a beautiful, free-standing building. Opportunity for property ownership. #CA271- Russell Okihara - 619-694-7077.

SAN DIEGO - 3-Ops, with the dentist utilizing 2-ops. Small, quality PracticeWorks. Ideal starter or additional boutique location. #CA161 Russell Okihara - 619-694-7077.

SANTEE - General Dentistry. PPO/FFS office, 6 Ops, retail center with great anchors, Dentrax and Digital. \$855K GR in 2014. 7 days of hyg./week, and long-term staff. #CA228 - Russell Okihara - 619-694-7077.

SOUTH BAY AREA, SAN DIEGO - *PRICE REDUCED* - General Dentistry, 3 Ops and 4 days of hyg./week. Dentrax and Digital Pano, PPO and FFS with 2014 Projected Gross Receipts of \$562K. #CA206-Russell Okihara - 619-694-7077.

SAN DIEGO - 3-Ops, with the dentist utilizing 2-ops. Small, quality FFS, PracticeWorks. Ideal starter or additional boutique location. #CA161 - In Escrow. Russ Okihara - 619-694-7077.

SANTEE - General Dentistry. PPO/FFS office, 6 Ops, retail center with great anchors, Dentrax and Digital. \$855K GR in 2014. 7 days of hyg./week, and long-term staff. #CA228 - Russ Okihara - 619-694-7077.

SOUTH BAY AREA, SAN DIEGO - *PRICE REDUCED* - General Dentistry, 3 Ops and 4 days of hyg./week. Dentrax and Digital Pano, PPO and FFS with 2014 Projected Gross Receipts of \$562K. #CA206-Russ Okihara - 619-694-7077.

OUTSIDE OF CALIFORNIA

MAUI, HAWAII - General Dentistry- GR of \$636K. 4 Ops, Pano, 2½ days of hygiene. Don't miss the opportunity to live and work in paradise. #20101 - Russ Okihara - 619-694-7077.

MAUI, HAWAII - *NEW LISTING* - General Dentistry. Spacious layout, 7 Ops, 5 equipped. Lots of Goodwill, Computerized, FFS/PPO with a Modern design and CEREC. Excellent Location on the beautiful island of Maui, 2014 GR over \$1.4MM. #HI101-Russell Okihara - 619-694-7077.

HONOLULU, HAWAII - *NEW LISTING* Modern General Dentistry Practice with 3 Ops. Practice is computerized with Dentrax, and digital X-rays. FFS/PPO, excellent opportunity. #HI100-Russell Okihara - 619-694-7077.

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Cecilia Chen, Attorney

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You are smart to worry, that 40 page addition likely equates to more money out of your wallet. Many dentists do not fully appreciate the risks contained in some Lease Agreements. As with any other legal contracts, Lease Agreements should be carefully **reviewed and negotiated** before signing. Many provisions have complex legal ramifications that simply cannot be understood by those with no formal legal training. For example, the legal definition of what can be included as "capital" or "common area" expense can have a significant impact on how much rent you might be responsible for in addition to the monthly base rent. A "recapture" clause can entitle a landlord to take back the premises when you seek the landlord's approval to assign the lease agreement to a future buyer. Renewal options that are "personal to the tenant" can prevent you from transferring the lease agreement with the remaining options to a future buyer of your practice, making it impossible to sell your practice. Many practices are wrapped up in REITs leases (Real Estate Investment Trusts) that are so long and onerous, you should never sign them.

This is why wise doctors engage an attorney to review and negotiate the Lease Agreement. Once you have signed the agreement and become a tenant, it is still wise to have an attorney review and negotiate the lease agreement as it comes close to the renewal period. Everything is negotiable and you can save thousands of dollars by countering with fair & equitable terms. The commercial real estate market remains soft, there's a FOR LEASE sign on nearly every building in every city so no...you don't have to accept the renewal the landlord hands you. It's just a first offer.

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OROVILLE General Practice. 1,000 sq. ft.. Dentrax, Digital Pan & X-rays, Laser, Intra-Oral. 2014 GR \$512K. HSPPT-Dennis Hoover 209-605-9039-#CA287.

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BC-361 OAKLAND: Established for over 23+ years! 2,200 sf w/ 7 ops. **Now Only: \$385k**

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BC-487 MARTINEZ Facility: Martinez/Pleasant Hill Border, Great for Specialist, 1750sf. 1op + 5 add'l plumbed **\$60k**

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BN-463 FREMONT: Gross Revenues Exceeded \$590k in 2014 on 4 day work week! 1,720sf w/ 3op + 4 add'l. **\$485k**

CC-390 SOLANO COUNTY: Near Travis AFB! Highly visible location! 950 sf w/ 3 ops **Seller Motivated! REDUCED! \$145k**

CC-456 SOLANO COUNTY: Highly visible location! 2,997 sf w/ 6 Dr ops + 2 Hyg ops + 1 add'l **\$850k**

CC-488 SANTA ROSA: State of the art office, wonderful views, great location. 900sf w/ 3ops **\$250k**

CG-366 SONOMA CO.: Vibrant, growing community! 1,300+ sf w/ 4 ops. Over \$760k in collections! **\$420k**

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GC-472 ORLAND: 1,000 sf w/ 2ops. Seller Retiring. **\$160k**



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GN-418 REDDING: **Goodwill Galore!** Established for ~37 years. Seller is retiring! 3,200 sf w/6 ops +2 add'l. **\$495k**

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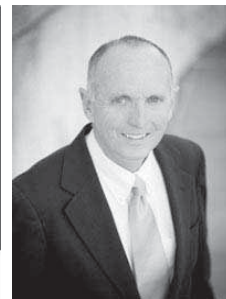
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 2014 Gross revenues \$1,426,236
Asking \$1,300,000

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Asking Price: \$1,198,000

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Asking \$700,000

Sonoma County #1101

General Dental Practice and Building
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 Eight Days/Week Hygiene
 Projected 2015 Gross \$1,603,00

Practice asking Price \$1,150,000

North Los Angeles County #1097

General esthetic and restorative practice,
 turn-key, nine treatment rooms, all digital,
 seller retiring. 2014 revenues \$1,708,000

Asking \$1,275,000

Fresno County #1091

Outstanding general dental practice and
 dental building for sale, approx. 2,400 sq ft.,
 six (6) treatment rooms, practice fully
 equipped with digital x-ray equipment, seller
 retiring, practice gross in 2014 \$535,000.

**Asking \$347,500 for Practice
 Asking \$695,000 for Building**

San Diego County #1093

Fee-for-Service restorative practice, shopping
 center location, five (5) treatment rooms,
 seller retiring, digital x-ray, laser, and intraoral
 cameras, 2014 revenues \$531,260

Asking \$385,000

Coastal Orange County #1079

Beach Location, 1,100 sq. ft., over 40 years
 goodwill, seller owned building great lease,
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Asking \$385,000



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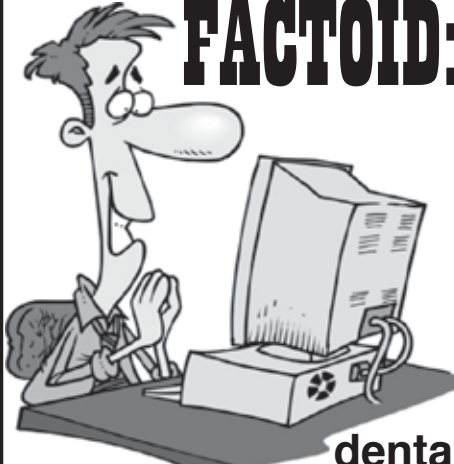
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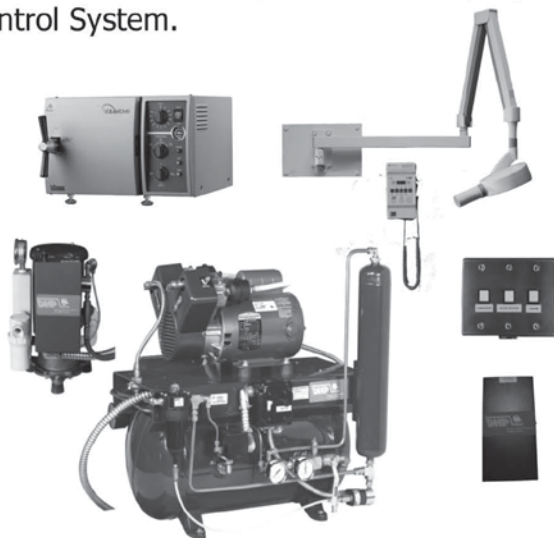
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Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month.



Professional Practice Sales of The Great West

Specialists in the Sale and Appraisal of Dental Practices

If you want your practice "For Sale", we are not the firm for you.

If you want your practice "SOLD", contact us!

For complete details on any of these opportunities, go to www.PPSsellsDDS.com

- 6095 PINOLE'S APPIAN WAY** 2014 and 2015 are mirror images. Production was and shall be \$475,000 and collections were and shall be \$435,000. 3-days of hygiene. Delivery systems were upgraded 8-years ago. Strong foundation here.
- 6094 SAN FRANCISCO BAY AREA – PERIO PRACTICE** Phenomenal "business model". 2015 trending \$1.3 Million on part-time schedule by choice. Profits shall top \$700,000. Superlatives too numerous to mention. This is a "once-in-a-career" opportunity.
- 6093 CENTRAL MARIN COUNTY** High quality practice available in "hub" of Marin County. Rock solid foundation. Consistent \$700,000+ per year performer with strong Profits. 3-days of hygiene. Digital office.
- 6092 ROSEVILLE** Great foundation. 2015 trending \$350,000. 3-ops with 4th available. Convenient location on Douglas Boulevard. End cap suite in strip center with fantastic exposure.
- 6091 MODESTO** 3-day per week practice collected \$450,000 in 2014. Collections through July 23rd for 2015 were \$256,000. 3-days of Hygiene. Great rent of \$2,085 for 1,763 sq.ft. 5-op suite. Centrally located off Briggsmore Avenue. Hands-on Successor shall do very well here.
- 6089 MOUNT SHASTA** Small town living renowned for mountain recreation, lakes & streams, fishing, golfing and abundant culture. Perfect escape from the Rat Race and corporate intrusion. On 3-day week revenues topped \$800,000 in 2014. 2015 trending \$850,000 with \$450,000 in Profits.
- 6088 SANTA CRUZ** Well established lots of patients. Strong Hygiene Department with a 3 days of hygiene per week. Collected \$600,000 in 2014. 2015 trending \$675,000+.
- 6087 LAKE TAHOE - NEVADA'S STATELINE** Located adjacent to California's South Lake Tahoe. Fee- for-Service" as practice is "Out-of-Network" with insurance companies. Collections last year topped \$600,000 with Available Profits of \$220,000. 3.5 days of hygiene per week. Escape California income taxes! Nevada State Board of Dental Examiners accepts the Western Boards.
- 6085 PERIO PRACTICE – SAN FRANCISCO BAY AREA** 2014 collected \$1.98 Million. Collections for first 7-months of 2015 totaled \$1.29 Million has practice trending \$2.2 Million. 7 Doctor days per week. Seller can work back. Beautiful 8-Op office.
- 6081 SANTA CLARA** El Camino Real location. 2014 collected \$687,000. 2015 is tracking \$775,000 with Profits of \$325,000. Management is on cruise control. New Doc who is ambitious and extends hours shall push practice over \$1 Million very quickly. 5-ops in 1,700 sq. ft.
- 6080 SAN RAMON** 8+ days of Hygiene per week. \$450,000 invested in 6-Op office. Consistent \$600,000 per year performer. Attractive transition arrangements available.
- 6077 PERIO PRACTICE – SAN FRANCISCO'S NORTH BAY** Highly regarded and located in desirable family area. On 3.5 day week, revenues were \$1 Million in 2014 with profits of \$400,000. Collections for first 7-months of 2015 topped \$635,000. Beautiful facility with 4-Ops.
- 6071 CHICO** Strength is 4-day Hygiene schedule. Retiring DDS focuses on restorative. Endo, OS, Perio & Pedo referred. 2014 collected \$450,000. Beautiful 4-Op office. Full Price \$150,000.
- 6070 VISALIA** Strong foundation and well-positioned for ambitious successor. Strong Hygiene Department, beautiful facility, well equipped. Digital throughout. Not a Delta Premiere practice. Revenues trending \$700,000 for 2015 on part-time schedule. Extend hours and be busier. Best location!

Professional Practice Sales of The Great West



Ray and Edna Irving
(415) 899-8580 ~ (800) 422-2818
www.PPSsellsDDS.com

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Thinking on selling your practice? Call "PPS of The Great West" today.
This shall be the best decision you make regarding this important change in your life!

"I listed with a competitor for 12 months. Had two people visit my practice. First weekend PPS had my listing, I had 3 people visit and an offer by the end of the first week. Thank you for allowing me to move on to the next step of my life."

"It was a pleasure to work with PPS. I had to sell because of health complications. Mr. Irving listed my practice on Jan 1st, we closed escrow on Feb 27th. It took him less than 60 days to complete the sale as promised."

"When I decided to sell my ortho practice, I sought the services of a large company. Over the 12-month contract, I had one buyer visit. Word was out. It had a devastating effect on my bottom line. Fortunately, I found Ray and Edna Irving! When I finally sold, I choose between two good offers. My regret was the time and money lost with the other guys."

"When I signed the Listing on June 1st, Ray stated he would have the practice sold by Labor Day. The sale was concluded on Sept 1st, two days before Labor Day. Wow!"

"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!"

"Before I called Ray, I had a listing with another prominent Broker. After eleven months without a sale, I called Ray. He sold it in about a month! Would I recommend Ray? Yes!"

"In April, I asked Ray Irving to sell my practice. At the same time my friend decided to sell his practice. He employed another firm. My practice sold June 22. My friend's practice still hasn't sold and he was putting his dreams on hold."

PPS of The Great West's reputation is built upon grounded ethics and effectiveness. Our trademark "client services" include accurate assessments, impeccable marketing plans, complete transparency, generating quick responses, realizing multiple Offers, securing 100%+ financing in days, expert papering of our transactions and sound counsel. Everything is done to protect our Client and to effect a successful transfer. Our intent is simply to provide the best service imaginable for this very important engagement.

Happy Thanksgiving

Is it Time to Sell Your Practice?



Ray and Edna Irving

Happy Holidays!



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of The Great West

*Specialists in the
Appraisal and Sale of Dental Practices
Since 1966*

(800) 422-2818

(415) 899-8580

Fax: (415) 899-8588

Ray@PPSsellsDDS.com

www.PPSsellsDDS.com

DRE License #01422122

“As I approach the time to sell my practice, this is what I have determined...”

There is way too much to risk by selling the practice myself. This is not about finding a buyer; it is about finding the “right” successor.

I need someone to shepherd me from start to finish. I want an advocate who has cut their teeth on hundreds of concluded transactions as I cannot afford my sale to be someone’s learning curve. I require my advocate to spend the necessary time with me as I get ready for this career changing event. This is not another sale. It is my one-and-only sale! I expect my advocate to properly prepare my practice for sale. If that means multiple meetings, interfacing with my accountant and sitting down with my spouse and I, this is what I expect. I do not want someone to puff me up with false expectations. I require candid answers for what I can expect.

I would like to meet with an interested candidate after they have submitted an Offer along with their Resume. And I would like to consider a number of candidates as I make this important decision as to what is best for my patients, my staff and me.

I expect my advocate to do the heavy lifting from start to finish as that is why I have engaged them. I do not want someone to be delegating this exercise to different parties, nor do I want to be chasing them for progress reports. I want to be in control from start to finish. As I have placed my practice “For Sale”, I would like it “Sold” in a timely manner.

Finally, I want the best "Risk Management" protection which money can buy.

I only have one chance to get this right!”

A commission paid to PPS of The Great West is your insurance premium that your sale was handled properly.