Dental

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– Upcoming Events -

FEBRUARY 23, 2018 • 1:30-4:30PM
"Practice Ownership - Are You Ready to Buy... or Sell?"

Sacramento District Dental Society - Sacramento, CA

Jason P. Wood

FEBRUARY 25, 2018 • 8:00-10:00AM

"California Dental Practice Act"

Punjabi Dental Society – Hayward, CA

Patrick J. Wood





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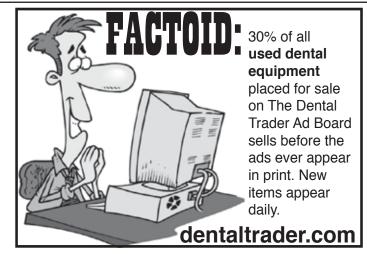
Adec 1040 dental chair. more information chofi2771@hot-mail.com or (626)825-4406.. for sale

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KERN COUNTY

SO. EAST KERN COUNTY - (5) Op comput G.P. *VERY LIMITED* COMPETITION! In a free stand bldg. Bldg also avail. Exposure/visibility/signage. Cash/Ins/PPO. Digital CT Scan, Digital X-Rays, soft tissue laser, & a regular Pano. 2016 Gross Collect \$600K+ on a (4) day wk. (24-25) new pts/mos. (4.5) Hygiene days/wk. Seller Retiring.

Happy

LOS ANGELES COUNTY

ANTELOPE VALLEY #4 - Pract. & Bldg. for sale. (6) op comput. G.P. & 4,192 sq ft duplex free stand. bldg. on a main thoroughfare with exposure/visibility & signage. (30+) years of Goodwill. Cash/Ins/PPO pt base. Gross Collect \$1.0MM+/yr with no advertising. Eqt'd with digital x-rays, (2) lasers, (2) wands, & Eagle Soft s/w. Refers out most Endo, all Perio, all O.S., all Ortho & all Implant Placement. Seller works (3) days/wk with (2) associates each (2) days/wk. (6+) Hygiene days/wk. Seller is retiring, but is willing to stay on p.t. PENDING

ARCADIA #3 - Beautiful, newly remodeled, (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.

CARSON - (3) op comput. G.P. on a main thoroughfare w HUGE SIGNAGE! Newer eqt. Paperless, digital x-rays & pan/ceph. Started from scratch late 2012. Mixed pts. \$2.0K+/mos Cap. Cks. 2016 Collect. \$244K & growing. Seller moving. MAJOR PRICE REDUCTION!

GLENDORA - (3) op comput G.P. (2) ops eqt'd, 3rd op plumbed. Located in a strip ctr, on a main thoroughfare, w excell exposure, visibility & parking. Cash/Ins/PPO w no HMO, no Denti-Cal, no nights & no weekends. Very low overhead. Seller refers out implant place, O.S., some Endo, Perio Surgery & Ortho, & does no advertising. Priced at well below build out & eqt costs. This is a great starter Pract or satellite location. Seller retiring, but willing to help transition. **PENDING**

ORTHO PRACTICE WITH (2) LOCATIONS - (#1) in SFV & (#2) IN EAST VENTURA CTY. Collect. approx. \$700K/yr. Cash/Ins/ PPO. (14-15) new starts/mos. 45+yrs of Goodwill. 500+ Active pts & 550+ in retainers. **SOLD**

SAN FERNANDO VALLEY #10 (CALABASAS) - Located in an Exclusive Area of the Valley. (5) op comput G.P. w high end buildout & decor. Digital x-rays, CT Scan, Laser, Dentrix s/w & (2 to 5) year old eqt. 2016 Gross Collect. \$1M+. Cash/PPO/Small Amt HMO. Reasonable overhead w high net! PENDING

SAN GABRIEL VALLEY (upcoming) - (6) op computerized G.P. located on a main thoroughfare in a free standing bldg. Annual Gross Collections approx. \$600K on 3 to 4 days/wk. 60+ yrs of Goodwill. Cash & PPO only. No HMO & No Denti-Cal. Digital X-rays & Pano, Dentrix, Laser, Siemens eqt. & electric hand pieces. Seller retiring.

SUNLAND - Practice and Real Estate. (3) op comput G.P., Free Standing Bldg., & two additional store fronts for sale. On major thoroughfare w excellent exposure, visibility & pole signage. Cash/Ins/ PPO/HMO/Denti-Cal pts. Seller working p.t. Annual Gross approx. \$200K. "Diamond in the Rough." Come build your dream clinic. Seller retiring. **NEW**

TORRANCE - (2) op comput G.P./Prost. Pract. 75% G.P./25% Prost. 2016 Gross Collect \$445K+ on an easy (3) day wk. Cash/Ins/PPO. Very low overhead. Digital x-rays. Seller does no advertising. Seller retiring, but willing to transition. Back on the Market.

'L.A. (MAR VISTA) - Recently remodeled, (4) op comput. G.P. on the very desirable West side. (3) ops eqt'd, 4th plmbd. Located in a strip ctr w excellent exposure. Annual Gross Collect \$250K+ on a p.t. schedule. Growth potential. SOLD

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SAN BERNARDINO COUNTY

VICTORVILLE - (6) op comput. G.P. (3) ops eqt'd. (3) add. plumbed. Located in a one story prof. bldg. on a main thoroughfare. Cash/Ins/PPO & 10% Denti-Cal. Gross Collections approx. \$275K/yr. 30+ years of Goodwill. Seller retiring. **SOLD**

SAN DIEGO COUNTY

CHULA VISTA – For sale or lease. 1,777 sq ft fully built out dental office condo. \$250k worth of tenant improvements. Located in the Otay Lakes/Eastlake area of Chula Vista, in a premier class "A" Medical/Dental/Office building. (1) mile from Hwy 125 – So Bay Expressway. Proximate to I – 805 & Hwy 54. Walking distance to retail and restaurants. Owner motivated. **NEW**

CLAIREMONT - (3) Op fully eqt'd comput G.P. Located in a one story prof. bldg. on a main thoroughfare w exposure/visibility. Cash/ Ins/PPO/ pts base. (2) year old eqt., Practice Web s/w & Digital X-Rays plus regular Pano. 2015 Gross Collect. \$265K+ on a (3) day wk. **[SOLD**]

SABRE SPRINGS/POWAY - Beautifully appointed (3) op comput. G.P. in a strip ctr. w exposure. (2) Ops eqt'd/3rd plumbed. Digital & paperless. 2016 Gross Collect. \$232K p.t. w no advert. Referring all specialty work. (15) new pts/mos. Cash/Ins/PPO/HMO. Centrally located. Doctor retiring. Fantastic opp. in one of S.D.'s premiere communities. Won't last! NEW

SAN LUIS OBISPO COUNTY

CENTRAL CA COAST – High producing & very profitable G.P. with Seller work back. (7) op comput. G.P. located street level in a smaller professional bldg. near the downtown business district. 2016 Collections of \$1.6M. Projecting \$1.8M in 2017. Pract. does no advertising. Averages (12) days of Hygiene/wk. Cash/Ins & one PPO. 78+yrs of Goodwill. Digital x-rays & digital Orthopantomograph. Refers out Implant placement, diff O.S., all Ortho, all Perio Surgery and most molar Endo. The two Sellers wish to work back for 8-24 mos, to facilitate a successful transition, & to wind down their careers with less administrative demands prior to retiring. This practice is ready to go to the next level & Sellers are anxious to help. PENDING

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OXNARD #9 - Practice and Condo for sale. (3) op computerized G.P. Located on a main thoroughfare. Cash/Ins/PPO/HMO patients. 2016 Gross Collect \$224K+ p.t. \$4K+/mos Cap Cks. Excellent Buy & Combine, Satellite, or Starter. SOLD

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Cecilia Chen, Esq. is very knowledgeable in dental law, particularly when it comes to partnership buyouts and practice acquisition. – Richard Lindsay, DMD. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.



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LA MESA-- Long established **GENERAL** Practice in Prof Bldg in residential neighborhood. 3 Ops in approx. 1000 sq.ft. FFS and PPO.

RANCHO BERNARDO-- GENERAL Practice (established 6 yrs) situated in Professional Bldg, located on the corner of a major intersection. 2 Doctor office; seller has 4 Ops. FFS and PPO.

SAN DIEGO-- (San Carlos area) GENERAL Practice with 3 Ops in approx. 1000 sq.ft., situated in Prof Bldg along Busy street. FFS & PPO with 18 yrs of Goodwill. VERY MOTIVATED SELLER!

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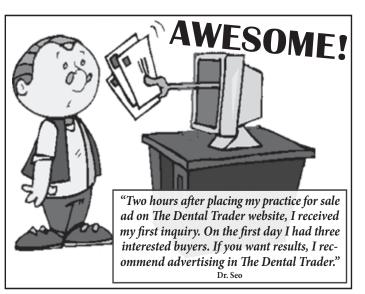
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- 3 Ops + 1 Plumbed, ~1,000 sf

Bellflower- Busy Intersections Starter Office in highly visible strip mall. 8 Ops, ~2,200 sq.ft.

<u>Corona</u> – <u>Real Estate &</u> <u>Dental Practice for Sale!</u>

- Highly visible Freestanding Bldg
- Gross ~\$418K. 4 Ops. ~1,700 sf

El Monte - Gross ~\$1 Mil

- Corner of busy intersections. Approx. 60 new patients/mo.
- Mix income. 5 Ops. ~1,800 sf.

Glendale - Gross ~\$559K.

Seller Retiring. GP with Ortho.
 4 Ops, ~1,000 sf. High traffic.

Hawaiian Gardens - Shopping Ctr Lots of goodwill. Busy intersections

4 Ops + 1 add'l plumbed. 1200sf **Lancaster** - Shopping Center

- Gross ~\$225K on 3 days/wk
- PPO/Cash, ~1,300 sq ft La Puente - Affordable Rent!
- Dental Office for Lease

■ 4 plumbed ops, ~1400 sq.ft. <u>Lawndale</u> -Busy street!

- Equipment & Leasehold Strip Mall, Facing Main Street
- 5 Belmont Chairs, ~2,240 sf

Long Beach - Gross ~\$156K Shopping Center. ~1,350 sq.ft.

2 Eq. Ops + 2 Add'l Plumbed

Los Angeles - New Listing! Collects ~\$635. 10+ yrs Goodwill. Mostly Cash, PPO, Denti-cal.

■ 5 Ops + 1 add'l plumbed. 2000 sf

Los Angeles - High Capitations

- Highly visible Medical Bldg. Gross ~\$150K on 2 days/wk.
- Low Rent. 4 Ops + 1 plumbed.

Los Angeles - Gross ~\$415K.

21 yrs. of Goodwill. Busy street.

Mixed Patient Base. 5 Ops. 1420sf North Hills - New Listing!

Busy intersection. Shopping ctr. ~1,100 sf, 3 Ops + 1 plumbed

Pico Rivera - Real Estate & **Dental Practice for Sale!**

- ~\$459K Rev. GP. 4 Ops. 1200sf
- Building ~3,800 sq.ft. Income Producing Property!

Pico Rivera - Busy Street!

Nearby shopping plaza, 4 Ops ■ Reasonable rent. ~1,300 sf

Pico Rivera -Gross ~\$440K. SOLD

Van Nuvs - Shopping Center

Starter Practice on main street. ■ 3 Eq. Ops., Approx. 1,100 sq.ft

Dental Practice for Sale Orange County, CA

Brea - Gross ~\$350K

Cash/PPO, ~2,400 sq.ft. 3 Eq. Ops + 2 Add'l Plumbed

Garden Grove - New Listing! • Freestanding Building. 1600 sf

- Corner lot with own parking lot.
- 3 Ops + 1 add'l plumbed.

Garden Grove - Busy Street!

Street Front Location! ~1,700 sf ■ 3 Eq. Ops + 3 Add'l Plumbed

Huntington Beach - New Listing!

Leasehold. Busy main street. Great Opportunity for Specialist!

Huntington Beach - Low Rent!

- Walks from shopping mall, major anchor stores.
- PPO/Cash/Denti-Cal. No HMO. 3 Ops + 1 Plumbed, 1180 sq.ft.

Laguna Hills - Retail Shopping Ctr Cash/PPO! Busy intersections

- 4 Eq. Ops, Approx. 1,750 sq.ft.
- Laguna Hills Shopping Center! Starter Practice on main street. 4 Eq. Ops, Approx. 1,500 sq.ft.

Westminster - Gross ~\$400K

- Major intersections in strip
- center with national anchors.

4 Eq. Ops, ~1,600 sq.ft.

- Yorba Linda Strip Mall
- Starter Office facing main street. Close to shopping centers, major

anchors. 4 Ops. ~1,200 sq.ft. **Dental Practice for Sale**

Riverside County, CA **Hemet** - Major shopping center

- Corner of busy streets
- 18+ yrs of Goodwill. 4 Ops Reasonable Rent! ~1,200 sf

Indian Wells - New Listing!

GP Gross ~\$370K. 5 Ops. ■ Mostly PPO/Cash, some HMO.

Dental Practice for Sale San Bernardino County, CA

<u>Crestline</u> - <u>Real Estate &</u> <u>Dental Practice for Sale!</u>

- Corner Real Estate with its own
- parking lot. 1400 sa.ft. 4 Ops. Cash/PPO. No HMO, No Dentical.

Fontana - Gross ~\$310K

- Retail shopping center.
- 3 Ops + 1 add'l, ~1250 sq.ft.

Rancho Cucamonga - Cash/PPO!

Absentee Owner. Gross ~\$273K 6 Ops + 1 plumbed, ~1838 sf

Dental Practice for Sale Ventura County, CA

Ventura - Busy Main Street! Shopping center. High Visibility. 5 Eq. Ops. Close to freeways.

Dental Practice for Sale Northern California

Berkeley - Cash/PPO!

- GP located in commercial area on main street. ~1,040 sq.ft.
- Approx. 15 patients/mo. 3 Eq. Ops + 1 add'l plumbed.

Fairfield - GP collects ~\$500K.

- Cash/PPO! No Denti-Cal, No HMO.
- Walks from retail shopping ctr.
- Refers out some 3rd molar & some difficult Endo cases.
- 3 Ops + 1 add'l plumbed. 1338 sf

<u>Fremont</u> - <u>Real Estate &</u> <u>Dental Practice for Sale!</u>

- Main Shopping Center
- New Office, Built in 2012
- 5 Ops. Approx. 2,000 sq.ft.

Newark - Affordable Rent! Starter Office in retail center. 7 Eq. Ops, ~2,500 sq.ft.

San Francisco - New Listing!

- Modern, spacious Starter Office
- 2000 sq.ft. Good foot traffic.
- 4 Eq. Ops + 2 add'l plumbed.

San Leandro - Cash/PPO!

- Starter GP located in strip mall.
- Digital, newer equipment.
- Low rent! 1,550 sq.ft. 5 Ops.

San Jose - New Listing!

- Desirable Location in
- shopping plaza. ~1650 sq.ft. 4 Eq. Ops + 2 add'l plumbed.

San Jose - GP Remodeled.

- Newer EQ. Mixed income.

 -1,500 sf. 2 Ops + 1 plumbed.

<u> San Jose – Real Estate &</u>

- Starter Practice for Sale! Constructed in 2014.
- Modern. Retail Center.

6 Eq. Ops, ~2,500 sq.ft.

- <u>Turlock</u> Shopping Center Gross ~\$215K on 5 days/mo
- Cash/PPO! Off Highway 99. Refers out endo & oral surgeries.

Vacaville - Cash/PPO!

- Part-time Starter Practice.
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- Ortho. Rarely refers out.

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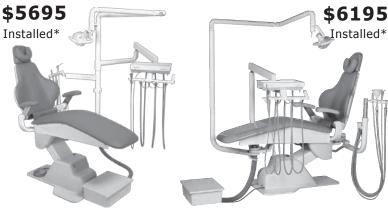
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BERKELEY - Most desirable Berkeley neighborhood practice is 100% fee for service. This Advanced Restorative "spa" practice schedules 41/2 days of hygiene with 23 new patients per month. Housed in 1,700 sq. and 4 completely equipped treatment rooms, Dealitx Software, Digital X-ray, Laser, Patient Education and I.O. Camera. 2015 Revenue of \$1,288,000 with adjusted net of \$494,000. Average age of equipment is 10 years. Owner is relocating out of the area but will help with a smooth transition and ongoing consultation. #CA379- Jim Engel - 925-330-2207

BRENTWOOD - 1,600 sq. ft. with 4 Operatories in a large upscale strip mall. Dentrix, Digital X-ray, Pano, intra Camera. Endo, Oral Surgery and implained referred out. 4 days of hygiene. Owner willing to work a couple days a week for new owner. 2015 collections \$600K. #CA391- Dennis Hoover - 209-605-9039

CHICO - General Dentistry Practice with 7 Operatories, Dentrix, Dexis Digital X-rays, Pano, Diode Laser, and 3M True Definition. Practice has been established for over 60 years with current and previous owner. 6 days of hygiene per week. 2016 Gross Receipts of \$715K and Adjusted Net Income of \$212K. Building also available for sale. #CA402- Steve Caudill - 951-314-5542

CLEARLAKE - NEW LISTING - Well-established 2001 General practice inside a professional building. Approx. 1,600 spacious sq. ft., turn-key facility, 4 OP's with the latest technology: Dentrix, Dexis, Intra-oral camera, Laser, Surgical Microscope & Panoramic x-ray machine. Over 1,200 patients averaging \$650,000+ in gross receipts. Area is known for its family-friendly, relaxed community. Surrounded by scenic nature "Live where you play" outdoor activities including fishing, hunting, and water sports. Doctor is retiring. #CA457- Gina Miller - 707-391-7048

EASTERN CONTRA COSTA - This small, but very profitable practice is waiting for the right owner to take it to the next level. 2016 Gross Revenue of \$274,000 with 52% adjusted net profit. 3 fully equipped treatment rooms with room to expand in 1,300 sq. ft. Upscale Strip Mall to help draw new patients and very low rent for this market. Average age of the Equipment is 10 years with 5 computer workstations, Softdent PMS, Dexis Digital X-Ray, Intraoral Camera and Laser. Owner is relocating out of state after 18 years at this location and ready to help a first time buyer or existing practice looking for expansion. #CA454- Jim Engel - 925-330-2207

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EL DORADO COUNTY - 960 sq. ft. office in Professional building with 4 equipped operatories, intraoral camera, Digital X-rays, and PracticeWorks sof Practice established for 30+ years, 2016 Gross Receipts of \$453K. Neighboring suite of 960 sq. ft. available with 1 year free rent if desire to expand the office space. #CA339- Thomas Wagner - 916-812-3255

EL DORADO COUNTY - 1,200 sq. ft. office with 3 operatories, equipped with Pano, and EZ 2000 software. Dexis digital x-rays in all ops. 2016 Gross Revenue of \$334,600 on 3 day week, has \$300,000 already in 9 months of 2017. Great satellite practice or build into full time practice. This is a nice practice with low rent in an area of little competition. This has always been a three day/wk. practice by semiretired owner. Owner is ready to retire and has significantly reduced the asking price. Contact me today for details. #CA390- Thomas Wagner - 916-812-3255

ELK GROVE Facility Only Sale - Completely furnished office in a strip shopping center. Seller moved to larger location in Old Elk Grove, approximately 3 miles away. Signage faces Elk Grove Bl., plenty of parking in front of office. A total of 5 Ops with 4 fully furnished. The 4 Ops have touch screen computers, nicely furnished. A separate room has an Orthpralix 8500 Pano unit. The 4 Ops share 2 X-ray units that swing into each Op. #CA411- Steve Caudill - 951-314-5542

FOLSOM - Well-designed, state of the art, Digital, paperless, 2,900 sq. ft. office with 9 equipped Operatories, 1 additional plumbed in standalone building (purchase available) in great location. Intraction ameras, Fiber Optics, Schick Digital X-ray, Zoom system, and Eaglesoft software. 2016 GR of \$931K with low overhead on three day work week. Must see to appreciate. Owner relocating. #CA406-Thomas Wagner - 916-812-3255

GREATER EL DORADO HILLS - Beautiful standalone 1,500+ sq. ft. office with 4 Ops, Dentrix software, 2 Schick Digital X-ray sensors, new server & CPUs. Building available with practice. Seller Retiring. #CA407- Thomas Wagner - 916-812-3255

GREATER EL DORADO HILLS - Welldesigned 2,400+ sq. ft. office with 6 Ops, Digital X-rays, Orthonos XG 3D Digital pan, Cerec, Picasso Later, and Dentrix software. 2016 collections: \$1.8M. Desirable location. Owner relocating/retiring. #CA414- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO - Oral Surgery Practice - 5 Operatories in a 2,282 sq. ft. suite. Practice utilizes Digital X-rays and a Pano. 2016 Gross Receipts of \$798K. Selling doctor is retiring. Call for more information. #CA438-Steve Caudill - 951-314-5542

GREATER SACRAMENTO - Approximately 2,000 sq. ft. leased office with 6 operatories in great location. Practice is equipped with Intra-oral camera, Digital X-rays, Laser, CEREC, and Eaglesoft software. 2016 Gross Receipts of \$934,829. Established for over 20 years. Owner retiring. #CA455- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO - 1,200 sq. ft. leased office in great neighborhood with 4 Operatories, equipped the Intraoral Camera, Dexis Digital X-ray, Dentrix software. 2016 GR \$435K on 3 day work week. Practice established for over 30 years. #CA456- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO - NEW LISTING Orthodontic Practice - 2,140 sq. ft. leased office with 4 bays, established for 20 years and the only Ortho office in the community. Equipped with intra-oral camera, non-digital Pan/Ceph, Laser, and OrthoTrac software. 2016 GR of \$640,000. Solid 3 day/week practice with opportunity for growth. Owner retiring. #CA458- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO - NEW LISTING GP practice w/4 ops, pano, digital x-rays, Cerec. Seller refers out Ortho, Endo, Perio, Oral Surgery, and implant placement. 2016 Collections \$1.0M+. Stand-alone building selling with practice. #CA479- Thomas Wagner -916-812-3255

GREATER SACRAMENTO - NEW PERIO LISTING - Greater Sacramento Perio practice in professional building. Well-established, 4 days/week practice, has digital x-rays, laser, intra oral camera. Seller relocating, but is willing to work with buyer for a smooth transition. #CA480- Thomas Wagner - 916-812-3255

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OAKLAND - General Dentistry - Beautiful Office and great City Center location! 12 treatment rooms in 5,000 sq. ft. with all the amenities of today's modern office. Gross Revenue of \$1,500,000 with PPO, HMO and FFS patients. Average age of equipment is 4 years and looks brand new! Practice Web software, Digital X-ray, Cone Beam & CAD/CAM. Owner is downsizing but management systems are in place for a new owner and seller will help with a smooth transition. #CA360- Jim Engel - 925-330-2207

SACRAMENTO - 1,567 sq. ft. office with 4 equipped operatories, 1 additional plumbed, established for 25+321 2016 Gross Receipts of \$680K on a 4 day work week. Equipped with an Intra-Oral Camera, Digital X-ray, Pano, and Carestream software. Owner is retiring. #CA441- Thomas Wagner - 916-812-3255

SACRAMENTO - General Practice: 40+ year established practice in a professional building in a central Sacramento location. 1,000 sq. ft. with 2 equipped Operatories, 2 additional plumbed. DentalMate software. #CA332-Thomas Wagner - 916-812-3255

SACRAMENTO - Very nice, updated 3 Op office with Eaglesoft software. Located in single story bldg. on the central Watt Ave. in Sacramento. Rent less than \$1,900 per month. Practice priced to sell at less than 50% of collections. Sallor Patients due to book in several contents and sell selections. lections. Seller Retiring due to health issues. #CA400- Thomas Wagner - 916-812-3255

SACRAMENTO - 1,200 sq. ft. stand-alone office with 3 equipped Operatories, Intra-Oral camera and Patient Base software. Practice established 40+ years, owner retiring. #CA408-Thomas Wagner - 916-812-3255

SACRAMENTO - 1,150 sq. ft. office with 4 Operatories. Equipped with Intra-Oral, Dexis Digital X-ray, Carestream software. Established over 30 years, 2016 Gross Receipts of \$535,000. #CA424- Thomas Wagner - 916-812-3255

SAN FRANCISCO - General Practice: This highly regarded practice has an exceptional ground floor location and practice history in the heart of the Financial District. 5 treatment rooms with room for a 6th in 1,760 sq. ft. 2015 Gross Receipts of \$1.2M with Adjusted Net of \$480,000. 5 days of Hygiene, Dentrix/Dexis and 12 workstations, Laser and open floor plan with high ceilings throughout. Owner will work back 1-2 days per week if buyer desires. 36 years in practice, 26 years at this location. #CA357- Jim Engel - 925-330-2207

FRANCISCO: **FINANCIAL** SAN **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 \$365000 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 cites. #CA274-Dennis Hoover - 209-605-9039

SAN JOSE - GP Chart Sale: Saratoga Avenue lease cannot be renewed and owner wants to retire! 2015 GR of \$550,000.00 on two and a half day work we**solD**lling all Active and Historical Charts. Computers and some equipment also for sale if needed. Enhance your current practice with an influx of patients and revenue. #CA330- Jim Engel - 925-330-2207

SAN RAMON - Beautiful office on one of the busiest corners in the city. General Dentistry for Children and Adults with an emphasis on Children boasts 5 treatment chairs including a private operatory in 1,700 sq. ft. 2016 revenues of \$440,000 on minimum work week due to illness, but great history in past years. Dentrix PMS with Paperless Charts, 9 workstations, Digital Sensor and Digital Pan in a light and bright atmosphere. Seller willing to stay on to help with introductions and beyond. If you like kids, you'll love this practice! #CA439- Jim Engel - 925-330-2207

SONOMA COUNTY - Wine Country Practice and Condo in the beautiful Sonoma County town. Owner is retiring after 46 years of stable growth in this great community. 2016 Gross revenue of \$680,000 on a 3 day work week with 3 days of hygiene. 3 fully equipped treatment rooms with Panoramic X-Ray, Intra Oral Camera and Soft Tissue Laser in approx. 950 square feet. Office utilizes Datacon PMS with 2 computer workstations. Condo is also for sale at market rate or owner will provide a favorable lease. Please call soon or lose out on this great business opportunity and affordable living. #CA463- Ĝina Miller 707-391-7048 or Jim Engel 925-330-2207

SONOMA COUNTY - NEW LISTING - This Sonoma County Multi- Specialist practice is known as the "IMPLANT" Center. Established for 16 years with 2016 Gross receipts above \$1.6M on a 3.5 day work week. The seller owns both the stand-alone Condo and Practice located in a highly desirable professional complex. Since 2008, Periodontist owner has been operating and marketing as a group practice bringing in general dentist to support the center's full-mouth restorative business model, one-stop shop. The group practice is turn-key with 6 fully equipped operatories including the latest technologies; LANAP, Digital Pano, Dexis and Dentrix w/12 workstations. Seller is offering a STRONG TRANSITION PLAN selling both the practice and 2,000 sq. ft. Condo. Doctor is retiring. #CA470- Gina Miller - 707-391-7048

SONOMA COUNTY - Highly desirable General Practice established over 36 years in Sonoma Wine Country, Santa Rosa. Street exposure of the 2,415 sq. ft. office helps drive 13 new patients per month and nearly 8 days of Hygiene per week. The per week equipped treatment rooms with updated equipped treatment and ongoing remodeling has kept this beauty sparkling! 2016 Revenue of \$1,315,000 with average adjusted net of 45%. The office utilizes "Dentrix" PMS with 12 workstations and digital sensors. Real Estate is also for sale and buyer will be treated to a smooth transition from the retiring owner. #CA444- Gina Miller - 707-391-7048

VACAVILLE - 1,400 sq. ft. leased office established 25+ years, with 4 Operatories, equipped with intra-oral care of Gendex Digital X-ray, and Dentrix software. 2016 GR of \$807,000 on 3½ days/week. Owner is retiring. #CA416-Thomas Wagner - 916-812-3255

VALLEJO - NEW LISTING - Great Family Practice near the Fairgrounds and Amusement Park is waiting for a buyer that can take it to new heights. 4 fully furnished treatment rooms in 1650 sq. ft. with below market rent, Digital X-Ray, Digital Pan and 7 computer workstations. 2016 Gross Revenue of \$567,000 with 40% adjusted net income. Eaglesoft PMS with Paperless Patient Charts. Average age of Equipment is 4 years. 3 ½ days of Hygiene and booked out 6 months in advance. Act fast, this will not last long! #CA469- Jim Engel - 925-330-2207

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WALNUT CREEK - NEW LISTING - This wonderful neighborhood practice has flourished since 1948, 34 years under present ownership. 4 treatment rooms in approx. 1260 square feet with EZ Dental Software, 8 computer workstations and Dexis Digital Sensor. Average age of the equipment is 10 years with some items newer. 2016 revenue of \$633,000 on a four day workweek with an adjusted net profit of 45%. Floor to Ceiling windows overlook a creek and trees and makes the interior look and feel like buyer with a very smooth transition and a very fair long term lease. #CA473- Jim Engel - 925-330-2207

WINE COUNTRY - NORTHERN CALIFORNIA - PERIODONTAL PRACTICE. Located in the beautiful wine country of Northern California, the 2016 receipts were \$1,997,000 with a \$978,000 adjusted net income in this 3,000 sq. ft. office space. Building is also for sale. Sellers are retiring but will remain for the transition. #CA418- Dennis Hoover - 209-605-9039

CENTRAL CALIFORNIA

FRESNO – Office is located in the North Fresno Area on a main thoroughfare. Collections for the last 3 years have averaged \$1,505,000 with an adjusted taxable income of \$900,000 plus each year. 4 days of hygiene. Owner is retiring. Priced for an expedient sale. Delta PPO but no HMO'S. #CA445- Dennis Hoover -209-605-9039

MODESTO - NEW LISTING - Great history for this Central Valley gem. 35 years at this location, 4 years with current owner who is relocating to the Bay Area. Gross Revenue of \$706,000 on 4 day work week. Great lease rate in 1,100 sq. ft., 3 completely equipped treatment rooms including computer workstations, Dentrix PMS and Dexis Digital Sensor, Fiber Optics and Laser. Updated interior and high end building on the main thoroughfare. A great practice for a first time buyer or satellite practice for existing owners. #CA451- Jim Engel - 925-330-2207

MODESTO - NEW LISTING - ENDODONTIC PRACTICE AND BUILDING: Beautiful 6 op free standing office building on a main thoroughfare. Microscopes, CBCT and Endovision software. 2016 receipts \$1,249,642. 32% overhead. Space available for additional treatment rooms. Owner will stay for transition. #CA475-Dennis Hoover - 209-605-9039

MODESTO - General Dentistry Practice: This office had receipts of \$918,000 in 2015 with net of \$441,000. The practice has 4 days of hygiene, Digital X-rays, Paston Dentity Software, and no associates. 27 years in same location. The office is approx. 2,800 sq. ft. in a two tenant free-standing building. Owner is retiring. #CA380- Dennis Hoover - 209-605-9039

SOUTHERN CALIFORNIA

BAKERSFIELD - *NEW LISTING* - General Dentistry Practice with 6 Ops, 5 equipped, located in a duplex building with great signage in front. 2016 GR of \$509K with room to grow as most specialty work is referred out. This is a PPO/Denti-Cal practice, no HMO. #CA459-Kerri McCullough - 949-300-0312

BURBANK - Beautiful practice available for a quick sale with long-term staff and over 28 years of goodwill. 3 Operatories in 1,650 sq. ft. with 3 days of State and digital X-rays. Located in a great Burbank building close to downtown. 2017 Gross Receipts of \$477K. #CA464- Kerri McCullough - 949-300-0312

CENTRAL ORANGE COUNTY - General Dentistry Practice with 4 Ops has 3 days of Hyg./ wk and 50+ years of goodwill with retiring seller plus previous owner of the utilizes Intra-Oral Camera and Pano. Great upside - most specialty procedures are referred out. 2016 GR of \$358K. #CA442- Thinh Tran - 949-533-8308

CHINO - NEW LISTING - This General Dentistry Practice with 3 Operatories utilizes CareStream Dental software and has 40+ years of Goodwill. Practice is located in a professional building near new home construction with very affordable rent and 2.5 days of hygiene per week. 2017 Gross Receipts of \$338K with \$126K Adjusted Net Income. #CA453- Kerri McCullough - 949-300-0312

FULLERTON - General Dentistry Practice with 5 Ops, 3 Equipped, is located in a shopping center. PracticeWoSOLDEREC, Digital X-rays, 4days of Hyg./wk. Retiring seller has 30 years of Goodwill. 2016 GR of \$633K. #CA453-Kerri McCullough - 949-300-0312

GREATER LOS ANGELES AREA - Periodontal Practice - 5 Ops, Dentrix, Digital X-rays, Laser, Intra-Oral Camera. Great referral base, 34 Years of Goodwill. 2016 GR of \$712K with \$304K Adj. Net. #CA173- Kerri McCullough - 949-300-0312

LA QUINTA - General Dentistry practice with 8 Ops in Shopping Center at La Quinta's busiest intersection, 25 years goodwill. Last year's GR \$1.59M, Adj. Net \$0.05K. PPO/Cash only, seller works 4 days/wk. with specialist working 1 to 2½ days/mo. State-of-the-art, Digital. Great Opportunity, seller retiring. #CA425- Steve Caudill - 951-314-5542

LAGUNA BEACH - General Dentistry practice with 4 Ops, 3 Equipped is now available in beautiful Laguna Beach. Practice features Dentrix G4, Dexis Digital X-rays, and is paperless. 2016 GR of \$344K and 2017 on track to increase significantly. #CA443- Thinh Tran - 949-533-8308

LANCASTER - This downtown General Dentistry practice with 9 Ops is located in a free-standing Practice utilizes EagleSoft, Digital X-rays, Microscope, CBCT machine, and Digital Pano. 2016 GR of \$593K and \$166K Adj. Net. Building also for sale. #CA437- Kerri McCullough - 949-300-0312

LOS ANGELES - NEW LISTING - Endodontic Practice with 27+ years of Goodwill is now available. This highly profitable practice features 4 Ops, 3 Equipped with microscopes and digital x-rays. Seller has long-term relationships with referring doctors and will help buyer with smooth transition. 2017 GR of \$692K and Adj. Net of \$433K. #CA485- Kerri McCullough - 949-300-0312

MANHATTAN BEACH - NEW LISTING - Facility Only Sale - This 4 Operatory office has a modern design in a great Manhattan Beach location near retail and residential. Includes computers, furnished Ops, Lab equipment, Zoom Bleaching light, curing lights, 2 X-ray heads. Move-in ready, just bring your patients! #CA467- Thinh Tran - 949-533-8308

NEWPORT BEACH - General Dentistry Practice with 3 Ops is located near the hospital and features Eagenth Digital X-rays, and Digital Pano. 52 years of Goodwill with seller and previous owner. 2016 GR \$401K. #CA452-Kerri McCullough - 949-300-0312

ORANGE COUNTY - General Dentistry practice with 4 Ops located on a busy street with plenty of foot traffic. 40+ years of goodwill, 9 years with present doctor. Practice utilizes OpenDental with XDR Digital X-rays. 2016 GR \$533K with \$179K Adj. Net. #CA440-Kerri McCullough - 949-300-0312

PALM DESERT - General Dentistry Practice with 8 Ops, 3,200 sq. ft., 2016 GR \$1.1M, Digital X-rays, nice location, building has signage. Owner plus 3 Associates work in the practice. #CA426- Steve Caudill - 951-314-5542

PALM SPRINGS - General Dentistry Facility with 4 Ops, 3 Equipped. Seller is practicing here only 12 hrs./wk. and there are patients in the practice, included in asking price. PracticeWeb, Digital X-rays. #CA429- Steve Caudill - 951-314-5542

PALM SPRINGS - This General Dentistry practice with 4 Ops has 30 years of goodwill. Good location, Doctor wants to remain and work part time if possible, 2015 GR of \$549K. #CA351- Steve Caudill - 951-314-5542

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RIALTO - General Dentistry Practice and historic free-standing Building for sale. Over 50 years of Goodwill. Dentrix and Intra-oral camera. 2016 GR of \$253K. Seller is retiring. #CA421- Kerri McCullough - 949-300-0312

RIVERSIDE COUNTY - NEW LISTING -This General Dentistry Practice with 4 Ops is turn-key with a beautiful design. In a single story professional beauto that houses the practice and one other suite with signage. Practice utilizes Dentrix, Digital X-rays, and is paperless. 2016 GR of \$688K with \$223K Adj. Net. #CA471- Kerri McCullough - 949-300-0312

SAN PEDRO - General Dentistry with 4 Ops has been est. 6 years with EagleSoft, Digital X-rays and 6 yea**sou** equipment. Office is bright and spacious with a modern design. 2016 GR of \$519K and Adj. Net of \$157K. #CA449-Kerri McCullough - 949-300-0312

SANTA ANA - General Dentistry practice with 4 Ops in a shopping center on a busy corner. Plenty of signage from two sides of the building. PPO/Denti-Cal practice. 2016 GR of \$434K with \$199K Adj. Net. #CA460- Kerri McCullough - 949-300-0312

SANTA BARBARA - This General Dentistry Practice is in a beautiful creekside location. Established for 40+ years with 4 Ops in 1,500 sq. ft., 2,600 acti Solutionts, and 7 days of hygiene per week. FFS/Delta Premier only. 2016 GR were \$955K on a 4 day work week. #CA291- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - NEW LISTING - General Dentistry practice in a great South Bay location with 5 Ops, SoftDent, Digital X-rays, and Pano. Practice has a strong Hygiene program with 4½ days of Hygiene per week and a long-term staff. 2016 GR of \$909K. #CA472- Kerri McCullough - 949-300-0312

SOUTH PASADENA AREA - General Dentistry practice located in a great corner shopping center on main street with signage. 5 Ops, 4 equipped, 23 years of Goodwill. Digital X-rays. Great opportunity. 2016 GR \$408K. #CA436- Kerri McCullough - 949-300-0312

TEMECULA - NEW LISTING - This General Dentistry practice is located in a retail center with 3 Equipped Ops, and 1 add'1 plumbed for expansion. 14+ years of Goodwill, Dentrix, PPO practice, no HMO, and most specialty procedures are referred out. 2016 GR of \$281K with room to grow. #CA474- Kerri McCullough - 949-300-0312

TEMECULA - General Dentistry Practice with 5 Ops, 4 Equipped in beautiful wine country. Practice Web, Digital X-rays, Pano. 2016 GR \$548K and \$241K Adj. Net on a short 3 day week. #CA430- Kerri McCullough - 949-300-

UPLAND - General Dentistry with 3 Ops (4th Op. is used as office), is located in a shopping center with 30 years of Goodwill. 2016 GR \$324K. Great opportunity. Hurry, this one won't last. #CA450- Steve Caudill - 951-914-5542

UPLAND - Facility Only - 4 Ops, 3 equipped, all brand-new equipment. Includes Open Dental software with 4 workstations, hand instruments, handpieces, all large equipment needed and some patients. #CA434- Thinh Tran - 949-533-8308

VALENCIA - This General Dentistry Practice with 5 Ops, 4 Equipped, 1 Plumbed, E4D, Dentrix, Dexis, an Daperless. 29 years of Goodwill, long-term staff, and 4 days of hyg./ week. 2016 GR \$723K with \$358K Adj. Net. #CA413- Thinh Tran - 949-533-8308

WESTERN SAN FERNANDO VALLEY -Pediatric Dentistry - In an upscale location, this 4 Op practice features EagleSoft, Intraoral camera, and a Pano. 9 years of goodwill, professional building near hospital. 30 NP/mo. #CA399- Kerri McCullough - 949-300-0312

YUCCA VALLEY - General Practice for sale. 5 Ops, Retiring seller works a 4 day week with 27 years of Goodwill. Office condo also for sale if desired. 2016 GR \$586K. #CA423-Steve Caudill - 951-314-5542

SAN DIEGO

BONITA/CHULA VISTA AREA - NEW LISTING - General Practice with 8 Ops. The office is open 5 days with 9 days of hygiene per week. SoftDent, Dexis, Pano, I/O cameras, and Laser. The patient base is comprised of FFS, Indemnity, and PPO patients. Most specialty work is referred out to specialists. This practice is going to move quickly. #CA476- Russell Okihara - 619-694-7077

INLAND NORTH COUNTY SAN DIEGO -5 Op General/Prosthodontic Practice, EagleSoft, Digital X-rays, Interpolation Cameras, Planmeca 2D Digital Pano, and E4D machine. Great location with 26 years of Goodwill. 2016 GR \$802K with \$316K Adj. Net. #CA432- Russell Okihara - 619-694-7077

LA JOLLA - NEW LISTING - 3 Operatories, General Practice is being sold as a Leasehold, it is currently staffed and with a patient base. Located in a Professional Building with free patient parking, Practice utilizes Open Dental, Priced for Quick Sale! Turn-Key ready. #CA482- Russell Okihara – 619-694-7077

LA JOLLA - NEW LISTING - 7 Ops, 6 Equipped, Dentrix software with Digital X-rays, 3D Scanner, and Intra-Oral Camera. 4 days of Hygiene per week and the GR are \$738K with \$264K Adj. Net on a 4 day work week. 60 years of goodwill, 29 with current owner. Most specialty procedures referred out. This is a great location to live and work. #CA477- Russell Okihara - 619-694-7077 NORTH COUNTY SAN DIEGO - NEW LISTING - General Dentistry Practice in a retail center on a busy corner. 6 Ops, Digital X-rays, and Dentrix in a 2,400 sq. ft. suite. Retiring doctor has 17 years of Goodwill and also does Ortho, Cosmetic Dentistry, and Implants as well as bread and butter dental procedures. 2016 GR of \$1.3M+ with \$658K Adj. Net and 6 days of hyg./wk. #CA468- Russell Okihara - 619-694-7077

NORTH COUNTY SAN DIEGO - 5 Op General Practice, PPO/FFS Sparious and Clean, Prof. Bldg, Convenient Leation, Dentist Retiring. GR of \$453K with low overhead. #CA354- Russell Okihara - 619-694-7077

SAN DIEGO - This General Practice is in a great location, features 3 Ops, EagleSoft, and Digital X-rays in a Professional Building. The space is shared with another dentist, utilizing some common areas. 2016 GR of \$322K. #CA404- Russell Okihara - 619-694-7077

OUTSIDE OF CALIFORNIA

CENTRAL COAST, OREGON - This wellestablished 1,080 sq. ft. office with 3 fully equipped Operatories is located in a great Central Coast location with a vibrant local community. Equipped with Digital X-ray and Daisy software. Doctor refers out all Endo, Surgery, and Perio Surgery. Building also available for sale. Owner is retiring. #OR106- Valerie Higgins - 209-627-9347

HONOLULU, HAWAII - 5 Op General Dentistry Practice in the Pearl Site Waipahu area, Dentrix, Pano, Dexis, Laser, Stellent Location with ample parking, Highly-profitable, Rare opportunity. #HI108- Russell Okihara - 619-694-7077

HONOLULU, HAWAII - General Dentistry Practice with 4 Ops Plumbed, 2 Equipped, Easy Dental, Excellent L**50kD** with Ample Parking, 811 Sq. Ft., Dentist is Retiring, Excellent Opportunity, Priced for Quick Sale. #HI106-Russell Okihara - 619-694-7077

HONOLULU, HAWAII - General Dentistry FFS/PPO Practice. 6 Openhumbed, 4 Equipped, Dentrix. Excellent leads with great visibility. Established for 30 years. 2015 GR of \$921K with \$314K Adj. Net. #HI105- Russell Okihara - 619-

MAUI, HAWAII - NEW LISTING - General Dentistry Practice with 3 Ops, Innova, equipped with a Planmeca Panoramic X Ray, excellent location and patient base, dentist retiring, seller is motivated. #HI107- Russell Okihara - 619-694-7077

OAHU, HAWAII - General Dentistry. 3 Ops, Dentrix, Dexis Digital bys, located in a shopping center. Established for 28 years, on most major PPOs. GR over \$350K. #HI102- Russell Okihara - 619-694-7077

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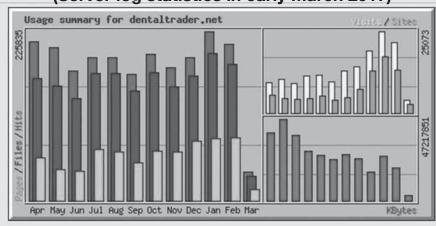
www.henryscheinppt.com

DDS Rank Doubled Our Website Traffic

"Just out of curiosity, I tried the free automated website evaluation from DDS Rank. I instantly got a highly detailed report showing our site's strengths and weaknesses. I don't speak "BINARY" and some of the jargon was "over my head" so I contacted the company and was amazed to learn that the "corrections" would not entail lots of expensive blogging, social site

activity, uploading of videos, adding secondary websites and paying for Google ads (like most SEO companies recommend). Instead DDS Rank recommended a half dozen programming changes to our website. I forwarded their instructions to our webmaster (this was mid-April 2016) and was told to give it six months to take effect. Look at our server logs now!





Summary by Month										
Month	Daily Avg				Monthly Totals					
	Hits	Files	Pages	Visits	Sites	KBytex	Visits	Pages	Files	Hits
Mar 2017	6331	5456	2545	641	2592	3340946	3848	15273	32738	37987
Feb 2017	7448	6507	2991	773	13197	18872257	21645	83769	182216	208553
Jan 2017	7285	6325	2657	808	17187	25868895	25073	82371	196086	225835
Dec 2016	6157	5363	2572	617	12824	16711146	19137	79747	166280	190867
Nov 2016	5924	5053	2162	474	7191	24454475	14241	64878	151599	177733
Oct 2016	6298	5514	2141	420	4792	26890591	13027	66386	170958	195254
Sep 2016	5613	4860	1689	323	3965	23829358	9711	50686	145824	168404
Aug 2016	6163	5487	2088	376	5360	26412057	11679	64741	170116	191070
Jul 2016	6159	5490	2195	370	4428	28593593	11492	68061	170205	190958
Jun 2016	5777	4525	1312	305	4167	37958864	9150	39372	135773	173326
May 2016	6571	4919	1354	330	4420	47217851	10238	41992	152497	203715
Apr 2016	7045	5439	1899	311	5445	39060766	9341	56978	163171	211377
Totals	Totals						158582	714254	1837463	2175079

After almost 6 months to the day we saw a 33% increase in traffic and it continued to climb consistently. After eight months our monthly traffic is up nearly 2.5 fold! From an average of 10,000 visitors to 25,000 visitors a month. That's doing NOTHING but changing some basic stuff on our website to make us more search engine-friendly. In fact, the revisions were so simple to implement, our webmaster didn't even charge us for them.

I am not in the habit of endorsing our advertisers and personally believe most SEO companies are selling snake oil but I cannot argue with server log stats. If you haven't tried the free automated website review well, it may be costing you money. DDS Rank never tried to sell us anything...we came to them and the results speak for themselves. I am still in shock."

Bruce Carter, Publisher The Dental Trader

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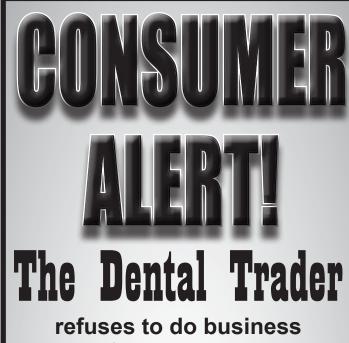
QAKLAND: Providing a full spectrum of quality dentistry to a wide range of patients. 1,297sf w/ 3 ops. \$295k (BN-777) WPS/800-641-4179

Concord CA, Practice for sale. This quality practice located within close proximity to John Muir Medical Center. Owner averages steadily over \$600,000 in annual collections with a hygiene department that averages three days per week. Over 2000sq feet with 6 operatories, and up to date hardware, software and related equipments and the office has been professionally decorated. Interested prospects can call 415-250-9501.

"There was not a single misstep along the way thanks to your knowledge and guidance. I think that the package was so complete and so well done and not missing anything, that they really had nothing to say except to start the checks when the wait period ended. I expected a fight or at least a tussle, but nothing so far. Thanks again for helping me and my family." Art Fries RHU-Disability Claims Consultant, 800-576-1911 www.afries.com

PRACTICE FOR SALE (San Carlos area) GP with 3 Ops in approx. 1000 sq.ft. In Prof Bldg along busy street. Seller very anxious. SDPS: 760-599-7828

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General dental practice
Digital/ laser/ elect. handpieces
Seller retiring
2016 Gross \$568,345

Asking \$450,000

West Los Angeles #1116

C&B
Implant and Cosmetic restorative
Large suite in great ocation
Sellar Jething
2010 gross \$1,272,301

Asking \$1,150,000

South Orange County #1099

Restorative Practice
Contemporary Suite w/ digital
x-ray and lasers
2016 gross revenues \$1,471,822
Seller will work-back if desired

Asking \$1,250,000

Coastal Northern California #1120

Restorative dental practice
Seller retiring
2016 Gross revenues \$1,571,000
2,000 square feet
Five (5) treatment rooms

Asking \$1,300,000

South Orange County #1121

Restorative practice and
Office Condo available
Seller retiring
1,020 square foot suite
2016 Gross revenues \$395,000

Asking \$305,000 for Practice Asking \$495,000 for Condo

Coastal Orange County #1222

General practice Five treatment rooms 2017 gross revenues \$500,000

Asking \$390,000

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San Gabriel Valley #1122

General practice
Large suite in upscale location
Seller retiring
2016 gross revenues \$639,979

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PERIODONTAL practice
Four (4) treatment rooms
1,350 square feet
Solid 40% net grossing over \$1,000,000
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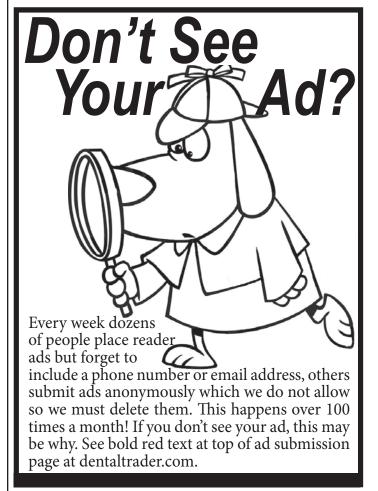
SONOMA COUNTY PERIO: 2016 GR \$1,997,000 w/\$978,000 adj. net income. 3,000 sq. ft. Building available. HSPPT-Dennis Hoover 209-605-9039-#CA418

Attention Dottors! Unlicensed dental assistants must complete DBC approved 8 hour hands-on course in infection control, a DBC approved 2 hour course in (CaDPA) and the completion of a CPR course approved by the ARC or the AHA. This is a legislative mandate by the Dental Board to avoid fines. Contact Ms Grant (888)988-2364, MsGrant@ADMInstitute.com

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The simple and SAFE way to treat the fearful adult patient.

Periklis Proussaefs DDS, MS is a prosthodontist and Associate Professor at Loma Linda University. He has published over 50 peer-reviewed articles in the dental literature, and has been serving as editorial board member in scientific journals with high impact factor. He has received formal training in all forms of sedation since 1997. He has been providing dental care for patients under I.V. (moderate) sedation or oral (minimal) sedation. Having extensive exposure in sedating patients over the years, his seminars will be focused on SAFETY, and in particular airway management, patient monitoring, and handling emergencies. The course involves lecturing, hands-on practicing on a manikin, and real patient experience.

- Expand your practice/patient base by offering oral sedation for adults
- Preserve fearful adult patients and related productivity
- LIVE patient demonstration
- Experienced instructor who has been administering various forms of sedation for over 20 years
- California Dental Board approved course
- A single case acceptance will pay for the course

Oral Sedation Certification

Course Fee: \$1,875 \$325 per staff member

\$625: Recertification oral sedation dentistry doctor **\$825:** Recertification conscious sedation doctor

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"A definite must take class for any dentist to further your career. You will learn a lot."

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"An oral sedation course that is practical. The difference between this course and any other course I have seen is the instructor is a true clinician that performs dentistry and surgery every day. His course is very practical, safe, and predictable way of performing oral sedation. Thank you Dr. Proussaefs, I finally feel comfortable performing oral sedation as a general dentist."

Sherwin Matian DMD, West Hollywood, CA

Article 2.86 Use of Oral Conscious Sedation for Adult Patients

§1647.19. License and conditions required to administer oral conscious sedation.

A dentist may not administer oral conscious sedation on an outpatient basis to an adult patient unless the dentist possesses a current license in good standing to practice dentistry in California, and one of the following conditions are met:

(1) The dentist holds a valid general anesthesia permit, holds a conscious sedation permit, has been certified by the board to administer oral sedation to adult patients, or has been certified by the board to administer oral conscious sedation to minor patients.

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AN-513 REDWOOD CITY: Practice of your dreams! 900sf w/ 4 ops + 2 add'l \$350k

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<u>BC-789 OAKLAND (Facility):</u> Perfect layout for Pedo or Ortho. 2800 sf w/ 6 fully equipped ops. Plumber for 2 add'l **\$250k**

BC-793 BERKÉLEY: 2-story Prof Bldg. 1382 sf w/ 4 ops & professionally designed for flow \$475k

BG-724 RICHMOND: Spacious office w/ enormous growth potential! 2000sf w/ 4 ops Practice \$138k / Real Estate **\$700k**

BG-731 LAFAYETTE: Well-educated, health conscious patient base. 1,000 sf w/ 3 ops 35+ years goodwill **\$229k**

BG-762 EAST BAY: Stellar, high Quality practice consistently generates ~ \$3M annually. 3000 sf w/ 6 ops \$1.99M

BG-734 ANTIOCH: The perfect place to work, live and play! Located in desirable professional neighborhood. 1,323 sf w/ 4 ops. **\$315k**

BG-765 FREMONT: This quality practice is the true definition of a "Family Practice". 1000sf w/ 2 ops. **\$295k**

BN-777 OAKLAND: Providing a full spectrum of quality dentistry to a wide range of patients. 1,297sf w/ 3 ops. \$295k

<u>CC-661 SAN RAFAEL:</u> Starter practice in beautiful location w/ likenew equipment. 3 ops, 900sf **\$190k**

<u>CG-616 NAPA:</u> State-of-the-Art practice. Seller moving out of state! **\$425k**

<u>DC-738 WATSONVILLE:</u> 6ops in beautiful remodeled 2,600sf office, visibly located in attractive shopping complex \$480k

<u>DC-786 LIVERMORE Facility:</u> Move In ready & recently updated! 2380 sf w/ 3 fully equipped ops. Plumbed for 3 add'l **\$190k**

BAY AREA CONTINUED

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<u>DG-756 LOS GATOS:</u> Rare & Remarkable Opportunity in affluent community! 920 sf w/ 3 ops **\$275k**

DN-693 SAN JOSE Facility: Attractive & spacious! Faces one of the city's major thoroughfares. 1080sf w/4 ops **\$95k**

<u>DN-713 CASTRO VALLEY Lease:</u> Well maintained, attractive, "Move-In Ready" dental office. 1500sf w/ 5ops **Call for details!**

DG-723 SAN JOSE: The practice exceeds \$1.2mil in collections annually! 1,450 sf w/ 5ops. \$850k

DN-771 SOQUEL Facility: The perfect place to sink down roots, raise a family & build an empire! 1100sf w/2 ops + 1 add'l. **\$50k**

<u>DN-774 FREMONT:</u> This opportunity has it all and awaits your talent and skill! 1,150sf w/3 ops + 1 add'l \$150k

<u>DG-785 SANTA CRUZ:</u> Known for its amusement park & beach boardwalk, this community has much to offer! 1000sf w/ 4 ops. \$245k DG-790 SAN JOSE: Two Practices being offer at one great price! Priced to sell at \$1.4M. **Call today for more details!**

NORTHERN CALIFORNIA

EC-729 GREATER SACRAMENTO AREA: Seller retiring! FFS Practice and Real Estate Available!

EG-722 ROSEVILLE: On track to collect \$1.5M in 2017 with increased profit compared to last year! Price Reduced even though collections are increasing! 1919sf w/ 4 ops **\$1.05M**

EN-628 ORANGEVALE: Great place to work, play & live. HMO 1310sf w/ 4 ops + 1 add'l \$375k

EN-664 SACRAMENTO Facility: Great corner location, excellent visibility & easy access! 2300sf w/ 4 ops. Now Only: **\$30k**

EN-702 SACRAMENTO: Long-established practice w/ emphasis on preventative dentistry! 1600sf w 4 ops + 1add'l. **\$450k Real Estate \$325k**

EN-708 SACRAMENTO: Family-oriented practice with appreciative & loyal patient base. 1600sf w 4 ops + 1add'l. **\$150k**

EN-747 CITRUS HEIGHTS Facility: Be the only dental office in this attractive, popular Retail Shopping Center! 2200sf w/5 ops + 6 add'l. **\$100k**

EN-749 LINCOLN: Come sink your roots down and enjoy a fantastic lifestyle which can't be beat! 1877sf w/4 ops + 1 add'l. \$320k **EN-755 FOLSOM:** A perfect location, envied by all! Enjoy an amazing quality lifestyle in this thriving city. 1200sf w/ 4 ops. \$175k

EN-768 WEST SACRAMENTO: family-oriented practice, equipped with updated technology! 1612sf w/4 ops. \$275k

EN-791 SO. SACRAMENTO CO: Highly esteemed practice to an adoring & appreciative patient base! 1950sfw/ 5 ops. \$450k







Jon B. Noble, MBA



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NORTHERN CALIFORNIA CONTINUED

EG-788 ROSEVILLE: Do not pass up on this remarkable opportunity! 2700sf w/ 6 ops. **\$300k**

FC-650 FORT BRAGG: Family-oriented practice. 5 ops in 2000sf, 6 npts/mo \$350k for the Practice & \$400k for the Real Estate FN-754 SO. HUMBOLDT: If you love the lure of sea air, a relaxed lifestyle & charm of coastal living, then look no further! 1500sf w/ 3 ops + 1 add'l. Now \$150k!

GC-472 ORLAND: Live & practice in charming small town community. 1000sf w/ 2 ops. Seller Retiring **\$160k**

GG-454 PARADISE: 2550sf w/ 9 ops. 40 yrs goodwill! Amazing Opportunity! **\$450k**

GN-667 OROVILLE: Great place to work & play! Constant growth attracting an influx of residents! 1000sf w/ 3 ops **\$195k**

GN-668 BUTTE COUNTY: Remodeled in 2010! Well-maintained, long-established professional complex. 1200sf w/ 2 ops **\$95k**

GN-717 YUBA CITY: Seller Retiring. All reasonable offers considered. Building available for purchase! 2400sf w/ 5 ops \$475k

GN-746 YUBA CITY: State-of-the-Art Equipped! Includes the latest technology in CBCT Imaging. Real Estate also available! 1600sf w/ 3 ops +1 add'l. **Practice \$480k/ Real Estate TBD.**

GG-769 REDDING AREA: Offering a full spectrum of general dentistry and total care! 2700sf w/ 6ops. **Practice \$390k**, **Real Estate \$540k**

HG-732 GRASS VALLEY: Seller retiring. Well established practice. 1250sf w/ 3 ops. Real Estate also available. **\$215k**

HN-280 NORTHEAST CA: Only Practice in Town! 900sf w/ 2 ops \$60k

HN-618 SIERRA FOOTHILLS: Seller Retiring! Huge opportunity for growth by increasing office hours! 750sf w/ 2 ops \$95k

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ASK THE BROKER

Hi Doc, You just won the BIG ONE (Delta lawsuit)!!! What are you going to do now?

Timothy Giroux DDS/Broker

I'M GOING TO DISNEYLAND!

Going to Disneyland is the scripted response from a football player that just won the Super Bowl. It appears that the CDA was successful in almost doubling the monetary settlement reached last April. This monetary settlement is now over \$65 million dollars. Once the settlement agreement is approved, which should be very soon, I believe Delta Dental will then institute their right as part of the agreement to announce a significant fee reduction to the Premier fee schedule. As part of the settlement, Delta can announce a fee schedule change with a simple 120 day notification period.

So the real question after winning the BIG ONE is: What are you going to do if Delta says the most they will pay for a crown is \$850? Will you agree to the new fee schedule hoping that the increased flow of new Delta patients will make up for the fee reduction on ALL of your Delta patients, or will you choose to go "out of network"? When you go "out of network" you are free to negotiate any fee schedule with the patient directly. You can still bill their insurance company for your UCR, but the insurance company fee schedule.

As most of you know, the problem with going "out of network" with Delta is that Delta will send the patient the payment for the service. This can create some uncomfortable circumstances with the patient if you have not collected the full fee for the service in advance. Even if the patient signs authorization for the insurance company to pay the provider directly, Delta refuses to follow this patient directive. Unfortunately California is one of 24 states that does not force the insurance company to pay the provider directly with the patient authorization.

In my humble opinion, the fee arrangement should have always been between the doctor and the patient. Being "in network" should only have meant that you accepted the insurance company fee schedule. Unfortunately we have trained our patients, with the help of Delta, to only stay "in network" to get their dental care. To avoid the future 30% fee cut (probable), your only option will be to go "out of network". It is time for all of us to cultivate that special doctor/patient relationship that has been unique to our profession, and educate our patients that insurance is just a small help to them. The first step is to follow the states that have mandated insurance companies to pay the provider directly and pass legislation. The second step is an education campaign to encourage patients to utilize their dental benefits with the dentist of their choice, whether in or out of network.

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

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January 3, 2017 Art Fries 917 Jordan Court Nipomo, CA 93444-6625

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When I initially hired Art he evaluated my disability policy and reviewed the coverage with me, making sure I fully understood my benefits and any possible loopholes. When it came time to file my claim he had specific ideas and examples on how to go about that, from the application itself to medical reports to detailed narratives. I feel some of his recommendations, especially the added narrative, made acceptance of my claim more straightforward than it possibly could have been. Art reads and reviews everything one submits to the insurance company prior to doing so. His critique of the application and his availability for any questions along the way, brought much comfort and decreased my uncertainty. After being in this business for many years, Art knows what the insurance companies are looking for and has great advice on the appropriate verbal terms to use to be successful.

Going on disability and filing for benefits is an intimidating and stressful process. I felt the insurance company was not working with me, but against me. Having Art on your side gives you an advocate and someone extremely knowledgeable to turn to during an uncertain time. Art has your back through the entire process! Not only that, but he has filing for disability down to a science, one that is thorough and successful.

Sincerely,
DDS (Doctor's name withheld by request)

Whether you want peace of mind knowing your disability coverage is sufficient to meet your needs, need to file a partial or full disability claim or are struggling with an existing claim, please call me for a complimentary consultation. The other side may be shadowing you with video surveillance, progress reports and other tools designed to reduce or eliminate your monthly benefits. Call or e-mail me for a **FREE** copy of my book, "**Preparing For Battle**"...a complete guide to the ISSUES related to a disability claim.



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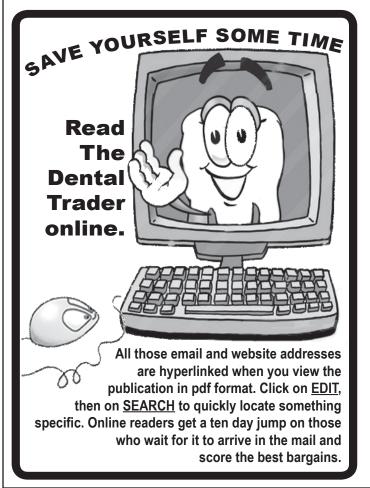
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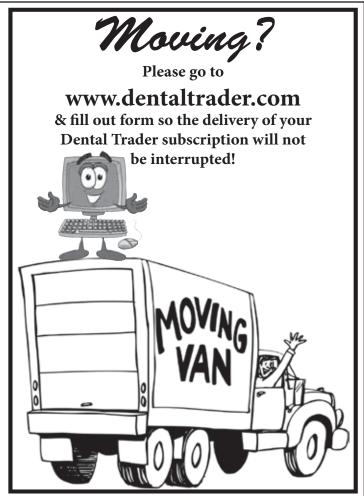
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