

THE Dental Trader

VOL. 15 NO. 8 • August '18
No. Calif. Edition

Ph: 877-888-4237 • 949-429-6836
Fax: 949-498-1198 • DentalTrader.com

**FREE ADS FOR DENTISTS
& STAFF!**

Buy, Sell or Trade all things Dental



Complete digital dental exam room HALF-PRICE Summer Special

Call for your free demo: 800-273-5033

YOUR COMPLETE DIGITAL SYSTEM INCLUDES:

Clio Diagnostic Digital X-Ray Sensor & HD Intra-Oral Camera,
Dell i5 All-in-One Touch Screen Computer on Mobile Cart,
EZ 2000 Plus Practice Management Software & Integrated
Digital Imaging Software:

- Color Coded Scheduler - access from your smart phone
- Graphic 3D Movable Tooth Charting
- Timeclock with employee time-in and time-out tracking
- OPTIONAL: Integrated Benefit Service by Trojan Prof. Services, Credit card processing, E-claims & Smart Caller ID
- Installation, full onsite training and technical support

All of this for just

\$9,995

Or

No money down

No payments for 90 days

\$220/month for 60 mos.

\$1 Buyout



ATTENTION ALL DENTI-CAL PROVIDERS

Call Us Now to Apply for Your Next

**Award Payment
of \$8,500**

Open to all dentists who have seen at least 30% or more
Denti-Cal visits, in any 90 days, during last 12 months.

DON'T LET THE DEADLINE PASS!

We have obtained Years 1 & 2 payments for 100's of Dentists.

We encourage all Dentists to have us file on their behalf
well in advance of the deadline, so that any issues
may be addressed before the deadline.

*(NOTE: Only those who received payment for Year 1
anytime in the past may qualify for future year payments)*

Call 800-273-5033

TRUST your future with THE BEST!



- Over 35 Years of Experience Representing Dentists
- Represented over 6000 Dentists
- On the Forefront of the changing issues facing your profession
- 190 Dental Practice Transitions in 2016
- Chosen Legal Advisors to numerous dental Societies
- Providing services NATIONWIDE
- The Chosen EXPERTS on Business Transactions for Dentaltown

Call today for a free phone consultation



800-499-1474



www.DentalAttorneys.com

— Upcoming Events —

MAY 23, 2018 • 6:00-9:00PM

"Dental Practice Ownership from Start to Finish"

Santa Barbara-Ventura County Dental Society

Jason P. Wood

JULY 22, 2018 • 8:00-10:00AM

"California Dental Practice Act"

Punjabi Dental Society - Montebello, CA

Patrick J. Wood



Specializing in:

Practice Acquisitions/Sales - Partnerships - Business Transactions - Lease Negotiations - Estate Planning - Transitions & Business Litigation
DSO - MSO - Practice Agreements - Associate Agreements - Wills/Trusts - Real Estate Acquisitions/Sales - Partnership Disputes

Sterilizer Tuttnauer EZ9 For Sale, Used in a good Working condition, text me for picture. Thanks 650-483-6674

2 to 4 days a week. Looking for an associate dentist for fast-paced dental offices Fresno & Hanford 559-224-1211

Dental chairs, lights, adec carts, Dr. stools, assistant chair. Reasonable prices. 510-410-3255. Wa6076@aol.com. Marin

Looking for general dentist part time with exp kids and oral surgery please call 408 842-5000

Dental Equipment Sales & service. All Dental Equipment A-Z Same day & weekend service. WWW.MehranDentalTech.com 650-483-6674

General Dentist part time 1-2 days/wk. Basic dentistry. (408)842-5000 mycitydental777@gmail.com

DENTAL FORCEPS-brand new easy extraction forceps kit. \$750.00 email for details gencosdent@gmail.com

The First Few Transitions as a New Dentist – Free eBook from Dental CPA Firm. Visit www.mydentistcpa.com to request.

PERIODONTIST need for San Jose office , 1 day a month , please call 818-203-4272

FOR SALE Recently retired DDS. New /almost-new scalers/ curettes. Hu-Friedy /Hartzell \$6.00 each (323) 851-6622

Dental Equipment Sales & Service, we are expert on Air compressor, Vacuum, Unit ,light , X-ray, Chair, all equipment, A-Z 650-483-6674

FT DENTIST NEEDED in Castro Valley/Hayward. send resume to mary@transdentalgroup.com

Pretty new Tech West Whirlwind 2hp dental vacuum pump. Used for approximately 2 years. Works great. \$50. Call 9162201751

ZOOM 2 chairside whitening system, with very little use, like new in original box. \$600 OBO

Gendex Gx-Pano X-ray machine. Priced to sell \$4500. Barely used. Replacing w/3DCone beam edc.vendor@yahoo.com 510-701-4800

PERIODONTIST need for San Jose office , 1 day a month , please call 818-203-4272

Stratos 200 Articulator-Ivoclar Vivadent for sale barely used-\$400 OBO. Redding, CA (530)241-4134 office2@duttondds.com

2003 Biolase Laser Great Condition! in perfect running order, just not used any longer. \$1700/OBO Call 530-527-7800

SAN JOSE dental office for sale , gross over \$800k ,mix of medical , ppo and private , no HMO. Please call 818-203-4272

FREE eBook

"Transitions as a Dentist"

Request at www.mydentistcpa.com

- ✓ Fixed fees. No hourly billing surprises.
- ✓ Minimize your taxes legally.
- ✓ California licensed CPA Firm.
- ✓ We are NOT dental brokers.



MOREY
& ASSOCIATES, CPA
Dental Profit Coaches



(949) 759-5626

SAN JOSE dental office for sale , gross over \$800k ,mix of medical , ppo and private , no HMO. Please call 818-203-4272

Planmecca ProMax 10 yrs old well maintained by Patterson all electronics and motors just replaced, \$8K call 925-449-1768

FOLSOM OFFICE LOCATION SALE-.1200 sqft, Turnkey, 3ops, digital pano, sensors, lightly used equip
folsomofficesale@gmail.com

PERIODONTIST Board certified 20 yrs experience to do all implants, surgeries and All extractions in your office. 5105160027 californiaimplant@gmail.com

A-DEC CART Old style esthetic but perfect working condition A-DEC assistant cart (~\$700). Contact Dr. Wong @ (650)347-7100 or drderekwongdds@gmail.com

Air Compressor for sale, good for up to 6 chairs, quite, Works fine, Text me for picture, Thanks. 650-483-6674

NEWPORT BEACH turn key practice/leasehold and equipment for sale by owner, LOW RENT, MODERN DESIGN, Grate location 8182750503

AVVO® REVIEW #121: "Bob never pushes the client in a certain direction, but gives options based on what the client is trying to do." Attorney Robert W. Olson, Jr., APC, 888.963.1120, www.trans.dental.



Gary Pascua D.D.S. Sales Agent
CA BRE License #01874248



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



Paul Maimone Broker/Owner
CA Broker #01172430

KERN COUNTY

BAKERSFIELD #27 – PRACTICE & BLDG. FOR SALE. (4) op comput. G.P. & duplex bldg. On a main thoroughfare w excell. exposure/visibility/signage & parking. (30+) years of Goodwill. Pt. base is Cash/Ins/PPO & Denti-Cal. 2017 Gross Collect of \$542K+ on a (3) day wk. (45) new pts/mos. Eqt'd w digital x-rays & pano. Paperless office, electronic billing, & Dentrrix s/w. Bldg is 4,388 sq ft. There is an existing tenant in one unit. The dental office in the other. Seller relocating closer to family, but will assist w transition. **NEW**

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. Annual Gross Collect \$600K+ on a (4) day wk. (24-25) new pts/mos. (4.5) Hygiene days/wk. Seller Retiring.

LOS ANGELES COUNTY

ANTELOPE VALLEY #4 – Pract. & Bldg. for sale. (6) op comput. G.P. & 4,192 sq ft duplex free stand. bldg. Cash/Ins/PPO. Gross Collect \$1.0MM+/yr. Eqt'd with digital x-rays, (2) lasers, (2) wands, & Eagle Soft s/w. **SOLD**

ANTELOPE VALLEY #5 - (3) op comput. G.P. in a two story prof bldg with easy fwy access. (30+) years of Goodwill. Ave. Annual Gross Collect \$550K. (4½) days/wk of hygiene. Cash/Ins/PPO. Brand New Digital X-Ray System with (2) Suni sensors. Seller refers out all Endo, Ortho, Perio, Diff O.S. & Implant Place. & does no advertising. Primed for Growth. Seller retiring. **NEW**

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.

BEVERLY HILLS ADJACENT - (4) op comput. G.P. in a prof. bldg. on a main thoroughfare. 2017 Gross Collect \$412K+ on (3) DDS & (2) Hygiene days/wk. Patient base is Cash & Indemnity Ins. only! No PPO, No HMO & No Denti-Cal! Seller refers out Ortho, most Endo, diff Pedo & Implant Placement & does no advertising. Practice is poised for growth. (65+) years of Goodwill. Seller retiring, but will assist with transition.

EAST SAN FERNANDO VALLEY ORTHO/PEDO - Located in a free stand. duplex bldg. on a main thoroughfare. Excellent exposure & visibility. (60) yrs of Goodwill. Cash/Ins/PPO pt. base. No Denti-Cal, no HMO's, no nights, & no weekends. (3) chair open bay, (1) op quiet room & (1) x-ray room. Pano eqt'd. Annual Gross Collect. \$479K+ on a (4) day wk. Annual Net of \$154K+. Averaging (5) Ortho new starts/mos. Seller does no advertising other than website. Growth potential. Seller is retiring, but is willing to transition. **NEW**

PASADENA – (3) op comput G.P. located in a prof. bldg on a main thoroughfare. (38)+ years of Goodwill. Pt base is FFS only. w no PPO's, no HMO's & no Denti-cal. 2017 Gross Collect \$332K+ on a (3) day wk. Seller averages 8-9 new pts per mos. Digital x-rays (w XDR) & Dentrrix s/w. Seller refers out all Endo, Perio, O.S. Ortho, Pedo & implant placement. Seller is retiring, but will assist w the transition.

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, Dentrrix s/w & (2 to 5) year old eqt. 2016 Gross Collect. \$1M+. Cash/PPO/Small Amt HMO. Reasonable overhead w high net! **SOLD**

SUNLAND – (3) op comput. G.P. located in a free stand bldg. On a major thoroughfare w excellent exposure, visibility & pole signage. Cash/Ins/PPO/HMO/Denti-Cal pts. Seller working p.t. Annual Gross approx. \$200K. Great starter or Satellite. Seller retiring. **REVISED**

VAN NUYS – Fully eqt'd & furnished (5) op comput G.P. (4) ops eqt'd/(5th) plumb. Located in a store front, street level @ a hard corner. Excell exposure/visibility & signage. Many walk ins. At a major bus stop in a heavy Hispanic area. Digital x-rays & low rent. Sale includes approx 2,500 G.P. mostly Denti-Cal charts. Charts included, but not guaranteed. **NEW**

D&M SERVICES:

- Practice Sales & Appraisals
- Expert Witness Court Testimony
- Practice Search & Matching Services
- Medical/Dental Bldg. Sales & Leasing
- Practice & Equipment Financing
- Pre-Death and Disability Planning
- Locate & Negotiate Dental Lease Space
- Pre-Sale Planning

ORANGE COUNTY

ANAHEIM - PRACTICE & BLDG. FOR SALE. (6) op comput G.P./(4) ops eqt'd. (2) add. pmbd, plus an add. rm that could accomod a (4) bay Ortho area or (2) large surgery rms. Perfect for a Specialty Pract or a large Clinic. Recently remodeled bldg. is free stand, & at an intersection on a main thoroughfare. 2,232 sq. ft., w excellent exposure/visibility/signage & pking. (28+) yrs of Goodwill. Pt base is Cash/Ins/PPO/Denti-Cal. 2017 Gross Collect \$282K+ on a relaxed schedule. Eqt'd w digital x-rays. S/w is Practice Works. Seller retiring, but is willing to transition. **NEW**

RIVERSIDE COUNTY

Room for Your Riverside County Practice Listing.

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. **REDUCED**

LAMESA #2 - (4) op comput. G.P. (2) ops eqt'd (2) add. plumb. not eqt'd. Located in a prof. bldg. on a major thoroughfare. Ave. Annual Gross Collect. approx. \$300K on a p.t. schedule. Digital x-rays. Seller refers out all O.S., Endo, Ortho, & Perio and does no adv. Poised for growth. **NEW**

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!

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. 2017 Collections of approx. \$1.6M. 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. **SOLD**

VENTURA COUNTY

NEWBURY PARK/T.O. - (4) ops/(2) equipped. Computerized Turnkey Office (no Charts). Located in a Professional Office Condo. Purchase or rent the condo. Easy fwy access. Prof. designed. Newer P&C eqt, Dentrrix, digital, & set up to be paperless. Priced to Sell!

SIMI VALLEY – Recently remodeled, Boutique (3) op comput G.P. in a smaller one story prof. bldg. w excell off St. pking. Squeaky clean, & well laid out office is super-efficient and has an extremely low overhead. (40)+ years of Goodwill. Pt base is PPO/Cash only, w no HMO's & No Denti-Cal. 2017 Gross Collect \$277K+ on an approx. 30 hour work wk. Digital x-rays, 5-7 yr. old Belmont eqt. & Dentrrix s/w. w XDR. Seller is retiring but will assist w the transition. **NEW**

UPCOMING PRACTICES FOR SALE

Bakersfield, Beverly Hills, Carlsbad, Conejo Valley, Culver City, Encinitas, Escondido, Foothills, Glendale, High Desert, Laguna Hills, La Jolla, Los Angeles, Montebello, Pasadena, San Diego, Santa Clarita Valley, Tarzana, Torrance, Ventura Cty., West Covina & West L.A.

"The Personalized Service Dental Broker"

D&M P.O. Box #6681, Woodland Hills, CA. 91365
(866) 425-1877 Outside So. CA or
(818) 591-1401
www.dmppractice.com

Almaden Valley. 7 operatories fully equipped dental office for rent. Excellent location reasonable rent.(408)981-5069 or davidnader777@yahoo.com

Biolase Laser Great Condition! manuf. in 2003, this machine is in perfect running order, we just do not use it any longer. \$1700/OBO Call 530-527-7800

RDA/DA - Looking for experienced, FRIENDLY, and RELIABLE dental assistant to join our team immediately. Email drsonak@gmail.com or call 408-374-1973

WALNUT CREEK Perio: Collections over \$1M! Desirable area w/20-30 new pts per month. Professional building on major thoroughfare \$645k (BG-843) WPS/800-641-4179

Dental Equipment Sales & service, All Dental Equipment A-Z . Please check us at: WWW.MehranDentalTech.com 650-483-6674

VISALIA - PERIO, 3 days/week, 40 years Goodwill, 2017 GR \$356K. Seller consider selling building also. HSPPT-Steve Caudill 951-314-5542-#CA512

LEGAL TIP: Does your attorney have "big law" experience outside the practice sales bubble? Attorney Robert W. Olson, Jr., APC, 888.963.1120, www.trans.dental.

THE LAW OFFICES OF WOOD & DELGADO 6,000+ dentists represented. FREE consultation! 800.499.1474 or visit www.DentalAttorneys.com

LA Dental Practice for Sale 3 operatories, open only two days/week, outstanding growth opportunity. Call 888-277-6633 for more info or email venus@promed-financial.com

PRACTICE FOR SALE-- San Diego (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

FRESNO - Perio/Implant, 6 Ops, 20 years goodwill, 2017 GR \$649,621, works 2 days/week, fee-for-service. HSPPT-Steve Caudill 951-314-5542-#CA518

PRACTICES WANTED IN SUNNYVALE, VALLEJO, TRI-VALLEY High production. Sellers call Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcfinc.com|LCFPracticeSales.com

EQUIP 4 SALE: Brasseler rotary file starter kit, Gemini Laser, Ultradent Valo Cordless Curing Light, 4 Drawer locking cabinet. See eBay listings under seller user ID Miraclemile.

DENTAL TRANSITIONS With over 35 years of experience, we "show true character, which can be rare when you are dealing with attorneys." Call The Law Offices of Wood & Delgado! 800.499.1474 www.DentalAttorneys.com

It's that easy! You can subscribe, change my address or cancel your free Dental Trader subscription anytime at <http://www.thedentaltrader.com>.



Art Fries: Why me?

- More articles written
- More clients serviced
- More testimonial letters received
- More money secured than anyone else in the country

Disability Insurance Claim Advice

Insurance companies make it difficult for dentists to collect on a legitimate disability claim.

Whether you are thinking of submitting a claim, ready to submit a claim or appeal a denied claim, I am ready to help you.



Art Fries, Disability Claim
Advice to Dentists

800-567-1911

www.afries.com • friesart@hotmail.com

Cecilia Chen, Esq. negotiated a 3-months rent abatement for my practice purchase, giving me the much needed capital during the transition period. – D. Aminov, DMD. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

ROSEVILLE: Do not pass up on this remarkable opportunity! 2700 sf w/ 6 ops Reduced Price: \$275k/Real Estate Available (EG-788) WPS/800-641-4179

Cloud Phone System: Less costly than regular phone systems. Simple, flexible, powerful voice & data solution. Low price. Cutting Edge Technology. Fully hosted PBX. Latest phone Internet technology without need and cost to purchase own on-site PBX. Call 800-273-5033.

OAKLAND'S PIEDMONT – OUT-OF-NETWORK! Averages 16 new patients per month. Digital and paperless. 2017 collected \$667,000. Profits of \$300,000+. Successor should be proficient in ortho or willing to learn. To learn more, go to www.PPSsellsDDS.com.

Attention Doctors! 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.

Now 125 5-star Avvo® reviews!

Bob is helpful, thorough, organized, professional, experienced, and timely. He did a complete job from negotiating my purchase agreement and lease contract, to following up with a post-transition list of things to complete. His knowledge in this field allows him to include and fight for the things I would not have thought of myself. He was my #1 advocate. I had a fantastic experience with this attorney, and highly recommend him for any dentist purchasing a practice.

Avvo® Review #110, Posted January 3, 2017

Robert W. Olson, Jr., APC

Dental Practice Sales & Purchases
Partnerships, Property Purchases & Leases
Corporations & Tax Planning

888.963.1120

RWO@transdental.com

www.trans.dental

**Best Reviewed
Avvo® Attorney
2011 to Present:**

**Mergers & Acquisitions
Incorporations
Commercial Real Estate**

SAN FRANCISCO BAY AREA – OUT OF NETWORK! Perfect location ensures steady stream of affluent patients in perpetuity. 2018 trending \$2.1+ Million in collections. Hygiene shall bring in \$1 Million with Owner bringing in \$1.1 Million. Excellent foundation to contract with Specialists to perform referred work inhouse. To learn more, go to www.PPSsellsDDS.com.

Dental CPA Firm – CA licensed CPA firm focused on dentists. Fixed fees (no hourly billing). Call 949-759-5626 or visit www.mydentistcpa.com.

EAST SAN FERNANDO VALLEY ORTHO/PEDO – Located in a free stand. bldg. Annual Gross Collect \$479K+. Ave (5) new starts/mos. D&M Practice Sales 818.591.1401

Attention DAs! if you have at least 15 month of work experience you are eligible to obtain your RDA license by completing our weekend courses, increase your salary, check our 5 star reviews, call Ms Grant (626)345-0005 ADMInstitute.com.

REDDING: A great place to visit...and an even better place to live, work and play! 1450sf w/ 5 ops \$595k (GN-853) WPS/800-641-4179

Buying, Selling, Merging your practice? With The Law Offices of Wood & Delgado, our clients “now have a comfortable sense of security.” FREE Consultation! 800.499.1474 www.DentalAttorneys.com

ANAHEIM - Pract. & Bldg. for sale. (6) op comput G.P. (4) eqt'd. Free Stand. Bldg. Major thoroughfare. Gross approx. \$282K/yr. p.t. Seller retiring. D&M Practice Sales 818.591.1401

ORTHODONTIST – LOS ANGELES – WESTSIDE. Newly refurbished, contemporary. Exceptional opportunity to establish or relocate your practice. Freestanding facility. Synergy with General Dentist and Pedodontist both provide continual in-house patient referrals. All leasehold improvements completed minimal start up cost. Excellent visibility. Tremendous traffic count. CALL: (310) 274-8204.

Clean out that junk drawer and turn your unneeded items into CASH by advertising them in The Dental Trader FREE! Visit <http://thedentaltrader.com/faqs.htm> for instructions on placing a free ad today.

VISALIA Perio: Keep implants in house and imagine the growth possibilities! 9 hygiene days per week! Rare Gem! 2,000 sf w/ 5 ops Reduced Price: \$350k (JG-757) WPS/800-641-4179

GREATER ROSEVILLE – 3 Ops. Dentrax, Dexis. 2017 GR \$481K+, 20 Dr. hours/wk. HSPPT- Thomas Wagner 916-812-3255-#CA490

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.

Buying a dental office was a bumpy road before we met Fazel. All became very smooth. Fazel helped us foresee potential risks, buy a good office, completely set up a dental business & plan for many years yet to come. Dr. Arman. Cal.Dental.CPA@Gmail.Com

PRACTICE FOR SALE-- MISSION BAY (Bay Park). Established GP situated in Prof Bldg. Lots of NEW Equipment! 5 Ops. SDPS: 760-599-7828

ASSOCIATESHIPS, PARTNERSHIPS, ACQUISITIONS...OH MY! Save yourself the worry; Contact The Law Offices of Wood & Delgado for a FREE consultation. 800.499.1474 www.DentalAttorneys.com

ARCATA: Live and own a little slice of heaven, when you practice here! 1114sf w/3 ops \$275k/Real Estate TBD (FG-841) WPS/800-641-4179

Dental Practice for Sale in Chula Vista! Production ~\$780K. Mostly PPO. 4 operatories. Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcfm.com | LCFPracticeSales.com

Seller transitioning into retirement and offering 41 year Endodontic practice in premier downtown building. 1,190 sq. ft. modern office. 4 doctor-days per week with seasoned & loyal staff and excellent referral sources. Asking \$463K. Contact Carroll & Company (650) 362-7004, dental@carrollandco.info, www.carroll.company.

Are you retired but your dental license is still active and wish to remove yourself from the Dental Trader mailing list? Go to dentaltrader.com, complete the cancellation form online and you will be automatically removed from our current list and all future mailing lists we buy.

Cecilia Chen, Esq. has a strong background in real estate and practice purchase and sales. Let us assist you in your next practice transition. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

General Dentist position MERCED, CA Monday thru Thursday. One year experience is a plus. Great pay plus bonus compensation. No HMO. Will mentor. Start ASAP. Email resume: aram1501@hotmail.com or text 909-382-1067.

"Dear Art: Thank you for walking me through each aspect of the claims process. I would absolutely recommend your services to anyone who is filing a personal disability claim as I now understand it is far too complex without an expert." Art Fries RHU-Disability Claims Consultant. 800-576-1911 www.afries.com

Central Irvine Location. Beautiful Dental office for sale in a GREAT LOCATION!!! Great Visibility. Sale includes 15+ GOODWILL, selling with 1500+ patient base. 3 Operatories. Only dental office in the entire Irvine center. Walk in patients come in daily. Office Accepts PPO, Indemnity, and CASH. Seller will give rights to marketing which brings in guaranteed 15 New Patients per month. \$650,000+ In revenues, with seller working only 3 days a week. dentalexplorer0@gmail.com



San Diego Practice Sales

*SAN DIEGO'S MOST EXPERIENCED,
TRUSTED & ACTIVE BROKER (since 1990)*

We have sold HUNDREDS of Practices totaling several MILLIONS of Dollars!!

PRACTICES FOR SALE—August 2018

ENCINITAS--JUST LISTED!! Great **LOCATION** along busy street and 1 block off freeway. Very well-established **GENERAL** Practice with 3 Ops (2 equipped) and Digital X-Rays. Situated in strip center with CVS and Smart & Final as anchors.

NORTH COUNTY--JUST LISTED!! PERIODONTAL Practice. Rare Opportunity to acquire 37 yr established Practice in Coastal community in close proximity to 2 Major freeways. 3+ Ops in 1,100 sq.ft. situated in Prof. Bldg.

OCEANSIDE--JUST LISTED!! Long-established GP situated in very busy shopping center at major intersection. 4 equipped Ops with computers and TVs. Digital X-Rays and Intraoral Cameras. Motivated Seller!

MISSION BAY (Bay Park)-- Long-established **GENERAL** Practice situated in well-known Professional Bldg. Along busy thoroughfare and close to major freeway. 5 Ops in approx.. 2000 sq.ft. with NEW Chairs, Lights and Units. NEW Pan-Ceph, digital PA X-Rays PPO and Private Patients.

CHULA VISTA-- Owner retiring from 35 year established **GENERAL** Practice, situated on corner of major thoroughfare. High Collections/ High Net! 6 Ops in approx. 2000 sq.ft., with digital X-Rays. SoftDent software updated 2016. Seller owns Building and there is possible sale in future.

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!**

for updates, please visit us at
WWW.SDPRACTICESALES.COM

SAN DIEGO PRACTICE SALES can also assist you with PRACTICE APPRAISALS, BUY-IN BUY-OUT TRANSACTIONS and LEASE NEGOTIATIONS.

For More Information Call:

Mike Hostler (760) 599-7828 Bob Fleming, D.D.S.
(voice mail)
SERVICE — INTEGRITY

SAN FRANCISCO Perio: Reputable PERIO practice with million dollar Bay views! 980 sf w/ 3 ops \$750k (AC-748) WPS/800-641-4179

Our 13th Annual Dental Skills Series in San Jose includes 3 Lectures, Endo, Resorative and Pedo Lectures PLUS a Hands-on Biomimetics course for only \$549 and 28 CEs! Visit www.xcelseminars.com for info.

MARIN COUNTY: FACILITY Built out 2013, 3 Ops, Planmeca Digital Pan, Digital Sensor, Eaglesoft. HSPPT- Gina Miller 707-391-7048-#CA502

Diamond Bar office 4 Sale, 5 ops in 2300 sqft, new remodel and roomy design, Dentrix and digital X-ray, located in one story, busy, strip shopping center with excellent corner signage, collected over 500K last year, Dr retiring and willing to help transition. text to 626-203-1720

San Diego: 5 ops | \$1,250,000 | Super-premium, high-tech practice in a prime location! Voted San Diego's Best Dental Practice multiple times. Features top-of-the-line equipment, private office with restroom, large lab, and staff lounge. Loyal patient base. Imagine living in a beautiful area and taking on a truly special practice! IntegrityPracticeSales.com, Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

CEREC MC machine 3 years old, serviced 3 months ago, perfect condition, like-new, 3 units. \$65K Owner Retired. Up to 7 Years of Warranty Optional. Contact 818 422 6981

Can't find what you're looking for? Call Bruce at The Dental Trader! I've been building a database of dental companies and resources for over three decades. If I can't help you locate it, it probably doesn't exist anymore. I'm here to help. 877 888 4237

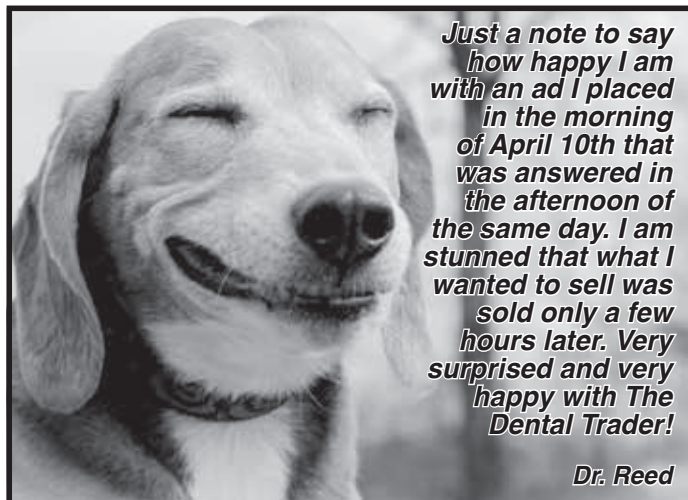
BAKERSFIELD - Pract. & Bldg. for sale. (4) op comput G.P. Free Stand. Duplex Bldg. Major thoroughfare. 2017 Collect \$542+K on (3) days/wk. Seller relocating. D&M Practice Sales 818.591.1401

High Tech, Orthodontic practice in the Central Valley. Grosses \$900,000 a year with doctor only working 11 days a month. Practice has tx thousands of patients and is recognized as a top Ortho office in the Central Valley. Practice has state of the art technology, computer imaging, digital pan/Ceph, Apple imager and Dr Sarver case presenter. Office has low overhead is profitable and is located in an area with tons of young patients. Contact orthocentralvalley@gmail.com.

A-DEC CART A-DEC Cascade 2615 assistant cart for sale (~\$1200). Great working condition. Contact Dr. Wong @ drderekwongdds@gmail.com

SAN JOSE: 3 year av. GR \$1.2M 4 day/week. 100% Fee-for-Service, 3 Ops, 1,100 sq. ft. lots of tech. HSPPT- Jim Engel 925-330-2207-#CA506

LEGAL TIP: There is no such thing as a "standard" contract except for the party that drafted it. Attorney Robert W. Olson, Jr., APC, 888.963.1120, www.trans.dental.



Just a note to say how happy I am with an ad I placed in the morning of April 10th that was answered in the afternoon of the same day. I am stunned that what I wanted to sell was sold only a few hours later. Very surprised and very happy with The Dental Trader!

Dr. Reed

MARIN COUNTY'S NOVATO Excellent foundation in desirable family community. Best location. Beautiful office. Adeq equipped throughout with everything new since 2014. 2018 tracking \$250,000. To learn more, go to www.PPSsellsDDS.com.

SIERRA CO: Perfect location for outdoor enthusiast! 1000 sf w/ 3 ops Reduced Price: \$165k / Real Estate \$437k (HG-815) WPS/800-641-4179

BOARD APPROVED RDA COURSES Infection Control \$199, Coronal Polishing \$269, Radiation Safety \$380, Pit & Fissure Sealants \$329. Take our RDA Exam prep course & increase your passing rate, only \$150 (written, Law & Ethics), Check our 5 star reviews on Google & Yelp! Space is limited (888) 988-2364 or ADMInstitute.com.

DENTIST.Consulting firm seeking Practice Transition Consultant. Immediate need in northern and southern CA. Must have/obtain a real estate license. Full Training and support. Unlimited earning potential. careers@paragon.us.com 866-898-1867.

Dental office for sale Bloomington CA 5eq.ops +1 plumbed not eq.op Excellent exposure and sigmage on busy street. convenient to 10fwy. pt base is PPO/Cash and 10% Dentiocal. 2017 gross 458 on 3-4 days/week. Digital x-ray dental. As is make an offer!. call Sandra for details (909)877-9741 smile@smart-dent.net

2PRACTICE & 1CONDO SALES: IN SACRAMENTO AREA. NO BROKER FEES. HIGH COLLECTION/LOW COST. 3/3 FULLY EQUIPPED OPS AND 2 PLUMPED. EMAIL: tmwrk.3@aol.com.

REDDING - 2,600 sq. ft. w/6 Ops, intra-oral, digital x-ray, Pano, Dentrix. Long history of GR over \$1M. HSPPT- Valerie Higgins 209-627-9347-#CA515

THE LAW OFFICES OF WOOD & DELGADO represented 6,000+ dentists during the past 35 years. FREE consultation! 800.499.1474 www.DentalAttorneys.com

SAN CLEMENTE Ortho: Huge growth potential by expanding relaxed work week! 2896 sf w/ 6 open bay chairs \$325k/ Real Estate Available (KG-779) WPS/800-641-4179

LCF Practice Sales & Financing

Free consultations for Buyers & Sellers
BUY PRACTICE • SELL PRACTICE • FINANCE PRACTICE

ATTENTION SELLERS!

We currently have **Pre-Approved Buyers** for dental practices located in **Orange County, Los Angeles, Riverside, San Fernando Valley, Sacramento County and the Bay Area.**

Call to List Your Practice With Us Today!

Toll-Free:

1.800.550.9228

"This was the second office that I sold with Loc/LCF. When I came into contact with Loc, I was very happy with what I found. Both of my practices were complicated transactions. Where others would have given up, Loc persisted on working through the challenges so both of my offices could be sold. It's obvious to me that Loc and his team at LCF work hard on every case they take on."

- Dr. Huynh,
Orange County

We Offer Up to 100% Practice Financing!

- Practice Sales
- Working Capital
- Refinance/Consolidate
- Equipment Leasing
- Real Estate Acquisitions
- and So Much More!

Dental Practice for Sale Los Angeles County, CA

Beverly Hills - Gross ~\$855K.

- Mix GP & Endodontic Practice.
- Mostly Cash/PPO. Some Cap.
- 3 Ops + 1 Plumbed, ~1,000 sf

Beverly Hills - New Listing!

- Just renovated in 2017.
- Gross ~\$475K on 2-3 days/wk
- Good Location. 3 Eq. Ops.

Glendale - Gross ~\$463K.

- Seller Retiring. GP with Ortho.
- High traffic. Mostly Cash/PPO

Glendora - Leasehold. 4 Ops.

- Central building at the corner.

Hawaiian Gardens - Gross ~\$355K.

- Shopping Ctr. Reasonable Rent.
- 10 years of goodwill. ~1200 sf
- 4 Eq. Ops + 1 add'l plumbed.

Lancaster - Shopping Center

- Gross ~\$225K on 3 days/wk
- PPO/Cash! ~1,300 sq.ft.

Lawndale - Leasehold

- 5 Belmont Chairs, ~2,240 sqft

Long Beach - Shopping Center

- Affordable Rent! ~1,350 sq.ft.
- 2 Eq. Ops + 2 Add'l Plumbed
- Seller Retiring.

Los Angeles - Collects ~\$635K

- Mostly Cash, PPO & Denti-Cal.
- 5 Eq. Ops + 1 add'l plumbed.
- 10+ years goodwill. ~2,000 sf

Pico Rivera - Practice & Real Estate

- Gross ~\$459K. 4 Ops. 1,200 sf
- Building ~3,800 sq.ft.
- Dr. refers out complex procedures
- **Property generates income**

Pico Rivera - Busy Street!

- Nearby shopping plaza, 4 ops
- Reasonable rent. ~1,300 sf

Van Nuys - Shopping Center

- Busy intersections. 3 Eq. Ops.
- Heavy foot traffic. ~1,100 sq.ft.

Dental Practice for Sale San Bernardino County, CA

Fontana - Retail Shopping Ctr!

- Gross ~\$310K. 3 Ops + 1 plumbed
- Reasonable rent, 1250 sq.ft.

Rancho Cucamonga - Shopping Ctr

- GP/Endo practice. Gross ~300K
- PPO/HMO Practice. ~1275 sf
- 2 Eq. Ops + 2 add'l plumbed.

Rancho Cucamonga - Modern

- Starter practice @ major intersection
- 4 Eq. Ops. + 1 Add'l plumbed.

Rancho Cucamonga - Cash/PPO!

- Absentee Owner. 6 Eq. Ops + 1
- Gross ~\$273K on 2 days/wk

Dental Practice for Sale Orange County, CA

Buena Park - Mostly PPO/Cash!

- **High Production Office.**
- Corner Lot. 9 Ops. ~3,000 sqft
- Close to shopping center.

Cypress - Leasehold. Busy Street.

- 6 Ops + 2 plumbed. ~1,900 sf

Cypress - New Listing!

- Shopping Center. Gross ~\$232K
- Capitation Ck ~\$7K/month
- 3 Eq. Ops, ~1,400 Sq.ft.

Garden Grove - Corner Lot

- Freestanding Building.
- 3 Ops + 1 plumbed. ~1,600 sf

Garden Grove - Busv Street!

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

Huntington Beach - Leasehold.

- Low Rent! Prestigious location.

Huntington Beach - Low rent

- PPO/CASH/Dentical. Strip Mall.

Lake Forest - Gross ~\$259K

- Great location on main street.
- 3 ops. ~1600 sf. Friendly staffs.

Laguna Hills - Retail Shopping Ctr

- Cash/PPO! 4 Eq. Ops, 1,750 sf

Laguna Hills - Shopping Center!

- Starter Office. 4 Ops, 1,500 sf

Santa Ana - Large shopping center

- Affordable rent. Mixed income.

Dental Practice for Sale Riverside County, CA

Corona - Practice & Real Estate

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

Corona - Affordable Rent!

- Seller Retiring. Strip Mall
- Seller refers out complicated tx.

Corona - Shopping Mall

- Starter office + Bonus patients
- Monthly Capitation ck ~ \$3-4K

Palms Springs - New Listing!

- Practice & Real Estate
- Gross ~\$1.1M. ~2,500 sq.ft.
- 50-60 new pts/month
- 5 Eq. Ops. + 1 add'l plumbed

Indian Wells - Gross ~\$344K.

- Mostly PPO/Cash, some HMO.
- 5 Ops, 1,300 sf. Well maintained

Riverside - Shopping Center

- Reasonable Rent, 3 Ops + 1

Upcoming Listings

Dental Practice for Sale

Pleasant Hill, Colton,
Riverside, Montebello,
San Marcos and more...

Dental Practice for Sale Northern California

Berkeley - Cash/PPO!

- GP located in commercial area
- Approx. 15 patients/mo.
- 7 Ops. + 1 add'l plumbed.

Fremont - Gross ~\$535K

- Main Shopping Center
- Mix Patient Income. 2,000 sf
- 7 Ops, 4 Eq. + 3 plumbed.

Hercules - Retail Shopping Ctr.

- 2017 Gross ~\$705K
- ~60-80 new pts/month
- 4 Eq. ops + 1 add'l plumbed

Milpitas - Gross ~\$510K

- Shopping center. Mostly PPO.
- 10 yrs of good will, ~1,900 sf
- 4 Eq. Ops + 2 add'l plumbed

San Francisco - Beautiful office

- Good foot traffic. ~2,000 sq.ft.
- 4 Eq. Ops + 2 plumbed.

San Jose - Starter Office

- Shopping Center. 3 Ops.
- Reasonable Rent. ~1,200 sf

San Jose - Just Remodeled.

- 2017 Gross ~\$285K.
- Newer Eq. Mixed income.
- 2 Ops + 1 plumbed. ~1,500 sf

San Jose - Practice & Real Estate

- Own your real estate!
- Office constructed 2014
- Retail Ctr. 6 Ops, ~2,500 sf

Dental Practice for Sale San Diego County, CA

Chula Vista - New Listing!

- Gross ~\$780K, Lots of goodwill
- Highly visible location.
- Mostly Cash/PPO. 4 Eq. Ops.

Vista - Strip mall

- Gross ~\$200K on 2.5 days/wk
- Refers out all complex procedures

San Diego - Strip Mall

- GP Practice with Ortho & Implants
- 3 eq. ops + 1 plumbed, ~1200 sf.

Dental Practice for Sale Ventura County, CA

Ventura - Busy Main Street!

- Shopping center. 5 Eq. Ops.
- GP & Ortho & Implant Office

For our complete listings, visit us at

LCFPracticeSales.com

or Call Today at

(714) 550-7494

(800) 550-9228

Call Loc Pham, Broker (714) 550-7494 for More Information!

Email: Practice@lcfinc.com | Website: LCFPracticeSales.com

A Division of LCF Financial, Inc. BRE #01875780

BUILD A STRATEGIC FINANCIAL LIFE WITH US



For products and services that can help form the foundation of your financial life, turn to Prudential Advisors.

ASSET PROTECTION

- Life Insurance
- Disability Income Insurance
- Long-Term Care Insurance

INVESTMENT AND RETIREMENT PLANNING NEEDS

- Annuities
- IRAs and Educational IRAs
- Mutual Funds
- Simple IRA & 401(k)

BUSINESS PLANNING NEEDS

- Business Continuation Funding
- Executive Compensation Funding
- Key Person Insurance
- Non-Qualified Deferred Compensation

ADDITIONAL SUPPORT

- Asset Management



818-259-8305

Lucy Barrera

Financial Professional

CA Insurance License # 0C30247

Luz.Barrera@prudential.com

3333 Michelson Drive, Suite 820

Irvine, CA 92612

www.prudential.com/advisor/luz-barrera

Luis Kong, DDS (San Francisco, CA)- Thank you Dr. Chester Jeng of Law Offices of Jeng and Associates. Your prompt attention to my concerns is something I am so thankful for. Definitely, you are the "go to" attorney for me. Call Jeng & Associates 714-858-0536

1 in 5 dentists practicing in the U.S. is licensed and practicing here in California and they advertise and read The Dental Trader. Free ads for dentists and staff. Visit <http://thedentaltrader.com/faqs.htm>. How can we help you?

BOARD APPROVED RDA COURSES Infection Control \$199, Coronal Polishing \$269, Radiation Safety \$380, Pit & Fissure Sealants \$329. Take our RDA Exam prep course & increase your passing rate, only \$150 (written, Law & Ethics), Check our 5 star reviews on Google & Yelp! Space is limited (888) 988-2364 or ADMInstitute.com.

Dental Practice for Sale in Beverly Hills! Gross ~\$475K on 2-3 days/wk. 3 operatories. Premier building. Loc Pham, Broker BRE#01875780. 714-550-7494 practice@lcffin.com | LCFPracticeSales.com

SACRAMENTO - 3 Ops, digital X-Ray. 2017 GR \$572,130, 30 hours/week, 29 years goodwill. HSPPT- Steve Caudill 951-314-5542-#CA527

PRACTICE FOR SALE--OCEANSIDE. Established GP in BUSY shopping center. 4 Ops, Digital X-Rays, IntraOral Cams. SDPS: 760-599-7828

Want a better deal? "Lucy helps me protect my most valuable instrument – me! We dentists face many risk factors daily that can cause irreversible and disabling illnesses. With my individual disability coverage, I know I don't have to worry about my financial future or coverage changes I cannot control (like those policies offered through some membership providers)." Dr. Hoang – Ontario. Call Lucy Barrera at Disability Insurance Solutions. Cell: 818-259-8305 Office: 949-440-5373. A few minutes on the phone is all it takes.

Attorneys at Wood & Delgado are "honest, accurate, efficient and confident." Trust your future with the Best. FREE consultation! Call 800.499.1474 or visit www.DentalAttorneys.com

Cecilia Chen, Esq. can help you ensure that your practice and family are protected through proper estate planning. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

Attention DAs! if you have at least 15 month of work experience you are eligible to obtain your RDA license by completing our weekend courses, increase your salary, check our 5 star reviews, call Ms Grant (626)345-0005 ADMInstitute.com.

NO. HUMBOLDT: Seller relocating! This long-established, quality 100% fee-for-service practice could be yours! 1600sf w/ 3ops + 1 add'l. \$275k (FN-855) WPS/800-641-4179

**VALUE DENTAL**

Quality • Comfort • Convenient

CENTERS

EXPLORE

the possibilities

...of owning a dental practice inside a Walmart Supercenter offering patient-centric comprehensive dental services.

"This is new paradigm shift in dentistry with a turn-key solution."

- Amol Nirgudkar
- PATIENT PRISM

A service innovations group.

- Each location averages 40,000+ unique customers per week
- Turn-key dental practices available nationwide
- New grad programs available

For more information please visit
www.valuedentallicensing.com



MADE IN USA / 10 YEAR WARRANTY



Radius Operator

Office Packages

from

\$23,650 / \$29,850 *

\$499 - 599 pm/oac*

NEW Equipment.
Manufactured in the USA.
Contact your Dansereau Rep for more
information on this special
financing package



Radius Operator

A fully equipped Dental Office with 2 Dental "RADIUS" Operatories, 2 Dentists Stools, 2 Assistants Stools, Digital Intra Oral X - Ray Machine, "DRY VACUUM" System, "2 HP DUAL" Dental Oil Less Air Compressor with Drying System, Autoclave Sterilizer and a Complete Utility Room Control System.



Digital X ray



Dry Vacuum



2 HP Compressor

Dansereau Dental
1581 Commerce St. Corona CA 92880
WWW.DHPDENTAL.COM / (800) 423 - 5657

Terms and Conditions apply*
Normal Installation within
1.5 hours of Factory*

Great DentalCPA. Part of my office. Very knowledgeable and experienced. No more worries about taxes, accounting and business management. He helps minimize my taxes & optimize cash flow to establish and grow our dental business long term. Dr. Kooshyar. - Cal.Dental.CPA@Gmail.Com

Need to look something up from a previous edition? Find anything printed in an old edition instantly using the search engine on our Dental Trader Archives page at <http://thedentaltrader.com/archive.htm>.

Attention Doctors! 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.

NAPA VALLEY'S ST. HELENA AREA 3-days per week. 3-days of Hygiene. 2017 Collected \$359,000. Attractive 3-op office. 15 new patients per month. Full price \$100,000. To learn more, go to www.PPSsellsDDS.com.

PERIODONTIST need for San Jose office, 1 day a month, please call 818-203-4272

Atascadero Office Lease 3 Ops, Lab, Reception Area, Private Office, Waiting Room Mary Kubacki BRE Lic:01344394 805.544.2013x2 rentalsbymk@hotmail.com

PRACTICE FOR SALE Chula Vista. 35 year established High Collections/High Net GENERAL Practice. 6 Ops in approx. 2000 sq.ft. Digital. Building may be for sale in the future.

Las Vegas Dentist Position Available Are you Tired of paying state income taxes? Great FT Opportunity in Las Vegas, NV - \$700/day or up to 30% of Collections, Medical/Vision/401K, 2 Weeks Paid Time Off, Mentorship Program, Strong Business Support Team, CE Courses Monthly, Certification Reimbursement, Earned Ownership Opportunities Available! Avg. 120 New Patients per Month, Clinical Autonomy - Apply at BDGcareers.com or call us at 657.845.3532 - PilarPeynado@BDGDentalServices.com.

ORANGEVALE: Perfect for a second location or satellite situation! 850 sf w/ 3 ops. Priced to Sell Only \$70k! (EN-858) WPS/800-641-4179

3M Clarity APC PLUS brackets . 8 BX of 5 UR 4/5 6bx of UL 4/5. 24bx L 1/2, 6bx LL3(H) 6bx LL4 (H) 6bx LL5(H), 4bx LR3(H), 5bx LR4(H), 7bx LR5(H) \$5 per bracket (\$25 per BOX) COD ONLY pdcmulholland@gmail.com

Attorneys at Wood & Delgado are "honest, accurate, efficient and confident." Trust your future with the Best. FREE consultation! Call 800.499.1474 www.DentalAttorneys.com

2 Laser clip-ons from innovative optics. OD5@ 900-3000nm and OD5@900-3K @ 9K-11K nm. Each 200\$, both 350\$. 415-990-6574 fyetek@yahoo.com Dr Yetek

Dental Board Complaint? Insurance Investigation?

Don't do or say anything until you speak with us



Over 3,000 formal complaints are filed with the Calif. Dental Board every year

*The life-altering impact a single admission may cause (however innocent) is overwhelming. When your license & reputation are on the line, you need a lawyer that knows the system. **Don't go it alone.** Do not provide any documents or speak to anyone.*



Contact us:

Law Offices of Jeng and Associates

Chester Jeng, DDS, JD, LL.M., Esq.

Cell: (909) 450-7158 • (714) 858-0536 • Toll free: (844) 313-9900

www.Jenglaw.com • Chester@Jenglaw.com

750 W. La Habra Blvd., La Habra, Ca 90631 • 1440 North Harbor Blvd., Suite 900, Fullerton, Ca 92835
915 Sir Francis Drake Blvd., San Anselmo, Ca 94960

Most cases settled without any formal hearings

LA downtown/K-town area, 1800sqf, 3 ops, fully digital, remodeled interior, 3.5 days/wk, New Pt. 20+/Mo, Avg.280K/yr, Asking \$95K joyeuna72@hotmail.com

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

PRACTICES WANTED IN SAN GABRIEL & SAN FERNANDO VALLEY 3-6 Ops. PPO/FFS. Sellers call Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcfbin.com|LCFPracticeSales.com

SACRAMENTO – 1,200 sq. ft. w/3 Ops, Intra-Oral & Patient Base software. HSPPT- Thomas Wagner 916-812-3255-#CA408

\$42,500 Denti-Cal Award May be Waiting for you. Did you file for and receive your Year 1 payment of \$21,250 yet? If so, you probably qualify for the remaining incentive money. We can get you the remaining \$42,500 over the next 5 years. (Each year you get an additional \$8,500 from the State.) You must call ASAP before the deadline expires. Call 800-273-5033.

Placer County Dental Practice for Sale. 6 ops+, grossing over \$1M/year. Call 888-277-6633 or venus@promed-financial.com for more info.

Horizon Dental Group in El Cajon, CA is expanding and looking for Dental Assistants. Please e-mail your resume to horizondental2000@yahoo.com or fax to (619)440-0719.

DENTAL OFFICE FOR SALE ESCONDIDO. Buy instead of Lease- Dental Building in best location ever. Stunning, turnkey, 2000 SF, single story and recently renovated. Ample free parking and history of walk-by traffic/new patients. Spacious, prestigious doctor's office with own entry. Also consult room, six ops, two labs, two restrooms, staff room, and beautiful, large reception area with bay window and crown ceiling moulding. Contact 760-739-1312 or blaney@cox.net

Sirona CEREC 3 Red Cam 2005 Dental Acquisition Unit (NOT FUNCTIONAL) AND Milling UNIT (FULLY FUNCTIONAL) COMES WITH ORIGINAL STORAGE CABINET AND MORE THAN 200 EMPRESS BLOCKS EXPIRED BUT CAN BE USED FOR TRAINING PURPOSES FOR \$1850 OBO FOR LOCAL PICK UP ONLY CALL VERONICA @ 559-661-4114.

SIMI VALLEY- Remodeled (3) op Boutique G.P. 2017 Gross Collect. \$277+K p.t. Digital x-rays. Dentrux. Seller retiring. D&M Practice Sales 818.591.1401

Eureka GP & Building. Retiring doctor is offering practice and building. Practice has approximately 1,200 active patients with new patients accepted on a selective basis. Average Gross Receipts of \$765K+ with 61% average overhead. Free standing building at premier Henderson Center location in the Heart of Humboldt county. Beautiful 1,400 square foot office with four (4) fully-equipped operatories. Asking price for practice \$468K. Building available. Contact Carroll & Company (650) 362-7004.

"I just finished reading THE BUSINESS SIDE OF DENTISTRY and my head is swirling with new ideas. Rarely do I find information delivered this clearly and concisely. I cannot help but feel enthused and can't wait to implement some of the brilliantly simple applications I learned reading this book." – Dr. K. Chang. Order yours at Amazon.com or email bizsideofdentistry@gmail.com. \$24.99

FOR SALE-- Retired DDS. Many new/like-new Hu-Friedy condensers/carvers for composites/amalgams. \$6 each (323) 851-6622

SAN RAMON – ENDO 3 Ops, 1,300 sq. ft. office, TDO Imaging Software, Digital X-ray, Global Microscope. HSPPT- Jim Engel 925-330-2207-#CA526

SANTA MARIA: Live and practice in this desirable collegiate coastal community! 930sf w/ 3 ops \$395k (DG-865) WPS/800-641-4179

General Dentist position MERCED, CA Monday thru Thursday. One year experience is a plus. Great pay plus bonus compensation. No HMO. Will mentor. Start ASAP. Email resume: aram1501@hotmail.com or text 909-382-1067.

Cloud Phone System: Less costly than regular phone systems. Simple, flexible, powerful voice & data solution. Low price. Cutting Edge Technology. Fully hosted PBX. Latest phone Internet technology without need and cost to purchase own on-site PBX. Call 800-273-5033.

CONSUMER ALERT!

The Dental Trader

refuses to do business
with the following companies:

AMERICAN BUSINESS CARD

aka: Bizcard.com
(A CEG Company)
P.O. Box 15190
Scottsdale, AZ 85267
www.americanbusinesscard.com
Ph: 800-555-2234 Fax: 800-500-4506

PROFESSIONAL FINANCING INC.

Alexander Slepak
20371 Irvine Avenue, #100
Newport Beach, CA 92707
www.professionalfinancing.net
doctor@professionalfinancing.net
Ph: 323-272-3543 Fax: 480-948-0082

*This notice is based on the advertisers'
contractual lack of performance and/or
legal action/court judgments.*

*If you have had a problem with these or any other
Dental Trader advertiser, please send your
formal complaint to:*

The Dental Trader
Attn: Complaints
Post Office Box 2631
Capistrano Beach, CA 92624
Fax: 949-498-1198
Email: tradestaff@cox.net

Be sure to include any relevant documentation concerning your complaint



INTEGRITY PRACTICE SALES

(855) 337-4337

www.integritypracticesales.com



DRE #01911548

Broker-Partners: Bill Kimball, DDS and Darren Hulstine



**Call Linda at
(619) 933-6225**

Linda Salazar, RDA, San Diego & Inland Empire Agent

- **Chula Vista | \$290,000 + \$403,000 real estate | 2 ops** | Great general practice located only a few blocks from San Diego Bay. 5 clean and modern operatories (4 equipped), SoftDent, visible street signage, and plenty of easy-access parking in a well-manicured private lot.
- **Escondido | \$250,000 + \$403,000 real estate | 2 ops** | Charming, free-standing building. Great general practice has room to expand to 4 ops!
- **Palm Desert | \$750,000 | 8 ops** | General and ortho practice.
- **San Diego | \$1,250,000 | 5 ops** | This is a super-premium, high-tech practice in prime location!
- **East Lake Chula Vista | \$245,000 + \$609,000 real estate | 5 ops** | Spa-like amenities, room to grow.
- **San Diego Ortho | \$175,000** | Well-established ortho practice.
- **El Centro | \$225,000 + \$379,000 real estate | 5 ops** | Tremendous goodwill with room to expand!



**Call Maricelle at
(818) 522-9123**

Maricelle Ortiz-Luis, DDS, Southern California Agent

- **El Cajon | \$70,000 | 4 ops** | Small dental practice and freestanding building available in the vibrant city of El Cajon! 80% cash (non-HMO/Medical) practice.
- **Chula Vista | \$125,000 | 4 ops** | Beautiful general practice located in Chula Vista, CA. Large, unique office features 4 equipped ops, a full kitchen, living room, 4 dedicated private staff parking spots, and street parking for patients. This almost 2000 square foot location in the heart of Chula Vista also features a reasonably priced and ultra-convenient month-to-month lease!

Stay up to date on our listings at www.integritypracticesales.com.



**Call Whitney at
(818) 522-9123**

Whitney Tharaldson, MBA, Orange County & South LA Agent

- **Anaheim | \$150,000 | 4 ops | 1,200 sq ft** | Great opportunity to practice in a very busy Anaheim shopping center with CVS and Vons as anchor tenants! Lovely office features 3 equipped ops, Easy Dental, ScanX and a ScanX intraoral camera. Located in the heart of historic downtown Anaheim.
- **Santa Clarita Valley | \$1,200,000 | 6 ops | 3000+ sq ft** | State of the art general practice!
- **Los Alamitos | \$390,000 | 4 ops | 2000 sq ft** | Clean, modern office.
- **Saugus, Santa Clarita | \$300,000 | 4 ops | 2000 sq ft** | Wonderful practice in Santa Clarita!
- **Long Beach (Bixby Knolls) | \$250,000 | 5 ops | 2000 sq ft** | Stand alone practice with room to expand! Great visibility and signage! Huge lab and sterilization, Dexis sensor, great Pelton chairs.

Considering selling your practice?

We help you make the right choice when it's time to make one of the biggest business decisions of your career.

Start the process by contacting one of our agents at (855) 337-4337.



Call Darren at
(805) 878-0633

Darren Hulstine, Partner and Central Coast Agent

- **Ventura** | \$558,000 | 3 ops | Busy general practice with 3 beautiful and modern ops.
- **Santa Maria** | \$1,260,000 | 7 ops | Impressive general practice, renovated in 2013, with a gorgeous waiting room, 7 well-equipped ops, state-of-the-art 3D Conebeam technology and fully digitalized.
- **North San Luis Obispo County** | \$1,100,000 | 9 ops | Large, profitable general practice in the heart of wine country. Features 3 bathrooms, admin offices, lab, breakroom, and more in 4000 sq. ft.
- **San Luis Obispo** | \$825,000 | 4 ops | Highly profitable general practice located in an upscale, growing business park. Features floor to ceiling mountain vistas from every window. Don't miss it!
- **Santa Maria - Condo** | \$340,000 | 4 ops | Nicely appointed dental/medical space. Sale or rent.
- **Central Coast Ortho or Pediatric** | \$190,000 | 7 chairs | Great opportunity to grow an orthodontic or pediatric 'turn key plus' dental practice on the beautiful Central Coast of California.
- **Santa Barbara** | \$420,000 | 3 ops | Growing mid-sized practice in a quaint, yet busy neighborhood!
- **Central Coast** | \$410,000 | 3 ops | Bustling shopping center location! Room to grow within the currently relaxed-pace, 3+ day/week schedule. Features CEREC, 3D conebeam, and digital x-ray.
- **San Luis Obispo Perio** | \$640,000 | 4 ops | Enjoy a fantastic perio practice in an incredible location!
- **Central Coast** | \$950,000 | 3 ops | Beautiful stand-alone building with a stunning interior!

Buying a dental practice?

Don't miss our **FREE**, informative buyer's guide!
Visit www.dentalpracticebuyersguide.com to discover proven steps to buy with confidence!



Call Brian at
(805) 714-2115

Brian Flanagan, Central and Northern California Agent

- **Mariposa** | \$425,000 | 4 ops | **Price Reduced!** Well established and profitable practice! Live, work, and play in the gateway to Yosemite!
- **Central Valley** | \$300,000 | 6 ops | Remarkable, well-established perio practice in the fast growing Central Valley. Tremendous growth potential in a beautiful office complex!
- **Kings County** | \$800,000 | 4 ops | Growing practice in a rapidly developing community.
- **Turlock** | \$285,000 | 6 ops | Well-established, general dental practice with high-visibility.
- **Bakersfield** | \$850,000 | 7 ops | 3,000 sqft | Stunning aesthetics in a high-tech office with 7 masterfully designed and equipped ops.

Visit our new and improved website at
www.integritypracticesales.com!

Transitions can be challenging.

At Integrity Practice Sales, we have helped hundreds of dentists transition successfully by making the process clear and always working with integrity. We have agents located across California to provide local, hands-on support. Call us today to discuss your best transition options!

We want to see you at CDA San Francisco... ...visit booth #1439 to say hello!

If you would like to make sure you get your questions answered, schedule some one-on-one time with one of our transition experts. We are here to help! Call us at (855) 337-4337 to set up an appointment.

"Selling a practice can be an emotional experience and we were guided through the process with care and responsiveness. I honestly can't imagine any aspect of the sale that could have been handled any better."

Robert Bishop, DDS
Arroyo Grande, CA



Introducing Two New Agents to Serve You Better



Whitney Tharaldson, MBA

Southern California Broker-Associate - (626) 384-8080

Whitney has worked in the competitive Southern California dental practice transitions arena since 2010. Whitney's knowledge of the dental industry combined with her vast network of dentists and industry professionals give her a unique advantage.

Maricelle Ortiz-Luis, DDS

Southern California Agent - (858) 722-7461

Maricelle Ortiz-Luis bought her first practice in 2005. In 2011, she acquired a second practice and merged it with her existing practice. She has done it successfully, and can help you do it too!



**INTEGRITY
PRACTICE SALES**

(855) 337-4337

www.integritypracticesales.com

DRE#01911548

If you have cell service...



**...you have
The Dental
Trader!**

As mobile as you are.

dentaltrader.com



NEWPORT BEACH turn key practice/leasehold and equipment for sale by owner, LOW RENT, MODERN DESIGN, Grate location 8182750503

Practices for sale in Northern and Southern California, with multiple practices in Contra Costa County, in Placer County, San Francisco, Orange County, and San Diego. Contact ProMed Financial for more info at 888-277-6633.

Walmart Supercenters: Ground floor opportunity for dentists to own and operate their own private practice inside this massive retailer. Must have clean record (subject to background/license check). You set fees & hours, No percentage/fee sharing. Cost based on doctor-selected square footage needs (we're flexible). View video at www.walldentcenter.com and if interested, complete application form online.

Name-Brand Implants and Parts Up to Half-Off! Surplus inventory from dentists who have changed system. Large stock of Nobel, Astra, Implant Direct, Camlog, and more! Final or healing abutments, transfer posts, replicas, surgical kits, etc. We buy components, too. Contact us at dentalvalues@gmail.com

Hear unbiased, practical treatment techniques, all on Sundays, and its only \$549 for three lectures AND and Hands-on Biomimetic Restorations course, 28 CE credits! See Xcel Seminars' insert, visit www.xcelseminars.com or call 310-663-4055.

SAN CARLOS Lease: "Turn-Key" Dental Office for Rent w/ Equipment! Ideal for a specialist! 2 op + 1 add'l. \$6,500 mon. (AN-864) WPS/800-641-4179

Dental office for sale Bloomington CA 5eq.ops +1 plumbed not eq.op Excellent exposure and signage on busy street. convenient to 10fwy. pt base is PPO/Cash and 10% Dentiocal. 2017 gross 458 on 3-4 days/week. Digital x-ray dental. As is make an offer!. call Sandra for details (909)877-9741 smile@smart-dent.net

Assoc/Partner FFS N.Ca. practice has too many pats. and needs a dedicated DDS to move to our rural community. Besides having a thriving practice we have state of the art equipment including an E4D machine. We have a beautiful facility with highly trained RDA's and 5 RDH. We have tremendous trails for hiking, fishing, and hunting. Salary starting at 30% of production. We have the largest practice in our rural community just north of Reno NV. Email for more info: susanvilledentalcare@live.com.

Dental Lab For Sale in business for 40 years owner retiring. 2500 square ft. Right by freeway New owner can step in and start up. Great opportunity! For more information call 925-948-6044

SONOMA COUNTY - 2016 GR \$680K, 3 days/week. 3 Ops, 960 sq. ft., Condo available. Pano X-ray, Intra-Oral, Soft Tissue Laser, Datacon PMS. HSPPT- Gina Miller 707-391-7048-#CA463



Timothy Giroux
DDS/Broker

ASK THE BROKER

Can a dental practice be sold without a "covenant not to compete"?

Great question! Yes it can, but the "covenant not to compete" is one of the most precious aspects of most practice transitions. We often sell completely furnished "facility only" practices that contain no patient charts or records, so there is no "covenant not to compete" in those circumstances. However, practices that do contain patient charts and records are usually valued primarily for the revenue that the patients have generated over the past 1-2 years.

Most dentists understand that a practice sells for certain "rules of thumb", such as a percentage of collections or a multiple of NET profit. These "rules of thumb" vary from location to location, but the "covenant not to compete" is the promise or the security that assures the buyer that they will have the same **opportunity** to produce those numbers with the same patient base. Nobody can **guarantee** similar results of production because we are all different in our skill sets, clinically or communication-wise.

Amazingly, the sales price only varies approximately 10% between a practice that has all the bells, whistles, and newer equipment as compared to an outdated practice in the same neighborhood. This underscores that the value of most practice sales is in the patient base.

While the court system has placed a premium on the mileage component of the "covenant not to compete", obviously the intent of the covenant is that the buyer has every expectation that the seller will not treat the patients who were "promised" to remain as part of the transaction. The reason for this is mostly practical. It would be very difficult to audit the patient base of any practice to prove a seller was violating the covenant if he was practicing nearby. It is much easier to place a mileage restriction that can be simple to enforce. This is why we see smaller mileage restrictions in congested urban areas compared to rural areas where people are accustomed to driving greater distances for services.

This is a particularly good question as there are more dentists and businessmen who are buying and selling dental practices. They need to be aware that buyers are rightfully concerned about the future plans of the seller. In addition, most dental lenders also have some minimum expectations when financing dental practice transitions.

Bottom Line: There is always an expectation that a "covenant not to compete" will be part of any transition that involves patients.

Timothy Giroux, DDS owns Western Practice Sales and is a member of the nationally recognized dental organization, ADS Transitions. Contact Dr. Giroux at wps@succeed.net or 800.641.4179

FOLSOM OFFICE LOCATION SALE-.1200 sqft, Turnkey, 3ops, digital pano, sensors, lightly used equip
folsomofficesale@gmail.com

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

RDA COURSES*Lowest Priced*-(Board Accredited) Take our RDA Exam prep course & double your passing rate! (Includes both Written and Law & Ethics) Check our 5 star reviews on Google & Yelp! Space is very limited call (626) 345-0005 or visit us at ADMInstitute.com.

3D Printing. CE Courses for in office 3D printing. Live Digital 3D Dental Workshop, and Online Courses. www.learn3dental3D.com and www.michaelschererdmd.com 209-536-1954.

PRACTICES WANTED IN ANAHEIM, ORANGE & LA COUNTY \$500k+ Collections. Real Estate desired. Sellers call Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcffin.com LCFPPracticeSales.com

\$800/day minimum pay rate for Dentist to join our team. Our office is located in California's central coast 70 miles north of Santa Barbara. Improving our patients dental health through education and friendly communication is our goal. Current DDS or DMD licenses required, licensed to work in California. Bilingual in Spanish favorable, not necessary. Immediate openings for full time or part time. Vacation/Sick pay. Please email resume or fax to (805)922-5333. Call (805) 922-5122 for more info.

BERKELEY'S ALTA BATES MEDICAL VILLAGE Perfect opportunity for nearby Delta Premier Dentist to relocate their practice into this stand-alone building on Webster Street. On 3-day week, collections totaled \$550,000 in 2017. To learn more, go to www.PPSsellsDDS.com.

LOS BANOS: Unique opportunity. Heavy emphasis on hygiene. Growth potential by increasing DDS days. 1000 sf w/ 3 ops \$80k (JC-823) WPS/800-641-4179

High Tech, Orthodontic practice in the Central Valley. Grosses \$900,000 a year with doctor only working 11 days a month. Practice has tx thousands of patients and is recognized as a top Ortho office in the Central Valley. Practice has state of the art technology, computer imaging, digital pan/Ceph, Apple imager and Dr Sarver case presenter. Office has low overhead is profitable and is located in an area with tons of young patients. Contact orthocentralvalley@gmail.com.

PRACTICE FOR SALE-- RANCHO BERNARDO. Situated in Prof Bldg. at major intersection. 2 doctors share 8 Op office. SDPS: 760-599-7828

LEGAL TIP: Practice transitions are multi-dimensional, far beyond the contracts themselves. Attorney Robert W. Olson, Jr., APC, 888.963.1120, www.trans.dental.



Quality and Professional Legal Services with a Smile

When you need an experienced and efficient attorney specializing in dentistry, please give me a call. Whatever you need, day or night...I will be available and complete all tasks. No delays, no excuses, no headaches, no exceptions. Your complete satisfaction is my sole goal.

The attorney to protect your investment

Cecilia Chen, Attorney

Super Lawyer 2014 Nominated by Peers

Serving Dental Professionals:

- Practice Sales and Acquisitions
- Lease Review and Negotiation
- Partnership Formation and Buy-Out
- Practice Start-Up and Incorporation
- Formation of Dental Service Organizations
- Associate and Space Sharing Agreements

"I called several attorneys to represent me and no one was more polite and professional than Cecelia Chen. It gives you peace of mind to be able to contact your attorney after hours or on weekends as your deal is progressing. I highly recommend Cecilia for any practice purchase or sale. Ms. Chen was able to negotiate certain terms of the purchase agreement that would of otherwise been detrimental to my transition."

— M. Shah DDS



LAW OFFICES OF
CECILIA CHEN

Toll Free: 855.850.4111

Email: info@practiceatty.com

www.practiceatty.com

Need a laugh? Visit and like our Facebook page at https://www.facebook.com/pg/TheDentalTraderMag/posts/?ref=page_internal.

Attention DAs! if you have at least 15 month of work experience you are eligible to obtain your RDA license by completing our weekend courses, increase your salary, check our 5 star reviews, call Ms Grant (626)345-0005 ADMInstitute.com.

Fazel helped me discover & understand embezzlement in my office. He helped me strengthen internal control & collection procedures. I am so glad we had him review the records and help decrease our risks! Dr. Sasha.
Cal.Dental.CPA@Gmail.Com

Dental Practice & Building for Sale in Palm Springs! Collections ~1.1 Mil. Practice & Real Estate. Loc Pham, Broker BRE#01875780. (714)550-7494
practice@lcfbin.com | LCFPracticeSales.com

SAN RAFAEL Dentist retiring after long career. Delta PPO provider. Has averaged \$390,000 in annual collections on 26.5-hour week. \$223,000+ in Profits in 2017. Full Price \$125,000. To learn more, go to www.PPSsellsDDS.com.

VALLEJO Real Estate Available. 1,250 sq. ft. practice w/3 equip. Ops, Eaglesoft, Digital X-ray, and CAD/CAM. 2017 GR \$736K, 3 1/2 day week. HSPPT- Jim Engel 925-330-2207-#CA521

HENRY SCHEIN®

PROFESSIONAL PRACTICE TRANSITIONS

Contact
one of our
experienced
Transition
Consultants



Dr. Lee Maddox
Lic. #01801165
(949) 675-5578
30 Years in Business



Dr. Thomas Wagner
Lic. #01418359
(916) 812-3255
45 Years in Business



Jay Harter
Lic. #01008086
(916) 812-05001
20 Years in Business



Dr. Russell Okihara
License #01886221
(619) 694-7077
38 years in business



Jim Engel
License #01898522
(925) 330-2207
47 Years in Business

PRACTICE SALES • PARTNERSHIPS • MERGERS • VALUATIONS/APPRAISALS • ASSOCIATESHIPS • CONTINUING EDUCATION

NORTHERN CALIFORNIA

CAMPBELL - NEW LISTING - A great opportunity in this beautiful practice established in 1993 on one of the city's busiest thoroughfares. 3 Fully Equipped treatment rooms and room to expand in 1550 Sq. Ft. with every amenity including Dentrix Software with 10 Computer Workstations, Dexis Digital X-Ray, Cone Beam Imaging, Laser and fiber optics. 2017 Revenue of \$864,000 with 3 year average adjusted net of \$345,000. This West Valley office also has a great lease and owner willing to work back for the right buyer. #CA528- Jim Engel - 925-330-2207

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 - 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

EL DORADO COUNTY - New office manager 9 months ago and practice is booming! 1,200 sq. ft. office with 3 Operatories, equipped with Pano, and EZ 2000 software. Dexis digital x-rays in all ops, 2 intra-oral cameras. Q1 2018 collections of \$152,037 on 3 day week compared to 2017 Collections of \$414,405 on 3 day week. Great satellite practice or build into full time practice. This is a nice practice with low rent in an area of little competition. Owner is ready to retire and has significantly reduced the asking price. #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 Orthralix 8500 Pano unit. The 4 Ops share 2 X-ray units that swing into each Op. #CA411- Steve Caudill - 951-314-5542

GREATER EL DORADO HILLS - SELLING FOR LESS THAN 50% of 2017 COLLECTIONS OF \$699,586. 25 minutes from El Dorado Hills. Owner wants to retire, price reduced for quick sale. 1,500+ SF office with four Ops., Dentrix software, 2 Schick sensors, new server & CPUs. #CA407- Thomas Wagner - 916-812-3255

GREATER ROSEVILLE - 3 equipped Ops in 4 Op. 1,320sf office. Dentrix, Dexis digital sensors (2), new computers, \$70K in equipment & technology purchased in 2016. 3 days hygiene. 2017 collections \$481K+ on 20 Dr. hours/wk. #CA490- Thomas Wagner - 916-812-3255

GREATER ROSEVILLE/ROCKLIN - NEW LISTING - Well-designed 5 Op, PPO practice, in approx. 1,495 sq. ft. office located in great commercial location. Softdent software, Suni digital sensor, laser, and intra-oral camera. 2017 GR of \$527,000+ on 3 day week. #CA513- Thomas Wagner - 916-812-3255

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

GREATER SACRAMENTO - 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

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 - 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 - Well-designed 4 op practice in approx. 1,500 sq. ft. office located in a professional building on a major thoroughfare. Office includes digital x-rays, digital Pan/3D/CBCT, Intraoral camera, Lasers, CAD-CAM and monument signage. Seller relocating. #CA516- Thomas Wagner - 916-812-3255

LOS ALTOS - Great location and even greater 30 year history for this mid-peninsula practice on the city's busiest thoroughfare. 2017 Revenue of \$618,000 with very strong adjusted net of 44%. 6 Treatment rooms (fully equipped) with Panoramic, Intraoral Camera and Soft Tissue laser housed in 1520 square feet and excellent gross lease. Eaglesoft PMS and lots of upside potential with nearly 1300 active patients. Sellers are retiring but will work with the right buyer for a smooth transition. #CA496- Jim Engel - 925-330-2207

MARIN COUNTY FACILITY ONLY - Highly desirable Dental Facility in the Business center location of Marin County. The office is directly across from Northgate San Rafael shopping mall, restaurants, professionals, and near Kaiser Medical center just off 101 freeway. Everyone's response seeing the office "Wow, what a gorgeous million dollar view!" Newer 2013 build out-custom designed with high-end equipment in excellent brand new condition. Has 3 fully equipped Op's, bright and airy spacious layout in approx. 802 square feet. Includes Private Office, Reception area, Planmeca Digital Pano, Digital Sensor, Intraoral Camera, Sterilization w/plenty of storage and counter space. Paperless office, Eaglesoft software with 5 computer workstations. This well-maintained executive professional building is actively occupied and has on-site management support. This is not typical blank slate, but has a bonus of patients, active production/ collections, and business operations in place to start producing revenue immediately. Pristine relaxing work environment. Remarkable opportunity to merge or work in an established facility to make a practice of your dreams! This will not last! #CA502- Gina Miller - 707-391-7048

NORTHERN CALIFORNIA OFFICE
1.800.519.3458



www.henryscheinppt.com

SOUTHERN CALIFORNIA OFFICE
1.888.685.8100

Buy it! Sell it! Trade it!!!

DENTAL PRACTICE BROKERAGE

Making your transition a reality.



Kerri McCullough
License #01382259
(949) 300-0312
40 Years in Business



Jaci Hardison
License #01927713
(949) 675-5578
31 Years in Business



Steve Caudill
License #00411157
(951) 314-5542
30 years in Business



Tinh Tran
License #01863784
(949) 675-5578
16 Years in Business



Gina Miller
Lic. #02015193
(707) 391-7048
31 years in business

More than
75 Years of
Experience!

PRACTICE SALES • PARTNERSHIPS • MERGERS • VALUATIONS/APPRAISALS • ASSOCIATESHIPS • CONTINUING EDUCATION

PITTSBURG - Practice and Real Estate available in this fast growing Contra Costa County community on the edge of Suisun Bay. This area boasts temperate weather throughout the year and affordable housing attracts busy professionals as well as agricultural workers from the Eastern counties. The stand-alone building of 2324 sq. ft. has housed a dental practice for over 20 years, has 7 treatment rooms (5 equipped), with Paperless Charts, Dexis Digital X-Ray, Planet DDS/Denticon Software and Panoramic X-Ray. 2017 Revenue of \$781,000 with 4 days of Hygiene and over 900 active patients. Owner is scaling back but will help with a smooth transition. #CA493- Jim Engel - 925-330-2207

REDDING - *NEW LISTING* - Well-established 2,600 sq. ft. practice with 6 treatment rooms, equipped with intra-oral camera, digital x-ray, Pano, and Dentrrix software. Averaging 20+ new patients per month and high word-of-mouth referrals. Great hygiene program and long history of collecting over \$1M in Gross Receipts. #CA515- Valerie Higgins - 209-627-9347

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 - 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 - Price Reduced: practice selling for approximately 61.19% of 2017 collections. 1,150 sq. ft. office with 4 operatories. Equipped with Intra-Oral camera, Dexis digital x-ray, and Carestream software. Established over 30 years, 2017 Gross Receipts of \$558,890. #CA424- Thomas Wagner - 916-812-3255

SACRAMENTO - *NEW LISTING* - This very efficiently run practice is located in a leased office with 4 fully equipped operatories, Practice Web software, Intra-Oral Camera, and Digital X-ray. 2017 GR of \$1 million with very low overhead. #CA510- Thomas Wagner - 916-812-3255

SACRAMENTO - *NEW LISTING* - Great Sacramento Location - 3 Ops, shopping center location, digital X-Ray ready to move in to. 2017 Collections of \$572,130 (From 2017 Corp. Tax Return), open 30 hours a week, 29 years goodwill. #CA527- Steve Caudill - 951-314-5542

SACRAMENTO - *NEW LISTING* - Efficiently-designed 3 Op. PPO practice, in approx. 1,050 Sq Ft office located in busy office/mixed use commercial building on high-traffic count Howe Avenue. Long term history with practice located in the same building for 30 years, plus opportunity to expand into adjoining space if desired. Eaglesoft software, Schick digital sensors, and intra-oral camera. 2017 GR of \$668,131 on 4.5 day week. #CA519- Jay Harter - 916-812-0500

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. ~~3012~~ Gross Receipts of \$1.2M with Adjusted Net of \$480,000. 5 days of Hygiene, Dentrrix/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

SAN JOSE - This West Valley High End Restorative and General Practice boasts 3 year average revenue of \$1.2M with over \$500K average Adj. Net on a 4 day work week. 100% FFS with 3 fully equipped Ops in 1,100 Sq. Ft. plus 500 Sq. Ft. of finished attic storage. Cone Beam Imaging, Schick Sensors, Lasers and nearly every technology to launch your dream office. Great lease at well below market rent of only \$3,269.00 per month. Seller will work back to mentor the buyer. Great practice, great cash flow and great location near major shopping mall to build your future career! #CA506- 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- Gina Miller 707-391-7048 or Jim Engel 925-330-2207

TRI-VALLEY/EAST BAY - *NEW ENDODONTIC LISTING* - Continue the great history of this Tri-Valley Endo office which has operated in the same location for 25 years. 3 fully equipped treatment rooms with room to expand in this well decorated 1300 sq. ft. office. TDO imaging software, 4 computer workstations, Digital X-Ray and Global Microscope. 2017 revenues of \$341,000 with adjusted net above 38% on a reduced schedule. Owner is retiring but willing to help introduce referral base and guarantee a smooth transition. #CA526- Jim Engel - 925-330-2207

VALLEJO - 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

VALLEJO - *NEW LISTING* - Great history for this Practice and Real Estate in this waterfront community. Easy commuting distance to San Francisco, East Bay and Marin communities. Real Estate includes 1250 sq. ft. office plus a basement and two rental units of 750 sq. ft. each. 2017 Revenues of \$736,000 on 3½ day work week. 3 totally equipped treatment rooms with excellent condition equipment, Eaglesoft PMS with 6 workstations, Digital X-Ray and CAD/CAM. Real Estate has been meticulously cared for and newly painted. Owner will help with Real Estate financing and retiring after 45 years in the town he grew up in. Don't miss out on owning your own office and avoid increasing rents over the next 30 years. #CA521- Jim Engel - 925-330-2207

VISALIA - *PERIO LISTING* - *NEW LISTING* - Periodontal Practice with 4 Operatories, fully furnished is now available in Visalia. Seller works 3 days a week, and owns the building, will consider selling the building also. 2,000 sq. ft. suite with 40 years of goodwill. 2017 Gross Receipts of \$356K, great location and price for this practice. #CA512- Steve Caudill - 951-314-5542

NORTHERN CALIFORNIA OFFICE
1.800.519.3458



www.henryscheinppt.com

SOUTHERN CALIFORNIA OFFICE
1.888.685.8100

Place a FREE Reader Ad online at www.thedentaltrader.com



PROFESSIONAL PRACTICE TRANSITIONS

DENTAL PRACTICE BROKERAGE

Making your transition a reality.

PRACTICE SALES • PARTNERSHIPS • MERGERS • VALUATIONS/APPRISALS • ASSOCIATESHIPS • CONTINUING EDUCATION

WALNUT CREEK - This wonderful neighborhood practice has flourished since 1948, 34 years under present ownership. 4 treatment rooms in approx. 1,260 square feet with EZ Dental Software, 8 computer workstations and Dexis Digital Sensor. Average age of the equipment is 10 years with some things 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 the outdoors. Sellers are retiring and will help buyer with a very smooth transition and a very fair long term lease. #CA473- Jim Engel - 925-330-2207

WATSONVILLE - Practice and Real Estate opportunity in this Central Coast town that attracts college students, beach goers as well as Agricultural Worker patients. 2017 Revenue of \$ 552,000 in a 2,245 Sq. Ft. stand-alone building also boasts 4 fully equipped treatment rooms, Paperless Charts, Dexis Digital X-Ray and Planet DDS/Denticon software. This location has a rich history of housing a dental practice for over 30 years and ready for a new owner motivated to own the practice and building together. Owner is downsizing but will help with a very smooth transition. #CA494- Jim Engel - 925-330-2207

WOODLAND - 8 Operatory office in a 2,100 sq. ft. suite with 22 years of goodwill is now available. Practice is located in a shopping center with 2017 Gross Receipts of \$769K. Our seller is retiring, this is a great location with potential for increased collections. #CA497- Steve Caudill - 951-314-5542

CENTRAL CALIFORNIA

CENTRAL COAST - NEW LISTING - Endodontic Practice with 3 Operatories equipped with Zeiss microscopes, Digital x-rays, Paperless, Cone Beam CT, and PBS Endo Software. 2016 Gross Receipts of \$1.1M+ with \$633K Adjusted Net Income. Hurry, this opportunity to live and practice in the beautiful Central Coast will not last. #CA489- Kerri McCullough - 949-300-0312

FRESNO - NEW LISTING - Perio/Implant: 6 Ops fully furnished, digital X-Ray, large office with conference room for teaching and study groups, works only 2 days a week, 20 years good will, cash only no insurance plans. Great location and ready to move into and work. Perfect part time office or expand to full time. Collections increasing each year with 2017 at \$649,621, seller retiring from private practice. #CA518- Steve Caudill - 951-314-5542

SOUTHERN CALIFORNIA

ARCADIA/PASADENA AREA - NEW LISTING - General Dentistry practice with 3 Ops has been established 50+ years, 20 with our retiring seller with long-term staff and strong hygiene program. Seller refers out all specialty procedures, room to grow! 2016 GR of \$364K with \$100K+ Adj. Net. #CA481- Kerri McCullough - 949-300-0312

BAKERSFIELD - 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

CHINO - This General Dentistry Practice with 3 Ops utilizes CareStream 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 GR \$338K with \$126K Adj. Net. Very motivated seller! #CA484- Kerri McCullough - 949-300-0312

FOUNTAIN VALLEY - General Dentistry practice with 4 Ops is new on the market. The practice features EZ2000 software with Digital X-rays, Intra-oral camera and 2-year old equipment. Practice utilizes a PT hygienist and most specialty procedures are referred out, leaving room for growth. 2017 GR \$555K with \$269K Adj. Net. #CA508- Thanh Tran - 949-533-8308

GLENDALE - General Dentistry Practice with 4 Ops utilizes Dentrrix, Dexis digital x-rays, Intra-Oral Camera, and a Laser. Practice has 3 days of hygiene per week and 3½ doctor days per week. 2017 GR of \$872K with \$393K Adj. Net. #CA492- Thanh Tran - 949-533-8308

GREATER LOS ANGELES AREA - Periodontal Practice - 5 Ops, Dentrrix, Digital X-rays, Laser, Intra-Oral Camera. Great referral base, 34 Years of Goodwill. 2017 GR of \$694K. #CA173- Kerri McCullough - 949-300-0312

HIGHLAND - NEW LISTING - General Dentistry Practice with 3 Ops is located in a retail shopping center and is computerized with Dentrrix, utilizes Dexis digital x-rays and is mostly paperless. There are 2 days of hygiene per week and 2-3 doctor days per week. GR \$359K with \$113K Adj. Net. #CA522- Steve Caudill - 951-314-5542

LAGUNA BEACH - General Dentistry practice with 4 Ops, 3 Equipped is now available in beautiful Laguna Beach. Practice features Dentrrix G4, Dexis Digital X-rays, and is paperless. 2017 GR of \$442K with \$205K Adj. Net Income. #CA443- Thanh Tran - 949-533-8308

LAKE ARROWHEAD/SAN BERNARDINO MTS - NEW LISTING - Long-established PPO/FFS practice with 6 Ops is computerized with SoftDent, Dexis digital x-rays, intra-oral camera, Pano, and laser. Strong Hygiene/soft tissue management program in place with 7 days/ of Hyg./wk. 2017 GR of \$1.14M with \$368K Adj. Net. Real estate is also for sale in conjunction w/practice sale. #CA517- Steve Caudill - 951-314-5542

LONG BEACH - General Dentistry Practice with over 25 years of Goodwill is now available in Long Beach. The 1,700 sq. ft. ground-floor condo that houses the practice was remodeled 5 years ago and is also available for sale. The paperless practice has 6 Operatories, is computerized with Dentrrix and utilizes Dexis digital x-rays, a digital Pano and a laser. 4 days of hygiene per week. 2017 Gross Receipts of \$492K. #CA499- Thanh Tran - 949-533-8308

LOS ANGELES - 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

ORANGE - General Dentistry practice with 30+ years of Goodwill is now for sale in Orange. Near hospitals and other medical/professional suites. 4 Ops, Dentrrix, Dexis digital x-rays, and Intra-oral camera. 2017 GR \$308K with \$152K Adj. Net. #CA487- Kerri McCullough - 949-300-0312

ORANGE COUNTY - NEW LISTING - Periodontal Practice - Long-established Perio practice located in Orange County is now available. The practice operates 4 days per week and has 9+ days of Hygiene per week. The retiring seller has approximately 18 NP/month with a strong referral base of local dentists. Long history of collecting over \$1M per year with last year's Adj. Net of \$498K. Great opportunity! #CA520- Kerri McCullough - 949-300-0312

ORANGE COUNTY - Endodontic Practice - 4 Ops, 3 Equipped, Global Inclinable Binocular Microscope and Triangle unit in the sterilization room. The waiting room has a fireplace, welcoming patients to the office. 2017 GR of \$265K, with seller scaling back significantly in 2017. Many regular, local referring doctors have been sending patients to this office for 17 years. #CA500- 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

PASADENA - NEW LISTING - This 5 Op General practice is being sold in conjunction with the building, which features the suite the practice is housed in plus another leased dental suite. The suite is 1,586 sq. ft. with a total building square footage of approximately 2,880. The building is located on a well-traveled street with parking. SoftDent, paperless, CareStream Digital X-rays, and an Intra-Oral Camera. 3 days of hyg./wk. 2017 GR \$473K and \$115K Adj. Net with our retiring seller working only 3 days per week. This is a one-of-a-kind opportunity to own a practice with real estate in beautiful Pasadena. #CA505- Kerri McCullough - 949-300-0312

RANCHO CUCAMONGA - NEW LISTING - General Dentistry practice with 7 Ops is now available in Rancho Cucamonga. This practice is located in a free-standing building on a very busy corner and features Dentrrix software and Dexis Digital X-rays, an Intra-oral camera, Digital Pano, and is partially paperless. The practice also has an Ortho bay with its own waiting area. Great opportunity! 2017 GR of \$838K with \$158K Adj. Net. #CA514- Thanh Tran - 949-533-8308

NORTHERN CALIFORNIA OFFICE
1.800.519.3458



www.henryscheinppt.com

SOUTHERN CALIFORNIA OFFICE
1.888.685.8100

HENRY SCHEIN®

PROFESSIONAL PRACTICE TRANSITIONS

DENTAL PRACTICE BROKERAGE

Making your transition a reality.

PRACTICE SALES • PARTNERSHIPS • MERGERS • VALUATIONS/APPRISALS • ASSOCIATESHIPS • CONTINUING EDUCATION

RIVERSIDE COUNTY - This General Dentistry Practice with 4 Ops is turn-key with a beautiful design. In a single story professional building that houses the practice and one other suite with signage. Practice utilizes Dentrrix, Digital X-rays, and is paperless. 2017 GR of \$816K with \$330K Adj. Net. #CA471- Kerri McCullough - 949-300-0312

SAN FERNANDO VALLEY - Large General and Multi-Specialty with 13 Ops plus an open bay Pedo room with 4 chairs and a separate waiting room, 3 x-ray tech areas with a total of 6 chairs and a digital Pano. Full porcelain lab on site, multiple sterilization areas and much more in 8,019 sq. ft. Practice utilizes EagleSoft and has a total of 18 hygiene days per week. GR of \$3.6M+ with \$952K Adj. Net. #CA488- 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. 2017 GR of \$410K with \$192K Adj. Net. #CA460- Kerri McCullough - 949-300-0312

SANTA BARBARA COUNTY - 10 Ops in a 3,400 sq. ft. suite. 18 years of goodwill and in-house specialists. FFS, PPO and has a CAP check of 6-8K/mo. for HMO patients. Computerized with EZ Dental, Digital X-rays, Intra-oral Camera, and Pano. 2017 GR were \$1.3M with \$462K Adj. Net. #CA503- Kerri McCullough - 949-300-0312

SANTA MONICA - *NEW LISTING* - General Dentistry Practice with 2 Ops in a centralized location with great street visibility is now available in Santa Monica. The practice features CareStream software with digital x-rays. 2017 Gross Receipts of \$644K with \$382K Adjusted Net Income. #CA525- Kerri McCullough - 949-300-0312

SANTA MONICA - *NEW LISTING* - This turn-key General Dentistry practice with 4 Ops, 3 equipped, is located in a professional building convenient to all of Santa Monica and the South Bay. Seller is the only dentist in the building. Practice utilizes Open Dental, Digital X-rays, and is Paperless. 2017 GR \$660K with \$284K Adj. Net. #CA511- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - This Implant-Oral Surgery practice in the South Bay area of LA is new on the market. Featuring 3 Operatories in 1,700 sq. ft., this practice has high visibility in a single-story corner unit of a retail/professional center. The practice is paperless and computerized with WinDent OMS Software, Dexis digital x-rays, Digital Pano, and CBCT. 2017 GR of \$475K. #CA498- Kerri McCullough - 949-300-0312

SOUTH ORANGE COUNTY - General Dentistry practice with 4 Operatories, 3 Equipped, utilizes an Intra-Oral Camera, Digital x-rays, Laser, and CariVu. Practice has 18 years of Goodwill with our retiring seller. 2017 Gross Receipts of \$331K working 20-24 hours per week with the seller referring out most specialty work. #CA509- Think Tran - 949-533-8308

SOUTH PASADENA AREA - General Dentistry practice located in a great corner shopping center on main street with signage. 3 Ops, 4 equipped, 23 years of Goodwill. Digital X-rays. Great opportunity. 2016 GR \$408K. #CA436- Kerri McCullough - 949-300-0312

VENTURA COUNTY - *NEW LISTING* - General Dentistry practice with 4 Ops in 1,350 sq. ft. located in a busy retail center on a main thoroughfare. Dentrrix, Digital X-rays, Intra-Oral Camera, and Pano. 4 days of hyg./wk. 2017 GR \$641K and \$257K Adj. Net. #CA504- Kerri McCullough - 949-300-0312

WESTERN SAN FERNANDO VALLEY - Pediatric Dentistry - In an upscale location, this 4 Op practice features EagleSoft and Intra-oral camera. 10+ years of goodwill, professional building near hospital. 30 NP/mo. #CA399- Kerri McCullough - 949-300-0312

SAN DIEGO

BONITA/CHULA VISTA AREA - General Practice with 8 Ops. The office is open 5 days with 9 days of hygiene per week. SoftDent, Dexis, Pano, I/O cameras, 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

LA JOLLA - 7 Ops, 6 Equipped, Dentrrix software with Digital X-rays, 3D Scanner, and Intra-Oral Camera. 4 days of Hygiene per week and the GR are \$738K with \$260K 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 INLAND - *NEW LISTING* - Prosthodontic Practice - 4 Op Pros Practice featuring Dentrrix and Digital X-Rays in a beautiful and spacious facility. In an excellent location with great curbside visibility and loyal referral sources nearby. Our seller is relocating. 2017 GR of \$737K with \$182K Adj. Net. #CA524- Russell Okihara - 619-694-7077

SAN DIEGO - *NEW LISTING* - Family oriented general practice in a busy shopping area with great visibility, 3 Ops, EZ 2000 Software, Digital X-rays, Intra-oral Camera, PPO/FFS, Small amount of Medi-Cal, Seller is Retiring. Excellent Opportunity for a new doctor or a 2nd office location. GR of \$253K with \$129K Adj. Net. #CA523- Russell Okihara - 619-694-7077

SAN DIEGO - Central San Diego: Excellent Opportunity, cutting-edge practice with 6 Ops. Well-established, professional building, open 5 days per week with 8 days of hyg./wk. EagleSoft and Schick dental sensors along with a Cone Beam Pano, CEREC, Intra-Oral Cameras, and Dental Lasers. FFS, Indemnity and PPO. Most specialty work is referred out to specialists. 2016 GR \$2M+ with Adj. Net of \$658K. #CA483- Russell Okihara - 619-694-7077

SAN DIEGO FACILITY ONLY - *NEW LISTING* - Beautiful and Modern, Turn-Key 3 Op dental facility in the Del Mar Highlands area. Excellent and Highly Sought-After Location. 1,056 Sq./Ft. lease rate including CAM is \$6,138.00 per month. Excellent location for an Endodontist or a GP. Priced to sell quickly. #CA501- Russell Okihara - 619-694-7077

OUTSIDE OF CALIFORNIA

CENTRAL OAHU, HAWAII - *NEW LISTING* - GP, Convenient, Family-oriented practice in a busy shopping area with 3 ops, 2 Equipped. PPO, FFS practice, Seller retiring. Office utilizes Innova and Dexis digital sensors. Computerized in each op, Most specialty procedures referred out. Excellent Opportunity. #HI110- Russell Okihara - 619-694-7077

CENTRAL OAHU, HAWAII - Family-oriented rural General Dentistry Practice with 3 Ops, Digitized X-Rays, Pano, and Innova. Seller accepts PPO and Medicaid and will be retiring. 2016 GR of \$923K with \$322K Adj. Net. #HI109- Russell Okihara - 619-694-7077

EASTERN WASHINGTON - *NEW LISTING* - This well established practice has 1,400 sq. ft. with 4 fully equipped operatories, in a stand-alone building, and equipped with EasyDental software, Intra-Oral Camera, and Orthopantomograph. 2017 Gross Receipts of \$429,000 on 3 day work week. #WA100- Dr. Paul Kennedy - 206-310-4424

HONOLULU, HAWAII - *NEW LISTING* - New Listing! GP, Excellent location in a professional building. Well-designed floorplan with 3 Ops, Office utilizes Innova, Intraoral Camera, All specialty procedures sent out, PPO/FFS, Seller retiring and is motivated to sell, Excellent Opportunity to relocate your practice. #HI111- Russell Okihara - 619-694-7077

PARKER, ARIZONA - *NEW LISTING* - This newly built out clinic is located in resort community of Parker AZ. Clinic is well equipped with four chairs and all new equipment. This growing Pedo practice is projected to have gross income of over 330k in 2018. It is a two and half year old practice with a good reputation in the area and the only pedo office in Parker Area. It is drawing from the surrounding areas as well. It would be a great starter clinic for someone looking to be close to water sports and live on the Colorado river. It would also be a great second clinic for a growing practice or group. It is currently only open 4 days a month. The growth for the practice is strong. #AZ107- Jerry Slaughter - 503-580-7829

NORTHERN CALIFORNIA OFFICE
1.800.519.3458



www.henryscheinppt.com

SOUTHERN CALIFORNIA OFFICE
1.888.685.8100



Art Wiederman, CPA, CFP
Broker #01511095



YOUR BRIDGE TO A SUCCESSFUL TRANSITION

17501 East 17th Street, Ste 100 | Tustin, CA 92780
714.259.0501 | 714.259.0406 f | info@wppps.com | wppps.com



Phil Potter, DDS, FAGD
Broker #01780656

Premium Practice Listings

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 \$415,000 for Condo

BUYERS

**go to www.wppps.com
for current listings
and to join our
buyer database**

Central Orange County #1123

Restorative
Upscale strip mall location
2017 gross revenues: \$473,243

Asking price: \$335,000

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

San Gabriel Valley #1072

Fee-for-service/ PPO
Restorative practice
Seven to eight days of Hygiene/ wk.
Prestigious location
Refers out all Endo/ Surgery/ Peds
Beautiful office with great parking
Intra-oral camera
2017 revenues \$902, 499

Asking \$765,000

Northern California #1106

PERIODONTAL practice
Four (4) treatment rooms
1,350 square feet
Solid 40% net grossing
over \$1,000,000
Office condominium is
available for purchase

Asking \$765,000 for practice

San Gabriel Valley #1122

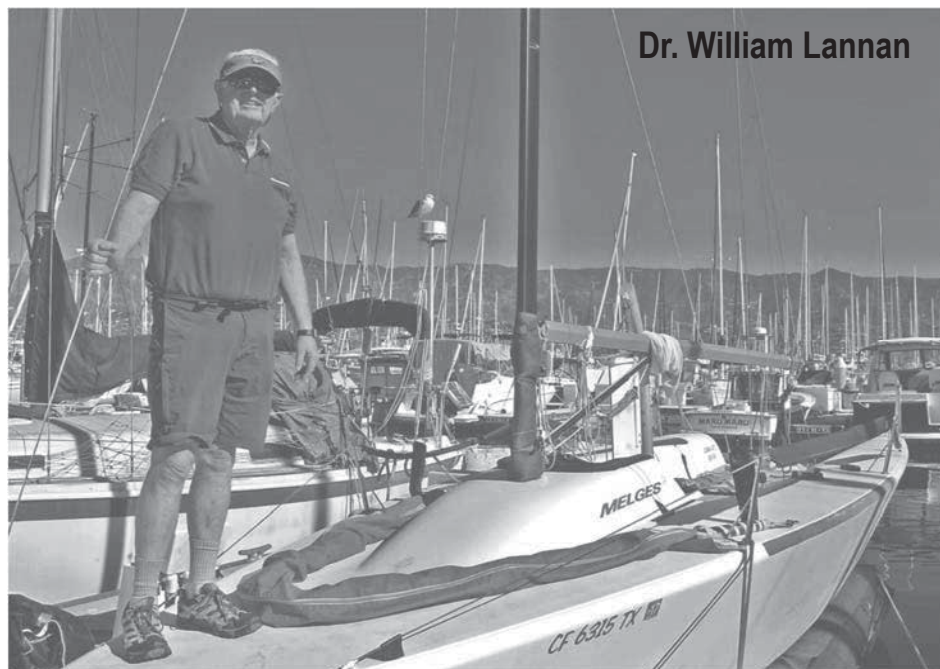
General practice
Large suite in upscale location
Seller retiring
2017 gross revenues \$678,543

Asking \$545,000

Coastal Orange County #1124

Restorative fee-for-service
Prestigious location
2017 gross revenues \$667,183
w/ high profit

Asking \$590,000



Dr. William Lannan

PASADENA (3) op comput G.P. Prof. bldg. 2017 Gross Collect \$332K on (3) days. Digital & Dentrux. Seller retiring. D&M Practice Sales 818.591.1401

SANTA CRUZ: Great price and cash flow for only 3 days a week!! 1000 sf w/ 4 ops Reduced Price: \$190k (DG-785) WPS/800-641-4179

American Manufactured Dental Equipment, in Corona CA, available direct to the dentist. Cut out the Over Priced Big House Dealers get factory pricing, factory install, factory support, 50 years experience. Visit our website WWW.DHPDENTAL.COM call (800) 423 - 5657. 10 Year Warranties. SHOWING AT CDA - San Francisco - #1802 9/6 - 9, 2018

FOR SALE Many New/Like-new Instruments Explorers, Mirror Handles, Mirrors, Perio probes . \$4./each (323) 851-6622

San Francisco Dental Practice for sale, 5 ops+ grossing \$1.6M. Call 888-277-6633 or venus@promed-financial.com for more info.

REDDING AREA: Offering a full spectrum of general dentistry and total care! 2700 sf w/6 ops \$390k/ Real Estate \$540k (GG-769) WPS/800-641-4179

LEGAL TIP: Failing to complete annual minutes can destroy your corporation's tax breaks. Attorney Robert W. Olson, Jr., APC, 888.963.1120, www.trans.dental.

MARK THE DATES

SEPTEMBER 2018

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
						1
2	3	4	5	6	7	8
	LABOR DAY			CDA CONVENTION SAN FRANCISCO 2018		
9	10	11	12	13	14	15
		PATRIOT DAY				
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

D&M
PRACTICE SALES AND LEASING
866.425.1877
(Outside So. CA) or
818.591.1401
www.dmppractice.com

ALL COUNTY CONSTRUCTION
562-989-3350
E-mail: allco3350@aol.com
www.allcountyconstruction.com

CALIFORNIA PRACTICE SALES, INC.
800-697-5656
714-639-2775
www.calpracticesales.com

INTEGRITY PRACTICE SALES
integritypracticesales.com
(855) DDS-4DDS

DENTAL ATTORNEY
Call today for your free consultation.
Amy L. Borden, Esq., A.P.C.
888-416-1321
california.dentalattorney.com
amy.l.borden@dentalattorney.com

LEE SKARIN & ASSOCIATES, INC.
DENTAL PRACTICE BROKERS
805-777-7707
800-752-7461
530 West Stafford Road Westlake Village, CA 91361
www.leskarinandassociates.com

August

S	M	T	W	Th	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

THE Dental Trader
Free Subscriptions
Free Ads for Dentists & Staff
dentaltrader.com • 877 888 4237 (4ADS)

October

S	M	T	W	Th	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

Complicated Endo?

Expert Endo in Your Office
Call 562 968 4061
www.socal-rootcanal.com

Professional Practice Sales
No. California
415-899-8580
www.ppsellsdds.com
So. California
714-832-0230
www.ppsdental.com

THE Dental Trader
dentaltrader.com

The #1 Dental Law Firm in the Nation
w&d
WOOD AND DELGADO
800-499-1474
www.DentalAttorneys.com

Experts in California Practice Sales!
Call today!
(800) 988-5674
www.henryscheinpt.com
HENRY SCHEIN
PROFESSIONAL PRACTICE TRANSITIONS

D&M
PRACTICE SALES AND LEASING
866.425.1877
(Outside So. CA) or
818.591.1401
www.dmppractice.com

LABOR DAY - SEPTEMBER 3
CDA CONVENTION
SAN FRANCISCO - SEPTEMBER 6-8
PATRIOT DAY - SEPTEMBER 11



WESTERN PRACTICE SALES

800.641.4179

wps@succeed.net | WESTERNPRACTICESALES.COM

Practice Transitions Made Perfect™

BAY AREA

AC-624 SAN FRANCISCO: Wonderful patients, solid income in great stand-alone bldg **\$475k**

AC-649 SAN FRANCISCO: Facility: Richmond District, 3 ops+1 add'l, Equipment less than 5 yrs old **\$120k**

AC-782 SAN FRANCISCO: Well maintained, multi-level Professional Medical Complex. 1450 sf w/ 5 ops **\$195k**

AG-852 SAN FRANCISCO: PRIME LOCATION! 600 sf w/ 2 fully equipped, computerized ops **\$375k**

AN-752 SAN FRANCISCO Facility: 2 months Free Rent! Opportunities like this one are few and far between! 1007sf w/ 4ops. **\$79k**

AN-864 SAN CARLOS Lease: "Turn-Key" Dental Office for Rent w/ Equipment! Ideal for a specialist! 2 op + 1 add'l. **\$6,500 mon.**

BC-710 WALNUT CREEK: Desirable location in stand-alone, single-story bldg. 1313sf w/ 3 ops **\$150k**

BC-741 DANVILLE (FACILITY): Move in Ready facility to build the practice of your dreams! ~ 1600sf w/ 3 fully equipped ops **\$150k**

BC-789 OAKLAND (Facility): Perfect layout for Pedito or Ortho. 2800 sf w/ 6 fully equipped ops. Plumber for 2 add'l **\$135k**

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

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

BG 838 HAYWARD: If Alameda County is where you want to be, then THIS is the practice for you! 800sf w/ 2 ops. **\$125k**

BG-839 PINOLE: Sink your roots into this community which retains many "turn-of-the-century" buildings! 1212sf w/ 3 ops + 1 add'l. **\$350k**

CC-798 PETALUMA: Partially equipped dental office for lease. Only \$2500/mo for 1400 sf! **Call for Details!**

CC-802 SANTA ROSA: Retail shopping center w/ 1200 sf and 4 fully equipped ops **\$220k or \$260k w/CT Scanner**

CC-846 SAN RAFAEL: Prof/Retail Building Complex. 3 ops 640 sf Collections \$433k in 2017 **\$295k**

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

CG-859 SONOMA: On track to collect over \$700k in 2018! 2000sf w/ 4 ops highly esteemed FFS Practice **\$395k**

CN-829 MILL VALLEY: This once-in-a-lifetime opportunity awaits your drive, talent & skill! 1200sf w/ 3 ops + 1 add'l **\$310k**

DC-805 CASTRO VALLEY: Seasoned Staff and Loyal PT base! 1800 sf w/4 ops in 2-story prof bldg **\$420k**

DC-812 REDWOOD CITY Facility: Reasonable rent and great landlord! 740 sf w/ 3 fully equipped ops **\$65k**

DG-833 GILROY: Newly renovated, excellent visibility and easy accessibility lends to growth!! 1200 sf w/ 4 ops **\$235k**

DG-844 SAN JOSE: Beloved practice delivers quality care and warm relationships which patients have come to expect. 1500sf 3 ops + 1 add'l. **\$195k**

BAY AREA CONTINUED

DG-854 SUNNYVALE: Do your best dentistry here to an educated, diverse, family-oriented, business-friendly population! 782sf w/ 3 ops **\$875k**

DG-865 SANTA MARIA: Live and practice in this desirable collegiate coastal community! 930sf w/ 3 ops **\$395k**

DN-771 SOQUEL Facility: The perfect place to sink down roots, raise a family & build an empire! 1100sf w/2 ops + 1 add'l. **\$38,500**

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

DG-785 SANTA CRUZ: Great price and cash flow for only 3 days a week!! 1000sf w/ 4 ops. Reduced Price: **\$190k**

DG-842 FREMONT: Imagine being able to live, practice and play here! 3200 sf w/ 10 ops **\$395k**

DG-857 SAN JOSE: Do the math - this associate-driven practice with profitability consistently! 1709 sf w/5 ops **\$595k**

DN-806 WATSONVILLE: This quality, family-oriented practice thrives & focuses on delivering quality care. 1,182 SF W/ 4 OPS. **\$495K/ Real Estate TBD**

DN-845 FREMONT Facility: Build your dream Practice! Primed for success in this proven location! 1800sf w/3 ops + 2 add'l. **\$100k**

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**

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

DG-785 SANTA CRUZ: Known for its amusement park & beach boardwalk, this community has much to offer! 1000sf w/ 4 ops. **Now Only: \$200k**

DG-842 FREMONT: Imagine being able to live, practice and play here! 3200 sf w/ 10 ops **\$395k**

DN-806 WATSONVILLE: This quality, family-oriented practice thrives & focuses on delivering quality care. 1,182 SF W/ 4 OPS. **\$495K/ Real Estate TBD**

DN-809 PLEASANTON: Ranked as "one of the best cities to live in", one can certainly understand why! 1100sf w/ 3 ops + 1 add'l. **\$480k**

DN-845 FREMONT Facility: Build your dream Practice! Primed for success in this proven location! 1800sf w/3 ops + 2 add'l. **\$100k**

NORTHERN CALIFORNIA

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

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

EN-747 CITRUS HEIGHTS Facility: Be the only dental office in this attractive, popular Retail Shopping Center! 2200sf w/5 ops + 6 add'l. **\$75k**

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**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

NORTHERN CALIFORNIA

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

EG-788 ROSEVILLE: Do not pass up on this remarkable opportunity! 2700sf w/ 6 ops. **Reduce Price \$275k/ Real Estate Available**

EG-849 AUBURN: Imagine living in a peaceful, rural town that has an ideal climate and "big city" amenities less than an hour away. 1400 sf w/ 4 ops **\$350k**

EN-800 SACRAMENTO: Awaiting your talent and skill to take it to the next level! 1200sf w/ 4 ops. **Seller Motivated! \$150k**

EN-797 WOODLAND: Do not hesitate or this enviable opportunity will fulfill someone else's dream! 2316sf w/ 6 ops. **Practice \$575k/ Real Estate TBD**

EN-831 SACRAMENTO: Location & practice philosophy make this opportunity "a cut above" others! ~1600sf w/4 ops. **\$775k**

EN-836 CITRUS HEIGHTS: well-established, quality practice comes loaded W/ 30+ years of goodwill. 1300sf w/3 ops + 2 add'l. **\$188k**

EN-824 SIERRA FOOTHILLS: well-known, well-loved, well-established practice focused on quality dental care! 1000sf w. 4 ops. **\$625**

EN-858 ORANGEVALE: Perfect for a second location or satellite situation! 850 sf w/ 3 ops. **Priced to Sell Only \$70k!**

FC-650 FORT BRAGG: Family-oriented practice. 5 ops in 2000sf, 6 npts/ mo **\$350k for the Practice & \$400k for the Real Estate**

FG-841 ARCATA: Live and own a little slice of heaven, when you practice here! 1114sf w/3 ops **\$275k/Real Estate TBD**

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!**

FN-855 NO. HUMBOLDT: Seller relocating! This long-established, quality 100% fee-for-service practice could be yours! 1600sf w/ 3ops + 1 add'l. **\$275k**

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**

GN-799 PARADISE: This remarkable opportunity is undeniably too good to be true! 1800sf w/ 4 ops. **Practice \$375k, Real Estate \$325k**

GN-808 CHICO: It just doesn't get any better than this! Hesitate & you might miss out! 2800sf w/ 5 ops. **\$395k/ Real Estate TBD**

GN-853 REDDING: A great place to visit...and an even better place to live, work and play! 1450sf w/ 5 ops **\$595k**

HG-732 GRASS VALLEY: Seller retiring. Well established practice. 1250sf w/ 3 ops. Real Estate also available. **\$205k**

HG-815 SIERRA CO: Perfect location for outdoor enthusiast! 1000 sf w/ 3 ops **Reduced Price: \$165k/ Real Estate \$437k**

HG-827 SO. LAKE TAHOE: Ski, live, play and practice here where your lifestyle can't be beat! 1200sf w/4 ops. **\$310k**

HG-851 SO LAKE TAHOE: Don't wait another day to start living your dream of a serene lifestyle! 2100 sf w/ 5 ops **\$425k**

HN-618 SIERRA FOOTHILLS: Seller Retiring! Huge opportunity for growth by increasing office hours! 750sf w/ 2 ops **\$65k**

HN-740 SHASTA CO: Beautiful mountain community, well-established practice, exceptional long-term staff. 2400+sf w/5 ops + 1 add'l. **\$475k/ Real Estate \$350k**

HN-773 SUTTER CREEK: Seller Motivated! Location known for beautiful scenery, excellent wine & rich history! 1536sf w/4 ops + 1 add'l! **\$175k**

HN-816 CHESTER/ALMANOR AREA: The perfect place to work, live and play! Do not hesitate, or this practice will be gone! 1250 sf w/ 4ops. **Practice \$140k/ Real Estate TBD**

CENTRAL VALLEY

IC-468 SAN JOAQUIN VALLEY: High-end restorative practice! 6 ops in 2500+sf office. Call for Details! **\$425k**

IG-832 OAKHURST: Have you ever dreamed of living and practicing by beautiful mountain ranges, surrounded by nature? 2048sf w/3 ops + 1 add'l. **\$235k/ Real Estate 375k**

IN-764 STOCKTON: Well-established, fully computerized, paperless, digitalized practice just waiting for your talent & skill! 5,000sf w/10 ops **\$267.5k**

JC-811 FRESNO COUNTY: Amazing Opportunity! Considerable Goodwill in Community! 3,000 sf w/ 6 ops **\$350k**

JC-823 LOS BANOS: Unique opportunity. Heavy emphasis on hygiene. Growth potential by increasing DDS days. 1000 sf w/ 3 ops **\$80k**

JG-778 FRESNO: What a steal. Consistent collections over \$600k with cash flow over \$300k!! 1452 sf w/ 4 ops **\$275k**

JG-807 FRESNO: Reasonable Overhead, Stellar Reputation, Excellent Location! 1000 sf w/3 ops **\$158k**

SOUTHERN CALIFORNIA

KG-779 SAN CLEMENTE Ortho: Huge growth potential by expanding relaxed work week! 2896 sf w/ 6 open bay chairs **\$325k/ Real Estate Available! Call for Details!**

SPECIALTY PRACTICES

AC-748 SAN FRANCISCO Perio: Reputable PERIO practice with million dollar Bay views! 980 sf w/ 3 ops **\$750k**

BC-784 CENTRAL CONTRA COSTA CO Perio: Seasoned Staff. Office runs like well-oiled machine! 3 ops **\$395k**

BG-843 WALNUT CREEK Perio: Collections over \$1M! Desirable area w/20-30 new pts per month. Professional building on major thoroughfare **\$645k**

EG-826 ROSEVILLE Perio: Create your success story with this warm and caring, patient-centered practice! 1000sf w/3 ops + 1add'l **\$150k**

EN-821 DAVIS Perio: Live, practice & play here! It'll be the BEST decision you'll ever make! 1700sf w/4 ops + 1 add'l. **\$385k**

EN-822 SACRAMENTO Perio: This practice is known throughout Sacramento for its stellar reputation! 2200sf w/ 5 ops + 1add'l. **\$790k**

IC-543 CENTRAL VALLEY Ortho: 1650sf w/ 5 chairs in open bay & plumbed for 2 add'l. Strong referrals and PT base **\$125k**

JG-757 VISALIA Perio: Keep implants in house and imagine the growth possibilities! 9 hygiene days per week! Rare Gem! 2,000 sf w/ 5 ops **Reduced Price: \$350k**

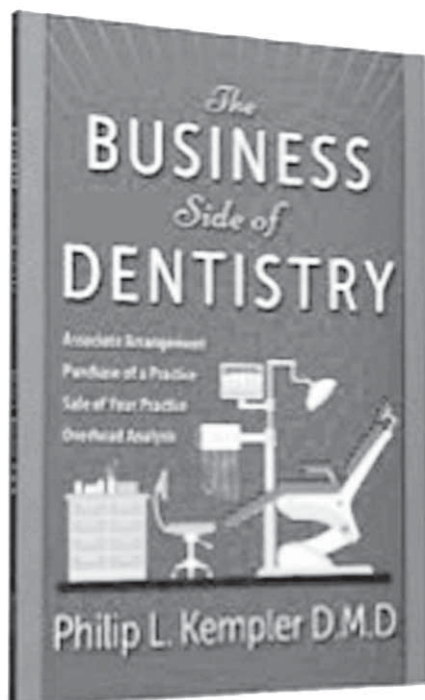


We are a proud member of:

DENTAL TRANSITIONS™

VALUATIONS | SALES | CONSULTING

BRE Lic. #02011891



“The best book I ever read on dental prosperity!”

Los Angeles Dentist, Dr. L. Chen

Dentistry is a business and this book is the business side of dentistry. Whether you are just out of dental school, buying your first practice, or selling your dental practice and heading into retirement...this book will be beneficial:

- Associate arrangement—What to expect on your first job
- When and where to buy a practice
- How to value a dental practice
- Due diligence—What are you really buying? Look deeper!
- Overhead Analysis—Poor overhead control reduces your take home pay!
- Tax consequences of buy or selling a practice. “Asset allocation” two words that can make or break the deal.
- Practice brokers...the good, the bad and the ugly!
- Includes overhead analysis templates and retirement in come planners.

“The info about due diligence when buying a practice on Pg. 33, prevented me from making a monumental error that would have cost me hundreds of thousands!”

Dr. Claire Bishop, DMD

“The chapter on overhead control completely changed the way I operate and my overhead has dropped from 70% down to 50% while simplifying my life.”

Gregory Jones, DDS

“I’ve been practicing for decades and wish this book had come out sooner. Dr. Kempler addresses so many aspects of dentistry that directly impact profitability... lessons I learned the hard way during my career. This book is a must read!”

Dr. Dean Patterson

“One chapter just saved me 1000s of dollars in taxes for 2017!!! Thank you Phil!”

Dr. B. Barrymore

Buy on Amazon by searching:

The Business Side of Dentistry by Philip L. Kempler D.M.D.

or email: **bizsideofdentistry@gmail.com**

WESTERN PRACTICE SALES | John M. Cahill Associates

What separates us from other brokerage firms?

As dentists and business professionals, we understand the unique aspects of dental practice sales and offer more practical knowledge than any other brokerage firm. We bring a critical inside perspective to the table when dealing with buyers and sellers by understanding the different complexities, personalities, strengths and weaknesses of one practice over another.

Our extensive buyer database and unsurpassed exposure allows us to offer you...

A Better Candidate

A Better Fit

and A Better Price!

Let us provide a FREE "Opinion of Market Value" on your Practice*

*To be used for your internal purposes only, not to be confused with a formal business appraisal.

800.641.4179

westernpracticesales.com

American manufactured Dry Vacuum Systems, Variable Speed with Stainless Steel Tank. Prices starting at \$4995. Factory Install, maintenance and support. Call (800) 423 - 5657 or visit our website WWW.DHPDENTAL.COM. SHOWING AT CDA - San Francisco - #1802 9/6 - 9, 2018

VAN NUYS - (5) op Turnkey. (4) ops eqt'd. Exposure/Visibility. Approx. 2,500 Denti-Cal charts included but not guaranteed. D&M Practice Sales 818.591.1401

RDA COURSES*Lowest Priced*-(Board Accredited) Take our RDA Exam prep course & double your passing rate! (Includes both Written and Law & Ethics) Check our 5 star reviews on Google & Yelp! Space is very limited call (626) 345-0005 or visit us at ADMInstitute.com.

Ventura: 3 ops | \$558,000 | Busy well-established general practice located in the popular seaside city of Ventura, CA! This profitable practice features 3 beautiful and modern operatories, on-site lab, comfortable waiting area and a large executive-style office. Building is set on manicured grounds and features plenty of parking as well as easy access from the 101. IntegrityPracticeSales.com, Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

SECURE YOUR FUTURE: "I would recommend The Law Offices of Wood & Delgado to any dentist to oversee the entire transition process." We are #1 Nationwide. www.DentalAttorneys.com 800.499.1474

SUNNYVALE: Do your best dentistry here to an educated, diverse, family-oriented, business-friendly population! 782sf w/ 3 ops \$875k (DG-854) WPS/800-641-4179

"What a page turner!" It is easy to see why Phil Kempler was successful in his dental practice and was able to retire early. Phil's book addresses complex challenges with solutions so simple and obvious, why didn't anyone teach me this stuff sooner?! I feel like I got 25 years of knowledge and experience in hours. Get the book, **THE BUSINESS SIDE OF DENTISTRY** and watch your practice blossom." - Dr. Jack Mills, DMD. Order yours at Amazon.com or email bizsideofdentistry@gmail.com. \$24.99

Seller transitioning into retirement and offering 41 year Endodontic practice in premier downtown building. 1,190 sq. ft. modern office. 4 doctor-days per week with seasoned & loyal staff and excellent referral sources. Asking \$463K. Contact Carroll & Company (650) 362-7004, dental@carrollandco.info, www.carroll.company.

DENTAL LAWYERS specializing in Transitions, Purchase Agreements, Leases, DSO's, Dental Board Defense and more. For a FREE consultation call The Law Offices of Wood & Delgado 800.499.1474 or visit www.DentalAttorneys.com

SACRAMENTO - 3 Op, PPO practice. Eaglesoft, Schick sensors, intra-oral camera. 2017 GR \$668,131 on 4.5 day week. HSPPT- Jay Harter 916-812-0500-#CA519- Jay Harter

California Institute

CA Board approved oral sedation certification course



Periklis Proussaefs DDS, MS

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

- Expand your practice/patient base by offering oral sedation for adults
- Preserve fearful adult patients and related productivity
- Perform dental work in fewer appointments
- Perform longer treatment sessions comfortably
- Will teach you SAFE guidelines for oral sedation for adults
- **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 may pay for the course**

For a group of doctors (4-doctors minimum), course can be given *anywhere in California at YOUR place*

Depending on location and number of participants, travel fees may apply

WORKSHOP SCHEDULE:

July 20th – 22nd, 2018

November 9th – 11th, 2018

March 8th - 10, 2019

Course Fee: \$1,875

\$325 per staff member

(Staff member participation encouraged.)

\$625: Recertification oral sedation dentistry doctor

\$825: Recertification conscious sedation doctor



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

-Kevin Chou DDS, general dentist, Bakersfield.

Dear Dr. Periklis Proussaefs, Thank you for the wonderful course. I was doing conscious sedation for many years and took several renewal courses. Yours was indubitably the best. Very informative. Extremely to the point. Clear and very captivating. I learned a lot this Sunday and started work on Monday refreshed, energetic, and eager to use all my new knowledge. I strongly recommend this course to doctors who are willing to introduce sedation to their practice or the ones who need renewal. Thank you.

Anna Durkin DDS, general dentist, San Marcos, CA

"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

of Dental Education *Oral Sedation Dentistry* and Live patient workshop



Periklis Proussaefs DDS, MS is a prosthodontist and Associate Professor at Loma Linda University. Dr. Proussaefs has published over 50 peer-reviewed articles in the dental literature, and has been serving as an Editorial Board member for the Journal of Prosthetic Dentistry, the Journal of Prosthodontics, and the Journal of Oral Implantology.

Dr. Proussaefs has received formal training in all forms of sedation since 1997. Part of his residence program at LLU included full time training in general anesthesia. He has been providing dental care for patients under I.V. (moderate) sedation or oral (minimal) sedation. His seminars focus 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. The discussion with the instructor will focus on sharing the instructor's 20 years' experience in sedating dental patients.



**California Institute
of Dental Education (CIDE)**
www.Dentaloralsedation.com
 (805) 676-1063 or (805) 676-1611
 Fax (805) 676-1521

You need a friend in the business.

The practice of dentistry is challenging...especially in California. Changing tax laws, redefinitions of Independent Contractors and discovery of errors, omissions and outright fraud related to dental practice acquisition (especially those offered by FSBOs) require experienced, expert handling. You need someone who has seen it all and knows what to look for...someone to protect your interests, your money and long-term profitability. I am that man.

- Acquisitions and Due Diligence
- Tax Planning and Compliance
 - Accounting, Payroll, Business Management
- Cash and Debt Management
 - Risk Management
- Business Plan and Strategy
 - Loan Negotiations
- Dental Forensic Accounting
- Divorce Financial Analysis



"We walked away from many unsuitable deals and offices before we finally found a great office. Fazel is persistent, highly educated & experienced, and an expert in dental industry."

Actual DDS client. Reference can be provided upon request!

Request your complimentary copy of my e-book, "Dental Practice Valuation & Due Diligence" or call to reserve a seat at my workshop, *"What to look for when buying a practice."* Learn the simple questions to ask that reveal the truth about a dental practice's actual net worth! (Mention this ad and receive your seminar seat free.)



FAZEL MOSTASHARI

Master of Business Taxation, MBT
 Certified Public Accountant, CPA
 Certified Fraud Examiner, CFE
 Personal Financial Specialist, CPA/PFS

Committed to Serve Clients' Financial Needs Exclusively & Independently

Cal.Dental.CPA@Gmail.com • SoCalDentalCPA.com • (818) 884 2549

MADE IN USA / 10 YEAR WARRANTY

In Stock Air Compressors \$3495
In Stock Vacuum Systems \$1695

Call (800) 423 - 5657

for available stock

Independence Operatory Chair / Unit / Light

*Delivered and Installed

\$5995

\$128pm/oac



America Operatory Chair / Unit / Light

*Delivered and Installed

\$5695

\$122pm/oac



LED Dental Lights - \$995

Dentists Stools - \$275

Dental Chairs - \$2695

Universal Operatory Chair / Unit / Light

*Delivered and Installed

\$6195

\$135pm/oac



Dansereau Dental 1581 Commerce St. Corona CA 92880
WWW.DHPDENTAL.COM / (800) 423 - 5657 / MADE IN USA

Normal Installation within 1.5 hours of Factory*

US Manufactured Air Compressors In Stock, starting at \$3495. Oil Less with drying system. Factory Direct over 50 years experience, WWW.DHPDENTAL.COM call (800) 423 - 5657 VISIT OUR BOOTH AT CDA - San Francisco - #1802 9/6 - 9, 2018 9/6 - 9, 2018

Opportunities are now available for dentists to open their own private practice within selected Walmart Supercenters. This is a "sole proprietorship" opportunity (not corporate dentistry) and you set your hours and fees. No percentage/fee sharing. Average traffic of 40,000 consumers weekly including hundreds of Walmart employees and their families with company dental insurance. See video and submit your application at www.waldent.center

6,000+ DENTISTS REPRESENTED The Law Offices of Wood & Delgado are "extremely fair with a high degree of integrity." www.DentalAttorneys.com 800.499.1474

Attention Doctors! 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.

SACRAMENTO AREA 14-days of Hygiene. 3,000 active patients. 2017 collected \$1.85 Million. Strong staff.Great facility. Great location. Condo optional purchase. To learn more, go to www.PPSsellsDDS.com.

TIRED OF PAYING TOO MUCH IN TAXES? Call Jerry Morey at 949-759-5626 or visit www.mydentistcpa.com. Dental CPA and Profit Coaches.

Almaden Valley. 7 operatories fully equipped dental office for rent. Excellent location reasonable rent.(408)981-5069 or davidnader777@yahoo.com

"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

SACRAMENTO Perio: This practice is known throughout Sacramento for its stellar reputation! 2200sf w/ 5 ops + 1add'l. \$790k (EN-822) WPS/800-641-4179

\$42,500 Denti-Cal Award May be Waiting for you. Did you file for and receive your Year 1 payment of \$21,250 yet? If so, you probably qualify for the remaining incentive money. We can get you the remaining \$42,500 over the next 5 years. (Each year you get an additional \$8,500 from the State.) You must call ASAP before the deadline expires. Call 800-273-5033.

Biolase Laser Great Condition! manuf. in 2003, this machine is in perfect running order, we just do not use it any longer. \$1700/OBO Call 530-527-7800

DENTAL DIRECTORY

THE #1 DENTAL LAW FIRM IN THE NATION



WOOD AND DELGADO



Patrick J. Wood,
Jason P. Wood
& Marc Ettinger
Attorneys at Law

- Legal Advisors to over 15 Dental Societies
- The Chosen experts on Business Transactions for Dentaltown
- 180+ Dental Practice Transitions in 2014
- Providing service to clients NATIONWIDE

800-499-1474
www.DentalAttorneys.com

HENRY SCHEIN® PROFESSIONAL PRACTICE TRANSITIONS

No. CA: 1.800.519.3458 • So. CA: 1.888.685.8100

ppt@henryschein.com
www.henryscheinppt.com



San Diego Practice Sales

- represents Sellers and Buyers
- exclusively in San Diego County
- more than 28 years of experience with the San Diego Dental Community

For More Information Call:

(760) 599-7828

WWW.SDPRACTICESALES.COM



Go for the best - Get the *Highest Rated Software* by the ADA*

800-273-5033

Online demo - www.ez2000software.com



Western Practice Sales

Dentists Serving Dentists

800.641.4179

wps@succeed.net
westernpracticesales.com



Timothy G. Giroux, DDS

*Hop on Board
for Real Savings!!*



LCF
FINANCIAL
SERVICES

Healthcare Financing & Consulting

***Low rates**
for qualified borrowers

(714) 550-7494 • www.lcffin.com

A Division of LCF Financial, Inc.

*OAC



Professional Practice Sales

Buying or Selling a Dental Practice?

Know Your Options

Talk to the Professionals

Contact: Ray Irving

San Francisco: (415) 899-8580

Sacramento: (530) 894-0700

www.PPSellsDDS.com



PRACTICE SALES AND LEASING
"THE PERSONALIZED SERVICE DENTAL BROKER"®



Paul Maimone
Broker/Owner

P.O. Box #6681, Woodland Hills, CA 91365
Phone: 818.591.1401 • 866.425.1877 Outside So. CA
www.dmppractice.com

CA Broker Lic. #01172430

ROBERT W. OLSON, JR.

a Professional Corporation
Business, Corporate & Real Estate Law

- USC Law 1984, Dartmouth 1981
- All Inclusive Packages
- Free Website Services

888.963.1120

www.transdental.com
RWO@transdental.com



"I read this book in one sitting while sitting by my pool. I was engrossed by the information that revealed solutions to existing problems within my dental practice and I even had to laugh when I read some of the things the author says you should never do...things I had already done and regretted. It was like a crash course in dental success. Great book, I highly recommend an afternoon reading Dr. Kempler's **THE BUSINESS SIDE OF DENTISTRY**." - Dr. Bob Carter. Order yours at Amazon.com or email biz-sideofdentistry@gmail.com. \$24.99

Want a better plan? "Knowing that I have an individual disability policy that offers guaranteed provisions, no rate increases and no cancellation risks vs. a Certificate that offer **NO GUARANTEES** (such as those others offer) gives me greater peace of mind." Dr. Nguyen - Garden Grove. Call Lucy Barrera at Disability Insurance Solutions, Cell: 818-259-8305 Office: 949-440-5373. A few minutes on the phone is all it takes.

Attend our 13th Annual Dental Skills Series (28 CA & AGD CEs) for only \$549 for 3 Lectures & a Hands-on Biomimetic Restorations course, all on Sundays, in a convenient San Jose location! Visit www.xcelseminars.com for more info.

Cecilia Chen, Esq. always made herself available to answer our questions, many times getting back to us in the middle of the night to make sure everything was addressed. -Rita and Frank Woo, DDS. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

A Different Kind of Dental Attorney

I know dentistry's unique legal & financial challenges

Services:

- Incorporation
- Buy/Sell Agreements
- Lease Reviews
- Space Sharing Agreements

Call us for other services!

Member:

CA State Bar
NC State Bar
US Federal Courts
US Federal Tax Courts
Calif. Dental Licensure



Law Offices of Jeng and Associates

Chester Jeng, DDS, JD, LL.M., Esq.

Cell: (909) 450-7158
(714) 858-0536

Toll Free: (844) 313-9900

www.Jenglaw.com

Chester@Jenglaw.com

750 W. La Habra Blvd.

La Habra, Ca 90631

1440 North Harbor Blvd., Suite 900

Fullerton, Ca. 92835

915 Sir Francis Drake Blvd.

San Anselmo, Ca 94960

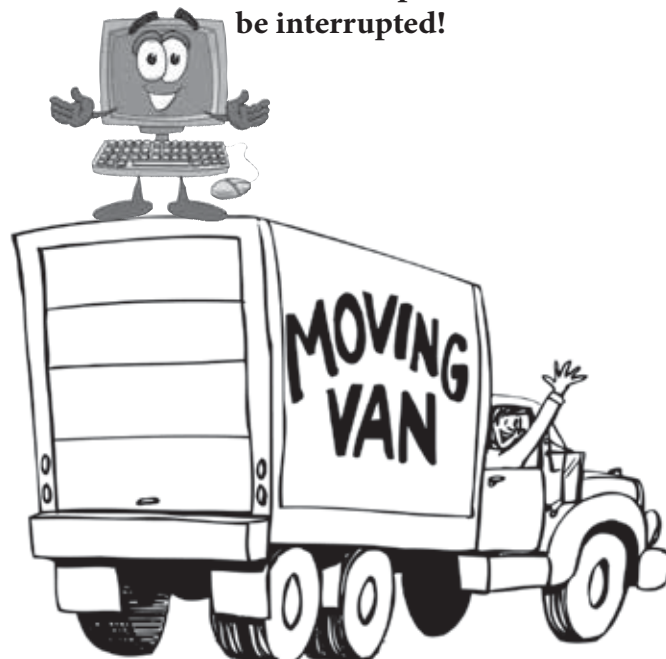
5.17

Moving?

Please go to

www.dentaltrader.com

& fill out form so the delivery of your
Dental Trader subscription will not
be interrupted!



DAVIS Perio: Live, practice & play here! It'll be the BEST decision you'll ever make! 1700sf w/4 ops + 1 add'l. \$385k (EN-821) WPS/800-641-4179

2 to 4 days a week. Looking for an associate dentist for fast-paced dental offices Fresno & Hanford 559-224-1211

Dental chairs, lights, adec carts, Dr. stools, assistant chair. Reasonable prices. 510-410-3255. Wa6076@aol.com. Marin

Looking for general dentist part time with exp kids and oral surgery please call 408 842-5000

Taylor Liao, Manager of Kings Two Dental Supply (City of Industry, CA)-What can I say about him? He's the lawyer we go to when we need a lawyer. Dr. Chester Jeng of Law Offices of Jeng and Associates is very personable and knowledgeable in dentistry and law. He's definitely a straight shooter, he tells you what you need to know and also what you probably do not want to hear. He's the one we go to if we need a lawyer. Call Jeng & Associates 714-858-0536

BEST DEAL GOING! The Dental Trader publishes free ads for dentists and staff! Details at <http://thedentaltrader.com/faqs.htm>.

Copyright 2018 THE DENTAL TRADER. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any storage of information and retrieval system.

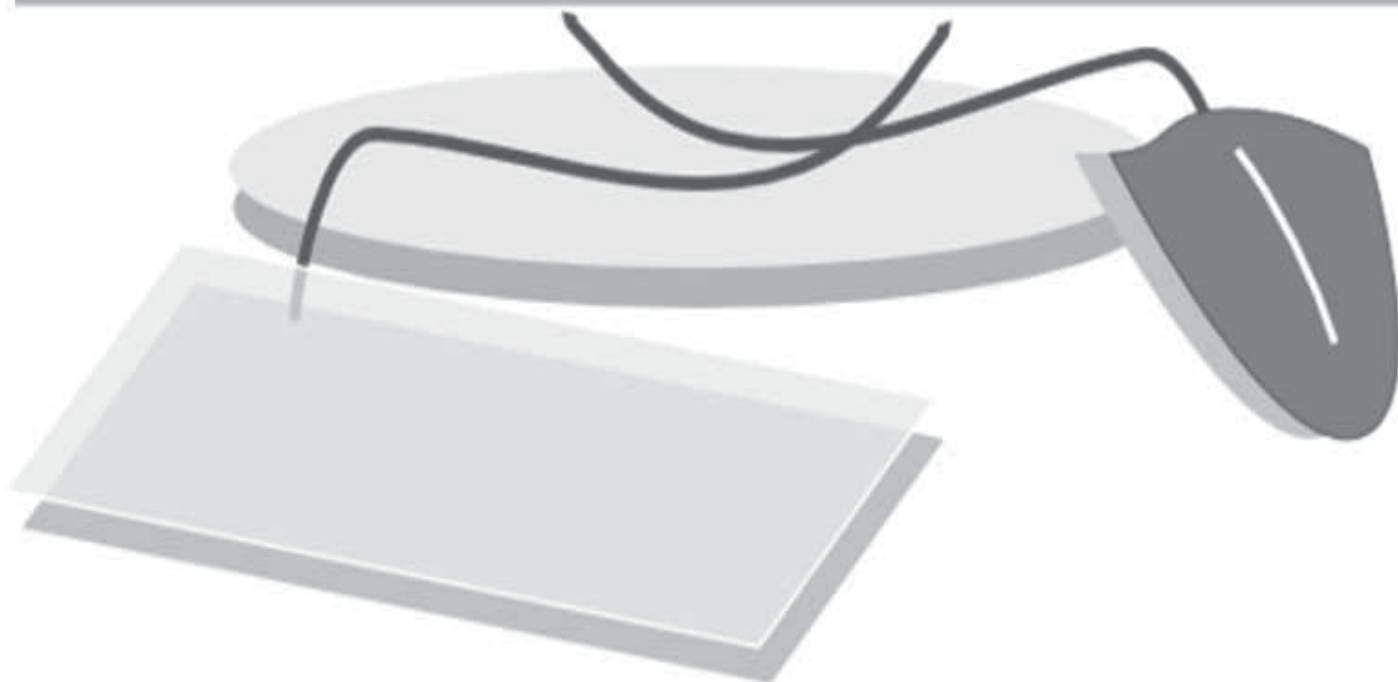
Reach every dentist in California!

(Over 23,300 CA DDS)

Submit your reader ad online!

See FAQs page at dentaltrader.com for instructions

Your ads post instantly to Ad Board!



dentaltrader.com



Professional Practice Sales of The Great West

Specialists in the Sale and Appraisal of Dental Practices

2018 Marks PPS' Fifty-Second Year of Serving the California Dental Community

- 6146 SAN FRANCISCO BAY AREA – OUT OF NETWORK!** Phenomenal opportunity for ambitious experienced Clinician. Justifies selling existing practice to acquire this Masterpiece! Perfect location shall ensure steady stream of affluent consumers in perpetuity. 2018 trending \$2.1+ Million in collections. Hygiene shall bring in \$1 Million with Owner bringing in \$1.1 Million. Available Profits shall exceed \$600,000. Refers endo, OS, Implant Surgery, Ortho. 3,000+ active patients. Excellent foundation to contract with Specialists to perform referred work inhouse.
- 6145 MARIN COUNTY'S NOVATO** Excellent foundation in this desirable family community. Best location. Beautiful office. Adec equipped throughout with everything new since 2014. 500-active files. 2018 tracking \$250,000. Change in owner's life dictates sale.
- 6144 SACRAMENTO AREA** Deeply anchored in its community. Conservative philosophy. 14-days of Hygiene. 3,000 active patients. 2017 collected \$1.85 Million. Strong staff. 7-ops in 2,500 sq.ft. suite. Great location. Condo optional purchase.
- 6143 BERKELEY'S ALTA BATES MEDICAL VILLAGE** Perfect opportunity for nearby Delta Premier Dentist to relocate their practice into this stand-alone building on Webster Street. On 3-day week, collections totaled \$550,000 in 2017. 4-days of Hygiene saw 1,558 hygiene appointments last 12-months. 4-ops.
- 6142 OAKLAND'S PIEDMONT – OUT-OF-NETWORK!** Practice averages 16 new patients per month. Great views. 3-ops and Planmeca ProMax. 2017 collected \$667,000. Profits of \$300,000+. Successor should be proficient in ortho or willing to learn. Seller available to provide an orderly transition.
- 6141 NAPA VALLEY'S ST. HELENA AREA** 3-day per week practice. 3-days of Hygiene. 2017 Collected \$359,000. Attractive 3-op office. 15 new patients per month. Full price \$100,000.
- 6140 SAN RAFAEL** Dentist retiring after long career. Delta PPO provider. Has averaged \$390,000 in annual collections on 26.5-hour week. \$223,000+ in Profits in 2017. Full Price \$125,000.
- 6139 SF BAY AREA PROSTHODONTIC PRACTICE - OUT OF NETWORK!** Very strong pedigree. Well positioned for the future. Excellent platform for younger Prosthodontist. 2017 billed \$1.2 Million and collected \$1.19 Million. 4-days of Hygiene. Owner can work back to help assist with transition.
- 6138 SILICON VALLEY** Phenomenal opportunity shall secure a rewarding career. Best technology, perfectly designed suite and optimum stage to practice your craft. 2018 trending \$1 Million. 2017's Profits were \$420,000. Condo optional purchase. Perfect for skilled practitioner who seeks to create high-end brand.
- 6135 SONOMA COUNTY'S ROHNERT PARK** 2017 collected \$1,067,000 reflecting nice growth over 2016 which collected \$940,000. Available Profits exceeded \$500,000 for the second year in a row. Six days of Hygiene. There shall be no change in fees for the Successor. New homes being built nearby. Great family area.
- 6129 FOSTER CITY – OUT OF-NETWORK!** Wish to infuse your practice with quality patients? 2017 collected \$500,000+ on part-time schedule. Seller and Hygienist shall relocate into Buyer's nearby practice to transition patients. Full Price \$100,000.
- 6122 SANTA CLARA - STARBUCKS "LIKE" LOCATION!** Best exposure in beautiful strip center on El Camino Real. Office just remodeled. 5-Ops. This Delta PPO practice is currently trending \$1+ Million in Collections on 4-days. Perfect platform to operate 6-days a week. Wants to do \$1.5+ Million.



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

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

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!

One Expert's Opinion from Observing Dental Transactional Specialists since 1980

"I have worked with dentists in one capacity or another since 1980 ranging from start-up's & transitions, to management consulting, accounting, taxes and financial planning. I have helped many dentists both sell and purchase practices and found every transaction to be a new learning experience, each with its own challenges.

"Over this almost 40-year period, I have become very familiar with the many specialists selling practices. Since the beginning of my career, one in particular has stood out as being consistent. Whenever Ray Irving of Professional Practice Sales represents a seller, anyone looking at that practice receives a detailed offering summary of all the pertinent information and necessary facts to make an informed decision concerning the possible purchase of that practice. Ray digs deep into every practice. He studies the demographics, searches the best financing alternatives, provides a detailed inventory, a photo gallery and more. Investigating buyers shall understand top-line and bottom-line performances, the debt service dictated by the practice's purchase and what is available to pay themselves for their efforts. This information is always laid out in an easy to read and understandable manner.

"Ray gets to know his sellers and gives them honest assessments of the value of their practices. He also makes sure that his sellers understand the journey they are about to embark from the nuts-and-bolts of the necessary steps through the emotions they shall experience along the way and afterwards.

"In my opinion this is where that person creates real value for both his client the seller, and the buyer, because if any party to a practice transition is uninformed, the likelihood of that sale being completed is very low. With full disclosure to the seller before entering into an engagement, and with extraordinary disclosure to buyers during the marketing and due diligence phases, Ray ensures that the right buyer purchases his client's practice and that both parties walk away feeling good about the deal. In being able to accomplish this "deal-after-deal", Ray Irving has stood out in my mind as the complete agent and one that any dentist should feel good about working with."

J. Haden Werhan, CPA/PFS
Partner in Thomas Wirig Doll Group
Member of The Academy of Dental CPA's

San Francisco-CDA Convention



REPLACEMENT UPHOLSTERY FOR CHAIRS AND STOOLS

Your patients will be so comfortable they'll look forward to their next appointment.



At Superior Upholstery we know that fit, comfort, foam quality and durability are what make a quality upholstery kit. We use a combination of high resilience, medium density mix of soft and firm foams to maximize comfort.

Optional upgrades such as:

- **Memory Foam \$189**
- **Ultraleather \$295**
- **Relaxor Massage System w/ heat \$295**

Call us today at 888-548-7282
or fill out our on-line form at
www.superiorupholstery.com

Superior
UPHOLSTERY COMPANY