

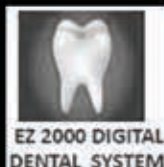
# THE Dental Trader

VOL. 16 NO. 2 • February '19  
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

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

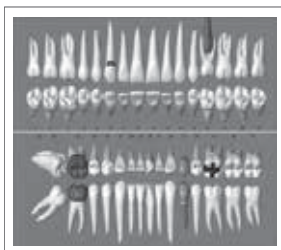
[www.ez2000dental.com](http://www.ez2000dental.com)

**New Year  
Special**

## EZ 2000 Plus Dental Software

ONLY  
**\$995**

Regular Price: \$3,395



### Packed w/Features:

- Electronic 3D Graphic Color Tooth Charting
- Scheduling, Recall, Billing, Built-in Graphic & Custom Reports
- 100's of Bridges to other software

### Includes:

- Full Day of Training
- Software Installation
- Unlimited Users
- One Year of Support
- Data Conversion Available

## Attention SUNI X-ray sensor users:

CLIO x-ray sensors are 100% compatible with SUNI digital x-ray imaging software. Call us today to add or replace your SUNI digital x-ray sensor with CLIO. By buying CLIO sensors, you will be able to obtain technical support for your sensor and imaging software.

# WOOD AND DELGADO

## ATTORNEYS AT LAW



### SPECIALIZING IN:

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

### Upcoming Events

**February 24, 2019**

**"California Dental Practice Act" | Patrick J. Wood**  
Punjabi Dental Society, Hayward, CA

**March 15, 2019**

**"California Dental Practice Act" | Patrick J. Wood**  
Dental Fest 2019, Escondido, CA

**Call for a  
FREE Consultation**

**Over 40 years of experience  
7,000 dentists represented  
Nationwide Representation**



**DentalAttorneys.com  
800-499-1474**

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

**Dental operatory available for rent** 1-3 days/week. Lakeside, next to Stonestown Galleria, San Francisco. 415-608-2109

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

**Endodontist, experienced,** gentle, available for your GP office in Sacramento/Bay Area. Steve Murphy, D.M.D. 412.855.9914

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

**Adec Dr stools-** \$100 each. Beige color. call 025-899-3415 or email at julitapatil@gmail.com

**Facility in** Santa Rosa 3ops ready-room for 5ops with 2 Belmont xrays- Lease is \$2400 a month, 25k obo facility-8583424420

**Endodontist/Periodontist needed** for fremont ca office please call 510-648-2487 or email allcaredentalca@gmail.com

**FRESNO DENTAL** Office for sale \$139K Great location, rare opportunity, near Fresno Community Hospital call (559) 313-1751

**A-dec LED** Dental Light ceiling mount. Model# 576L. Used only 2 1/2 yrs. Asking \$1,800.00 Ph 415-433-6825

**2 NSK** SMax Pico handpieces mint, 2 PTL-CL-LED couplers, 1 cleaner adapter all for \$1100, contact: jyang81@hotmail.com

**Endomax Plus** Cordless Endo Handpiece (Mint Condition) for \$550, please contact: jyang81@hotmail.com

**Sunnyvale Spaceshare** modern dental office 1700 SF, up to 5 rooms. Email me your plans at dentaloffice421@gmail.com

**Dental Office** Space for Lease. 4 Ops. Centrally Located 1150 sq ft Santa Clara 95050 CA Email: hire4drpak@gmail.com

**Dental Office** Space for Lease. 3 Ops equipped. 960 sq ft Centrally Located booming area Oakland CA Email: yzxb07@gmail.com

**Compressor Unit** (3 users) by Vortex. Excel Cond! Asking \$1500 Santa Clara, CA email: hire4drpak@gmail.com

**Global Entree** Extra (four-step) dental microscope with beam splitter and Novalux Light source rear or side wall mount gweichertiii@mac.com

**GENE Polyvinylsiloxane** Heavybody impression material for sale \$11/Cartridge. contact Textor message (760)791-9392

# FREE eBook

## "Transitions as a Dentist"

Request at [www.mydentistcpa.com](http://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

**Damon Q** brackets BRAND NEW, 5 dollars each, you pay shipping, email drwu@wuortho.com for available inventory

**Rear Delivery Unit** - With Granite Top by Forest. Excel Cond! Asking \$1500 Santa Clara CA email: hire4drpak@gmail.com

**San Rafael General Practice** for sale. All indemnity and cash patients, except only Delta Dental PPO. Call (714) 328-3053

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

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

**Associate Dentist & Endodontist** - FRESNO, CA If interested please contact Cindy Angulo Director of Operations at 559.259.9432 or cindy@alzatedental.com.

**Sacramento: Perfect** for a second location or satellite situation! 950sf w/3 ops collected 398k in 2017. sainidentist@yahoo.com

**Endodontist, experienced,** gentle, available for your GP office in Sacramento/Bay Area. Steve Murphy, D.M.D. 412.855.9914





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

Happy  
Valentines  
Day



Paul Maimone Broker/Owner  
CA Broker #01172430

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

## 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, & Dentrix s/w. Bldg is 4,388 sq ft. There is an existing tenant in one unit. The dental office in the other. Seller relocating, but will assist w transition. **PENDING**

**BAKERSFIELD #28** – PRACTICE & BLDG. FOR SALE. Be your own Landlord! (4) op/3 eqt'd comput. G.P. & duplex bldg. On a main thoroughfare w exposure/visibility. (48+) years of Goodwill. 2017 Gross Collect \$400K+ on a (4) day week. Seller does no advertising and refers out Ortho, Perio Surgery, Implant Placement, Complicated O.S. and Endo. Pt. base Cash/Ins/PPO. No HMO & No Denti-Cal. Easy Dental s/w. Seller is taking a govt. position, but will assist with 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 #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.

**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. **Back on the Market.**

**EAST L.A. BLDG & G.P. PRACTICE** - Free stand. single use prof. bldg. with existing dental pract. to be sold concurrently. Owner has operated the pract. @ this location 40+ years, Cash/PPO Pt. Base with no HMOs & No Denti-Cal. (4) ops eqt'd. Reported Gross Collect. approx. \$200K/yr. p.t. Refers out Diff Endo, Diff O.S., Perio Surgery, & Ortho. Seller does no implant place. nor any implant restorations. Seller has no website, & does no advertising. Primed for growth with a new owner who keeps the specialties in house, does some adv., has a website, & is open more. Located in a high traffic count area, close to major fwys, residential neighborhoods, & shop. ctrs. Seller retiring.

**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.

**ENCINO** - (4) op comput. G.P. in a high end prof. bldg. on a major thoroughfare. Computer Age s/w, digital x-rays, electric hand pieces, & approx. (10) yr old eqt. (3) yr Ave Gross Collect \$500K on a (4) day wk. Fee for Service Only! No HMO, No Denti-Cal, No Nights & No Wkends. (50)+ years of Goodwill. Seller retiring, but is willing to help Transition.

**GLENDAL/EAGLE ROCK AREA** - (5) op G.P./ (4) ops eqt'd. Located in a small, one story prof. bldg. on a main thoroughfare w excell. exposure, visibility, signage & parking. Gross Collect ~ \$500K/yr. on a (4) day wk. Cash/Ins/PPO pt. base w No HMO & No Denti-Cal. (6-8) new patients/mos. Seller refers out Implant Place., & all O.S., Endo, Perio Surgery, Ortho & Pedo. Seller has no website & does no advertising. Excellent growth opportunity. Practice will skyrocket w more hours, a website, some advertising & keeping the specialty work in house. Seller is retiring, but will assist w the transition. **NEW**

**L.A. (HANCOCK PARK)** - (4) op comput G.P. (3) ops eqt'd. In a well-known Prof. Bldg. on a major thoroughfare. Reported Gross Collect approx. \$200K/yr. p.t. Cash/Ins/PPO. Seller retiring but will assist with transition. **PENDING**

**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) & Dentrix s/w. Seller refers out all Endo, Perio, O.S. Ortho, Pedo & implant placement. Seller is retiring, but will assist w the transition. **PENDING**

**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. **REDUCED**

## 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. **SOLD**

## RIVERSIDE COUNTY

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

## SAN BERNARDINO COUNTY

**SAN BERNARDINO** - (5) op computerized G.P. (3) ops eqt'd, 4th partially eqt'd and 5th used for x-rays. First floor of a Prof. Bldg. 2017 Gross Collect. \$383K w 2018 Projected at \$400K+ on a (4) day wk. (14-16) new pts/mos. Cash/Ins/PPO/HMO/Denti-Cal. Approx. \$3.5K/mos. in Cap. Low rent. Seller refers out diff. O.S., & Endo. Digital & Easy Dental. Seller has no website & does no advertising. Excellent growth opportunity. Practice will skyrocket w more hours, a website, some advertising & keeping the specialty work in house. Seller is retiring, but will assist w the transition. **NEW**

**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

**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! **SOLD**

## 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

**Room for Your Ventura County Practice Listing**

## UPCOMING PRACTICES FOR SALE

Bakersfield, Beverly Hills, Carlsbad, Culver City, Encinitas, Escondido, Glendale, High Desert, Kern County, La Jolla, Los Angeles, Montebello, National City, Oxnard, San Diego, Santa Clarita Valley, Tarzana, Torrance, Van Nuys, Westminster, West Covina & West L.A.

## D&M SERVICES:

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



P.O. Box #6681, Woodland Hills, CA. 91365  
(866) 425-1877 Outside So. CA or  
(818) 591-1401 • [www.dmppractice.com](http://www.dmppractice.com)

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

**Adec Dr stools**- \$100 each. Beige color. call 025-899-3415 or email at julitapatil@gmail.com

**Facility in Santa Rosa** 3ops ready-room for 5ops with 2 Belmont xrays- Lease is \$2400 a month, 25k obo facility-8583424420

**SAN FRANCISCO:** Amazing cash flow for only 3-days a week! 1500 sf w/ 4 ops \$675k (AG-895) WPS/800-641-4179

**Dental operatory available for rent** 1-3 days/week. Lakeside, next to Stonestown Galleria, San Francisco. 415-608-2109

**A-dec LED** Dental Light ceiling mount. Model# 576L. Used only 2 1/2 yrs. Asking \$1,800.00 Ph 415-433-6825

**2 NSK** SMax Pico handpieces mint, 2 PTL-CL-LED couplers, 1 cleaner adapter all for \$1100, contact: jyang81@hotmail.com

**Endomax Plus** Cordless Endo Handpiece (Mint Condition) for \$550, please contact: jyang81@hotmail.com

**San Rafael General Practice** for sale. All indemnity and cash patients, except only Delta Dental PPO. Call (714) 328-3053

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

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

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

**Associate Dentist & Endodontist** - FRESNO, CA If interested please contact Cindy Angulo Director of Operations at 559.259.9432 or cindy@alzatedental.com.

**Sunnyvale Spaceshare** modern dental office 1700 SF, up to 5 rooms. Email me your plans at dentaloffice421@gmail.com

**Endodontist/Periodontist needed** for fremont ca office please call 510-648-2487 or email allcaredentalca@gmail.com

**Global Entree Extra** (four-step) dental microscope with beam splitter and Novalux Light source rear or side wall mount gweichertiii@mac.com

**Dental Office** Space for Lease. 4 Ops. Centrally Located 1150 sq ft Santa Clara 95050 CA Email: hire4drpak@gmail.com

**Compressor Unit** (3 users) by Vortex. Excel Cond! Asking \$1500 Santa Clara, CA email: hire4drpak@gmail.com



**Free 100 Pg. Book!**

## 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

**Dental Office** Space for Lease. 3 Ops equipped. 960 sq ft Centrally Located booming area Oakland CA Email: yzxh07@gmail.com

**FRESNO DENTAL** Office for sale \$139K Great location, rare opportunity, near Fresno Community Hospital call (559) 313-1751

**GREATER RENO/TAHOE** - 4 Ops w/2 more plumbed, 54% patients "100% Out of Pocket". 1,600 SF, Dexis, Digital Pano. 2017 GR \$994,000. HSPPT- Jay Harter 916-812-0500-#CA552

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

**DENTAL OFFICE** SPACE SHARE-Are you a specialist looking to add another location with minimal overhead .A modern office with great location available to space share in Newark, CA. Please contact drkumar@cedardentalcare.com

**Santa Rosa** fully equipped 1500 sq ft space for rent, 4-5 ops, \$2400 including equipment (vacuum, compressor, chairs, xrays, etc). Great opportunity. 707-494-8498

**SANTA MARIA: Live** and practice in this desirable collegiate coastal community! 930sf w/ 3 ops Seller Motivated: \$315k (KG-921) WPS/800-641-4179





# Over 130 5-star Avvo<sup>®</sup> reviews!

*Mr. Olson represented me in the sale of my practice. From day one he explained everything to me clearly, answered all my questions patiently, made complex legal language understandable, and walked me through each and every difficult step.... He took the time to listen to all my concerns and addressed each and every one, clearer and faster than I expected. He did not hesitate to spend time, work hard, be diligent, address all my concerns, and defend me when it was needed. He is extremely patient, professional, knowledgeable, accessible, and approachable. He defends his client well with confidence and integrity. He anticipates the legal process and is always ready to act in favor of his client. He would always make time to work with me.... I strongly recommend you consult with Mr. Olson well before you hire an agent and list your practice.*

Avvo<sup>®</sup> Review #138, Posted December 26, 2018

## 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<sup>®</sup> Attorney  
2011 to Present:**

**Mergers & Acquisitions  
Incorporations  
Commercial Real Estate**

**Practice for SALE**(LeaseHold/Equipments.pedo/adult sensors,panoramic)4Ops,7plumbed.Best Possible Location,Covina,LA county.Close to element/high school. Infront of Walmart&IKEA.Large private Dr. office. An AMAZING OPPORTUNITY Dendodontist@gmail.com,714-395-3009

**Santa Rosa** fullyequipped 1500sqftspaceforrent,4-5ops,\$2400 including equipment (vacumn,compressor,chairs,x-rays, etc).Great opportunity.7074948498

**MISSION VIEJO DENTAL OFFICE SPACE SHARE ; GORGEOUS 3000 SQ,5 OPS GREAT DESIGN DENTAL OFFICE LOOKING FOR DENTIST TO SPACE SHARE AND GOODWILL. CHECK AT WWW.DR BARNAR.COM .CALL DR BARNAR FOR DETAILS AT 949 293 1212**

**GLENDAL /EAGLE ROCK AREA** – (5) op G.P./(4) eqt'd. In free stand. bldg. Gross Collect. ~ \$500K/yr. on (4) days/wk. Cash/Ins/PPO. Seller retiring. 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](http://ADMInstitute.com)

**GOLD COUNTRY/CALAVERAS CO:** This is the right practice for you! 2,300sf w/2 ops + 3 add'l. \$175k (HN-941) WPS/800-641-4179

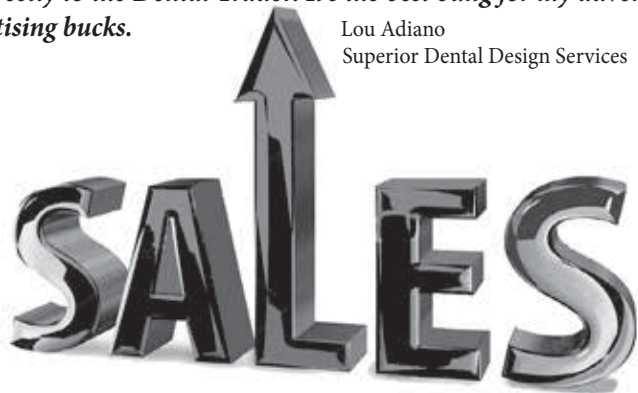
**\$5695 for a complete** Dental Operator, manufactured in the USA, Corona CA. Call and mention the Dental Trader Ad and receive a Free Dentists Stool. Visit our website [WWW.DHPDENTAL.COM](http://WWW.DHPDENTAL.COM) or call (800) 423 - 5657 for more information. 10 Year Warranties NO PAYMENTS UNTIL 2019

**Damon Q** brackets BRAND NEW, 5 dollars each, you pay shipping, email [drwu@wuortho.com](mailto:drwu@wuortho.com) for available inventory

**MADERA - 2017 & 2016** average gross receipts \$809K with a 52% overhead. Dexis, Dextrix. 7 Ops. 10 days hygiene. HSPPT- Dennis Hoover 209-605-9039-#CA541

*I have been advertising with the Dental Trader since 2004. I notice a significant increase in sales that I can trace directly to the Dental Trader. It's the best bang for my advertising bucks.*

Lou Adiano  
Superior Dental Design Services



**PROACTIVE SEO SOLUTIONS**

**Amazing year?**

*Elevate your dental practice to new heights*

For new patient generation call Proactive SEO Solutions

**(310) 660-7606**



**ONLINE MARKETING**

**FOR DENTAL PRACTICES**

Proactive SEO Solutions is the leader when it comes to building profitable online experiences.

**PROACTIVSEOSOLUTIONS.COM**

**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.

**\$25,500 Denti-Cal** E.H.R. Award May be Waiting for you. Did you receive your Year 1 payment of \$21,250 yet? If so, you qualify to apply for remaining incentive money. We can get you the remaining \$25,500 over the next 3 years. (Each year you get an additional \$8,500 from the State.) You must call ASAP before the deadline expires. Call 800-273-5033.

**DENTAL PRACTICE & REAL ESTATE** in PALM SPRING for SALE. Collections ~ \$1.1 – 1.2 Million. Net over 50%. General & Implants. Cap Check \$6-7K/month. Call Loc Pham, BRE#01875780. (714)550-7494 [practice@lcfm.com](mailto:practice@lcfm.com) [www.LCFPracticeSales.com](http://www.LCFPracticeSales.com)

**Associate Dentist** Busy Rancho Santa Margarita office seeking FT associate to join our team. FFS and PPO—no HMO. Cutting edge facility and equipment, providing ethical, quality, caring dental care. Ideal candidate will have 2+ years experience, exceptional clinical, communication and people skills. Earn \$150k-\$300k/year. Guaranteed daily rate plus % of production. Current associate earns \$1000+/day. Email resume and cover letter to [Sheelarth@gmail.com](mailto:Sheelarth@gmail.com)

**Learn how SAFE, SIMPLE & PREDICTABLE** adult oral sedation can be. Affordable weekend certification course. [www.dentaloralsedation.com](http://www.dentaloralsedation.com) CIDE (805) 676-1611



# 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 ~\$629K

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

#### **Beverly Hills** - Just Renovated

- Equipment & Leasehold
- Good Location. 3 Eq. Ops.

#### **Glendale** - Gross ~\$463K.

- Seller Retiring. GP with Ortho.
- Mostly Cash/PPO. 4 Ops
- Great Location: Commercial

#### **Hawaiian Gardens** - Gross ~\$355K

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

#### **Lawndale** - Leasehold

- 5 Belmont Chairs, ~2,240 sqft
- Strip Mall, facing Main St.

#### **Long Beach** - Shopping Center

- Affordable Rent! ~1,350 sq.ft.
- Seller Retiring.
- Hispanic speaking area

#### **Los Angeles** - Great Potential

- Collections ~ \$375K
- Opens 4days/wk. No Weekend
- Mostly Cash, PPO & Denti-Cal.
- ~1,400 sq.ft. 3 Ops.

#### **Monterey Park** - New Listing!

##### ▪ 2018 Projects ~ \$600K

- Large Shopping Center
- Mostly Cash/PPO

#### **Palmdale** - Leasehold

- Reasonable rent. ~2,200 sq.ft.
- 5 Eq. Ops + 1 add'l plumbed
- Front street location

#### **Pico Rivera** - Busy Street!

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

#### **Santa Monica** - Prime Location

- Gross ~\$370K on 3 days/wk
- ~20 new pt/mth, no marketing
- 3 Eq. Ops + 1 add'l plumbed

#### **Van Nuys** - Shopping Center

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

### Dental Practice for Sale San Diego County, CA

#### **Chula Vista** - Gross ~\$555K

- Highly visible location.
- Lots of goodwill. ~1,600 sf.
- Mostly Cash/PPO. 4 Eq. Ops.

#### **San Diego** - Strip Mall

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

#### **Vista** - Strip mall

- Gross ~\$200K on 2.5 days/wk
- 5 eq. ops. ~2,100 sq.ft.

### Dental Practice for Sale Orange County, California

#### **Cypress** - Leasehold

- Commercial plaza. ~1,900 sqft
- 6 Eq. Ops + 2 add'l plumbed.

#### **Garden Grove** - Corner Lot!

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

#### **Garden Grove** - Busy Street!

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

#### **Laguna Hills** - Shopping Center!

- Starter Office on busy street.
- 4 Equipped Ops, ~1,500 sq.ft.

#### **Santa Ana** - New Listing!

- Starter Practice. Front St. Location
- New Downtown Orange
- New equipment & just renovated
- 2,000 sq.ft, + 5 Ops.

### Dental Practice for Sale Riverside County, CA

#### **Corona** - Affordable Rent!

- Seller Retiring. Strip Mall
- 3 eq.ops + ~1,000 sq.ft.

#### **Corona** - New Listing!

- Front St. Location. 2,000 sq.ft.
- Across from Shopping Center
- Mostly PPO/Dental
- 4 Ep.Ops. + 3 plumbed.

#### **La Quinta** - New Listing!

- Gross ~ \$1.5 Million
- Retired Doctor
- Mostly PPO/Cash
- Beautiful & High Tech Office

#### **Palm Springs** -

##### **Practice & Real Estate**

- Gross ~\$1.1M. ~2,500 sq.ft.
- GP & Implant Placement
- 5 Eq. Ops. + 1 add'l plumbed
- Monthly Cap Check ~ \$6-7K
- Freestanding Bldg

#### **Indian Wells** - Gross ~\$344K.

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

#### **Riverside** - Shopping Center

- Reasonable Rent.
- ~1,200 sq.ft. 3 Eq. Ops +1 plumbed
- Newly Renovated.

### 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** -

- GP/Endo practice. ~1,275 sq.ft.
- Gross ~\$300K. Shopping Ctr.
- PPO/HMO Practice.

### Dental Practice for Sale Northern & Central CA

#### **Berkeley** - Only Cash/PPO

- Starter Practice + Bonus Pts.
- GP located in commercial area
- 3 Eq. Ops + 1 add'l plumbed.

#### **Fairfield** - Seller Retiring

- Good visibility. Busy location.
- Gross ~ \$205K. No marketing
- ~ 3 Eq. Ops + 1 add'l plumbed

#### **Fremont** - Pediatric Practice

##### ▪ PRACTICE & REAL ESTATE

- Grossed ~ \$612K, 4 days/wk
- ~ 95% PPO/ 5% CASH
- ~2,400 sq.ft. 4 equipped ops.

#### **Fremont** - Excellent Location!

- Grossed ~ \$431 K
- Downtown Fremont/shopping Ctr.
- ~ 30 new pts/month
- ~2,000 sq.ft., 4 equipped Ops.
- Mostly PPO & DentiCal

#### **Hercules** - Retail Shopping Ctr

- 2018 Gross ~\$830K
- Mostly Cash/PPO
- 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

#### **Sacramento** - New Listing!

- Collects ~ \$337K
- Mostly PPO, some Cash & HMO
- Shopping plaza, 3 Ops.

#### **San Jose** - New Listing!

- Equipment & Leasehold
- East San Jose - Shopping Pl.
- 1,550 sq.ft., 3 eq.ops + 2 plumbed.

#### **San Jose** - Starter Office

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

#### **San Jose** - Practice & Real Estate

- Own your real estate!
- Office constructed 2014
- Retail Ctr. 6 Ops, ~2,500 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](http://LCFPracticeSales.com)**

**or Call Today at**

**(714) 550-7494**

**(800) 550-9228**

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

**Email: [Practice@lcfbin.com](mailto:Practice@lcfbin.com) | Website: [LCFPracticeSales.com](http://LCFPracticeSales.com)**

**A Division of LCF Financial, Inc. BRE #01875780**



**Mariposa: 4 ops | \$509,000** | Truly spectacular 40-year-old established practice and with over \$1,000,000 in annual production! Enjoy a superior quality of life working and living in the heart of California's "gold county", 45 minutes from Yosemite Valley. Five days of hygiene booked for seven months solid. IntegrityPracticeSales.com, Broker Bill Kimball, DDS, DRE #01911548. (855) 337-4337

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

**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

**HAYWARD:** One of the best cash flowing practices we have ever seen in our 40 years of business. ~ 1930 sf w/ 6 ops \$1.15M (BG-925) WPS/800-641-4179

**SAN BERNARDINO** - (5) op comput G.P./ (3) eqt'd, 4th partial, & 5th for x-rays. Gross Collect. \$400K+. Mixed pt. base. \$3.5K/mos. Cap Cks. Seller retiring. D&M Practice Sales 818.591.1401

**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.

**Brand new** Turn Key dental facility for sale in a busy retail space anchored by Trader Joes, Starbucks, CVS and Savemart in Clovis, CA with high traffic counts. Competitive rent. Plumbed for 9 chairs, Equipped with 5. All new Midmark massaging chairs, 12 o'clock cabinets and center cabinets. Dentrrix software and dexis sensor. Equipped with ICA imaging, Adec monitor arms, computers, electric hand-pieces and much more. Asking for \$550K. Call 916-712-4671 or email elliy79@gmail.com

**Legal Tip:** S corporations can save you money on payroll taxes. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

**DENTAL PRACTICE** in SACRAMENTO for SALE. New Listing! Collections ~ \$337K. Mostly Cash/PPO. Close to Downtown & Discovery Park. Call Loc Pham, BRE#01875780. (714)550-7494 Practice@lcfjin.com

**You've built** a fantastic business. Elevate your dental practice to new heights. For new patient generation call Proactive SEO Solutions @ (310) 660-7606.

**Business litigation** and employment advice for Dental Practices. Call TencerSherman at 858.408.6900 to make sure you are protected from lawsuits.

## Want your Dental Trader to follow you?



Just use our Change of Address form at:

## www.dentaltrader.com

and provide the address you want it mailed to. Your home, post office box, anywhere!

*The Dental Trader does not sell or share it's mailing list with anyone...your privacy is fully protected.*

**"I have used Lee's advice** over the last 30 years, starting with reviewing my multiple office leases, associate agreements and finally with establishing a successful partnership agreement. Lee 's advice is always fair and I respect his view of creating a "win-win" formula. I have and will continue to recommend his professional advice to all my dental colleagues!" Ari Rosenblatt, DDS, DMD – – Call Maddox Healthcare Law – (949) 675-1515

**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

**Newark, Fremont, Peninsula, General Practice for Sale.** Elegant, 4 to 5 operatories, with good patient base. Modern, fully equipped with room to grow. Plenty of parking, located next to the Newpark Mall. Great starter practice with very reasonable rent. Asking price \$350K or best offer. Approved financing available. Please send resume to purchaseddds@gmail.com or call/text 415.420.8100 for more information.

**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

# *“Adding oral sedation to my skill set transformed my practice.”*

*This course changed everything, I am now treating phobic patients who have neglected their teeth for years and the new patient referrals keep coming.”*

- John Magnis DDS, Oxnard, CA

## *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
- 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



Periklis Proussaefs DDS, MS is a prosthodontist and Associate Professor at Loma Linda University. Dr. Proussaefs has received formal training in all forms of sedation since 1997. He has been providing dental care under I.V. (moderate) or oral (minimal) sedation. His seminars focus on patient safety, airway management, monitoring, and handling emergencies. The course involves lecturing, hands-on training on a manikin, and real patient experience.

## WORKSHOP SCHEDULE:

**March 8th - 10th, 2019**

**July 19th - 21st, 2019**

**November 8th - 10th, 2019**

**Course Fee: \$1,875**

**\$325 per staff member**

*(Staff member participation encouraged.)*

**\$765: 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



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



# MADE IN USA / 10 YEAR WARRANTY

## America Operatory

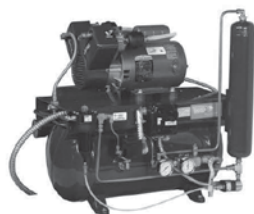
**\$5695** or **\$99** PM/QAC\*  
Installed\*

150 Color Choices - Made In USA



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

## Air Compressors \$3695



## Vacuum Pump \$1795



Simple Financing on All  
Dansereau Equipment No  
Payments for 90 Days !!!

Ortho Chairs - \$1895

Pedo Chairs - \$2895

Dr and Asst Stools - \$599

Dry Vacuum - \$4995

Infinity Massage Chair - \$3495

## Universal Operatory

**\$6395** or **\$119** PM/QAC\*  
Installed\*

150 Color Choices - Made In USA



Normal Installation within 1.5 hours of Factory\*

**Sacramento: Perfect** for a second location or satellite situation!  
950sf w/3 ops collected 398k in 2017.  
sainidentist@yahoo.com

**SF Marin County, General practice for sale. Beautiful, modern, long established office in Marin with loyal, affluent patient base. Revenues of 900k+. Excellent practice for experienced dentist. Asking price \$875k. Approved financing available. Please send resume to ddsbayareasales@gmail.com.**

**GREATER SACRAMENTO** - 5 Ops, 1,856 SF, Dentrix, intra-oral camera. 2017 GR \$1,036,000. HSPPT- Jay Harter 916-812-0500-#CA545

**Furnished dental** operatories for lease, as well as furnished space for dental technician for lease in an upscale Rancho Santa Margarita area call 949-683-5411

**OAKLAND: Located** in Oakland's thriving and bustling China Town! 1,000sf w/2 ops. \$195k (BN-906) WPS/800-641-4179

**PRACTICE FOR SALE** IN MODESTO General practice dental office with a long history of goodwill in Modesto, CA. approximately 4,100 square foot office with 10 fully equipped operatories and 2 additional plumbed operatories, reception area, sterilization area, and Panorex. The practice operates Dentrix as their practice management software. The practice revenues approximately \$1.5M Send CV to: modestodsgp@gmail.com

**US Manufactured Air Compressors** In Stock, starting at \$3495. Oil Less with complete drying system, 120v or 240v. Factory Direct with over 50 years experience in manufacturing dental equipment, WWW.DHPDENTAL.COM or call (800) 423 - 5657

**Danville office** is approx 1,600 square feet with 2 Fully Equipped Ops plus 4 additional plumbed, Reception Area, Doctor's Office, Business Office, Sterile, Lab, Storage, and a Restroom. Amazing location! \$50,000 for lease takeover and equipment. Call 925-785-9633 for details.

**MILPITAS: 5 Ops**, 1650 sq. ft., Dentrix PMS, Dexis Digital X-Ray, Intraoral, Laser. 2017 GR of \$786,000, 4 days Hygiene. HSPPT- Jim Engel 925-330-2207-#CA549

**SF East Bay, General practice for sale. High-end, impressive, long established office in Contra Costa with large, growing patient base. Dentist performs at 1M+. Educated patient base requires experienced dentist. Approved financing available. Asking price \$910k. Resumes only prosellsdds@gmail.com**

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

**Implement SAFE, SIMPLE & PREDICTABLE** adult oral sedation. Good for you, your patients and your practice. www.dentaloralsedation.com CIDE (805) 676-1611

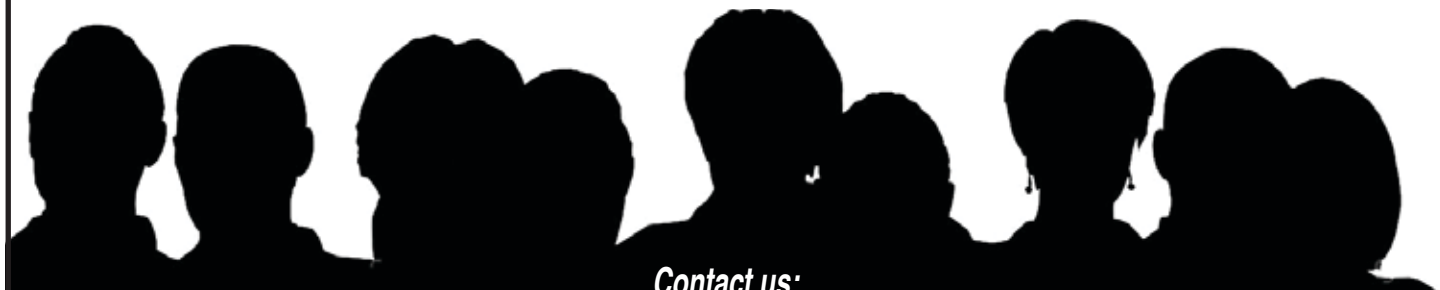
# Dental Board Complaint? Insurance Investigation?

*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*

**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://thedental-trader.com/faqs.htm>. How can we help you?

**For Sale** 2 Turn Key Dental Offices 16700 Hawthorne Blvd, Lawndale, CA 90260 (5 Chair 2,698+/-SF) 15555 Main St C-3, Hesperia, CA 92345 (5 Chair 1,476+/-SF) Video Tour Available At ListLeaseSell.Com or Call (909) 449-9234 BRE#01899628

**GP needed** in La Quinta Group practice. Must have at least 3 years experience. 2 days per week. Potential buy-in. (760)861-9599

**SAN FRANCISCO BAY AREA** – “OUT-OF-NETWORK” 2017 collected \$2 Million. 2018 tracking \$2.15 Million. Hygiene produces \$1+ Million. Nets \$600,000+. Seller available for long transition. Very rare! To learn more, go to [www.PPSellsDDS.com](http://www.PPSellsDDS.com).

**SURGERY DONE IN YOUR OFFICE: IMPLANTS, EXTRACTIONS, PERIOSURGERY. GENTLE & WITH MANY RECOMMENDATIONS.(626)447-0888. KEEP THE PRODUCTION IN YOUR OFFICE. Low minimum required**

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



**EAST L.A. BLDG & G.P.** - Free stand bldg. & G.P. Cash/PPO only. (4) ops. Collect ~ \$200K p.t. Refers most specialties, & has no website/adv. Primed for growth. Seller retiring. D&M Practice Sales 818.591.1401

**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.co

**GREATER STOCKTON** - Pedo 3 Ops in 1,169 SF "children-designed" setting, 2 Digital Sensors, Nitrous, 3 "Cavitron" units. HSPPT- Jay Harter 916-812-0500-#CA555

**GENERAL DENTIST NEEDED, FOR MULTI SPECIALTY DENTAL OFFICE IN L.A. and Huntington Park, Excellent PAY ! CALL (310) 384-4360**

**Aseptic mobile** dental cart amc-20 with electric motor and tray, top of the line, fully self contained, barely used, like new condition, was 14,000 new, selling for 9,000 obo. central cal. Jason 559-280-9850

**REDWOOD CITY:** Tradition of restoring smiles & improving dental health! 1165sf w/ 4 op + 2 add'l. \$295k (AN-939) WPS/800-641-4179

**"I saw your ad in The Dental Trader!"** Please say this when contacting our advertisers so they know how you found them okay? We appreciate it and so will they.

**"Sean was extremely** knowledgeable and helped us acquire the dental practice without any difficulties. He was very good at explaining every process in detail and was always quick to respond to all of our questions in a very timely manner. I would highly recommend him to anyone that is going through a dental practice acquisition as he really understands the specifics involved in every step." Sam Lee, D.D.S. – Irvine Law Offices of J. Sean Dumm, APC. Sean@jsdlawoffice.com, (888) 212-DUMM (3866).

**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

**Auction Panoramic CS9300 Carestream** 110V ENT-Allergy Bundle. Still installed in Gilroy Ca. Online Auction closes Dec 27. Abamex Auction Co. 858-384-3580 www.abamex.com

**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

## 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**



## INTEGRITY PRACTICE SALES

**(855) 337-4337**

**[www.integritypracticesales.com](http://www.integritypracticesales.com)**



**DRE #01911548**

**Broker-Partners: Bill Kimball, DDS and Darren Hulstine**

### San Diego & Inland Empire

- **San Diego | \$800,000 | 11 ops** | Bustling San Diego location. Call Linda at (619) 933-6225.
- **Chula Vista | \$290,000 | 5 ops** | Great general practice located only a few blocks from San Diego Bay. 5 clean and modern operatories (4 equipped), SoftDent, and visible street signage. Call Linda at (619) 933-6225.
- **Escondido | \$180,000 + \$420,000 real estate | 2 ops** | Charming, free-standing building. Great general practice has room to expand to 4 ops! Call Linda at (619) 933-6225.
- **Palm Desert | \$800,000 | 8 ops** | General and ortho practice. Call Linda at (619) 933-6225.
- **San Diego | \$1,250,000 | 5 ops** | This is a super-premium, high-tech practice in prime location! Call Linda at (619) 933-6225.
- **East Lake Chula Vista | \$245,000 + \$609,000 real estate | 5 ops** | Spa-like amenities, room to grow. Great opportunity to be your own landlord. Call Linda at (619) 933-6225.
- **El Centro | \$225,000 + \$379,000 real estate | 5 ops** | Tremendous goodwill, room to expand! Call Linda at (619) 933-6225.
- **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. Features a reasonably priced and ultra-convenient month-to-month lease! Call Maricelle at (858) 722-7461.
- **Fontana | \$231,535 | 5 ops** | Located in a prominent corner medical building with great signage! Many referrals from other medical professionals in the building. Call Maricelle at (858) 722-7461.

**See all our listings at [www.integritypracticesales.com](http://www.integritypracticesales.com)!**

### Orange County, Los Angeles, & Ventura

- **Long Beach (Bixby Knolls) Dental Office | \$1,200,000 | 2865 sq ft office + 2800 sq ft residential** | Is it time to be your own landlord? Great opportunity in Bixby Knolls. Call Darren Sharp at (805) 338-5850.
- **Marina Del Rey | \$460,000 | 5 ops (4 equipped) | 2,400 sq ft** | Over 30 years of goodwill! Great practice located in a beautiful, modern, recently remodeled professional building. Tons of opportunity here, especially with the dramatic influx of major technology companies in the area. Call Ken at (805) 338-5850.
- **Huntington Beach | \$125,000 | 4 ops (3 equipped)** | Well established practice located in a busy corner shopping center with a Starbucks! Just off the 405. Call Maricelle at (858) 722-7461.
- **Long Beach (Bixby Knolls) | \$225,000 | 5 ops (3 equipped) | 2000 sq ft** | Long established practice located in a free standing building in the heart of Bixby Knolls! Seller is retiring. Call Ken at (805) 338-5850.
- **San Fernando Valley | \$126,000** | Charts available for sale - quickly grow your practice! Call Arek at (213) 340-4375.
- **Saugus, Santa Clarita | \$249,000 | 4 ops | 2000 sq ft** | Wonderful practice in Santa Clarita! Call Arek at (213) 340-4375.
- **Glendale | \$662,000 | 4 ops** | Well-established practice in highly desirable neighborhood. Open parking lot in shopping center location. Collected over \$839K in 2017. Call for Arek for details at (213) 340-4375.
- **Ventura | \$564,000 | 3 ops** | Busy general practice with 3 beautiful and modern ops. Call Darren at (805) 878-0633.
- **Camarillo | \$275,000 | 5 ops** | Large office in professional building. Seller is practicing just 2 days per week. Great opportunity to grow and profit from your own practice! Call Ken at (805) 338-5850.
- **Oxnard | \$160,000 + real estate available | 4 ops** | Clean, professional office sits in a unique medical building with lush landscaping and water features in an enclosed courtyard. Call Ken at (805) 338-5850.



## A team dedicated to selling your practice.



**Linda Salazar, RDA**  
(619) 933-6225  
DRE# 01921421



**Arek Balci, DDS**  
(213) 340-4375  
DRE# 01920430



**Maricelle Luis-Ortiz, DDS**  
(858) 722-7461  
DRE# 02031988



**Darren Hulstine**  
(805) 878-0633  
DRE# 01899816



**Ken Skeate**  
(805) 338-5850  
DRE# 00885612



**Darren Sharp**  
(714) 928-5822  
DRE# 01939069



**Brian Flanagan**  
(707) 898-0842  
DRE# 01947466

### Santa Barbara & San Luis Obispo Counties

- **Santa Maria | \$360,000 + real estate available | 4 ops** | Very nice office near medical buildings in the heart of Santa Maria. Plumbed for nitrous. Real estate also available for sale. Call Darren at (805) 878-0633.
- **Santa Barbara | \$165,000 | 2 ops** | Located in a busy shopping center near the freeway. Room for another operatory. This is a great opportunity to grow a practice. Call Darren at (805) 878-0633.
- **San Luis Obispo Perio | \$640,000 | 4 ops** | Fantastic perio practice in an incredible location! (805) 878-0633
- **Central Coast | \$1,000,000 | 5 ops** | Upscale endo practice. Prime location, free standing office. Practice among some of the best shopping and restaurants that California has to offer. Call Darren at (805) 878-0633.
- **Santa Barbara | \$1,200,000 | 4 ops** | Rare opportunity! Well established, 100% fee for service in a high end dental complex. Come work and live where the rest of the world vacations! Call Darren at (805) 878-0633.
- **Santa Maria | \$1,260,000 + real estate available | 7 ops** | Impressive multi-specialty practice in a standalone building, completely renovated in 2015. Gorgeous office with 7 ops and state-of-the-art technology. Call Darren at (805) 878-0633.
- **San Luis Obispo | \$460,000 | 9 ops | 3,800 sq ft** | Recently remodeled, state-of-the-art practice with top-of-the-line equipment. Located near the charming downtown and CalPoly campus. Call Darren at (805) 878-0633.
- **Central Coast | \$325,000 | 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. Call Darren at (805) 878-0633.

### Central and Northern California

- **Fresno County | \$343,000 | 4 ops** | Modern practice with state of the art equipment. Stunning and inviting reception room. Located directly off Highway 99. Call José at (925) 382-9525.
- **South Monterey County | \$300,000 + real estate available | 8 ops (6 equipped)** | Large, well-equipped office. With the real estate also available, this could be a great investment opportunity. Call Darren at (805) 878-0633.
- **Sacramento | \$950,000 | 6 ops | 2,650 sq ft** | Profitable practice conveniently located near freeways, shopping, and medical offices. Freestanding building, easy parking. Call Brian at (707) 898-0842.
- **Woodland Pediatric | \$210,000 | 2 ops** | Room for expansion! Call Brian at (707) 898-0842.
- **Redwood City | \$250,000 | 6 ops (3 equipped)** | Fast start with great reputation! Call Brian at (707) 898-0842.
- **Mountain View | \$350,000 | 4 ops** | High-end practice, very desirable neighborhood! Call Brian (707) 898-0842.
- **Santa Clara | \$290,000 | 3 ops** | Get a jump on your start-up! Call Brian at (707) 898-0842.
- **Bakersfield | \$275,000 | 3 ops | 1,200 sq ft | PRICE REDUCED!** Great corner location near a large medical center and central business district. Private parking lot Call Tom at (661) 427-8102.
- **Fresno County | \$499,000 | 3 ops | 1,200 sq ft | VERY PROFITABLE!** Beautiful and extremely profitable general practice. Fantastic opportunity! One of only 2 dental practices in the immediate area. Call Brian at (707) 898-0842.
- **Chico | \$200,000 | 3 ops | 1,000 sq ft** | Small but profitable! Clean and well-kept office is located in a busy shopping center with many big-box anchor stores and tons of foot traffic. Call Brian at (707) 898-0842.
- **Sacramento Area Perio | \$620,000 | 3 ops** | Well-equipped with stunning views! Call Brian at (707) 898-0842.
- **Mariposa | \$509,000 | 4 ops** | Incredible opportunity in a beautiful area! Well established and extremely profitable practice! Live, work, and play in the gateway to Yosemite! Call Ken at (707) 898-0842.
- **Central Valley Perio | \$300,000 | 6 ops** | Well-established with tremendous growth potential. (707) 898-0842.
- **Kings County | \$600,000 | 4 ops | PRICE REDUCED!** Growing practice in a developing community. (707) 898-0842.
- **Sacramento (Greenhaven) | \$550,000 | 5 ops** | Top-of-the-line, modern practice! Call Brian at (707) 898-0842.



Timothy Giroux  
DDS/Broker

## ASK THE BROKER

**I am planning on selling my practice in the next 5 years.... what can I do now to optimize my future transition profit?**

The single most important factor in a practice sale is the practice production of the last calendar year. Lenders and Buyers like to see a stable practice without large variances from year to year. The poor performance of one out of three years should not affect pricing, unless it is the last calendar year which shows a significant drop. Therefore, with 5 years to go, try to maintain a steady practice and make sure you finish each year strong!

### Keep working to keep your numbers up!

Practices are priced based mostly on gross receipts. Therefore, spending large amounts of money for new technology will not necessarily return the investment unless it helps to increase the production. However, this being said, purchasing new equipment may increase your enjoyment of practicing dentistry and therefore be a worthwhile investment.

With 8–10 years remaining to practice, modernizing the practice with the latest and greatest is generally a great idea. Leasehold improvements typically last 5–8 years, so making the investment at this time to spruce up the office will enhance the desirability of the sale. It may also give you greater satisfaction of working in a first-rate environment for the entire duration of the leasehold improvements. However, if you have only 2–3 years left, it is not worth putting too much extra money into the practice.

Here's an interesting demographic to consider: Nearly 10 years ago, the JADA published an article concerning the baby boomers' retirement. Sellers a decade ago were holding onto their practices longer than normal due to the economy and their retirement readiness. The upturn in the market has allowed these sellers to now consider retirement. This, coupled with the "baby boomer" phenomenon has the potential to result in a significant inventory glut, which is starting to take effect now. This may slightly reduce practice price multiples.

Practices that have updated their technology will induce the younger buyers. Therefore, those of you planning to retire in the next 4–10 years should consider making the investment now in order to position yourself in front of the competition.

I invite you to contact me directly at 800-641-4179. I'd love to help you develop your strategy moving forward and provide you with a free copy of my book *"Top 10 Issues for Dentists Contemplating Retirement in 10 Years or Less"*.

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](mailto:wps@succeed.net) or 800.641.4179

**Business litigation** and employment advice for Dental Practices. Call TencerSherman at 858.408.6900 to make sure you are protected from lawsuits.

**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](mailto:Cecilia@practiceatty.com) or [www.practiceatty.com](http://www.practiceatty.com).

**SF East Bay, General practice for sale. High-end, impressive, long established office in Contra Costa with large, growing patient base. Dentist performs at 1M+. Educated patient base requires experienced dentist. Approved financing available. Asking price \$910k. Resumes only [prosellsdds@gmail.com](mailto:prosellsdds@gmail.com)**

**Your dental website** is the smiling face you present to the world. For amazing website design call Proactive SEO Solutions @ (310) 660-7606.

**SAN JOSE:** This opportunity is waiting for your talent & skills! 2210 sf w/ 4 Ops + 2 add'l. \$500k (DN-937) WPS/800-641-4179

**SF Marin County, General practice for sale. Beautiful, modern, long established office in Marin with loyal, affluent patient base. Revenues of 900k+. Excellent practice for experienced dentist. Asking price \$875k. Approved financing available. Please send resume to [ddsbayareasales@gmail.com](mailto:ddsbayareasales@gmail.com).**

**Specializing in** Dentrux, EagleSoft, EasyDental, OpenDental, & SoftDent, Academy of Dental Practice Careers caters to anyone who needs more dental office computer training. Instruction is offered in 3 forms, In-Office at your location, at our ADPC training facility in San Diego, or online. Call 877-235-7100 or visit [DentalPracticeCareers.com](http://DentalPracticeCareers.com).

**WE HAVE PRE-APPROVED BUYERS LOOKING FOR DENTAL PRACTICES IN LA COUNTY.** Large or Small Practices. Sellers call Loc Pham, BRE#01875780. (714)550-7494

**Much obliged!** Referrals from dentists and their staff directing new advertisers to The Dental Trader is our #1 source of new business. Thank you for making the introduction for us! We really appreciate that!

**EXCEPTIONAL DEAL FOR SALE DENTAL OFFICE IN SANTA CLARA /SAN JOSE. NO BROKER FEES. High collection/low cost. Excellent location in a busy established shopping center, high visibility, ample parking. 5 fully equip. ops. 1500 sq.ft. Email: [dentistsantaclara1@gmail.com](mailto:dentistsantaclara1@gmail.com)**

**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

# Knowledgeable - Reliable Accessible - Affordable

*When you need an experienced and efficient attorney specializing in dentistry, please give me a call.*



**Cecilia Chen, Attorney**

*Super Lawyer 2014  
Nominated by Peers*

## The Attorney to Protect your Investment 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

*Cecilia Chen came very highly recommended for her legal services. Immediately, it was clear that she was deserving of the referral. She quickly laid out what was required for my practice transition and clearly communicated her reasonable fees. She was a wonderful advocate in dealing with the other party, going above and beyond to look out for my best interest. She was always quick to respond and my transaction was completed in a timely manner. I have already referred Cecilia to a colleague and will continue to do so in the future.*

—Mark Redd, DDS

**Toll Free: 855.850.4111**

**Email: [info@practiceatty.com](mailto:info@practiceatty.com)**

**[www.practiceatty.com](http://www.practiceatty.com)**



LAW OFFICES OF  
**CECILIA CHEN**

**MARTINEZ:** Opportunities like this only comes along every great once in a while. 1520sf w/ 4 ops +1 add'l. \$450k (BN-943) WPS/800-641-4179

**ANTELOPE VALLEY # 5** - (3) op comput G.P. Gross ~ \$550K/yr. (4½) days of hygiene. Cash/Ins/PPO. Refers out most specialty work & does no advertising. Seller retiring. D&M Practice Sales 818.591.1401

**American manufactured** Dry Vacuum Systems, Variable Speed with Stainless Steel Tank. Rebates and Discounts available, prices starting at \$4995. Factory Install, maintenance and support. Call (800) 423 - 5657 or visit our website [WWW.DHPDENTAL.COM](http://WWW.DHPDENTAL.COM)

**AD2 Articulator** System. Basically new AD2 articulator system. Used once. Full kit, \$1,871 obo, Email: [bayareadds1@gmail.com](mailto:bayareadds1@gmail.com)

**Legal Tip:** Are you sure your broker-provided contract protects your interests? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**GREATER VACAVILLE** 2 Ops, approximate 1,200 SF. Dexis, Dextrix. 2017 GR \$449K, 32 avg. Dr. hours/week. HSPPT-Jay Harter 916-812-0500-#CA556

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



**Sonoma County Perio Practice.** Seller offering established 21 year practice with trained, seasoned staff and great location. Exceptional 2,100 sq. ft. ample office with 6 fully equipped ops. Majority of equipment purchased in 2002. 4 doctor-days & 3 hygiene days per week. Average gross receipts \$1M+. Asking \$677K. Carroll & Company (650) 362-7004 or dental@carrollandco.info.

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

**Don't see your ad?** Check the automated confirmation you received via email when submitting your ad, see if you exceeded 20 words (150 characters) w/o paying, forgot to include your phone number or email address. Did you miss the deadline? It's always the 7th of the preceding month. You can also check your ad placement from your MY ACCOUNT page at dentaltrader.com

**CEREC MC** machine 3 years old, serviced 2 months ago, perfect condition, 3 units. \$55K Owner Retired. Up to 7 Years of Warranty Optional. Contact 818 422 6981 Dr. Visot

**BUYING, SELLING, MERGING** Oh My! With The Law Offices of Wood & Delgado, our clients "now have a comfortable sense of security." FREE Consultation! 800.499.1474 www.DentalAttorneys.com



**Clean out that  
junk drawer and  
sell the stuff you  
don't need.**

**Place a FREE AD**  
and turn your unwanted items  
into cash! Ads placed online post  
instantly to our website.

Visit our FAQs page at dentaltrader.com for details

**\$25,500 Denti-Cal E.H.R.** Award May be Waiting for you. Did you receive your Year 1 payment of \$21,250 yet? If so, you qualify to apply for remaining incentive money. We can get you the remaining \$25,500 over the next 3 years. (Each year you get an additional \$8,500 from the State.) You must call ASAP before the deadline expires. Call 800-273-5033.

**Dental Office for Lease in Indio, CA - Successfully established for more than 30 Years! Great Location with Heavy Traffic! 6 Operatories (plumbed), Sterilization Area, Dental Lab, Storage's. Also, Private Office Area, Reception Area, 2 Restrooms and a Break room. \$1.80 the SF. Apprx. 2,000 Sf. Call Listing Agent Lidia at (760) 989-7046, Colonial Realty Group, Broker Lic. # 01879689.**

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

**SUNNYVALE:** The ideal opportunity to practice in this community! 2000 sf w/ 4 Ops + 2 add'l. \$500k (DN-938) WPS/800-641-4179

**DENTAL OFFICE SPACE SHARE**-Are you a specialist looking to add another location with minimal overhead .A modern office with great location available to space share in Newark,CA.Please contact drkumar@cedardentalcare.com

**PART TIME POSITION IS OPEN FOR A DENTIST WITH EXPERIENCE IN PEDIATRIC DENTISTRY PLEASE FAX RESUME TO 5596614111 OR EMAIL TO MADERAFAMILYDENTALCARE@LIVE.COM**

**MARIN COUNTY - NOVATO** Excellent foundation. Best location, beautiful office, Adeq equipped with everything new since 2014. 500-active files. 2018 tracking \$250,000. Full Price \$125,000. To learn more, go to www.PPSellsDDS.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.

**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**

**Sacramento: Perfect** for a second location or satellite situation! 950sf w/3 ops collected 398k in 2017. sainidentist@yahoo.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>.



## The Law Offices of J. Sean Dumm

A Professional Corporation

“

Sean was extremely knowledgeable and helped us acquire the dental practice without any difficulties. He was very good at explaining every process in detail. He was always quick to respond to all of our questions in a timely manner.

I would highly recommend him to anyone that is going through a dental practice acquisition as he really understands the specifics involved in every step. He goes out of his way to make sure that you are fully informed and know exactly what you are getting into. Thank you Sean!

**Samuel Lee, D.D.S., Irvine**

”

### AN ATTORNEY WHO UNDERSTANDS DENTISTS



Call me for a complimentary consultation the next time you need legal services.

CALL **888.212.DUMM (3866)**

FAX **949.606.8624**

EMAIL **info@jsdlawoffice.com**

VISIT **jsdlawoffice.com**

### LEGAL SERVICES

FORMATION OF DENTAL CORPORATIONS & BYLAWS  
DENTAL PARTNERSHIPS AND PARTNERSHIP AGREEMENTS  
OFFICE & SPACE-SHARING AGREEMENTS  
OFFICE LEASE REVIEW AND NEGOTIATION  
REAL ESTATE PURCHASE AGREEMENTS  
PURCHASES/SALES OF DENTAL PRACTICES  
ESTATE PLANNING FOR DENTISTS AND THEIR FAMILIES  
COMPLIANCE WITH THE DENTAL PRACTICE ACT  
EMPLOYMENT LAW & CONTRACTS

**Harness the power** of Facebook Ads to elevate your dental practice. For new patient generation call Proactive SEO Solutions @ (310) 660-7606.

**3D Printing.** CE Courses for in office 3D printing. Live Digital 3D Dental Workshop, and Online Courses. [www.learn-dental3D.com](http://www.learn-dental3D.com) and [www.michaelschererdm.com](http://www.michaelschererdm.com) 209-536-1954.

**FREMONT: 4 Ops**, approximately 1,800 SF, Dentrax, Digital X-ray, Diode Laser, Intra-oral Camera. 2017 GR \$446K 3 day/week. HSPPT- Jim Engel 925-330-2207-#CA547

**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](mailto:tmwrk.3@aol.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](http://www.afries.com)

**ENCINO - (5) op** comput. G.P. (4) ops eq't'd. Fee for Service. Ave. Annual Gross \$500K. D&M Practice Sales 818.591.1401

**Oral sedation** re-certification course \$765 by Dr. Proussaefs, fulfils mandatory 7 hours course before renewing your permit, [www.dentaloralsedation.com](http://www.dentaloralsedation.com) CIDE (805) 676-1611

**Compressor Unit** (3 users) by Vortex. Excel Cond! Asking \$1500 Santa Clara, CA email: [hire4drpak@gmail.com](mailto:hire4drpak@gmail.com)

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

**SAN FRANCISCO:** Remarkable opportunity in San Francisco! ~ 990+ sf w/ 4 Ops. \$575k (AG-931) WPS/800-641-4179

**SF Marin County, General practice for sale.** Beautiful, modern, long established office in Marin with loyal, affluent patient base. Revenues of 900k+. Excellent practice for experienced dentist. Asking price \$875k. Approved financing available. Please send resume to [ddsbayareasales@gmail.com](mailto:ddsbayareasales@gmail.com).

**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](mailto:Cecilia@practiceatty.com) or [www.practiceatty.com](http://www.practiceatty.com).

**LODI: low overhead**, newer equipment a& space for growth! 3000sf w/ 5 op + 5 add'l. \$425k (IN-948) WPS/800-641-4179

# HENRY SCHEIN®

## PROFESSIONAL PRACTICE TRANSITIONS

Contact  
one of our  
experienced  
Transition  
Consultants



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



Jay Harter  
Lic. #01008086  
(916) 812-0500  
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** - 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

**CASTRO VALLEY** - Great history in this neighborhood practice on one of the city's busiest thoroughfares. This 1800 sq. ft. stand-alone office has housed a Dental Practice for over 50 years and well established with the past 3 owners. Five completely furnished treatment rooms, Digital Pan & Dexis Digital Sensor. Dentrix PMS with 11 workstations. 2017 Revenue of \$354,000 on 2 days of production. Owner is scaling back from multiple offices but will work with buyer for a smooth transition. #CA534- 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

**CONTRA COSTA COUNTY** - Live where you play in this beautiful water-oriented community. A 35 year history of Advanced Restorative General Practice is located in the anchor center of the community near restaurants and other professional businesses. 3 year average revenue of nearly \$1,000,000 with at least 37% adjusted net. 6 Treatment rooms, 5 fully equipped in 2400 sq. ft. with every amenity including Softdent PMS, Dexis Digital Sensors, Digital Pan and Soft tissue laser. 9 days of Hygiene keeps your clinical acceptance high! Each treatment room has a view of the water features and golf course for a beautiful, relaxing setting. Owner will help with a smooth transition. #CA530- Jim Engel - 925-330-2207

**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 \$150,000 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

**FREMONT - NEW LISTING** - The perfect practice for first time buyers or established owners looking to expand. Established over 30 years in this fast-growing center of the lower East Bay with access to major highways and bridges. 4 fully equipped treatment rooms in approx. 1800 sq. ft. with Dentrix PMS, Digital X-Ray, Diode Laser and Intra-oral Camera. 2017 Gross Revenue of \$446,000 on a 3 day work week including 3 days of Hygiene. Seller will help with a smooth transition. Practices in this area go very quickly, so don't waste any time securing this great opportunity. #CA547- Jim Engel - 925-330-2207

**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 RENO/LAKE TAHOE AREA - NEW LISTING** - Digital practice operating at same location for approximately 40 years (owned by the selling dentist for past approx. 20 years), with 1,600 SF design in a great Professional Office location. Approx. 54% of revenue is from "Out of Pocket" patients, with remaining from PPOs and Delta Premier. Practice has 4 Ops (with 2 additional plumbed and available to be equipped in contiguous space). 3 Dexis digital sensors, Patient Education Software, Instrumentarium digital pano x-ray, and well-maintained equipment. 56 average hours of Hygiene per week, with Hygiene patients booked out at 3, 4 and 6 month recare appointment intervals. 2017 Gross Receipts were \$994,000 on 32 average Dr. hours (4 days) worked per week, even though staff is there 5 days per week. #CA552- Jay Harter - 916-812-0500

**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** - 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 - NEW LISTING** - GP Practice available for purchase with its own Dental Office Condominium Building also available for purchase. PPO Practice has been in a stable community for approximately 33 years in a well-known dental and medical area. 1,392 +/- SF office with 4 Operatories including 7 computer stations, 2 digital x-ray sensors, imaging system, and an intra-oral camera. 2017 Gross Receipts of \$652K. #CA561- Jay Harter 916-812-0500

**GREATER SACRAMENTO - NEW LISTING** - Greater Sacramento North Area: Modern and digital PPO Practice at same location for approximately 10 years, with an impressive 1,664 SF design, hardwood floors throughout, separate children's reception area... all in a growing Suburban part of town Office & Retail location. 4 Ops (with a 5th available to be equipped), Higher-End T.I.'s, Intra Oral Camera, Gendex Digital Sensor, Nomad x-ray, Imaging System, Patient Education Software, Pano x-ray, Fiber Optics, and Laser (average equipment age 5 years). 4 days/week of Hygiene, Hygiene schedule booked out 4 weeks in advance, 2017 Gross Receipts at \$755,000 on 33 average office hours per week. #CA550- Jay Harter - 916-812-0500

**GREATER SACRAMENTO - NEW LISTING** - Established practice in well-designed 1,846 sf dental office condo with 5 Ops. "Dentrix G5.2" PM software, separate lab, separate patient consult room, "Global" microscope, air abrasion unit, computers in all ops, and an intra-oral camera. Practice and office condo located in a quality dental building with plenty of windows, and good traffic-count location. 2017 GR of \$1,036,000 on 4-day week. Office condo must be purchased with practice - no exceptions. #CA545- Jay Harter - 916-812-0500 or Tom Wagner - 916-812-3255

**GREATER SACRAMENTO - NEW LISTING** - "Pocket" Greenhaven Area: Priced well below appraised value for a fast sale in which the Seller is highly motivated. GP Practice started by Seller in 1973 and at this location for past 13 years. PPO practice with 2 equipped Operatories with an additional 2 Operatories plumbed but not equipped, in a multi-Dental tenant office building. Equipment includes ADEC Chairs, Lights, Carts, and a "LISA", an Intra Oral Camera, a Digital Sensor, and a CEREC machine with EagleSoft PM software (average equipment age is 10 years). 8 hours of Hygiene per week, 2017 Gross Receipts at \$234,000 on 30 average office hours per week. #CA551- Jay Harter - 916-812-0500

**GREATER SACRAMENTO** - Greater Sacramento - El Dorado Hills/Folsom Area: Beautiful and established practice with high-end tenant improvements and neighborhood. 3 Op. PPO practice with a 4th to be built out, in approx. 1,399 Sq Ft office located in a busy retail/mixed-use commercial buildings on high-traffic count in a great El Dorado Hills/Folsom area neighborhood. SoftDent software, Carestream digital sensors, and intra-oral camera. 2017 GR of \$506,320 on a 4.25-day week. #CA543- Jay Harter - 916-812-0500

**GREATER SACRAMENTO** - 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, Intra-Oral camera, Lasers, CAD-CAM and monument signage. Seller relocating. #CA516- Thomas Wagner - 916-812-3255

NORTHERN CALIFORNIA OFFICE  
1.800.519.3458



www.henryscheinppt.com

SOUTHERN CALIFORNIA OFFICE  
1.888.685.8100



# 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



Thanh 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/APPRISALS • ASSOCIATESHIPS • CONTINUING EDUCATION

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

**GREATER STOCKTON - NEW LISTING** - Specialty practice GP Limited to Pediatric Dentistry operating at same location for approximately 17 years. Approximate 1,169 SF design in a great Professional Office Building and location in a great area of Stockton. Delta PPO, Delta Premier, and Cash Out of Pocket patient base. Practice has 3 Ops with 2 "Gendex" digital sensors, Patient Education Software, 3 "Cavitron" units, and 1 Nitrous Oxide unit with well-maintained equipment. 12 average hours of Hygiene per week, with Hygiene patients booked out 6 months in advance. 2017 Gross Receipts were \$273,000 on an average 3 day work week (24 hours worked per week). Nice "All-Pedo" practice with décor and layout designed to attract children and place them at ease for their dental experience. #CA555- Jay Harter - 916-812-0500

**GREATER VACAVILLE - NEW LISTING** - Dental Practice and Dental Building available for purchase... an established 40+ year GP PPO and "Cash" Dental Practice with a prime Downtown Professional Office Dental Building in a desirable high traffic count location. Approximate 700 SF design with appealing decor, 2 Operatives, a Dexis digital sensor, and well-maintained equipment average age of 5 to 6 years old. 16 average hours of Hygiene per week, with Hygiene patients booked for 6 months. Steady growth reported for past 3 years with 2017 Gross Receipts at \$449,000 on 32 average Dr. hours (3.5 days) worked per week. Dental Building purchase required with the purchase of this Dental Practice. #CA556- Jay Harter - 916-812-0500

**HAYWARD** - This great neighborhood practice is located on one of the city's busiest thoroughfares. This 1,900 sq. ft. stand-alone office has housed a Dental Practice for over 30 years and very well established in the neighborhood. Four completely furnished treatment rooms, Digital Pan, Dexis Digital Sensor & Dentrrix PMS with 9 workstations. 2017 Revenue of \$306,000 on 2-3 days of production. Owner is scaling back from multiple offices but will work with buyer for a smooth transition. #CA535- Jim Engel - 925-330-2207

**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 14%. 6 Treatment rooms (three 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

**MILPITAS - NEW LISTING** - Beautiful water features throughout this well maintained professional building on the busiest thoroughfare linking Hwy 680 to 880 and beyond. 5 fully equipped treatment rooms in 1650 sq. ft., including Dentrrix PMS, Dexis Digital X-Ray, Intraoral Camera and Laser. 2017 GR of \$786,000 with 4 days of Hygiene. Owner is downsizing from multiple offices but will help with a smooth transition. #CA549- Jim Engel - 925-330-2207

**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** - 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 Operatives, 2 additional plumbed. DentalMate software. #CA332- Thomas Wagner - 916-812-3255

**SACRAMENTO** - 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** - 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

**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

**SAN FRANCISCO** - Long-Established 35 Years Restorative & Cosmetic Multi-Specialty Prosthodontist Practice. Desirable San Francisco location between Financial District and Union Square. Hard to find Large 2,463 sq. ft. leased space with in-house working Lab. Seasoned 30 yrs. experienced Lab Technicians on-site. 4 Operatives, 2 fully Equipped Lab rooms, and opportunity to expand. Dentrrix and CareStream Digital X-ray with 9 workstations. Specialty providers are brought in-house including Endodontist and Periodontist offering Full-Service Dentistry for patient's comprehensive care. 2017 Gross Receipts of \$613K working 3 Days a week. Great location and price for this practice. #CA529- Gina Miller - 707-391-7048

**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

NORTHERN CALIFORNIA OFFICE  
1.800.519.3458



www.henryscheinppt.com

SOUTHERN CALIFORNIA OFFICE  
1.888.685.8100

Henry Schein Corporate Broker #01230466

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

# HENRY SCHEIN®

## PROFESSIONAL PRACTICE TRANSITIONS

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

**SONOMA COUNTY** - Large General Family Practice serving the community with over 31 years of Goodwill. Solo dentist owner with In-house specialists. 2017 Gross Receipts above \$2,600,000. Free-standing building 3,000 Sq. Ft. Prime Real Estate, highly visible location off a major freeway and intersection, corner lot located 1 hour North of San Francisco. Averages 72 New patients per month and 10 days of Hygiene per week. 6 Fully equipped treatment rooms. Modern and High Tech with every amenity: Panoramic X-ray, Dexis Sensors, Intra-Oral cameras, Laser and Fully Paperless utilizing Dentrrix. Expansive 20 room building, updated design and built by owner dentist. Both Business and Real Estate are for Sale or Lease option. Doctor ready to retire and work back for smooth transition. #CA544- Gina Miller - 707-391-7048

**TRI-VALLEY/EAST BAY - 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 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** - 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

**VISALIA** - Great location in Visalia, office established 20+ years (since 2013 with current owner), 6 Ops in approximately 2,700 sq. ft. (to be verified), fully furnished free-standing building with major Street frontage and signage also for sale, located across the highway from the Hospital. Equipment is only 4 years old, using Dentrrix software, Digital X-ray and Pano. This is a PPO and Cash practice (no HMO or Denti-Cal), \$585K Collections in 2017. Great opportunity to own the building and practice. #CA536- Steve Caudill - 951-314-5542

**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 \$779K. Our seller is retiring, this is a great location with potential for increased collections. #CA497- Steve Caudill - 951-314-5542

## CENTRAL CALIFORNIA

**CENTRAL COAST - Endodontic Practice** - 3 Operatories equipped with Zeiss microscopes, Digital x-rays, Paperless, Cone Beam CT, and PBS Endo Software. 2017 Gross Receipts of \$1.0M+ with \$607K 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 - 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

**GREATER MODESTO** - Nicely designed, updated, and established practice in the same location for nearly 55 years. 4 Op. practice in approx. 1,400 Sq Ft office in a historically stable community with a well-insured patient base. DentPro PM software, 4 intra-oral cameras, with some back-up equipment included. 2017 GR of \$366,000 on a 3 day Dr. work week. Dental Practice owner/user office building must be purchased with this Practice. #CA546- Jay Harter - 916-812-0500

**MADERA** - General Dentistry Practice. 2017 & 2016 average gross receipts \$809K with a 52% overhead. Office has been in same location for 30 years. Dexis and Dentrrix software. 7 Ops. 10 days of hygiene. #CA541- Dennis Hoover - 209-605-9039

**MADERA - PRICE JUST REDUCED \$100,000!** North Fresno / Madera area: PPO Practice situated in a beautiful, approximately 1,800 SF modern office with newer equipment, easy access and great visibility. The practice is doing minimal marketing and has exhibited steady growth by word of mouth and referrals. Practice is family-oriented serving diverse ethnicities and mix of socio-economic income. Is situated in a professional medical area, includes its own parking lot, and consists of 4 operatories with room for a 5th (not currently plumbed). Practice layout has a spacious reception area, lab, sterilization, staff lounge, ample storage, doctor private office, and business consult office with 2 restrooms. Includes Eaglesoft PM software, Dexis digital sensor, intra-oral camera, Rotary Endo system, and Patient Education software. 2017 Gross Receipts approximately \$233,000 on 2 Dr. production days per week. Building facility also available for purchase with the Practice. #CA542- Jay Harter - 916-812-0500

## SOUTHERN CALIFORNIA

**APPLE VALLEY - NEW LISTING** - General Dentistry practice with 3 Ops has 50 years of Goodwill. Practice utilizes EagleSoft, digital x-rays, intra-oral cameras, laser, and a Digital Pan/Ceph. Doctor and Hygienist both work 3 days/wk. 2017 GR of \$381K with \$113K Adj. Net. #CA557- Kerri McCullough - 949-300-0312

**BAKERSFIELD** - General Dentistry Practice with 6 Ops, 5 equipped, located in a duplex building with great signage in front. 2017 GR of \$545K 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

**BREA** - General Dentistry Practice with a 40+ year history in Brea is now available. Practice features 5 Ops, 4 Equipped, is paperless with Dentrrix, Dexis Digital X-rays. Strong hygiene program in place with most specialty procedures referred out. 2017 GR of \$724K with \$253K Adj. Net. #CA548- Kerri McCullough - 949-300-0312

**CENTRAL ORANGE COUNTY - NEW LISTING** - General Dentistry Practice with 3 Ops, Paperless and digital, located in a retail center on corner of a busy intersection. 2017 Gross Receipts of 415K with 148K Adj. Net Income. #CA554- Thanh Tran - 949-533-8308

**COVINA** - This General Dentistry Practice with 5 Ops features SoftDent, Digital X-rays, Intra-oral camera, Microscope, and Digital Radiology. Great location. Strong hygiene program is in place and most specialty work is referred out. 2017 GR of \$960K with \$406K Adj. Net. #CA533- Kerri McCullough - 949-300-0312

**GREATER LOS ANGELES AREA - PERIODONTAL** - 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

**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. - Price Reduced!** 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. #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 Ops, Dentrrix, Dexis digital x-rays, a digital Pano and a laser. 4 days of hygiene per week. 2017 GR of \$492K. #CA499- Thanh Tran - 949-533-8308

**LOS ANGELES - WEST LA/BRENTWOOD PROSTHODONTIC** - Attractive practice with 6 Ops is now available in a great West LA/Brentwood professional building. Eaglesoft, Ceph, and has on-site lab with experienced lab techs and Pano. Priced aggressively for a quick sale. 2017 GR of \$680K. #CA539- Kerri McCullough - 949-300-0312

**LOS ANGELES - WEST SIDE** - General Dentistry practice with 4 Ops is now available on the Westside LA Area. This practice's location is convenient to all of the Westside and features SoftDent, Intra-Oral Camera, and Laser. Our retiring doctor has a strong hygiene program and refers out most specialty work. 2017 GR \$600K with \$171K Adj. Net. Room to grow! #CA531- Kerri McCullough - 949-300-0312

**N. ORANGE COUNTY - NEW LISTING** - General Dentistry practice with 5 Ops, open since 1965! Dentrrix and digital Pano. Our retiring seller will assist with a smooth transition. Great single-story professional building location near residential, schools, and businesses. 2017 GR of \$249K with room to grow as most specialty procedures are referred out. #CA558- Kerri McCullough - 949-300-0312

**ORANGE COUNTY PERIODONTAL** - 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

NORTHERN CALIFORNIA OFFICE  
1.800.519.3458



www.henryscheinpnt.com

SOUTHERN CALIFORNIA OFFICE  
1.888.685.8100

Buy it! Sell it! Trade it!!!



# HENRY SCHEIN®

## PROFESSIONAL PRACTICE TRANSITIONS

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

**ORANGE COUNTY ENDODONTIC** - This 5 Op, 3 equipped, practice utilizes 2 microscopes, digital x-rays, intra-oral camera. The **SOLD** in a professional building with 42 years of goodwill with our retiring seller and previous owner. 2017 GR of \$670K with very low overhead. #CA532- Kerri McCullough - 949-300-0312

**PASADENA** - 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** - 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 Dentrux 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 \$839K with \$158K Adj. Net. #CA514- Thinh Tran - 949-533-8308

**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 Dentrux, Digital X-rays, and is paperless. 2017 GR of \$816K with \$330K Adj. Net. #CA471- Kerri McCullough - 949-300-0312

**SAN FERNANDO VALLEY** - General Dentistry Practice with 4 Ops in a desirable San Fernando Valley location is now available. Practice utilizes Patient Base, Digital X-rays, and an Intra-oral camera. Strong hygiene program with 6 hygiene days per week. Most specialty procedures are referred out to local specialists. 2017 GR of \$630K. #CA537- 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 **SOLD** 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 MONICA** - General Dentistry Practice with 2 Ops in a centralized location with great street visibility is now available in **SOLD** 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** - 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 **SOLD** 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 - NEW LISTING** - This 6 Op practice is brand-new on the market. Practice utilizes Dentrux, Digital x-rays, Laser and has 6 days of Hyg./wk. 40+ years of goodwill in a very desired area of the South Bay. 4½ day work week. #CA562- Kerri McCullough - 949-300-0312

**SOUTH BAY, LOS ANGELES AREA - NEW LISTING** - General Dentistry practice with 7 Ops is now available in a great sought-after South Bay neighborhood. Practice utilizes Dentrux and Dexis, Laser, has 6 days of hygiene and is located in a professional building. This is a fantastic opportunity to own a thriving practice in the South Bay. 2017 GR \$769K with \$266K Adj. Net. #CA560- Kerri McCullough - 949-300-0312

**SOUTH BAY, LOS ANGELES AREA IMPLANTS/ ORAL SURGERY** - Practice is located in the South Bay area of LA and features 3 Ops 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 - NEW LISTING** - Beautiful General Dentistry practice with 4 Ops, 3 Equipped, and Dentrux software is now available in sought-after South Orange County. 3½ day per week with a PT Hygienist. 50 years of goodwill in this location, 29 with our seller. 2017 GR of \$446K with \$94K Adj. Net. #CA553- 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 \$332K working 20-24 hours per week with the seller referring out most specialty work. #CA509- Thinh Tran - 949-533-8308

**VAN NUYS** - General Dentistry Practice with 4 Ops features SoftDent, Kodak sensors and a Digital Pano. Practice is near the 405 freeway, airport, and is convenient to all of Van Nuys. PPO/HMO/ Cash with 10% of patients having Denti-Cal. 2017 GR \$366K with \$95K Adj. Net. #CA538- Kerri McCullough - 949-300-0312

**WESTERN SAN FERNANDO VALLEY PEDO - VERY MOTIVATED SELLER!** Great opportunity to purchase a Pedo practice in the western San Fernando Valley. In an upscale location, this 4 Op practice utilizes EagleSoft and an Intra-oral camera. 10+ years of goodwill at this professional building location, which is near a hospital. 30 new patients per month. 2017 GR \$266K on a short three-day work week. #CA399- Kerri McCullough - 949-300-0312

## SAN DIEGO

**LA JOLLA** - 7 Ops, 6 Equipped, Dentrux software with Digital X-rays, 3D Scanner, and Intra-Oral Camera. 4 days of Hygiene per week and the GR are \$738K with \$264K Adj. Net on a 4-day work week. 60 years of goodwill, 29 with current owner. Most specialty procedures referred out. This is a great location to live and work. #CA477- Russell Okihara - 619-694-7077

**NORTH COUNTY INLAND PROSTHODONTICS - NEW LISTING** - 4 Op Pros Practice featuring Dentrux 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 PERIODONTAL - NEW LISTING** - Periodontal practice with 5 total Ops, 4 equipped is now available. Excellent, bright, and airy location, with digital x-rays and Dentrux. Seller is retiring. 2017 GR of \$379K with room to grow! #CA559- Russell Okihara - 619-694-7077

**SAN DIEGO** - 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 MediCal, 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 **SOLD** 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

## OUTSIDE OF CALIFORNIA

**BEAVERTON, OREGON** - Smaller practice with a consistent and stable patient base. Low overhead, positive cash flow, offered at an aggressive price. Equipped with Dentrux, digital x-rays and a panoramic x-ray. Practice is located in a desirable area in Beaverton off a major thoroughfare. The practice has 3 ops, with 2 more plumbed and ready. There is potential for growth, doctor retiring. #OR109- Jessica Burbon - 503-332-6462

**CENTRAL OAHU, HAWAII** - 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 **SOLD** PPO and Medicaid and will be retiring. 2016 GR of \$923K with \$322K Adj. Net. #HI109- Russell Okihara - 619-694-7077

**HONOLULU, HAWAII** - GP, Excellent location in a professional building, Well-designed floorplan with 3 Ops, Office utilizes **SOLD** 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

**PORTLAND, OREGON** - Well-designed 5 op practice in approx. 2,072 sq. ft. office located in a mixed-use building on a major thoroughfare in an established part of SW Portland/Beaverton. Office includes EagleSoft, digital x-rays and panoramic x-ray. Potential for a lot of growth, doctor retiring. #OR108- Jessica Burbon - 503-332-6462

Henry Schein Corporate Broker #01230466

NORTHERN CALIFORNIA OFFICE  
1.800.519.3458



www.henryscheinppt.com

SOUTHERN CALIFORNIA OFFICE  
1.888.685.8100



**A. Lee Maddox, DDS, Esq.**

# *Because Experience Matters*

**Maddox Healthcare Law was created to meet the critical demand for strong, ethical, and professional legal services in the practice transition business.**



- A Reputation of Trust, Expertise, and Reliability
- Lease Reviews
- Partnership Agreements
- Practice Purchase Agreements
- Corporation Formation/Dissolutions
- Space Sharing Group/Solo Agreements
- Associate Agreements
- Independent Contractor Agreements
- Dental Services Agreements
- Limited Liability Company Formation and Agreements

## LEE'S STORY:

- USC Undergrad - 1983
- USC Dental School - 1987
- USC Endodontic - 1989
- Hired Associate - 1992
- Sold 1/2 of Practice - 1992
- Opened Second Office - 1993
- Built-Out New Office - 1996
- Work for Dental Manufacturer - 1996-1997
  - Law School - 1997-2000
- Transactional Attorney 2001 to Present
- Maddox Practice Group (MPG) Brokerage - 2010
  - Sold MPG to Henry Schein - 2013
  - Managed HS brokerage business from 2013 through 2018 in 7 states

*I believe Dr. Maddox is the best lawyer! I've been working with him for more than 10 years. He is very reliable, quick and honest. I believe that he is the best in his profession because he has extensive knowledge regarding both the law and dental aspects of the transactions, which means he can understand the reality of what you are going through. He always looks out for the best interest of his clients. He will defend and protect you like no other.*

**Hendrick Gonzalez, DDS - 9/25/18**

*I have used Lee's advice over the last 30 years, starting with reviewing my multiple office leases, associate agreements and finally with establishing a successful partnership agreement. Lee's advice is always fair and I respect his view of creating a "win-win" formula. I have and will continue to recommend his professional advice to all my dental colleagues!*

**Ari Rosenblatt, DDS, DMD**



**(949) 675-1515 • Fax: (949) 339-2062**

[www.maddoxhealthcarelaw.com](http://www.maddoxhealthcarelaw.com)

1664 Newport Blvd, Suite 200, Costa Mesa, CA 92627



## NEW YEAR SALE !!!

# \$99<sup>PM/OAC</sup>

## Terms Apply\*

Contact your Dansereau Rep for more information on this special financing package

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



NEW Equipment. Manufactured in the USA.

Contact your Dansereau Rep for more information on this special financing package



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

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

## 10 YEAR WARRANTY / MADE IN USA

**Rear Delivery Unit** - With Granite Top by Forest. Excel Cond! Asking \$1500 Santa Clara CA email: hire4drpak@gmail.com

**Practice for SALE** (LeaseHold/Equipments.pedo/adult sensors, panoramic) 4Ops, 7 plummed. Best Possible Location, Covina, LA county. Close to element/high school. Infront of Walmart&IKEA. Large private Dr. office. An AMAZING OPPORTUNITY Dendodontist@gmail.com, 714-395-3009

**Santa Rosa** fully equipped 1500 sqft space for rent, 4-5 ops, \$2400 including equipment (vacumn, compressor, chairs, x-rays, etc). Great opportunity. 7074948498

**MISSION VIEJO** DENTAL OFFICE SPACE SHARE ; GORGEOUS 3000 SQ, 5 OPS GREAT DESIGN DENTAL OFFICE LOOKING FOR DENTIST TO SPACE SHARE AND GOODWILL. CHECK AT WWW.DR BARNAR.COM .CALL DR BARNAR FOR DETAILS AT 949 293 1212

**Every year California** dentists place thousands of ads in The Dental Trader...more than any other regional or national dental publication in the nation! Join them...get results! The ads are free. Visit the FAQs page at dentaltrader.com.

**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

**SAN FRANCISCO:** Multi-Specialty Prosthodontist. 2,463 sq. ft., 4 Ops & 2 Lab. Dentrax, Carestream Digital x-ray. 2017 GR \$613K, 3 days/week. HSPPT- Gina Miller 707-391-7048-#CA529

**PRACTICE FOR SALE** IN MODESTO General practice dental office with a long history of goodwill in Modesto, CA approximately 4,100 square foot office with 10 fully equipped operatories and 2 additional plumbed operatories, reception area, sterilization area, and Panorex. The practice operates Dentrax as their practice management software. The practice revenues approximately \$1.5M Send CV to: modestoddsgp@gmail.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.

**GRASS VALLEY:** Just imagine living and practicing here! ~1200 sf w/ 3 Ops \$225k/Real Estate Also Available (HG-934) WPS/800-641-4179

**Danville office** is approx 1,600 square feet with 2 Fully Equipped Ops plus 4 additional plumbed, Reception Area, Doctor's Office, Business Office, Sterile, Lab, Storage, and a Restroom. Amazing location! \$50,000 for lease takeover and equipment. Call 925-785-9633 for details.

**GENERAL DENTIST NEEDED, FOR MULTI SPECIALTY DENTAL OFFICE** IN L.A. and Huntington Park, Excellent PAY ! CALL (310) 384-4360

# *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**



**LOWER SACRAMENTO FOOTHILLS** Highly regarded family community. 6-days of hygiene evidences strong foundation. 2017 collected \$880,000. 2018 projecting \$950,000. To learn more, go to [www.PPSellsDDS.com](http://www.PPSellsDDS.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](mailto:MsGrant@ADMInstitute.com)

**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](http://www.DentalAttorneys.com) 800.499.1474

**Associate Dentist** Busy Rancho Santa Margarita office seeking FT associate to join our team. FFS and PPO—no HMO. Cutting edge facility and equipment, providing ethical, quality, caring dental care. Ideal candidate will have 2+ years experience, exceptional clinical, communication and people skills. Earn \$150k-\$300k/year. Guaranteed daily rate plus % of production. Current associate earns \$1000+/day. Email resume and cover letter to [Sheelaroth@gmail.com](mailto:Sheelaroth@gmail.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](mailto:Cal.Dental.CPA@Gmail.Com)

**Newark, Fremont, Peninsula, General Practice for Sale.** Elegant, 4 to 5 operatories, with good patient base. Modern, fully equipped with room to grow. Plenty of parking, located next to the Newpark Mall. Great starter practice with very reasonable rent. Asking price \$350K or best offer. Approved financing available. Please send resume to [purchasedds@gmail.com](mailto:purchasedds@gmail.com) or call/text 415.420.8100 for more information.

**We do the patient** acquisition, you do the dentistry. For amazing dental marketing call Proactive SEO Solutions @ (310) 660-7606.

**GENE Polyvinylsiloxne** Heavybody impression material for sale \$11/Cartridge. contact Textor message (760)791-9392

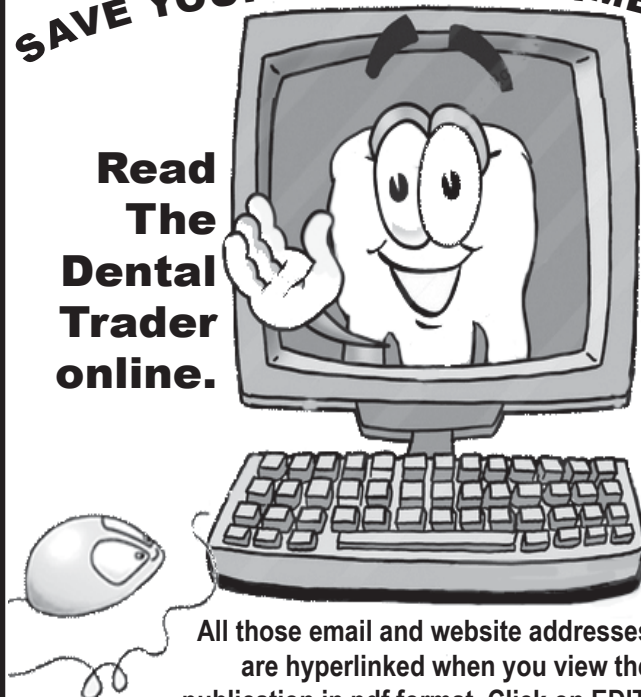
**Treat more patients,** expand your skill set. Oral sedation certification, for \$1,875 it can be one of the most productive and interactive CE weekends, CIDE (805) 676-1063

**SAN FRANCISCO:** Seller Motivated! ~600 sf w/ 2 ops Price Reduced \$75k (AG-871) WPS/800-641-4179

**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](mailto:Cecilia@practiceatty.com) or [www.practiceatty.com](http://www.practiceatty.com).

**SAVE YOURSELF SOME TIME**

**Read  
The  
Dental  
Trader  
online.**



All those email and website addresses are hyperlinked when you view the publication in pdf format. Click on **EDIT**, then on **SEARCH** to quickly locate something specific. Online readers get a ten day jump on those who wait for it to arrive in the mail and score the best bargains.

**Brand new** Turn Key dental facility for sale in a busy retail space anchored by Trader Joes, Starbucks, CVS and Savemart in Clovis, CA with high traffic counts. Competitive rent. Plumbed for 9 chairs, Equipped with 5. All new Midmark massaging chairs, 12 o'clock cabinets and center cabinets. Dentrux software and dexis sensor. Equipped with ICAt imaging, Adec monitor arms, computers, electric hand-pieces and much more. Asking for \$550K. Call 916-712-4671 or email [elliy79@gmail.com](mailto:elliy79@gmail.com)

**SF Marin County, General practice for sale.** Beautiful, modern, long established office in Marin with loyal, affluent patient base. Revenues of 900k+. Excellent practice for experienced dentist. Asking price \$875k. Approved financing available. Please send resume to [ddbayareasales@gmail.com](mailto:ddbayareasales@gmail.com).

**Business litigation** and employment advice for Dental Practices. Call TencerSherman at 858.408.6900 to make sure you are protected from lawsuits.

**Aseptic mobile** dental cart amc-20 with electric motor and tray, top of the line, fully self contained, barely used, like new condition, was 14,000 new, selling for 9,000 obo. central cal. Jason 559-280-9850

**SONOMA COUNTY** - 2017 GR \$2.6M+. 3,000 sq. ft. 6 Ops, Pano, Dexis, Cameras, Laser, Dentrux. #CA544- Gina Miller - 707-391-7048



# WESTERN PRACTICE SALES

## 800.641.4179

wps@succeed.net | WESTERNPRACTICESALES.COM

Practice Transitions Made Perfect™

### BAY AREA

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

**AC-886 SAN FRANCISCO (Facility):** Unsurpassed visibility & location! Potential here is limitless! 850 sf w/ 3 ops **\$85k**

**AG-871 SAN FRANCISCO:** Seller Motivated! 600 sf w/ 2 ops **Price Reduced \$75k**

**AG-880 SAN FRANCISCO:** Seller retiring after 39 years! Remodeled in 2010. ~ 700 sf w/ 2 ops **\$350k**

**AG-895 SAN FRANCISCO:** Stellar reputation and delivers the highest quality of dentistry! 1500 sf w/ 4 ops **\$675k**

**AG-931 SAN FRANCISCO:** Remarkable opportunity in San Francisco! ~ 990+ sf w/ 4 Ops. **\$575k**

**AG-933 SAN FRANCISCO Prosthodontist:** Highly profitable with net profit close to \$400,000! 1500 sf w/ 4 ops **\$675k**

**AG-944 SAN FRANCISCO:** An opportunity like this does not come along very often! 980 sf w/ 3 ops **\$625k**

**AG-945 SOUTH SAN FRANCISCO:** Be a part of this vibrant, diverse population. 1800 sf w/ 4 ops **\$495k**

**AN-939 REDWOOD CITY:** Tradition of restoring smiles & improving dental health! 1165sf w/ 4 op + 2 add'l. **\$295k**

**BC-741 DANVILLE (FACILITY):** Move in Ready! Build the practice of your dreams! ~ 1600 sf w/ 3 ops. **ONLY \$50k**

**BC-926 ANTIOCH:** Long established, well respected office. 1866 sf w/ 5 ops **\$495k**

**BG-925 HAYWARD:** Profits close to \$900K per year! ~ 1930 sf w/ 6 ops **\$1.15M**

**BG-929 WALNUT CREEK:** Practice on track for its best year ever! ~ 1700sf w/ 5 ops. **\$635k**

**BN-891 PINOLE:** This seller is ready to retire, & looking for someone to continue the legacy! 1300 sf w/3 ops. **\$425k**

**BN-906 OAKLAND:** Located in Oakland's thriving and bustling China Town! 1,000sf w/2 ops. **\$195k**

**BN-943 MARTINEZ:** Opportunities like this only comes along every great once in a while. 1520sf w/ 4 ops +1 add'l. **\$450k**

**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**

**CC-927 SAN RAFAEL:** Build the practice of your dreams by increasing this 2-day work week! 800 sf w/ 3 ops **\$250k**

**CG-616 NAPA:** State-of-the-Art practice and on track to do \$100k more in 2018. Seller is ready for retirement! **\$425k**

**CG-859 SONOMA:** Priced below market value at only \$395k! 2000 sf w/ 4 ops highly esteemed FFS Practice **\$395k**

**CN-911 SANTA ROSA:** "Quality Care & Patient well-being FIRST". 2250 sf w/4 ops + 1add'l. **\$545k**

**CN-951 VALLEJO Facility:** Move In Ready! 2000 sf w/ 4 fully equipped ops. Negotiate your new lease! **Only \$50K**

### BAY AREA CONTINUED

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

**DC-916 DUBLIN:** Rare Opportunity to own practice and real estate. 1220 sf w/ 4 ops & **PRICED TO SELL!**

**DC-946 REDWOOD CITY:** Long established. Seller unable to work full-time due to health issues. 1577 sf w/ 2 ops & plumbed for 2 add'l **\$120k**

**DG-862 MID-PENINSULA:** Rare gem with up to 7 operatories in the Bay Area!! 2274 sf w/ 6ops + 1 add'l. **\$475k**

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

**DG-785 SANTA CRUZ:** Great price and cash flow for only 3 days a week!! 1000 sf w/ 4 ops. **Seller Motivated: \$165k**

**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**

**DG-892 SAN JOSE:** Excellent location & stellar reputation in one-of-a-kind setting! 1500 sf w/ 3 ops + 2 add'l. **\$295k**

**DN-898 SAN JOSE:** Built-out 2015 w/ location, visibility, convenience in mind! 2,204 sf w/4ops + 2 add'l. **\$500k**

**DN-907 PLEASANTON Facility:** One of the "50 Best Cities to Live 2014" by Money Mag. 1,170 sf w/ 4ops. **\$50k**

**DN-914 SANTA CLARA:** This beautiful and compact office produces a lot of dentistry! 950sf w/ 3 ops. **\$210k**

**DN-937 SAN JOSE:** This opportunity is waiting for your talent & skills! 2210 sf w/ 4 Ops + 2 add'l. **\$500k**

**DN-938 SUNNYVALE:** The ideal opportunity to practice in this community! 2000 sf w/ 4 Ops + 2 add'l. **\$500k**

### NORTHERN CALIFORNIA

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

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

**EG-849 AUBURN:** Imagine living in a peaceful, rural town w/ "big city" amenities nearby. 1400 sf w/ 4 ops **\$350k**

**EG-910 MIDTOWN SACRAMENTO:** Unlimited Potential. Well-established ~ 1107 sf w/ 2 ops + 1 add'l. **\$248k**

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

**EN-858 ORANGEVALE:** Perfect for a 2nd location or satellite situation! 850 sf w/ 3 ops. Priced to Sell **Only \$70k!**

**EN-885 ROSEVILLE Facility:** Ideal location, great visibility, and close to just about anything! 1000 sf w/3 ops. **\$85k**

**EN-899 DIXON:** State-of-the-art office, with all the "bells & whistles"! This fantastic practice w/ 3 ops. **Only \$95k!**





Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

## NORTHERN CALIFORNIA CONTINUED

**EN-932 SACRAMENTO:** Take this practice to another level! 950 sf w/ 3ops. **\$100K**

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

**FG-841 ARCATA:** Live In & own a little slice of heaven in this Collegiate Coastal Town! 1114 sf w/3 ops **\$275k/Real Estate Also Available**

**FN-855 NO. HUMBOLDT:** Seller relocating! Long-established, 100% FFS practice! 1600 sf w/ 3ops + 1 add'l. **\$275k**

**GN-799 PARADISE:** Remarkable opportunity – Call for Details! 1800 sf w/ 4 ops. **Practice \$375k, Real Estate \$325k**

**GN-904 CHICO AREA:** Family-friendly, community-oriented, multi-generational patient base. 880 sf w/ 3 ops. **\$310k**

**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! 1200 sf w/4 ops. **\$310k**

**HG-851 SO LAKE TAHOE:** Projected Revenue on track to do \$700k this year! 2100 sf w/ 5 ops **\$425k**

**HN-618 SIERRA FOOTHILLS:** Seller Retiring! Huge opportunity for growth by increasing office hours! 750 sf 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:** Very qualified & credentialed Seller willing to show you how! 1536 sf w/4 ops + 1 add'l **\$175k**

**HN-879 SONORA:** Live and practice in the captivating beauty of this family-oriented, scenic town. 2950 sf w/ 3 ops **\$275k**

**HG-934 GRASS VALLEY:** Just imagine living and practicing here! ~1200 sf w/ 3 Ops **\$225k/Real Estate Also Available**

**HN-941 GOLD COUNTRY/CALAVERAS CO:** This is the right practice for you! 2,300sf w/2 ops + 3 add'l. **\$175k**

## CENTRAL VALLEY

**IG-832 OAKHURST:** Rare Opportunity. 2048 sf w/3 ops + 1 add'l. **\$235k/ Real Estate 375k**

**IG-881 TURLOCK:** Consistently growing practice ~3500 sf w/ 10 Ops (shared). **\$360k**

**IN-764 STOCKTON:** Well-established, fully computerized, paperless, digitalized. 5,000 sf w/10 ops. **Only: \$120k!**

**IN-917 MERCED AREA:** Well established practice with a stable, loyal patient base! 1300 sf w/ 3 Ops. **\$325k**

**IN-948 LODI:** low overhead, newer equipment a& space for growth! 3000sf w/ 5 op + 5 add'l. **\$425k**

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

## CENTRAL VALLEY CONTINUED

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

## SOUTHERN CALIFORNIA

**KG-779 SAN CLEMENTE Ortho:** Huge growth potential by expanding relaxed work week! 2896 sf w/ 6 open bay chairs **Price Slashed \$150k**

**KL-909 SAN DIEGO:** Remarkable Opportunity. Long established in vibrant North Park. 2400 sf w/ 5 ops & 2 Pedo chairs **\$1.05M**

**KG-921 SANTA MARIA:** Live and practice in this desirable collegiate coastal community! 930 sf w/ 3 ops **Seller Motivated \$315k**

**KL-995 SAN DIEGO:** Just Listed! Well established & centrally located in 1st floor suite w/easy freeway access **\$225k**

**SAN DIEGO:** Just Listed! Well established & centrally located in 1st floor suite w/easy freeway access **\$225k Call for Details!**

## SPECIALTY PRACTICES

**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! Great gross and profit for only 2 ½ days per week! 1085 sf w/ 4 ops **Reduced Price: \$595k**

**DC-835 TRI-VALLEY Perio:** Professional office bldg in highly desirable location. Owner available to work back to assist w/ transition. Collections over \$1.2M. 2,100 sf **\$800k**

**DG-912 SUNNYVALE Ortho:** Premier ORTHO practice opportunity in the Silicon Valley today! ~2030 sf w/ 5 chairs in open bay **\$925k**

**DN-908 SAN JOSE Pedo:** Amazing Location! Providing affordable pediatric dentistry to families! 3600 sf w/ 4ops + 3 add'l. **\$275k**

**EG-903 CARMICHAEL Oral Surgery:** Gross receipts were over \$1.1 million in 2017! Stable patient base won't be affected by transition! 2282 sf w/ 5 ops **Amazingly Priced: \$450k**

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

**GG-940 NORTHERN CALIFORNIA Pedo:** Practice is on track to collect more than \$1.2million in revenues this year! 4300 sf w/ 5 ops. **\$785k**

**JG-757 VISALIA Perio:** 9 Hygiene days per week, this practice is a rare gem! On track to do almost 800k this year! ~ 2,000 sf w/ 5 ops **Steal at \$350k**



We are a proud member of:

**DENTAL TRANSITIONS™**

VALUATIONS | SALES | CONSULTING

BRE Lic. #02011891



**Legal Tip: Buyers:** Is your deposit refundable if you can't get your loan? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**SF East Bay, General practice for sale.** High-end, impressive, long established office in Contra Costa with large, growing patient base. Dentist performs at 1M+. Educated patient base requires experienced dentist. Approved financing available. Asking price \$910k. Resumes only [prosellsdds@gmail.com](mailto:prosellsdds@gmail.com)

**For Sale** 2 Turn Key Dental Offices 16700 Hawthorne Blvd, Lawndale, CA 90260 (5 Chair 2,698+/-SF) 15555 Main St C-3, Hesperia, CA 92345 (5 Chair 1,476+/-SF) Video Tour Available At [ListLeaseSell.Com](http://ListLeaseSell.Com) or Call (909) 449-9234 BRE#01899628

**SURGERY DONE IN YOUR OFFICE: IMPLANTS, EXTRACTIONS, PERIOSURGERY. GENTLE & WITH MANY RECOMMENDATIONS. (626) 447-0888. KEEP THE PRODUCTION IN YOUR OFFICE. Low minimum required**

**SACRAMENTO:** Watch this practice soar to new heights as you take it to another level! 950 sf w/ 3ops. \$100K (EN-932) WPS/800-641-4179

**Furnished dental operatories for lease, as well as furnished space for dental technician for lease in an upscale Rancho Santa Margarita area call 949-683-5411**

**GP needed** in La Quinta Group practice. Must have at least 3 years experience. 2 days per week. Potential buy-in. (760) 861-9599

**With oral sedation** certification you will be able to treat phobic & high anxiety patients. Take the weekend course now. Board approved for \$1,875, CIDE (805) 676-1063

**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](http://ADMInstitute.com)

**Auction Panoramic CS9300 Carestream 110V ENT-Allergy Bundle.** Still installed in Gilroy Ca. Online Auction closes Dec 27. Abamex Auction Co. 858-384-3580 [www.abamex.com](http://www.abamex.com)

**You can subscribe,** change your address or cancel your free Dental Trader subscription anytime at <http://www.thedentaltrader.com>.

**SF East Bay, General practice for sale.** High-end, impressive, long established office in Contra Costa with large, growing patient base. Dentist performs at 1M+. Educated patient base requires experienced dentist. Approved financing available. Asking price \$910k. Resumes only [prosellsdds@gmail.com](mailto:prosellsdds@gmail.com)

# If you have cell service...



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

*As mobile as you are.*

**dentaltrader.com**





Avoid business litigation and employment issues by working with attorneys that understand your dental practice and the California environment.



858.408.6900 | [info@tencersherman.com](mailto:info@tencersherman.com) | [TENCERSHERMAN.COM](http://TENCERSHERMAN.COM)

#### AREAS OF EXPERTISE

Business Litigation

Employment Law

Employment Advice

**ANTIOCH:** Long established, well respected office. 1866 sf w/ 5 ops \$495k (BC-926) 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. Email resume: [aram1501@hotmail.com](mailto:aram1501@hotmail.com) or text 909- 382-1067

**AD2 Articulator** System. Basically new AD2 articulator system. Used once. Full kit, \$1,871 obo, Email: [bayareadds1@gmail.com](mailto:bayareadds1@gmail.com)

**The First Few Transitions** as a New Dentist – Free eBook from Dental CPA Firm. Visit [www.mydentistcpa.com](http://www.mydentistcpa.com) to request.

**EXCEPTIONAL DEAL FOR SALE DENTAL OFFICE IN SANTA CLARA /SAN JOSE.** NO BROKER FEES. High collection/low cost. Excellent location in a busy established shopping center, high visibility, ample parking. 5 fully equip. ops. 1500 sq.ft. Email: [dentistsantaclara1@gmail.com](mailto:dentistsantaclara1@gmail.com)

**Legal Tip: Sellers:** Can your C corporation avoid double taxation of your goodwill allocation? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**HAYWARD** Well-designed 5-op office. Digital radiography and computers. 2018 trending \$850,000+. 5-days of hygiene. Full Price \$200,000. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.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](http://practiceatty.com) or [www.practiceatty.com](http://www.practiceatty.com).

**Specializing in Dentrux, EagleSoft, EasyDental, OpenDental, & SoftDent, Academy of Dental Practice Careers** caters to anyone who needs more dental office computer training. Instruction is offered in 3 forms, In-Office at your location, at our ADPC training facility in San Diego, or online. Call 877-235-7100 or visit [DentalPracticeCareers.com](http://DentalPracticeCareers.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](mailto:MsGrant@ADMInstitute.com)

**REDWOOD CITY:** Long established. Seller unable to work full-time due to health issues. 1577 sf w/ 2 ops & plumbed for 2 add'l \$120k (DC-946) WPS/800-641-4179

**PRE-APPROVED BUYERS** LOOKING FOR DENTAL PRACTICES in ORANGE COUNTY 3-5 Ops. High-Production. Preferably w/Real Estate. Sellers call Loc Pham, BRE#01875780. (714)550-7494 [practice@lcfinc.com](mailto:practice@lcfinc.com) [LCFPracticeSales.com](http://LCFPracticeSales.com).

**Sonoma County Perio Practice.** Seller offering established 21 year practice with trained, seasoned staff and great location. Exceptional 2,100 sq. ft. ample office with 6 fully equipped ops. Majority of equipment purchased in 2002. 4 doctor-days & 3 hygiene days per week. Average gross receipts \$1M+. Asking \$677K. Carroll & Company (650) 362-7004 or dental@carrollandco.info.

**SAN LEANDRO** Great location on Hesperian Boulevard. Absentee owned. Shall collect \$400,000 in 2018. Has done \$670,000 in recent past with owner here. Associate leaving area. Seller's daughter shall provide transition assistance. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**Dental Office for Lease in Indio, CA - Successfully established for more than 30 Years! Great Location with Heavy Traffic! 6 Operatories (plumbed), Sterilization Area, Dental Lab, Storage's. Also, Private Office Area, Reception Area, 2 Restrooms and a Break room. \$1.80 the SF. Apprx. 2,000 Sf. Call Listing Agent Lidia at (760) 989-7046, Colonial Realty Group, Broker Lic. # 01879689.**

**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

*I am a Dental Trader reader. I successfully located an associate dentist by advertising in The Dental Trader. Additionally, I found equipment and materials I needed being advertised at great prices. Recently I opened a second office in Rancho Santa Margarita with 10 treatment rooms and had space for sublease. The Dental Trader is helping me locate specialists to sublease the available treatment rooms too. I highly recommend advertising in The Dental Trader.*

Sincerely,  
Dr. Orly Taitz



**CEREC MC** machine 3 years old, serviced 2 months ago, perfect condition, 3 units. \$55K Owner Retired. Up to 7 Years of Warranty Optional. Contact 818 422 6981 Dr. Visot

**You're a fantastic dentist.** Ensure that your 5-star reviews stick. For expert reputation management call Proactive SEO Solutions @ (310) 660-7606.

**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.

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

**PART TIME POSITION IS OPEN FOR A DENTIST WITH EXPERIENCE IN PEDIATRIC DENTISTRY PLEASE FAX RESUME TO 5596614111 OR EMAIL TO MADERAFAMILYDENTALCARE@LIVE.COM**

**GENE Polyvinylsiloxne** Heavybody impression material for sale \$11/Cartridge. contact Textor message (760)791-9392

**Damon Q** brackets BRAND NEW, 5 dollars each, you pay shipping, email drwu@wuortho.com for available inventory

**Sacramento: Perfect** for a second location or satellite situation! 950sf w/3 ops collected 398k in 2017. sainidentist@yahoo.com

**3D Printing.** CE Courses for in office 3D printing. Live Digital 3D Dental Workshop, and Online Courses. [www.learn3d.com](http://www.learn3d.com) and [www.michaelscherermd.com](http://www.michaelscherermd.com) 209-536-1954.

**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**

**Adult oral sedation** certification training; will get your adult oral sedation permit by completing our single 3-day course, [www.dentaloralsedation.com](http://www.dentaloralsedation.com) (805) 676-1063

**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

**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

**Save on your Phone Bill** with a 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.



# Help us thank them



*Join the VSA Family today and know  
you are making a difference.  
No donation is too small.*

**Registered as a 501(c)(3) Corporation**

VSA is made up of retired Veterans, willing citizen volunteers and corporations committed to bettering the lives of those who have Served & Sacrificed for the country they love. Our goal is to give back to those who have given so very much to protect our fragile freedoms. We are simply here to Serve our Veterans, to thank our Heroes by sponsoring healthful, invigorating and rewarding outdoor adventures, sporting events, and Family activities.

Join our VSA Family by donating to fund a variety of wilderness activities including fishing, guided events, camping trips, gear and transportation for ocean and backcountry excursions. Every donation changes the lives of our Heroes and their Families for the better.

## **Veterans Sportsman Alliance**

10394 S. Tantau Avenue, Cupertino, CA 95014

**408.499.4139**

[info@veteranssportsmanalliance.org](mailto:info@veteranssportsmanalliance.org)

[www.VeteransSportsmanAlliance.org](http://www.VeteransSportsmanAlliance.org)



**San Luis Obispo:** 9 ops | \$460,000 | Stunning state-of-the-art practice in highly-desirable San Luis Obispo, CA! Recently remodeled office features 9 operatories with top-of-the-line equipment, a staff lounge, and three business offices. Just off the 101 near Cal Poly and historic Downtown, a hot-spot for locals and tourists alike! IntegrityPracticeSales.com, Broker Bill Kimball, DDS, DRE #01911548. (855) 337-4337

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

**PRACTICES WANTED:** PEDIATRIC DENTAL PRACTICES in Bay Area Gross \$500K+, preferably w/ Real Estate. Sellers call Loc Pham, BRE#01875780. (714)550-7494

**"I believe Dr. Maddox** is the best lawyer! I've been working with him for more than 10 years. He is very reliable, quick and honest. He always looks out for the best interest of his clients. He will defend and protect you like no other." Hendrick Gonzalez, DDS – Call Maddox Healthcare Law – (949) 675-1515

**Santa Rosa** fully equipped 1500sq ft space for rent, 4-5 ops, \$2400 including equipment (vacuum, compressor, chairs, x-rays, etc). Great opportunity. 7074948498

**SOUTH SAN FRANCISCO** Be a part of this vibrant, diverse population. 1800 sf w/ 4 ops \$495k (AG-945) WPS/800-641-4179

**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](http://www.DentalAttorneys.com)

**Free Retirement Plan Feasibility Study** with every incorporation. Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**NO PAYMENTS UNTIL 2019** on your Operatory, MADE IN USA, Factory Direct, Factory Service and Install. Prices start at \$4995 for a complete operatory, your alternative to the Big Dealer Networks. Visit our website [WWW.DHPDENTAL.COM](http://WWW.DHPDENTAL.COM) or call (800) 423 - 5657. 10 Year Warranties

**Business litigation** and employment advice for Dental Practices. Call TencerSherman at 858.408.6900 to make sure you are protected from lawsuits.

**Amazing year?** Elevate your dental practice to new heights. For new patient generation call Proactive SEO Solutions @ (310) 660-7606.

**NORTHERN CALIFORNIA Podo:** Practice is on track to collect more than \$1.2million in revenues this year! 4300 sf w/ 5 ops. \$785k (GG-940) WPS/800-641-4179

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

# 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*

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

**Dental operatory available for rent** 1-3 days/week. Lakeside, next to Stonestown Galleria, San Francisco. 415-608-2109

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

**"An attorney who actually gets dentists!** Sean is truly a notch above excellent. Reasonable fees, quick response time, rock solid legal advice and contracts." – Cristen Whitmer, D.D.S. - Westlake Village. Law Offices of J. Sean Dumm, APC. [Sean@jsdlawoffice.com](mailto:Sean@jsdlawoffice.com), (888) 212-DUMM (3866).

**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**

**"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](http://www.afries.com)

**Endodontist, experienced,** gentle, available for your GP office in Sacramento/Bay Area. Steve Murphy, D.M.D. 412.855.9914

**Dental chairs,** lights, adtec carts, Dr. and assistant chairs. Reasonable prices. 510-410-3255. [Wa6076@aol.com](mailto:Wa6076@aol.com). Marin

**Adec Dr** stools- \$100 each. Beige color. call 025-899-3415 or email at [julitapatil@gmail.com](mailto:julitapatil@gmail.com)

**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](mailto:Cecilia@practiceatty.com) or [www.practiceatty.com](http://www.practiceatty.com).

**SAN FRANCISCO:** An opportunity like this does not come along very often! 980 sf w/ 3 ops \$625k (AG-944) WPS/800-641-4179

**Endodontist/Periodontist needed** for fremont ca office please call 510-648-2487 or email [allcaredentalca@gmail.com](mailto:allcaredentalca@gmail.com)

**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

PROACTIVE **SEO** SOLUTIONS

## Amazing year?

*Harness the power of Facebook Ads to  
elevate your dental practice to new heights*



*We do the patient acquisition,  
you do the dentistry...*

(310) 660-7606

Visit  
*pseos.com*



**NOVATO Stand-alone** building at busy intersection off Highway 101. New 2-years ago. 4-ops, digital, paperless, Pano with Ceph at cost of \$280,000. At doorway into Hamilton with hundreds of homes. No competition. Perfect for nearby DDS to relocate their practice or Growing Group seeking next perfect location. Building and turn-key office available for purchase. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**Facility in** Santa Rosa 3ops ready-room for 5ops with 2 Belmont xrays- Lease is \$2400 a month, 25k obo facility-8583424420

**FRESNO DENTAL** Office for sale \$139K Great location, rare opportunity, near Fresno Community Hospital call (559) 313-1751

**A-dec LED** Dental Light ceiling mount. Model# 576L. Used only 2 1/2 yrs. Asking \$1,800.00 Ph 415-433-6825

**2 NSK** SMax Pico handpieces mint, 2 PTL-CL-LED couplers, 1 cleaner adapter all for \$1100, contact: [jyang81@hotmail.com](mailto:jyang81@hotmail.com)

**Endomax Plus** Cordless Endo Handpiece (Mint Condition) for \$550, please contact: [jyang81@hotmail.com](mailto:jyang81@hotmail.com)

**Sunnyvale Spaceshare** modern dental office 1700 SF, up to 5 rooms. Email me your plans at [dentaloffice421@gmail.com](mailto:dentaloffice421@gmail.com)

**Dental Office** Space for Lease. 4 Ops. Centrally Located 1150 sq ft Santa Clara 95050 CA Email: [hire4drpak@gmail.com](mailto:hire4drpak@gmail.com)

**Compressor Unit** (3 users) by Vortex. Excel Cond! Asking \$1500 Santa Clara, CA email: [hire4drpak@gmail.com](mailto:hire4drpak@gmail.com)

**Global Entree** Extra (four-step) dental microscope with beam splitter and Novalux Light source rear or side wall mount [gweichertiii@mac.com](mailto:gweichertiii@mac.com)

**GENE Polyvinylsiloxne** Heavybody impression material for sale \$11/Cartridge. contact Textor message (760)791-9392

**Damon Q** brackets BRAND NEW, 5 dollars each, you pay shipping, email [drwu@wuortho.com](mailto:drwu@wuortho.com) for available inventory

**Dental Office** Space for Lease. 3 Ops equipped. 960 sq ft Centrally Located booming area Oakland CA Email: [yzxh07@gmail.com](mailto:yzxh07@gmail.com)

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

**Rear Delivery Unit** - With Granite Top by Forest. Excel Cond! Asking \$1500 Santa Clara CA email: [hire4drpak@gmail.com](mailto:hire4drpak@gmail.com)

**San Rafael General Practice** for sale. All indemnity and cash patients, except only Delta Dental PPO. Call (714) 328-3053



# DENTAL DIRECTORY

## THE #1 DENTAL LAW FIRM IN THE NATION



WOODANDDELGADO



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

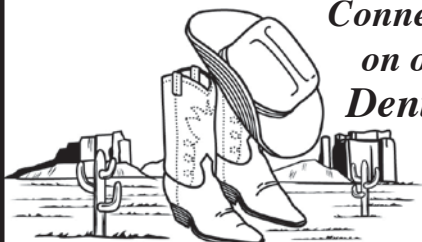
800-499-1474  
www.DentalAttorneys.com

## HENRY SCHEIN® PROFESSIONAL PRACTICE TRANSITIONS

No. CA: 1.800.519.3458 • So. CA: 1.888.685.8100

ppt@henryschein.com  
www.henryscheinppt.com

*We have a place for your ad.  
Connect with us  
on our website:  
DentalTrader.com*



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

**800-273-5033**

Online demo - [www.ez2000software.com](http://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](http://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.dmpractice.com](http://www.dmpractice.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](http://www.transdental.com)  
RWO@transdental.com



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

**Associate Dentist & Endodontist** - FRESNO, CA If interested please contact Cindy Angulo Director of Operations at 559.259.9432 or cindy@alzatedental.com.

**Sacramento: Perfect** for a second location or satellite situation! 950sf w/3 ops collected 398k in 2017. sainidentist@yahoo.com

**Endodontist, experienced,** gentle, available for your GP office in Sacramento/Bay Area. Steve Murphy, D.M.D. 412.855.9914

**Need a laugh?** Visit and like our Facebook page at [https://www.facebook.com/pg/TheDentalTraderMag/posts/?ref=page\\_internal](https://www.facebook.com/pg/TheDentalTraderMag/posts/?ref=page_internal).

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

**Adec Dr stools-** \$100 each. Beige color. call 025-899-3415 or email at julitapatil@gmail.com

**Facility in Santa Rosa** 3ops ready-room for 5ops with 2 Belmont xrays- Lease is \$2400 a month, 25k obo facility-8583424420

## 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](http://www.Jenglaw.com)  
[Chester@Jenglaw.com](mailto:Chester@Jenglaw.com)

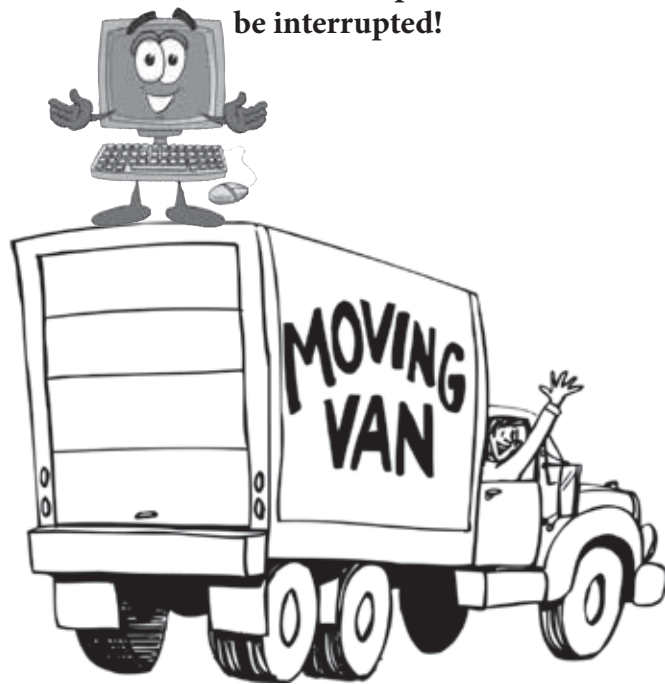
750 W. La Habra Blvd.  
La Habra, Ca 90631  
1440 North Harbor Blvd., Suite 900  
Fullerton, Ca. 92835  
915 Sir Francis Drake Blvd.  
San Anselmo, Ca 94960

5.17

## Moving?

Please go to

**[www.dentaltrader.com](http://www.dentaltrader.com)**  
& fill out form so the delivery of your  
Dental Trader subscription will not  
be interrupted!



**SAN FRANCISCO:** Amazing cash flow for only 3-days a week! 1500 sf w/ 4 ops \$675k (AG-895) WPS/800-641-4179

**Dental operatory available for rent** 1-3 days/week. Lakeside, next to Stonestown Galleria, San Francisco. 415-608-2109

**A-dec LED** Dental Light ceiling mount. Model# 576L. Used only 2 1/2 yrs. Asking \$1,800.00 Ph 415-433-6825

**2 NSK SMax Pico** handpieces mint, 2 PTL-CL-LED couplers, 1 cleaner adapter all for \$1100, contact: [jiang81@hotmail.com](mailto:jiang81@hotmail.com)

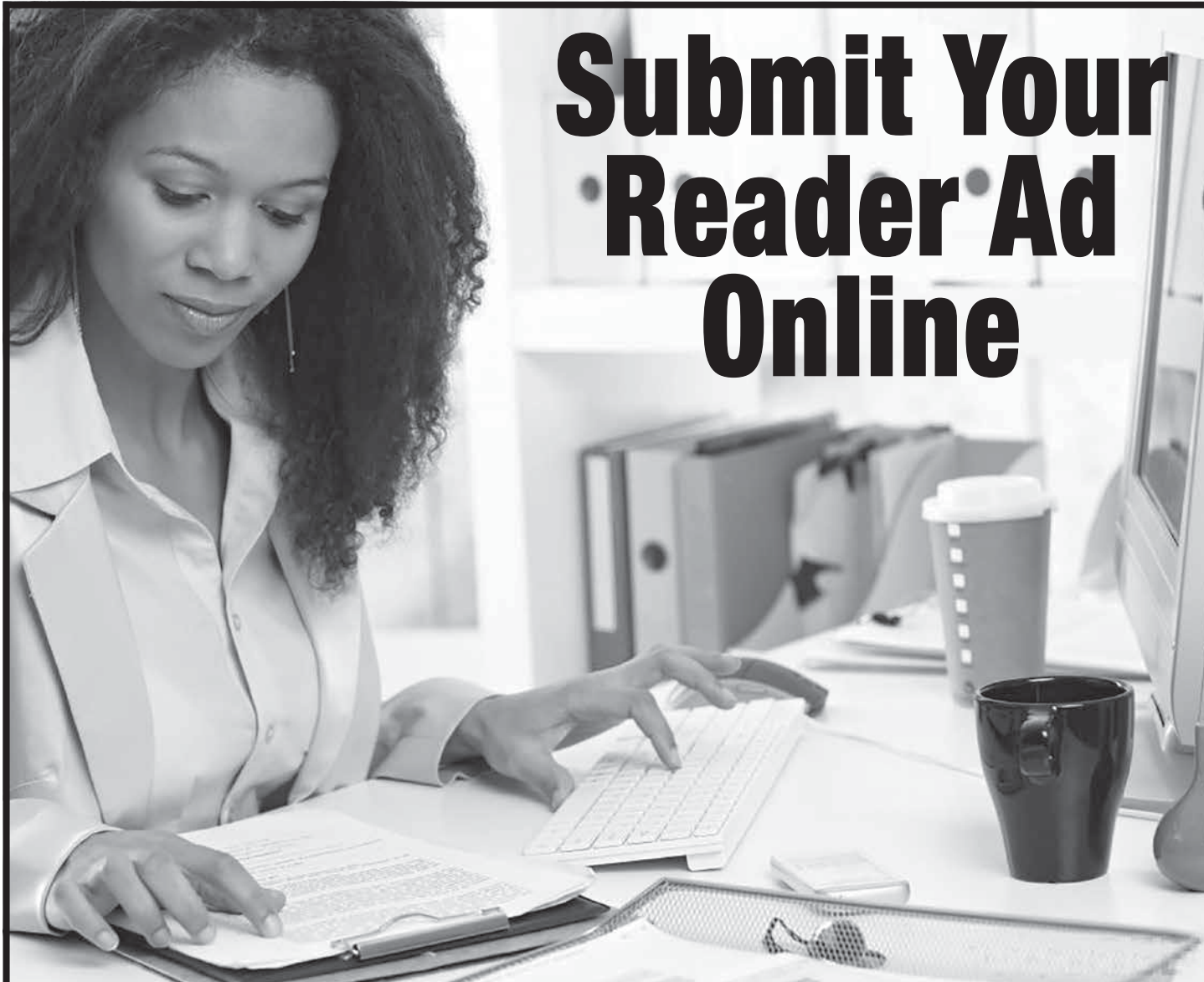
**Endomax Plus** Cordless Endo Handpiece (Mint Condition) for \$550, please contact: [jiang81@hotmail.com](mailto:jiang81@hotmail.com)

**San Rafael General Practice** for sale. All indemnity and cash patients, except only Delta Dental PPO. Call (714) 328-3053

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

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

Copyright 2019 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.



# Submit Your Reader Ad Online

***Reach every dentist in California!***

*See FAQs page at [dentaltrader.com](http://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

### PPS sends You our Wishes for a Successful 2019

- 6159 WOODLAND** 3-day per week practice perfect for one's first practice, or acquisition by nearby practitioner as practice can be relocated if desired. Collections in 2017 totaled \$487,000. 2018 trending \$500,000. 3-days of Hygiene. 4-ops in well-designed office. Quality patients. Full Price \$250,000.
- 6158 FORTUNA** Relaxed lifestyle in Humboldt County's Banana Belt. Perfect for Dentist seeking small town living. Collects \$390,000. 6-weeks off. Lots of work referred. Full Price \$75,000.
- 6157 SACRAMENTO DELTA** Looking for a sure bet? This is it! 2018 shall top \$925,000 on Owner's 3-day week. Should be 6-days as practice is rich in patients. 25+ new patients per month. Stand-alone building with great curb appeal is optional purchase.
- 6156 SANTA ROSA** Sited on Sonoma Highway near Oakmont. Strong foundation evidenced by 4-days of Hygiene. Well designed 5-op office. 2018 collected \$730,000. Over \$200,000 invested in equipment and technology. Full Price \$325,000.
- 6155 LAKEPORT** 5-days of Hygiene. Revenues of \$800,000. Lake-side location and nicely equipped. Seller happily looks forward to retirement. Full Price \$225,000.
- 6154 MARIN COUNTY** Sterling opportunity. No competition within 2-radial miles. Strong Hygiene Department. Well-liked DDS limits New Patients due to wanting to control his schedule. Shall top \$500,000 in collections in 2018. Can do more.
- 6152 SAN RAFAEL** Across the street from Marin Academy. Does \$500,000+ per year. Stand-alone building also "For Sale." Nearby practitioner who desires their own building should vertically integrate their practice here and have an instant \$1+ Million practice in a better location.
- 6151 MODESTO** Located on north end of Coffee Road where new development is occurring. Attractive 3-op office. 2018 tracking \$425,000 in collections on 2-day week. Did \$700,000+ in 2016 when Owner was full time with \$240,000 in Profits. Full Price \$200,000.
- 6150 HAYWARD** Strong Dental DNA. Well-designed 5-op office. Digital radiography and computers. 2018 trending \$850,000+. 5-days of hygiene. Full Price \$200,000.
- 6149 NOVATO - PERFECT START-UP OPPORTUNITY** Stand-alone building at busy stop light intersection off Highway 101. All new 2-years ago. 4-ops, digital, paperless, Pano with Ceph at cost of \$180,000. At doorway to Hamilton with 100s of homes. No competition. Perfect for Group seeking that next perfect location! Scott McDonald from Doctor Demographics states: "Well, I have to say that you were right, Ray. This is an interesting and viable location." Scott's report is available upon request.
- 6147 SAN FRANCISCO BAY AREA - OUT-OF-NETWORK** 2018 collected \$2.2 Million. Hygiene produced \$1+ Million. \$700,000+ in profits. Unique in so many ways! Seller available for long transition.
- 6143 BERKELEY'S ALTA BATES VILLAGE** Perfect for nearby Dentist to relocate their practice into stand-alone building on Webster Street. 3-day week collected \$550,000 in 2017. 4-days of Hygiene.
- 6141 NAPA VALLEY'S CALISTOGA** 3-day per week PPO practice. 3-days Hygiene. 2018 shall collect \$350,000. Attractive 3-ops. 15 new patients per month. Full Price \$100,000.
- 6139 SAN FRANCISCO BAY AREA PROS PRACTICE - "OUT-OF-NETWORK"** 2017 billed \$1.2 Million, collected \$1.19 Million. 4-days of Hygiene. Owner available for long transition. Condo is an optional purchase. optional purchase.



Ray and Edna Irving  
(415) 899-8580 ~ (800) 422-2818  
[www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)

For complete details  
on any of these  
opportunities, go to  
[www.PPSsellsDDS.com](http://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!

### Observations from Dental Industry Leaders

*"I have worked with dentists since 1980. Whenever Ray Irving represents a seller, anyone looking at that practice receives a detailed summary of all pertinent information and facts to make an informed decision. Ray digs deep, gets to know his sellers and gives them honest assessments. With full disclosure before accepting an engagement, and extraordinary disclosure during the marketing phase, Ray ensures that the right buyer purchases his client's practice and that both parties walk away feeling good about the deal. In accomplishing this deal-after-deal, Ray has stood out as the complete agent any dentist should feel good working with."*

**Haden Werhan, CPA/PFS**  
Partner of Thomas Doll Group of Firms,  
Member of the Academy of Dental CPA's

*"During my 30+ years of working in the dental industry, I have had the pleasure of meeting and working with many professionals. Ray Irving is one of the best. Ray's appraisals are extremely detailed and his customer service even better!"*

**JoAnne Tanner, MBA**  
Tanner Management

*"I have represented dentists for over 30 years for their business related matters. During this time, I have had the pleasure of working with Ray Irving on many engagements. He is ethical, diligent and*

*thorough in his representation of sellers, and diligent in preparing disclosures and supporting information. And he knows how to move a sale to a successful close."*

**David Brown, Esq.**

*"I have worked with Ray for years. Ray does an amazing job disclosing information, seen and unseen. He sets proper expectations and holds everyone to tight time lines. Selling practices is not a "numbers game" to Ray. He seeks the right person at the right price for his client. I have reviewed thousands of finance packages. The packages Ray & Edna Irving produce allows me to make quick decisions which enhances my value to buying dentists."*

**Phill Hoover, Senior Vice President**  
California Bank of Commerce

*"Working with dentists for over 20-years, it has been my pleasure to work with many outstanding brokers, agents, accountants and consultants. I count Ray Irving high among such outstanding individuals. I have always found Ray to be technically proficient, knowledgeable and hard working; not only for his client's interests but for the best interests of both parties in order to craft a fair deal that will last long after the close and avoiding possible disputes later. Any dentist looking to sell their practice would do well with Ray on their side."*

**Daryl Weinroth, Esq.**



*Ray and Edna Irving*

*Have a  
Great 2019!*



**Professional Practice Sales**  
of The Great West

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

**(800) 422-2818**

**(415) 899-8580**

**Fax: (415) 899-8588**

**Ray@PPSsellsDDS.com**

**www.PPSsellsDDS.com**

DRE License #01422122

## **Professional Practice Sales Celebrates Fifty-Three Years Selling California Dental Practices**

### ***Important Notice to Delta Premier “Only” Practitioners!***

***Four years ago, there were 14,000 Premier “only”  
practices in California. Today, there are  
approximately 7,000.***

***Delta is circling your wagon!***

Delta started purging Premier “only” in April 2011. Due to a loophole, many dentists wiggled around new Delta contracts and continued as Premier “only” providers. Loophole corrected. Many of you still have long careers ahead.

All Premier “only” Practitioners have an advantage your Colleagues do not have. You may be positioned to go “out-of-network” and elevate your practice to where few practices operate!

Take advantage of this opportunity! Have an experienced consultant who has successfully transitioned clients out-of-network perform an analysis of your practice to determine if you are a perfect candidate to make such a change.

***Time is not your Friend!***

If you would like more of Ray Irving’s observations, simply send an email to Ray@PPSsellsDDS.com

***PPS congratulates PPO Practitioners  
for your successes in this Environment***