

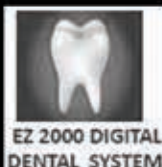
THE Dental Trader

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Upcoming Events

March 15, 2019
“California Dental Practice Act” | Patrick J. Wood
 Dental Fest 2019, Escondido, CA

May 3, 2019
2019 Practice Transition Seminar | Jason P. Wood
 American Association of Orthodontists, Los Angeles, CA

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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

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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**

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GLENDALE /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

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Avvo[®] Review #142
Posted January 20, 2019

Robert W. Olson, Jr., APC

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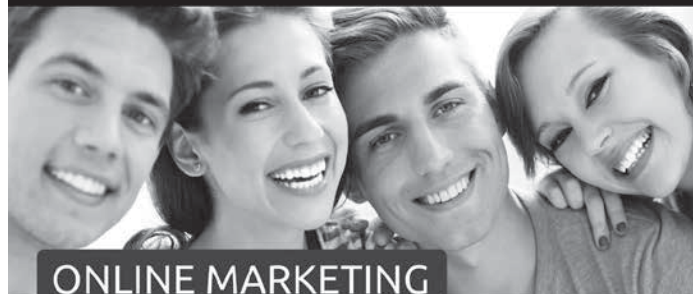
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Thomas Sudbijo, DMD (Tustin, CA)-Law Offices of Jeng and Associates is definitely one law firm that I will continue to use for my legal needs. Dr. Jeng was very helpful addressing my questions and was on top of things and kept me informed in every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

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- 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.

Covina - New Listing!

- Front St. Location. Low Overhead
- Mostly PPO/Dental
- 4 Ep.Ops. + 3 plumbed.

Glendale - Gross ~\$463K.

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

Hawaiian Gardens - Gross ~\$355K

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

Lawndale - Equip & Leasehold

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

Long Beach - Shopping Center

- Affordable Rent. Seller Retire
- Mostly Dental, some Cash/PPO
- 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 - Gross \$570K

- Large Shopping Center
- Mostly Cash/PPO
- Seller retires. 20 yrs goodwill

Palmdale - Equip. & 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

Van Nuys - Shopping Center

- Busy intersections. 3 Eq. Ops.

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.

Dental Practice for Sale Ventura County, CA

Ventura - CASH & PPO Only!

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

Dental Practice for Sale Orange County, California

Anaheim - New Listing!

- Equipment & Leasehold
- Shopping Plaza facing Main St.
- 4 Eq. Ops., ~1,200 sq.ft.

Brea - New Listing!

- Pediatric Practice.
- Collections ~ \$255K
- Shopping Center. 3 Eq.Ops.
- ~75% PPO/FFS, ~25% Dental

Cypress - Equipment & Leasehold

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

Garden Grove - Corner Lot!

- Freestanding Bldg w/parking lot
- 3 Ops + 1 plumbed. ~1,600 sf
- Easy Access to Freeway 22

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.
- Opportunity for growth & expansion.

Santa Ana - New Listing!

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

Dental Practice for Sale Riverside County, CA

La Quinta - 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 w/parking
- Staffs to help with transition

Riverside - Shopping Center

- Reasonable Rent.
- ~1200 sq.ft. 3 Eq.Ops + 1 plumbed
- Newly Renovated.

Dental Practice for Sale San Bernardino County, CA

Rancho Cucamonga -

- GP/Endo practice.
- Gross ~\$300K. Shopping Ct.
- PPO/HMO Practice. ~1275 sf

Dental Practice for Sale Northern & Central CA

Berkeley - Only Cash/PPO

- Starter Practice + Bonus Pts.
- 3 Eq. Ops. Commercial Area

Fairfield - Seller Retiring

- Corner Lot. Ample Parking
- Gross ~ \$205K. 4 days/wk
- Opens 4 days/wk. No weekend

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 Ct.
- Refers out complex procedures
- Reasonable Rent

Pleasant Hills - New Listing!

- Gross ~\$556K
- Doctor Retires. Long term Staff
- Reasonable Rent
- Refers out RCT, implants, pedo

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 - Equip. & 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

- Office constructed 2014
- Retail Ctr. 6 Ops, ~2,500 sf

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

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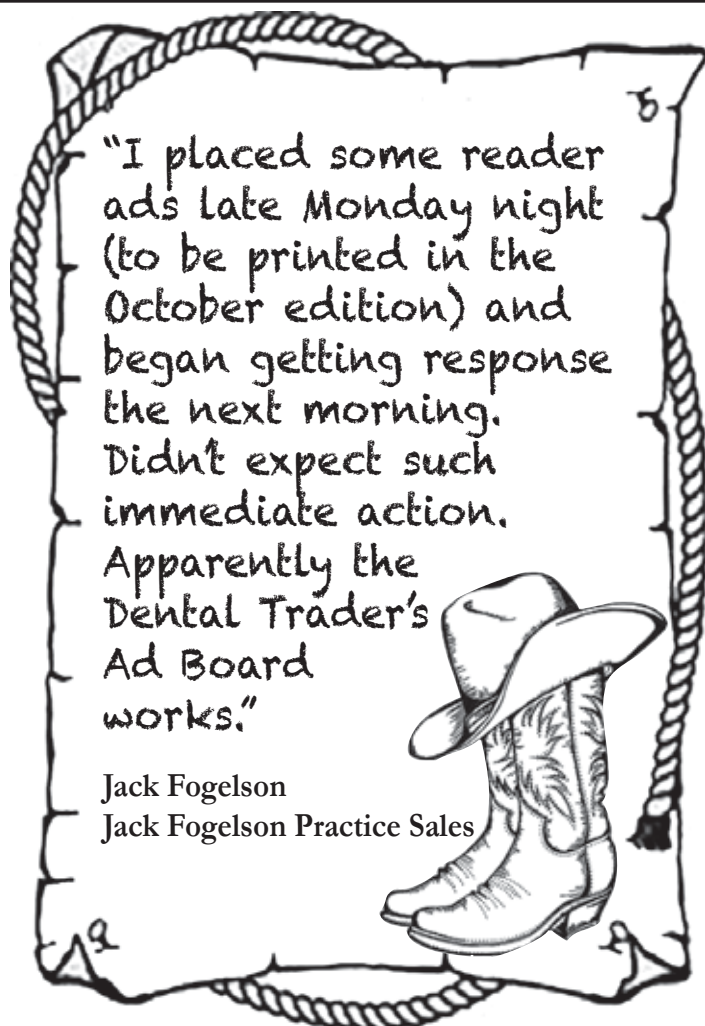
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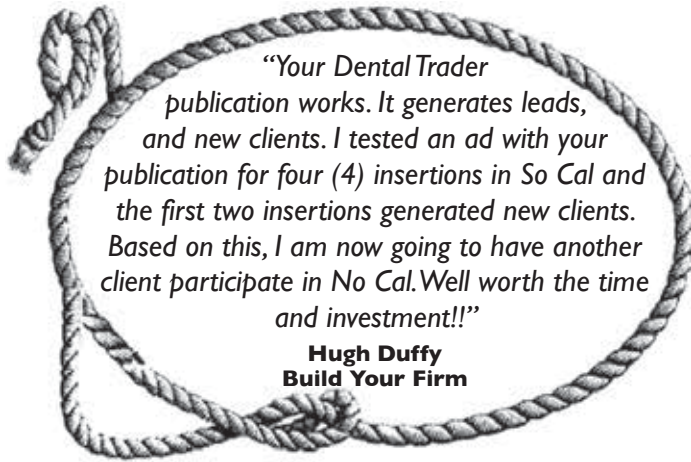
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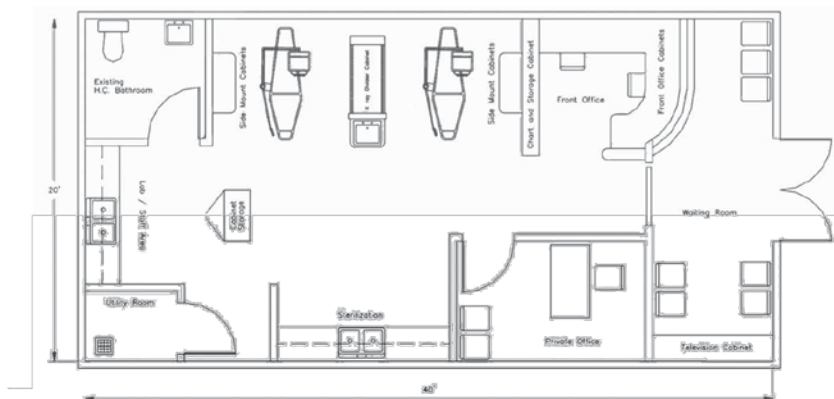
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MAY 2019

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			1	2	3	4
5	6	7	8	9	10	11
CINCO DE MAYO						
12	13	14	15	16	17	18
MOTHER'S DAY				CDA CONVENTION ANAHEIM 2019		
19	20	21	22	23	24	25
26	27	28	29	30	31	
	MEMORIAL DAY					

April

Su	Mo	Tu	We	Th	Fr	Sa
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28	29	30				

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June

Su	Mo	Tu	We	Th	Fr	Sa
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Brian Flanagan
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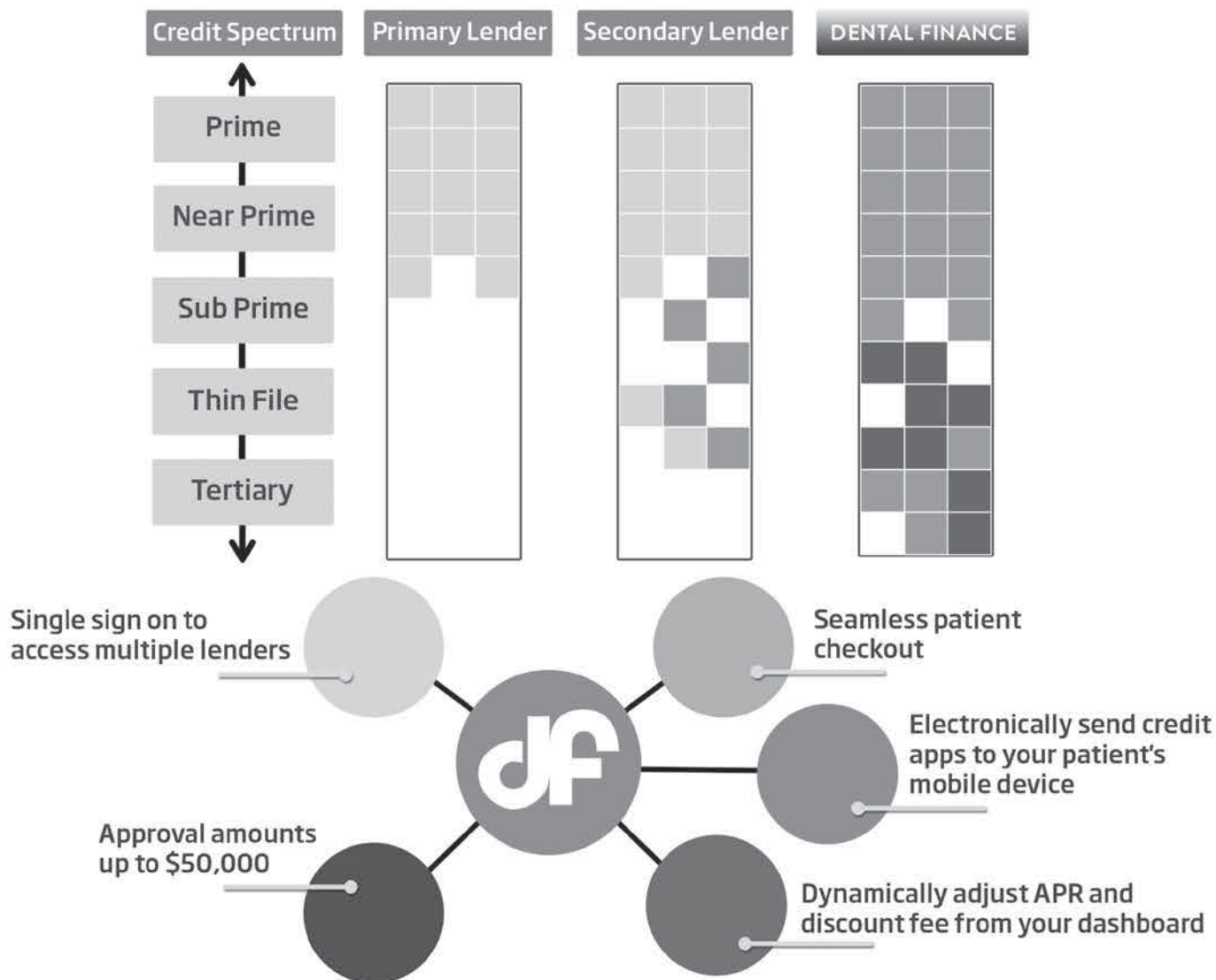
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- **Redwood City | \$250,000 | 6 ops (3 equipped)** | Fast start with great reputation! Call Brian at (707) 898-0842.
- **Santa Clara | \$290,000 | 3 ops** | Get a jump on your start-up! Call Brian at (707) 898-0842.
- **Bakersfield | \$275,000 | 3 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.
- **Sacramento Area Perio | \$620,000 | 3 ops** | Well-equipped with stunning views! Call Brian at (707) 898-0842.
- **Sacramento | \$285,000 | 6 ops (3 equipped)** | Modern digital practice with top of the line equipment. Incredible growth potential, located in a busy shopping center. Don't miss this opportunity. Call José at (925) 382-9525.
- **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 (805) 338-5850.
- **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.

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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 Dextrix **SOLD** PMS 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 **SOLD** completely furnished treatment rooms, Digital Pan & Dexis Digital Sensor. Dextrix 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, Dextrix, 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 \$1,000,000 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 - 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 Dextrix 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., Dextrix 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. Dextrix, 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 **SOLD** 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 - Established practice in well-designed 1,846 sf dental office condo with 5 Ops. "Dextrix 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 - 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

GREATER SACRAMENTO - *NEW LISTING* - Beautiful, modern, and upgraded re-model and mostly new equipment installed in late 2015. Dental Practice currently consists of a General Practice with Specialty in the same suite, all under one roof in approximately 3,500 square feet. Total of approximate 5,000 square feet stand alone, tile roof, Dental Office Building is also available for purchase, with an approximate 1,500 square foot leased tenant in place. Dental Practice was recently converted from Medi-Cal and is now 90% HMO and 10% PPO Practice, and has been in a stable community for approximately 4 years. 9 fully equipped Operatories, including 16 computer stations, a walk-through sterilization room, 2 digital Dexis x-ray sensors, imaging system, intra-oral camera, and a digital panoramic x-ray. 2017 Gross Receipts \$1,134,000 and 2018 "Quickbooks" reported Gross Receipts (needs verification) \$680,000. Asking price is well below recent appraised price. #CA567- Jay Harter - 916-812-0500

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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. **SOLD** #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 Operatories, 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 & Dentrix 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. **SOLD** 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 - 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 Dentrix 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 Dentrix software. Averaging 20+ new patients per month and word-of-mouth referrals. Great hygiene program and long history of collecting over \$1M in Gross Receipts. #CA515- Valerie Higgins - 209-627-9347

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. **SOLD** 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 Operatories, 2 fully Equipped Lab rooms, and opportunity to expand. Dentrix 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

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 Dentrix. 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

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SONOMA COUNTY - NEW LISTING - General Dental practice located in beautiful Sonoma Wine Country. Attractive, 1890 sq. ft. stand-alone building four (4) fully equipped treatment rooms with room to expand. 39 years of Goodwill caring for families and adults. 2017 Gross Receipts \$529,000 on 3 day work week with 3.5 days of Hygiene. Computerized throughout, Dexis Digital x-ray, Dentrix PMS, intra-oral camera and laser. Has great visibility and easy access on scenic highway with proximity to large active retirement community and adjacent to village shopping plaza. Opportunity to own Prime commercial real estate, 14,400 sq. ft. parcel with picturesque vineyard and mountain views. Real Estate to be sold with practice or option to lease. Doctor is looking forward to retirement. #CA563- Gina Miller - 707-391-7048

SONOMA COUNTY - NEW LISTING - Stunning, Modern General Practice offering a broad range of service. All (6) six treatment rooms have serene window view in spacious 2,200 sq. Seller-owned facility. 2018 Gross Receipts of \$802,000 with four (4) days of Hygiene. Dexis Digital X-ray, Dentrix PM, Intra-oral Camera, Laser. Exquisite, MOVE-IN READY, will not last in a fast-growing demographic area. The owner is downsizing from multiple offices but will help with a smooth transition. #CA564- 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 Dentrix 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 Operator 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 \$770K. 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; 2018 GR reported at \$408,000 (to be verified). Seller reports that practice is located in one of the highest income per capita communities in the general area. 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 Dentrix 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

MADERA - NEW LISTING - General Dentistry Practice and Building. Centrally located, high visibility. 3,141 sq. ft. with 7 Operatories, Dexis Digital x-rays, Invisalign, Delta PPO. \$968K Gross Receipts with low overhead. #CA566- Dennis Hoover - 209-605-9039

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 - PRICE REDUCED! General Dentistry Practice with 8 Operatories, 5 equipped is located in a duplex building with great signage in front. 2018 Gross Collections of \$578K with room to grow as most specialty work is referred out to local specialists. This is a PPO/Denti-Cal practice, small amount of 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 Dentrix and Dexis Digital X-rays. Strong hygiene program in place and 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 Digiscope. 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

GLENDALE - NEW LISTING - General Dentistry Practice with 4 Ops, 3 Equipped features EagleSoft, Digital X-rays, Intra-oral camera, and newer equipment. Convenient prof. building location. 2018 GR \$508K with \$249K Adj. Net. #CA575- Thanh Tran - 949-533-8308

GLENDALE - NEW LISTING - Well-established, restorative-driven 4 Op General practice in a professional building. Retiring seller with 14 years of Goodwill. A-dec equipment, CEREC, and Dexis Digital X-rays. Strong hygiene program with 35+ hours of hyg./week. 2018 GR \$544K. #CA573- Thanh Tran - 949-533-8308

GREATER LOS ANGELES AREA - PERIODONTAL - 5 Ops, Dentrix, 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 Dentrix 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 MTNS. - 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, Dentrix, 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 - HANCOCK PARK - NEW LISTING - General Dentistry practice with 4 Operatories, street frontage and signage with parking in the rear. This office has been a Dental practice since 1928. Doctor retiring due to illness. 2017 Gross Receipts of \$365K, older office equipment in a great location. #CA565- Steve Caudill - 951-314-5542

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

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LOS ANGELES - WEST LA/BRENTWOOD PROSTHODONTIC - Attractive practice with 6 Ops is now available in a great West LA/Brentwood professional building. EagleSoft, CBCT, 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

N. ORANGE COUNTY - NEW LISTING - General Dentistry practice with 5 Ops, open since 1965! Dentrix 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

ORANGE COUNTY ENDODONTIC - This 5 Op, 3 equipped, practice utilizes 2 microscopes, digital x-rays, intra-oral camera, and office is 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 sq. ft. 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 Dentrix 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- Thanh 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 Dentrix, 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 Pedito room with 4 chairs and a separate waiting room, 3 x-ray tech areas with a total of 6 chairs, 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 street. 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 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 dentist in the building. Practice utilizes Open Dental, Digital X-rays, and is Paperless. 2017 GR \$660K with \$284K Adj. Net. #CA511- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - NEW LISTING - This 6 Op practice is brand-new on the market. Practice utilizes Dentrix, 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 Dentrix 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 Dentrix 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 Operatives, 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- Thanh 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 Pedito 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

ENCINITAS - NEW LISTING - General Dentistry Practice with 6 Ops is located in a busy retail center. Practice was remodeled 5 years ago with new equipment and utilizes Dentrix, Digital x-rays, Pano, and Laser. 4 days of hyg./wk. 2018 GR \$813K. #CA574- Russell Okihara - 619-694-7077

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

NORTH COUNTY INLAND PROSTHODONTICS - NEW LISTING - 4 Op Pros Practice featuring Dentrix 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 Dentrix. 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 Schick dental sensors along with a Cone Beam Pano, CEREC, Intra-Oral Cameras, and Dental Lasers. FFS, Indemnity and PPO. Most specialty work is referred out to specialists. 2016 GR \$2M+ with Adj. Net of \$658K. #CA483- Russell Okihara - 619-694-7077

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 Dentrix, 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 - NEW LISTING - Family oriented GP practice located in a convenient and busy shopping area. Newly refurbished, 3 Ops with new equipment, Digital X-Rays, Upgradeable 2D Panorex, Dentrix, seller does both bread and butter procedures as well as implant placement and restorations. Excellent opportunity in a highly desired location. Seller is relocating. #HI112- Russell Okihara - 619-694-7077

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 dental 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 is retiring 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 EagleSoft, Intraoral Camera. All specialty procedures served. 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

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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.

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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.

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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

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Ari Rosenblatt, DDS, DMD



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

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BAY AREA

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

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**

AN-947 DALY CITY: Great staff, stellar reputation are just some of this opportunities attributes! 1500sf w/ 4 ops. **\$450k**

BC-741 DANVILLE (FACILITY): Move in Ready! ~ 1600 sf w/ 3 ops. **PRICED TO SELL! \$10k**

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. **\$350k**

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**

BN-952 BERKELEY: Step into this quality practice and you'll know you belong here! ~ 835 sf w/ 3 Ops. **\$450k**

CC-846 SAN RAFAEL: Prof/Retail Building Complex. 3 ops 640 sf Collections \$433k in 2017 **Price Reduced \$275k**

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

CC-960 SONOMA: Great location in one-of-a-kind setting! 950 sf w/ 3 ops. **\$385k/ Real Estate Available \$350k**

CC-963 SANTA ROSA: Dream Practice in Free Standing Building on major thoroughfare. 1765 sf w/ 5 ops **\$550k**

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-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-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

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**

EG-965 SOUTH AUBURN VICINITY: The ideal opportunity to practice in this community! ~1100 sf w/ 4 Ops. **\$350k**

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

EN-885 ROSEVILLE Facility: Ideal location w/ visibility & close to about anything! 1000 sf w/3 ops. **\$65k RE: \$450k**

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

EN-935 SACRAMENTO: Word to the wise: Act fast on this, it will not be available for long! 1800sf w/ 4 ops. **\$400k**

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

FC-962 HEALDSBURG: Known as 1 of top 10 small cities in the US! Amazing practice w/ 1200 sf & 3 ops. Beautifully landscaped professional plaza **\$180k**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



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NORTHERN CALIFORNIA CONTINUED

FG-841 ARCATA: Own a little slice of heaven! 1114 sf w/3 ops **Reduced Price: \$275k/ Real Estate Also Available**

FN-961 EUREKA: Where the quality of life can't be beat! 1400sf w. 4 ops. **\$395k/ Real Estate Available \$395k!**

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**

GN-953 CHICO: Established for 55 years and the seller is passing their goodwill on to you! 1067sf w/ 3ops. **\$315k**

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: Qualified & credentialed Seller willing to show you how! 1536 sf w/4 ops + 1 add'l Only **\$95k!**

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**

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

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

SOUTHERN CALIFORNIA

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-955 SAN DIEGO: Just Listed! Well established & centrally located in 1st floor suite w/easy freeway access. Adjacent vacant suite available for expansion. **\$225k**

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. **\$175k**

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**



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DDS/Broker

ASK THE BROKER

The “Goldilocks” Phenomenon

“The Goldilocks principle” is named by analogy to the children’s story, *The Three Bears*, in which a little girl named Goldilocks tastes three different bowls of porridge, and she finds that she prefers porridge which is neither too hot nor too cold, but has just the right temperature. Since the children’s story is well known across cultures, the concept of “just the right amount” is easily understood and is easily applied to a wide range of disciplines, including developmental psychology, biology, economics and engineering.” (from Wikipedia)

So what does this have to do with dentistry? In my humble opinion, it is the most important principle in a practice sale! The prices of dental practices will fall within a 10% range of a multiple of their gross receipts. The value of the practice is in the patient base. There is the rub. I have NEVER met a dentist that did not believe that their treatment plans were “too hot or too cold”. We believe that when it comes to dentistry, we are “just right”! I can put a patient in the middle of ten dentists, including myself, and get 10 different treatment plans. THIS IS AN EARTH SHATTERING PHENOMENON!

Some of the treatment plans will amount to a few hundred dollars and watching some areas, while others are a comprehensive treatment plan that might cost the patient \$5000 or more. If an average practice does 1000 exams per year, just do the math on the difference of production in that circumstance. Of course once the work was completed on each patient, they would go into a recall system and would not need much additional work. However, even if the average practice saw 25 new patients a month, or 300 new patients a year and the differential between the doctors diagnosis was just \$1,000, there would be a \$300,000 differential in production just from the new patient diagnosis!

It should be self-evident that the due diligence in a dental practice NEEDS TO BE DONE BY THE PURCHASING DENTIST THEMSELVES. I don’t believe an accountant, an attorney, a dental consultant or even another dentist can determine if the treatment plans in any practice are “too hot” or “too cold”, or are “just right” for you. An accountant should be able to tell you if the practice cash flows enough to meet your needs, but they are assuming that the buying dentist will produce EXACTLY what is shown on the historical tax returns. The fact is that you might double the production with the same patients in the practice, or you might only diagnose half of the treatment that the selling dentist did.

Paying a bit over or under the asking price really makes no difference in a practice transition when the difference in \$100,000 on the price tag of the practice translates into about a \$1,100 difference in your loan payment. Only you can tell if the “porridge” is just right or can be heated up a bit!

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

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

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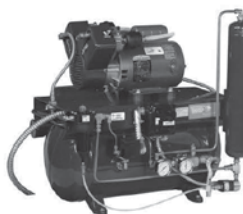
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I heard a rumor about some crazy new employment laws in CA.
I recently added 2 more employees and now have 6 staff mem-
bers. Are there any particular new regulations I am subject to?
Dr. J.O.**



Congratulations on your success and the growth of your practice! It is no secret that California has some of the most employee friendly regulations in the country. There are some recent changes to the California employment landscape that went into effect on January 1st of this year that you should be aware of and as an employer you are now required to comply. California amended its laws and now every employer with 5 or more employees (used to be 50) is now required to provide 1 hour of sexual harassment training to their employees and 2 hours of training to supervisors. This training has to be completed every two years and every employer subject to this requirement is required to complete training by Dec. 31, 2019 regardless of the last time a training was done. Other additional requirements you should be aware of is that employers are now required to provide a room free of intrusion for lactation purposes only while in use by the employee. You cannot ask

potential employees about their salary history. Additionally, as business becomes more technologically based, be careful about how you require your employees to use their personal cell phones. Do not require employees to use their personal cell phones to clock in or clock out or as the required method of communicating with you. If you do you may be responsible for reimbursing the employee for that use. My advice, review your employment policies and seek professional guidance on employment questions and remember that old axiom – “an ounce of prevention is worth a pound of cure”.

Keith Dunnagan is the managing shareholder of BPE Law Group, PC, a Sacramento area law firm providing comprehensive legal services to the California dental and business community. He is a recognized speaker and writer and has been included in 2018's Superlawyer list as a Rising Star and included in the 2018 list of Top Lawyers of Sacramento.

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

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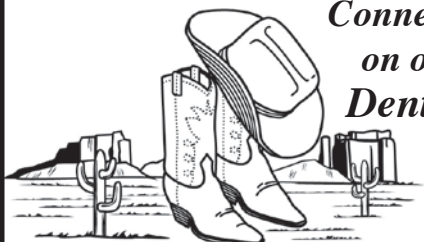
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If you would like more of Ray Irving’s observations, simply send an email to Ray@PPSsellsDDS.com

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