

THE Dental Trader

VOL. 16 NO. 6 • June '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



Summer Special

Complete digital dental exam room

Call for your
free demo:
800-273-5033

- No Payment for 90 Days
- \$220/month for 5 years
- \$1 Buyout*

* Lease to buy OAC



DIGITAL SYSTEM INCLUDES:

Everything you need for a digital exam room!

Hi-Quality Diagnostic Digital X-Ray Sensor & Intra-Oral Camera, Dell i5 Computer with 3 Year Onsite Warranty, External Backup Drive, Surge Protector, Mobile Cart, EZ2000 Billing Software & Integrated Imaging Software (or keep your own billing software & we provide bridge for free). Full Blown Color Coded Scheduler, Periodontal Charting, Optional integrated Benefit Service by Trojan Prof. Svcs., Installation, Onsite Training & Technical Support.

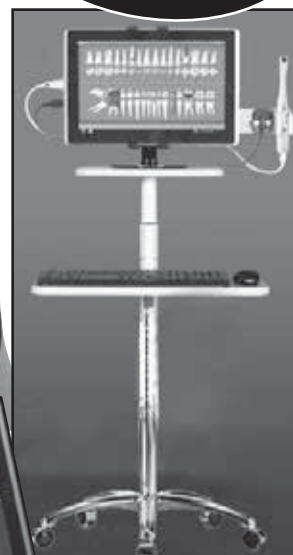
Cash price as shown

\$9,995

Regular Price: \$19,990

NEW EZ 2000 Plus Included

PACKED WITH STUNNING FEATURES: 3D Movable Teeth, Text Messaging, E-mail, Mobile App, Kiosk, Signature Pads, Multipage Scanning: **BRIDGES TO NEARLY EVERYTHING:** 60+ Imaging Bridges, Reminder Software, QuickBooks, HL7 Medical Software, Electronic Billing, Credit Card Processing, Word, Excel, Access, Open Office, Plug-ins; **FAST AND STABLE:** Microsoft .NET Framework & Modern MySQL database.



Digital X-Ray Sensor Included

- Clio Sensor
- Super Sharp & Extra Durable
- High-End Superior Quality
- Rounded Corners & Edges
- Waterproof-Sterilizable
- Contrast & Spatial Resolutions
- Replaceable cable



www.ez2000dental.com

*We bridge to virtually all
practice management systems*

***“...extremely fair with a
high degree of integrity...”***

– Thomas Boone D.D.S, Sunset Beach, CA



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

**The Nation's Leading
Dental Law Firm**

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



WOOD AND DELGADO



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

Upcoming Events

July 21, 2019
“California Dental Practice Act” | Patrick J. Wood
 Punjabi Dental Society, Montebello, CA

Call for a FREE Consultation



**MOREY CPA
& ASSOCIATES, INC.**

Dental Profit Coaches



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

**Call
(949) 485-2011**

Get a FREE eBook Today!

"Transitions as a Dentist"

Request at www.mydentistcpa.com

Belmont dental chair for sale.. sofiao.aig@gmail.com or 626-825-4406

ORTHODONTIST NEEDED in San Jose area. Looking for a quality oriented orthodontist. Contact us at imptdental@gmail.com

3M True Def Scanner \$1200/obo – Manual/Powder sprayer incl. magicbracesdr@yahoo.com

sunnyvale GP for sale 175K. If interested, please email cv to gentlesunnyvaledentist@gmail.com

Neodiamond Burs for sale(new), 25/box, size: (4) Round taper, 1116.10C, \$30.00/ box e-mail im2near@yahoo.com

Shade Guides for sale(used): (2) Vita, 60.00 each; Ivoclar(Vivadent), 35.00; e-mail im2near@yahoo.com

Ultradent Tips new for sale in pack of 100: Blue mini dento-infusor, \$50.00. Im2near@yahoo.com

Sale 1 nitrous unit. 4 tanks. 4.6K new, THEY DON'T WEAR OUT!! Pics available. 1.2K. koerbergeorge@gmail.com

Sale 1 Gendex 770 wallmount x-ray unit. Pictures available.\$900.00 koerbergeorge@gmail.com

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

DA/RDA SF, 2+ yrs exp, GP, perio, endo, take good digital films, neat, CPR/OSHA. Bnfts, good pay. (415)420-3197.

Kodak intraoral camera new in box never used was 5000\$ sell 800\$ 831 6851533

Profitable sacramento HMO/GMC practice 1500sf w/3 ops/xray collected 483k/2018. Asking 269k.Call 916 753 7469

Papoose Head immobilizer needed. Please email: wanwanliou@yahoo.com

AT 2000 Dental Film Processor & Developer needs minor repair. Must pick up Santa Clarita Valley (661) 254-7020

ASSY SOL LASER For Sale. Used only 3 times. \$1800 OBO. Contact 818-840-7029

3M True Definition Scanner. Barely used, 2 years old. \$8500/ OBO Please contact 2132680562 or bijal23@yahoo.com

Zeiss Microscope - OPMI Pico floor mount, excellent condition, like new! nimadmd@gmail.com or 310-663-5352

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

Dent-X 810 Plus Film Processor for sale. Excellent working condition. Best offer. Pick up in San Gabriel. 626-319-5704

3M True Definition Scanner - 2017 model; used once; incl software & accs; \$10,000; 949-493-8118; san juan capo.

3M LED Paradigm DeepCure Light New/Unopened REF #76974 \$550 45% off Retail. Contact 310-922-5666



**Thank You for
Visiting Us
@ CDA**



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

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

Paul Maimone Broker/Owner
CA Broker #01172430

KERN COUNTY

BAKERSFIELD #27 – PRACTICE & BLDG. FOR SALE. (4) op comput. G.P. & duplex bldg. On a main thoroughfare w excell. exposure/visibility/signage & parking. (30+) years of Goodwill. Pt. base is Cash/Ins/PPO & Denti-Cal. 2018 Gross Collect of \$510K+ 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. **Back on the Market.**

BAKERSFIELD #29 – (4) op computerized G.P./ (3) ops eqt'd (4th) plumbed. Cash/PPO/HMO/Denti-Cal Pt Base. Monthly Cap Ck. approx. \$3.5K. Digital X-Rays. 2018 Gross Collect. \$602K+. On track to do the same in 2019. Refers out Ortho, Diff O.S., Diff Endo & Implant Placement. Seller does no advertising. Low Overhead, High Net. Seller retiring. **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.

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. **REDUCED**

ENCINO #8 – (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.

ENCINO #9 - (8) op comput G.P. w (7) ops eqt'd. In a prof. bldg. on a main thoroughfare w easy fwy access. Cash/Ins/PPO/HMO pts. Cap Ck approx. \$6K/mos. Dentrix s/w, Digital X-rays & CT Scan, & Central Nitrous. 2018 Gross Collections (\$1.1M+). (49) Years of Goodwill. Practice offers one day/mos. of Endo, & two days/mos. of Perio. Owner DDS cutting back, but will assist with transition. **NEW**

GLENDALE/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. **REDUCED**

HOLLYWOOD – ABSENTEE OWNER PRACTICE FOR SALE - (5) op comput. G.P. on a main thoroughfare, on the 2nd floor of a strip center, w excellent exposure & signage. Cash/Ins/PPO/HMO/Denti-Cal pts. Cap Ck. approx. \$6K/mos. Digital X-rays & Pano. 2018 Gross Collect (\$900K+). Projecting (\$1M+) in 2019. Practice offers one day each/mos of Endo, Perio, Ortho & O.S., & has a full time G.P. Associate. A true gem of an absentee owner practice. **NEW**

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

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. **SOLD**

SANTA CLARITA - (4) op Comput. G.P. in a strip ctr. w exposure/visibility & signage on a main thoroughfare. High end buildout, w (4) ops of newer eqt Ins/Cash/PPO pts. No Denti-Cal, No HMOs, No Nights and No weekends. Eaglesoft s/w, digital x-rays & digital panorex. Annual Gross Collect. \$1.4M+. On pace to do \$1.6M+ in 2019. Refers out diff Endo, diff Pedo, & Perio Surgery. Does no advertising other than flyers. Selling due to health. Will help with transition. **NEW**

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. **PENDING**

ORANGE COUNTY

ANAHEIM - PRACTICE & BLDG. FOR SALE. (6) op comput G.P./ (4) ops eqt'd, (2) add. pmdb, 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.

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. **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. **SOLD**

VENTURA COUNTY

SIMI VALLEY - (4) op G.P. w newer Adec eqt, server, computers, compressor, hand pieces, etc. In a prof. bldg. on a main thoroughfare. Lots of free parking. 2018 Gross Collect. \$590K+ on a (10) mos yr due to seller's (2) mos. medical absence. 2019 ytd Gross Collect. \$288K thru April 30. Projects to \$850K+ @ yr end. Digital x-rays w (2) sensors. 16 years of Good Will. Selling due to health, and to be closer to family. Seller will assist with an orderly transition. **NEW**

VENTURA - (6) op comput. G.P. with Pano, Ceph, Laser & softdent s/w. Cash/PPO/HMO pts. Mos. Cap ck. approx. \$4.5K. 2018 Gross Collect. \$534K p.t. Does no adv. Refers most specialty work. Growth potential. **NEW**

UPCOMING PRACTICES FOR SALE

Bakersfield, Beverly Hills, Canoga Park, Carlsbad, Central Coast, Culver City, Encino, Encinitas, Escondido, Glendale, Kern County, La Jolla, Los Angeles, Montebello, National City, Oxnard, San Diego, Tarzana, Torrance, Van Nuys, Ventura, West Covina, West Hills & West L.A.

"The Personalized Service Dental Broker®"



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

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

Coachman chair with light and unit in good working condition. \$3500 obo. Email me at nlvanderhoff@aol.com Thank you!

Space Sharing opp. for a fantastic Periodontist or Oral surgeon in a Gen. Dentist's office (Fremont & Santa Cruz). (510) 210-3852

Burlingame small GP for SALE .PPO/HMO.Dentist is retiring. Currently, one chair available for space share 2 days/week. GPBurlingame@gmail.com

For Sale, San Jose, exceptional State of art office, 4 operatories (2 plumed), PPO & cash only, All digital 408-242-0057

Dental office looking assitant with exp in ortho in Gilroy, CA. 3 days at month. Wed 9-5 pm and Fri 9-1pm (408) 842-5000

Berkeley Practice in need of endodontist or GP for endo Call (510)548-3368 or Email info@campusdentalcare.com

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

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

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

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

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

2016 Cerec barely used, perfect working condition, not being used. \$45K Dr. Ruiz (818) 388-1480

KaVoKlave 2100 used for sale in good condition if interested please email armond55@yahoo.com \$800 obo

Doctor chair (alabaster color) \$225 located in Culver City. Contact Judy at (310) 839-2722

Dental office in Los Angeles looking for great Dentist to join our team! email tkoshki@gmail.com for more info!

Used equipments: Dent-X 810 basic film processor \$ 500. and Densply Rinn Xray Duplicator \$ 200. Helen 626-576-5933.

Collectible Ritter classic dental chair, fully operational. \$420 Email judy@vodental.com or call (310) 839-2722.

DDS are you prospering in Dentistry? Free call with 40 year DDS Practitioner Coach can help. Schedule at (949)378-7718

Unitek/3m Adult Anterior Polycarbonate Kit,275.00. e-mail im2near@yahoo.com.

Disability Claim Advice

Since 1995 secured
over 1.7 Billion dollars
in benefits for disability
claimants.



Art Fries, RHU

1-800-567-1911

www.afries.com

friesart@hotmail.com

NO. HUMBOLDT: Seller relocating! Long-established, 100% FFS practice! 1600 sf w/ 3ops + 1 add'l. \$190k/ Real Estate Available (FN-855) WPS/800-641-4179

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

Finally, a Comprehensive CE Series (6 courses, 42 CA CEs), giving practical information at a great price (only \$549)! See Xcel Seminars insert, visit www.xcelseminars.com or call 480-717-2230 for info.

Advanced Dentistry. Learn to complete \$20k-\$50k cases. All-on-4® Implant Solution Course I, June 21-23, \$1000 OFF w/discount code DNTLTRDR (see flier in this issue) 4MInstitute.com

Happy Smiles Dental Consulting is now accepting new clients! We service your consulting needs virtually, on your schedule! Email us today to schedule your initial consultation! Happysmilesdentalconsulting@gmail.com

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@lcfbin.com comlcfpractice.com

Memory foam, ultraleather, massage systems. Are you relaxed yet? Superior Upholstery Company 888-548-7282 superiorupholstery.com



Over 140 5-star Avvo® reviews!

Bob Olson is the best at what he does. Period. He is thorough, precise, knowledgeable and does a superb job protecting the interests of his clients. I was singularly impressed with the close attention he pays to every word and detail to make an accurate legal representation of his clients and to ensure the overall consistency of a contract. He is also sincere and genuinely wants his clients to prosper and be successful... he went above and beyond the scope of the legal aspects to provide advice and recommendations on insurance, business and marketing, at no additional charge! You will truly get more than you pay for when you hire him.

Avvo® Review #118

Robert W. Olson, Jr., APC

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

888.963.1120

RWO@transdental.com

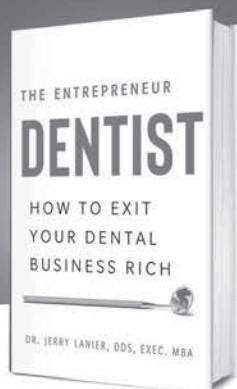
www.trans.dental

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

**Mergers & Acquisitions
Incorporations
Commercial Real Estate**

THE ENTREPRENEUR DENTIST HOW TO EXIT YOUR DENTAL BUSINESS RICH

GUIDE FOR ENTREPRENEUR
DENTISTRY 101
MENTORING



ENDORSED BY:

BILL NEUMANN
CEO, GROUP DENTISTRY NOW AND JOINDSO
KATHLEEN TITUS
WEST COAST REGIONAL SALES MANAGER, HENRY SCHEIN

AVAILABLE MAY 14

amazon.com BARNES & NOBLE
BOOKSELLERS
"YOUR NICHE CAN MAKE YOU RICH"

Entrepreneur
Dentist
www.entrepreneurdentist.com



ENTREPRENEURSYS



ENTREPRENEURDENTIST



THEENTREPRENEURDENTIST



ENTREPRENEURSYSTEMS

Dental equipment sale. Six fully equipped ops, Dental chairs, dr. and assistant stools, Gendex xray units, four gendex sensors, Midmark autoclave, midmark ultrasonic, Panorex, developer, Ecovac, Airtechnique compressor, two vacuum pumps, lab equipment. Photos and pricing on email jfmdds@gmail.com

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.

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

MONTEREY AREA: This practice is one which every dentist aspires to! 3400sf w/ 8 ops \$1.395M (DG-1006) WPS/800-641-4179

Dental Chairs, Starting at \$2795, Made In the USA. 100 Year Warranty, 150 Color Choices, 800lb Lift Capacity. Call (800) 423 - 5657. WWW.DHPDENTAL.COM

Spacious Beautiful Space for lease in upscale neighborhood in San Francisco . located on the street level. Corner unit. All glass. Floor level of a luxury condominium and surrounded with multi-million dollar condos. 2200 square feet. Extra high ceiling. ADA bathrooms. Ideal for single or multi dentist practice. For more information please email Simone sder-ayeh@hotmail.com or call (925)784-9696

Turn-Key General Dentistry Practice for sale located in the heart of Fremont surrounded by multi stories apartments. Includes, 4 Operatories, 1 central and 1 operator digital x-ray, panoramic radiography, 1 restroom, 1 breakroom, 1 laboratory, 1 private consultation room, 1 waiting room and plenty of parking. Good for general dentistry or pedodontics, endodontics or oral surgery. Patient Pool extra. Asking Price: \$275K. Call Harmit Toor 925.202.7027.

"Amazing Opportunity" Premier Dental Practice & Building for Sale in Burbank by owner, Great Numbers, Garanteed Success, Bank Approved Dr. Ruiz(818) 388-1480

PRACTICE FOR SALE IN SOUTH SAN FRANCISCO: General Dental Practice in South San Francisco, CA for sale. approx.1050 sqft, 2 equipped ops and 2 additional ops plumbed, CBCT, a reception,sterilization lab restroom. computerized and digital, EagleSoft. PPO & FFS 590K on 12 days a month, 10-15 new patients per month. ssanfranciscodds@gmail.com

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

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

LCF Practice Sales & Financing

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

**This is a
Great Year
for
SELLERS!**

**We currently have
Pre-approved Buyers
looking for dental
practices throughout
California.**

**Those with Real
Estates are especially
in high demand.**

*~ Call to evaluate your
practice today!*

*“Excellent! Perfect
word to describe
Loc and his staff...
He found Buyers
for my practice
within a few days
after I listed it.
Within a week, I
had an offer then
everything was
history. I sold the
practice in 4 weeks!
Thank you Loc Pham
and to LCF for job
well done...”*

Truly Amazing!”

**- Dr. Agnes M.,
Brea, CA**

**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

- Good Location. 3 Eq. Ops.
- Gross ~ \$473K on 2-3 days/wk
- BH Triangle. Facing main st.

Covina – Starter Practice

- Front St. Location. Low overhead
- 4 Ep.Ops. + 3 plumbed.
- Mostly PPO, some Dential

Glendale – Gross ~\$484K.

- Seller Retiring. GP with Ortho.
- Mostly Cash/PPO. 4 Ops
- Commercial area

Hawthorne – New Listing!

- Seller retires
- Strip Mall. 4 Ops.
- Gross ~\$260K on 2.5 days/wk
- PPO, CASH & Dential

Hawaiian Gardens – Gross ~\$355K

- Shopping Ct. Reasonable Rent.
- 10 years of goodwill.
- 4 Eq. Ops + 1 plumbed

Lakewood – Gross ~\$425K.

- Main intersection/Shopping Pl.
- 5 equipped op. + 1 plumbed
- ~60% Dential & 40% PPO/Cash

Lawndale – New Listing!

- Seller retires. 5 Ops ~1,350sqft.
- Collects ~\$200K on 4days/wk.
- No Advertising. PPO/Cash

Lawndale – Equip. & Leasehold

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

Long Beach – Shopping Center

- Affordable Rent! Seller Retire
- Most Dential, some CASH
- Currently opens 3.5 days/wk

Los Angeles – New Listing!

•Starter Practice & Real Estate

- Freestanding Bldg at intersection
- ~1,245 sq.ft. + 3 Ops
- Collects ~\$185K on 2 days/wk

Los Angeles – Gross ~\$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

Pasadena – New Listing!

- Shopping Plaza
- Collects \$300k. PPO/FFS
- 3 eq.ops. + 2 add'l plumbed

Pico Rivera – Busy Street!

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

Dental Practice for Sale Orange County, California

Anaheim – Equipment & Leasehold

- Shopping Plaza facing main st.
- 4 Eq. Ops., ~1,200 sq.ft.

Cypress – Equipment & Leasehold

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

Garden Grove – Corner Lot!

- Freestanding Bldg + 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.

Laguna Hills – Large Shopping Ct.

- Projecting ~\$600K for 2019
- PPO/CASH (High profit margin)
- State of the Art Practice
- Implants & Full mouth reconstruction

Santa Ana – New Listing!

- 2018 Grossed ~\$700K - \$750K
- PPO/FFS and Cash Only
- Large Shopping Plaza
- 7 Operatories, ~2,000 sq.ft.

Dental Practice for Sale Riverside County, CA

La Quinta – Gross ~\$1.5 Million

- Retired Doctor
- ~60% Insurance & 40% FFS
- 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

Dental Practice for Sale Ventura County, CA

Rancho Cucamonga –

- GP/Endo practice.
 - Gross ~\$300K. Shopping Ct.
 - PPO/HMO Practice. ~1275 sf
- ### **Victorville** – New Listing!
- #### **Practice & Real Estate**
- Single Story Bldg w/Parking Lot
 - Office accepts all insurances
 - 7 rooms, ~2,117 Sq.ft
 - Bldg visible off freeway I-15

Dental Practice for Sale Ventura County, CA

Ventura – Busy Main Street!

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

Dental Practice for Sale Northern & Central CA

Berkeley – Only Cash/PPO

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

- Asking \$150K!

Daly City – New Listing!

▪ Gross ~\$700K. PPO/CASH

- Doctor retires. 25+ yrs goodwill
- Commercial Area.
- 1,200 sq.ft. 3 Ops.
- Computerized + digital x-ray

Fairfield – Seller Retiring

- Good visibility. Busy location.
- Gross ~\$205K
- Opens 4 days/wk.
- No marketing. No weekends.
- Dr. refers out complex procedures

Fremont – New Listing!

▪ Grossed ~\$660K

- ~95% PPO, 5% CASH
- Commercial Bldg
- 15+ years of goodwill
- 5 Eq. Ops., ~1,625 sq.ft.

Pleasant Hills – Doctor Retires

- Gross ~\$556K
 - Long term Staff
 - 1,200 sq.ft., 4 Eq.Ops. + 1 plumbed
 - Refers out RCT, Implants, Pedo
- ### **Sacramento** – Shopping Plaza
- Collects ~\$337K
 - Mostly PPO, some Cash & HMO
 - 3 Eq. Ops + 1 plumbed Op.
 - Reasonable rent.

San Jose – Equip. & Leasehold

- East San Jose – Shopping Pl.
- 1,550 sq.ft., 3 eq.ops + 2 plumbed.
- 3D Cone Beam CT Included

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 Ops.

Dental Practice Wanted

Buyers Looking for:

- Pediatric Practices
- Practices with Real Estate
- Stater Practice in Shopping Pl.
- PPO/CASH Practices
- Associate Run Practices

Upcoming Practices

- Established Practice in San Carlos
- Starter Practice in Long Beach
- General Practice in Westminster
- Practice & RE in San Francisco

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

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

A Division of LCF Financial, Inc. BRE #01875780

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

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.

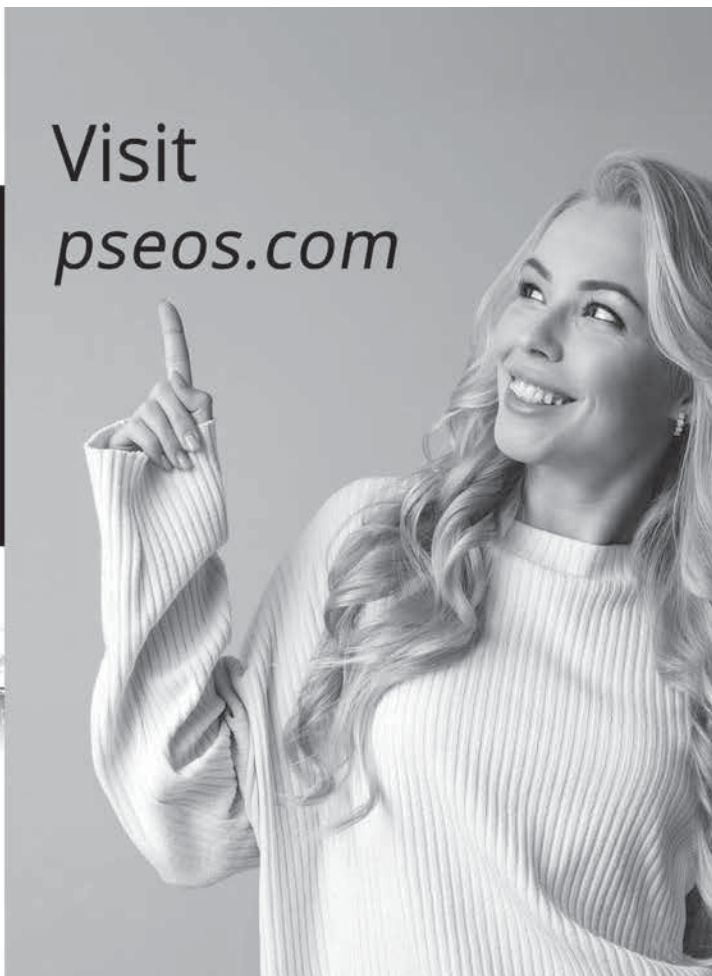
SO LAKE TAHOE: Projected revenue to do just under \$700k this year! 2100 sf w/ 5 ops \$425k (HG-851) WPS/800-641-4179

Calif. Dentists Beware! You can greatly reduce your liability with carefully crafted employment handbooks and annual employment policy reviews. We have these ready to go. Have questions? Call us anytime. BPE Law Group, PC, 916.966.2260, <http://www.bpelaw.com/employment-law/>

Patient Financing with 6, 12, 18, 24 - Month Deferred Interest from DentalFinance.com. Tired of credit declinations from the other guys? Our multi-lender ecosystem utilizes a single credit app to reach and approve broader patient's credit profiles because our lenders buy down deeper in the FICO band. Go to DentalFinance.com and sign up today.

You are reading the dental publication more California dentists advertise in than all the others. Place your free ad today, just go to dentaltrader.com and follow the simple instructions on our FAQs page. Your ad will post instantly! Be ready for calls and emails, our website gets enormous traffic.

Visit
pseos.com



Fast, friendly and flexible funding for dentists from Bank Of The West. Let me tailor a loan that meets your needs. Yoon Saechao, VP, Sr Business Development Officer 415.407.4979 | Yoon.Saechao@bankofthewest.com

Bakersfield | \$275,000 | 3 ops | Growing general practice features 3 ops (2 equipped), digital x-rays, private parking lot, great street signage and a corner location in a small strip mall near a large medical center. Located not far from the central business district and downtown Bakersfield. IntegrityPracticeSales.com, Broker Bill Kimball, DDS, DRE #01911548. (855) 337-4337

LONG ESTABLISHED OWNER DENTAL PRACTICE FOR SALE IN NORTHERN NAPA COUNTY WINE COUNTRY. 3 FULLY EQUIPED OPERATORIES IN A 1500 SQ. FT. BUNGALOW STYLE BUILDING. OWNER HAS CUT BACK TO 20 HRS. PER WEEK GROSSING \$300,000. REAL ESTATE AND PRACTICE \$600,000. CALL 707-355-0509 TO MESSAGE OR TEXT.

OXNARD BEAUTIFUL DENTAL OFFICE FOR SALE @ \$74000. LEASEHOLD & EQUIP. LOW RENT. FOOT TRAFFIC. 4 OPS, PANO, STATIM+ GOODWILL. TEXT@ 805-402-4262.

IFinally, a Comprehensive CE Series (6 courses, 42 CA CEs), giving practical information at a great price (only \$549)! See Xcel Seminars insert, visit www.xcelseminars.com or call 480-717-2230 for info.



Timothy Giroux
DDS/Broker

ASK THE BROKER

How do you determine the listing price of my practice?

The single-most important factor in determining the practice sales price is the collection total of the previous calendar year. Lenders and Buyers like to see stability without large variances from year to year. It should be obvious that steady, slight increases in revenues are always better than even the slightest of decreases. Poor performance of one of three years should not affect pricing, unless it is the last calendar year that shows a significant drop. Therefore, try to maintain a stable practice, make sure you finish strong and make all your December deposits for that last year you will be filing!

Practices are priced based heavily on gross receipts. Let's work through some scenarios and options. If you plan to practice 2-3 more years, it is not worth investing extra money in the practice. In this case, I would just advise finishing strong, especially to reflect your last tax return which will be filed. If you plan to practice approximately 5 years, spending large amounts of money for new technology may not necessarily return the investment unless it helps to increase your 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. **Most importantly, since practice values are based on gross receipts, keep up the good work!**

With factors affecting the current practice market such as a large number of "Baby Boomers" choosing to retire coupled with a lower percentages of Millennials wanting to own dental practices, it is important to make decisions now that will help your practice stand out from the rest when you decide to sell! Call or email us today for a free copy of Dr Giroux's book *"Top Ten Issues for Dentists Contemplating Retirement in Ten 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 or 800.641.4179

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

Advanced Dentistry. Learn to complete \$20k-\$50k cases. All-on-4® Implant Solution Course I, June 21-23, \$1000 OFF w/discount code DNTLTRDR (see flier in this issue) 4Minstitute.com

Happy Smiles Dental Consulting is now accepting new clients! We service your consulting needs virtually, on your schedule! Email us today to schedule your initial consultation! Happysmilesdentalconsulting@gmail.com

Memory foam, ultraleather, massage systems. Are you relaxed yet? Superior Upholstery Company 888-548-7282 superiorupholstery.com

Roseville CA-SPACESHARE for Specialists.Excellent opportunity for new practise setup,minimal TIs.Ideal location in the center of city next to Mall.Call:916-872-7113

VALLEJO: Live, play and practice here where your lifestyle can't be beat! 850 sf w/ 3 ops \$1.175M (CG-995) WPS/800-641-4179

Dental hygienist Fam friendly enviroment Good compensation Immediate opening fax (408)8483408 mycitydental777@gmail.com

SACRAMENTO: Beautiful office that you must see first-hand! ~1100 sf w/ 3 Ops. \$250k (EG-996) WPS/800-641-4179

Impression Guns DS50 1:1/2:1, one Discus Dental & one Kerr SDS, 45.00 each. e-mail im2near@yahoo.com.

Associat Dentist P/T new graduate or experienced dentist good compensation. Send resume to witesmile2u@sbcglobal.net

GREATER EL DORADO HILLS - Approx. 3,000sf office, possible 8 ops, 7 equipped, Intra Oral camera, Digital x-rays, Digital Pan. Sellers will consider working back part-time. HSPPT-Thomas Wagner 916-812-3255-#CA578

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

DDS are you struggling with Dental Practice? Free coaching call with 40 year Newport Beach private practising DDS. Call 9493787718

Century City sublease..prime location with free staff&patient parking..very flexible days and terms.. (310)359-5267..gnakagawa@aol.com

Digital Pan PC-1000 for sale \$4500. Email at SBDENTALONTARIO@GMAIL.COM if interested or call Debbie at 909 923 9557.

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

(800) 423 -5657**Complete Dental Office \$24,439**

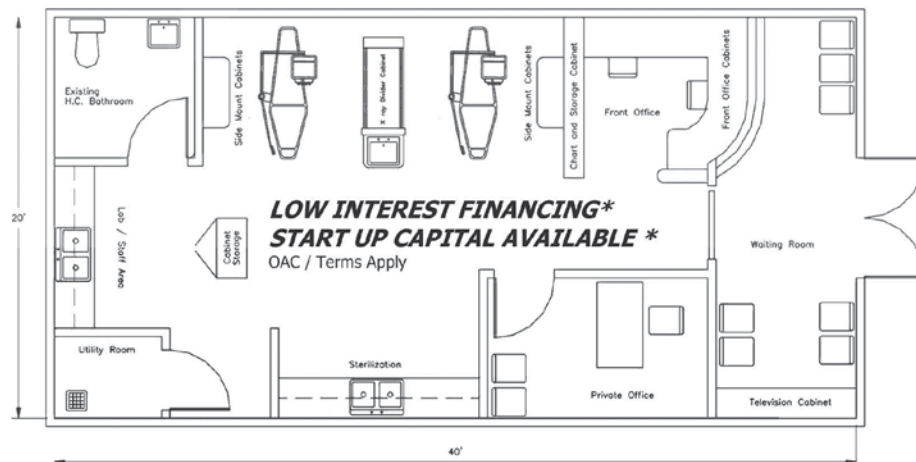
Normal Install in CA

MADE IN USA

**Low Interest
Financing Available**



A fully equipped Dental Office with 2 Dental Operators, 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.



Normal Installation within 2 hours of Factory*

Dansereau Dental**WWW.DHPDENTAL.COM**

1581 Commerce Street, Corona CA 92880

Calif. Dental Practice Buyers Beware! Practice acquisition agreements should contain non-competition and enforcement terms. Make sure your investment is 100% protected! Have questions? Call us anytime. BPE Law Group, PC, 916.966.2260, www.bpelaw.com

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.

Hear unbiased, practical treatment techniques, all on Sundays, and its only \$549 for 6 courses, 42 CE credits! Attend Xcel Seminars' 15th Annual Series—See insert, visit www.xcel-seminars.com or call 480-717-2230 for info and to register!

Santa Barbara Dental Practice for Sale: dr. retiring after 35 years in same location. \$650K/yr Free standing building. 3 Op. Dentrax, XDR, new compressor & vacuum. Very busy location, Cash & PPO with no HMO. Great Staff. Call Cecilia 805-689-7697 cordosmiles@gmail.com.

22 CE Credits. Learn to complete \$20k-\$50k cases. All-on-4® Implant Solution Course I, June 21-23, \$1000 OFF w/discount code DNTLTRDR (see flier in this issue) 4Minstitute.com

Two hours after placing my practice for sale ad on The Dental Trader website, I received my first inquiry. On the first day I had three interested buyers. If you want results, I recommend advertising in The Dental Trader. --Dr. Seo. Place your free ad at dentaltrader.com today.

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

STEAL OFFICE FOR SALE IN RESEDA, CA. 30PS, FULLY REMODELED AND HIGH VOLUME OF PATIENTS. Grossed \$900k in 2018!!!! great potential location and office for right candidate. PRIVATE SALE/NO BROKER INVOLVED.... FOR FURTHER INFO CALL/TEXT 310-993-2447. WON'T LAST LONG!!!!!!

"I Love My Dentist!" Have your patients and staff effortlessly promote your practice for free! Text/call for details: 310-855-4298 or visit: www.ilovemydentist.club

BOARD APPROVED RDA COURSES Infection Control, Coronal Polishing, Radiation Safety, Pit & Fissure Sealants. Take our RDA Exam prep course & increase your passing rate, only \$150 (written, Law & Ethics), 5 star reviews on Google! Call (888) 988-2364 or email MsGrant@ADMInstitute.com

Agree on the best with your transitions and agreements. Call the Law Offices of Wood and Delgado for a FREE consultation. 800.499.1474

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

ANTIOCH: Amazing Opportunity in Health Prof. Complex 2118 sf w/ 2 equipped ops + 3 add'l \$250k (BC-1010) WPS/800-641-4179

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

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

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

25% Off ALL Dental Products & Supplies: Autoclaves, handpieces, chairs, scalers, curing & bleaching systems, mobile cabinetry, operatory lights, amalgamators, lube systems, more! Call 800-273-5033.

GREATER SACRAMENTO - 6 Ops., digital x-rays, pano, lasers, Dextrix. 2018 GR \$1.3M+. 7-8 days hygiene/wk. HSPPT-Thomas Wagner 916-812-3255-#CA584

End Shade Mismatch Forever VITA Easyshade 5 New, one Year Warranty. PayPal Buyers Protection. \$1999 Free Shipping. eismaildds@yahoo.com

DDS are you prospering in Dentistry? Free call with 40 year DDS Practitioner Coach can help. Schedule at (949)378-7718

DENTAL PRACTICE in LA. New Listing! Gross ~\$750K. Associate Run. Shopping Strip. Mostly CASH/PPO. Call Loc Pham, BRE#01875780. (714)550-7494 practice@lcffin.com|LCFPracticeSales.com

Dentist - \$250,000+ - Moving Allowance. Amazing opportunity to join a fantastic Private Practice. no HMO's. Our associates earn up \$350,000 or more. We have an opening for a General Dentist. Production bonuses available. Active mentoring by senior dentists to insure you reach your potential. We are located in Visalia, CA. Great schools and short drive to LA and Bay Area. Great community, and excellent cost of living. Contact Tulare Family Dentistry - (559)688-7529

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

\$5695 Made In USA complete operatories, 150 Color Choices, 10 Year Warranty. Call (800) 423 - 5657 for more information. WWW.DHPDENTAL.COM

North San Diego Dental Practice Asking \$175,000 Gross \$400k, SIX OPERATORIES, call ProMed at 888-277-6633 REF#D337

GLENDORA OFFICE GP/ORTHO, 3 equi ops, 1750sq ft, located in glendora, ppo cash hmo practice, seller works 2 days/week, practice web software with digital x-rays. collected approx. 449000 in 2018, buyer's net approx 110,000. 450,000 inc AR.CONFIDENTIAL SELL PLEASE EMAIL FOR APPOINTMENT property family8@outlook.com

SAN FRANCISCO (Facility): Busy Retail Shopping Plaza w/ major anchor tenants! 3 ops \$150k (AC-989) WPS/800-641-4179

Learn to complete \$20k-\$50k cases. All-on-4® Implant Solution Course I, June 21-23, \$1000 OFF w/discount code DNTLTRDR (see flier in this issue) 4Minstitute.com

Petaluma GP Seller retiring, offering 20+ years of goodwill. 4 ops in 1,440 sq. ft. Equipment is in pristine condition. Office is truly fee-for-service as Seller is not contracted with any Insurance/PPO carriers. Average GR \$599K, with adjusted average net \$236K. Asking price for practice \$344K. Long term lease is available, or Buyer can purchase building. 3 suites total. The 2 other suites have tenants and provide rental income. Carroll & Company (650)362-7004, dental@carrollandco.info

PALO ALTO - 3 Ops, 700 sq. ft. in downtown leased office. Curve Hero PMS, Dexis, paperless charting. 2018 GR \$459K. HSPPT- Jim Engel 925-330-2207-#CA592

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

Dentist retiring in South OC. Good starter practice or satellite office, 3 operatories. Mature practice, great beach town location. Motivated seller. Contact: Ken at goldmine11876@gmail.com

Replacement upholstery kits for chairs and stools. Give us a call, we make it simple. Superior Upholstery Company 888-548-7282 superiorupholstery.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



INTEGRITY PRACTICE SALES

(855) 337-4337

www.integritypracticesales.com



DRE #01911548

Broker-Partners: Bill Kimball, DDS and Darren Hulstine

San Diego & Inland Empire

- **Chula Vista | \$455,000 | 5 ops** | Special financing options available! Located on a busy corner, this modern practice is surrounded by schools and shopping. Well-established in a lovely neighborhood. Call Linda at (619) 933-6225.
- **Vista - Coming Soon! | \$510,000 (Practice & Real Estate) | 4 ops** | Call Linda at (619) 933-6225.
- **Palm Desert Area | \$210,000 | 5 ops** | Priced to sell quickly! Call Linda at (619) 933-6225.
- **Palm Desert | \$690,000 | 8 ops** | Great opportunity in picturesque Palm Desert! Call Linda at (619) 933-6225.
- **Pacific Beach | \$397,000 | 3 ops** | State of the art practice with well trained staff. 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.
- **San Diego | \$1,250,000 | 5 ops** | This is a super-premium, high-tech practice in prime location! Call Linda at (619) 933-6225.
- **Chula Vista | \$125,000 | 4 ops** | Large, unique general practice features 4 equipped ops, a full kitchen, and living room. Features a reasonably priced and ultra-convenient month-to-month lease! Call Maricelle at (858) 722-7461.

Want to get the most from your practice sale?

Download “5 Steps to a Successful Sale”

at www.integritypracticesales.com/5steps

Orange County, Los Angeles, & Ventura

- **Studio City Area | \$210,000 | 4 ops** | Located in a highly visible medical building! Call for Arek at (213) 340-4375.
- **Santa Monica | \$510,000 | 5 ops** | High end practice in busy business park! Call Darren at (805) 878-0633.
- **Simi Valley | \$235,000 | 3 ops** | Boutique practice, remodeled in 2017! Call Ken at (805) 338-5850.
- **Beverly Hills Area Endo | \$399,000 | 6 ops** | Top of the line endodontic practice! Call Darren at (805) 878-0633.
- **Fullerton | \$545,000 | 7 ops** | Modern and spacious on a main road! Call Brian at (707) 898-0842.
- **Ventura Turnkey | \$40,000 | 5 ops** | Great opportunity to start your practice! Call Darren at (805) 878-0633.
- **Glendale | \$650,000 | 4 ops** | Highly desirable neighborhood. Call for Arek for details at (213) 340-4375.
- **Camarillo | \$400,000 | 4 ops** | Located in a medical complex and near a large hospital, this beautiful practice features 4 well-equipped ops and a highly visible and easily accessible corner location! Call Ken at (805) 338-5850.
- **Huntington Beach | \$120,000 | 4 ops (3 equipped)** | In busy corner shopping center! Call Maricelle at (858) 722-7461.
- **Thousand Oaks | \$375,000 | 4 ops | 1,739 sq ft** | State of the art paperless practice! Call Darren at (805) 878-0633.
- **Santa Paula Turnkey | \$110,000 | 3 ops** | Perfect opportunity to start your practice! Call Ken at (805) 338-5850.
- **Oxnard Turnkey or Chart Sale | \$85,000 | 4 ops** | Great opportunity to expand your practice! Call Ken at (805) 338-5850.
- **Newhall | \$300,000 | 5 ops** | Modern paperless practice in a high traffic shopping center with 5 beautiful and modern ops. Call for Arek for details at (213) 340-4375.
- **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.
- **Camarillo | \$240,000 | 3 ops** | Great practice on a busy corner near residential shopping! 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 Ortiz-Luis, 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 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 Barbara County** | **\$222,702** | **4 ops** | Prime location near other dental and medical offices. Recently updated equipment and a reputation for high quality, excellent patient care. Call Darren at (805) 878-0633.
- **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.
- **San Luis Obispo Perio** | **\$640,000** | **4 ops** | Fantastic perio practice in an incredible location! (805) 878-0633
- **Central Coast Endo** | **\$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.
- **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.

See all our listings, including pictures and more detailed information, at
[www.integritypracticesales.com!](http://www.integritypracticesales.com)

Central and Northern California

- **Sacramento Area** | **\$350,000** | **5 ops** | Fast growing, off to a great start in 2019! Call Brian at (707) 898-0842.
- **San Anselmo** | **\$230,000** | **2 ops** | Very well established, recent remodel. Call Brian at (707) 898-0842.
- **Davis** | **\$1,700,000** | **6 ops** | Practice in a beautiful, upscale college town. Top of the line equipment! Located on a main road. Highly profitable. Seller open to working back. Call Brian at (707) 898-0842.
- **San Jose** | **\$200,000** | **4 ops** | State of the art practice, currently only 2 days/week! Call Brian at (707) 898-0842.
- **Sacramento** | **\$899,000** | **6 ops** | **2,650 sq ft** | **Price Reduced!** Profitable practice conveniently located near freeways, shopping, and medical offices. Freestanding building, easy parking. Call Brian at (707) 898-0842.
- **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.
- **Redwood City** | **\$250,000** | **6 ops (3 equipped)** | Fast start with great reputation! Call Brian at (707) 898-0842.
- **Santa Clara** | **\$180,000 REDUCED** | **3 ops** | Get a jump on your start-up! Call Brian at (707) 898-0842.
- **Bakersfield** | **\$275,000** | **3 ops** | **1,200 sq ft** | Great corner location near a large medical center and central business district. Private parking lot. Call José at (925) 382-9525.
- **Fresno County** | **\$489,000** | **3 ops** | **1,200 sq ft** | **VERY PROFITABLE!** Don't miss out! 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 with incredible growth potential. Call José at (925) 382-9525.
- **Kings County** | **\$600,000** | **4 ops** | **PRICED TO SELL!** Growing practice in a developing community. (707) 898-0842.

Star SWL Fiberoptic Highspeed handpieces(2 used), great cond., used sparingly, 200.00 each. e-mail im2near@yahoo.com.

"Amazing Opportunity" Premier Dental Practice & Building for Sale in Burbank by owner, Great Numbers, Guaranteed Success, Bank Approved Dr. Ruiz(818) 388-1480

No dental publication has more ads from dentists than The Dental Trader. I have bought over a dozen items from doctors advertising in the Trader, attracted employees with my ads and even sold a few items to other dentists. The Dental Trader is the best! --Ron P., DMD. GET RESULTS! PLACE YOUR FREE AD AT dentaltrader.com NOW.

Partner Opportunity - The leading Dental Sleep Practice in the Country is adding a strategic Partner doctor. Our So Cal practice (5 locations) is growing, we need the right Dr to join us to take things to the next level. Email today: duane@snoreexperts.com

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

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

2016 Cerec barely used, perfect working condition, not being used. \$45K Dr. Ruiz (818) 388-1480

Knowledgeable - Reliable Accessible - Affordable

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

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, Attorney

Super Lawyer 2014

Nominated by Peers

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

www.practiceatty.com



LAW OFFICES OF
CECILIA CHEN

START. GROW. EXIT.

We know that personal care and attention are key to your success. Our banking team is here to meet the needs in the next step of your practice journey.

Yoon Saechao, VP, Sr Business Development Officer

(415) 407-4979 | Yoon.Saechao@bankofthewest.com

Solutions designed for where you want to go

- Acquire, buy in, expand or refinance a practice
- Finance commercial real estate
- Expand or improve your office
- Upgrade technology
- Give clients more ways to pay
- Streamline payments and recordkeeping



BANK OF THE WEST
BNP PARIBAS

Loans are subject to credit approval. Conditions, fees and restrictions may apply.

Member FDIC. Equal Housing Lender. © 2019 Bank of the West. Doing business in South Dakota as Bank of the West California.

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.

YUBA CITY: Excellent Merger Opportunity! Location and Lifestyle! 1,600 sf w/ 3 ops. \$100k (GN-988) WPS/800-641-4179

"I Love My Dentist!" Have your patients and staff effortlessly promote your practice for free! Text/call for details: 310-855-4298 or visit: www.ilovemydentist.club

Wanted RDA/DA at least 3 yrs experience Pay is based on performance dwesgrizzle@yahoo.com 909.335.0500 Redlands

"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

FOR SALE: (2) Pelton and Crane rear delivery units \$300.00 each (2) Dentech Ultima 2 Dental Chairs with foot remote \$100.00 each Portable Vacuum/Suction \$50.00 (2)"Classic"ADEC DentalChairs \$50.00 each

The key to an effective Acquisition is to consult with The Law Offices of Wood and Delgado. Visit DentalAttorneys.com or call 800-499-1474

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

Fast, friendly and flexible funding for dentists from Bank Of The West. Let me tailor a loan that meets your needs. Yoon Saechao, VP, Sr Business Development Officer 415.407.4979 | Yoon.Saechao@bankofthewest.com

ORTHODONTIST or other DENTAL SPECIALTY West L.A. Unique opportunity to establish or relocate your own practice in a free standing modern facility along side active General and Pedodontist practices. Both provide ongoing patient referrals. Minimal start-up cost, exceptional demographics. Tremendous traffic count on a busy Westside Blvd location. Call (310) 274-8204 or email: dulygonzalez@gmail.com

DAVIS: Boundless Opportunities ready to be taken to the next level! 1350 sf w/ 5 ops \$1.15M/Real Estate \$445k (EG-1008) WPS/800-641-4179

DentalFinance.com is a next-generation patient finance company providing dentists with instant point-of-sale financing for patient's treatment. We provide you the lowest discount rates in the business—even with our industry high approval rates. Go to DentalFinance.com and sign up today. Free tool to reduce your Provider Fee as low as 3%!

Fresno, Ca. Practice for sale.Dentist ready to retire. Small investment,take over lease.Very good location.Respond by email for details.tagunn61@gmail.com

The Highest Patient Finance Approvals

Join the network

of dental professionals and get found by pre-approved financed patients.

Enroll Now - It's Free



Empower Your Practice with Dental Finance.
Increase Approvals, Increase Revenue.
Request a Demo today and receive a \$25 Amazon gift card.

Just a few of DentalFinance advantages:

- ✓ High Approval Rates
- ✓ Provider Fees as low as **3%**
- ✓ No-Interest & Extended Plans
- ✓ Approvals up to **\$50,000**
- ✓ Tool to Customize Plans
- ✓ Funding Within **48-hours**



**Emerging Lending
Platform of the Year**



DENTALFINANCE®



www.dentalfinance.com/requestdemo

© 2019 DentalFinance.com, Inc.



The Law Offices of J. Sean Dumm

A Professional Corporation

“

I just purchased a dental office and had the good fortune of having Sean as my legal counsel. He is extremely knowledgeable and patient, which was important as I was a first time buyer. Sean went out of his way to help me out. He was always responsive and returned my calls and emails quickly. He spent considerable time counseling me and negotiating on my behalf. Sean is anyone's best choice as legal counsel in practice sales transitions. I would not hesitate working with him in the future or recommending him to my friends and colleagues.

Anne Sheng, D.D.S., Goleta, California

”

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

You can plan for your succession with thoughtful estate planning and succession planning documents. Plan well ahead and groom your practice for a swift & smooth transition. Have questions? Call use anytime. BPE Law Group, PC at 916.966.2260 <http://www.bpelaw.com/bpe-law-group-estate-planning/>

RDA COURSES*Lowest Priced*- Take our RDA Exam prep course & double your passing rate! (Includes both Written and Law & Ethics) Check our 5 star reviews on Google! call (626) 345-0005 or email MsGrant@ADMInstitute.com

ENDODONTIST NEEDED IN SACRAMENTO. GP office 2-4 days a month. Microscope and CBCT in office. Endo residents welcome to apply too. Please email to: finetouchdentistry@yahoo.com or Call 916-900-7000

I submitted a "Doctor Needed" ad at Dentaltrader.com to appear in multiple issues. We got a great response and hired two doctors right off the bat. Please remove my ad; I am inundated with calls! The Dental Trader sure makes the phone ring!! Thank you, -Hepzi Perez, Office Manager-Lucero Dental Clinic. Why not place your free ad today? See FAQs page for simple instructions. www.dentaltrader.com

DENTAL PRACTICE in Laguna Hills. 2018 Gross ~ \$550K. PPO/CASH. Large shopping center. High tech office. Full scope of practice: implants, full mouth reconstructions and etc... Call Loc Pham, BRE#01875780. (714)550-7494 LCFpracticesales.com

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: modestoddsgp@gmail.com

ARCATA: Great demographics w/ very little competition! ~1114 sf w/ 3 ops. Reduced Price: \$250k/Real Estate Available (FG-841) WPS/800-641-4179

SONOMA COUNTY - 1,890 sq. ft office w/4 Ops. 2017 GR \$529K, 3 days/week w/3.5 days hygiene. Dexis, Dentrix, Intra-Oral, laser. Real Estate available. #CA563- Gina Miller - 707-391-7048

SANTA MONICA Sublease - fully equipped custom designed-3 operatories - CBCT and microscopes. Call Ros 310 745 6060.

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.

ENDODONTIST NEEDED IN SACRAMENTO. GP office 2-4 days a month. Microscope and CBCT in office. Endo residents welcome to apply too. Please email to: finetouchdentistry@yahoo.com or Call 916-900-7000

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 Dentrux Software with 10 Computer Workstations, 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 owner. Five completely furnished treatment rooms, Digital Pan, Dexis Digital Sensor, Dentrux 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, Dentrux, 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 - Successful 11+ year old Multi-Specialty Dental Practice is selling the Goodwill/Records for only the Pediatric and/or Orthodontic portion of the Practice. Ideally, the Buyer would purchase both sets of Goodwill/Records. Buyer must be located within 15 miles of the Practice Address such that the parents of the Pediatric and/or Orthodontic patients will be within driving range for other (non-Pediatric and/or Orthodontic) dental services available at the Selling Practice. Existing base of patients is accustomed to digital sensors, intra-oral camera usage, panoramic x-rays, pre-booked and regular hygiene appointments, on 3 days per week of office hours (Tuesday, Wednesday, and Thursdays), and with the acceptance of PPO (70% estimate), Cash (20% estimate), and HMO (10% estimate) insurance reimbursements and payment options. Asking Prices are below the recent professionally appraised prices. 2018 Gross Receipts were \$603,000 for PEDO and \$230,000 for ORTHO. #CA576- Jay Harter - 916-812-0500

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 camera. 2018 collections of \$152,037 on 3 day week compared to 2017 Collections of \$414,405 on 3 day week. Great satellite practice or build into full time practice. This is a nice practice with low rent in an area of little competition. Owner is ready to retire and has significantly reduced the asking price. #CA390- Thomas Wagner - 916-812-3255

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 Dentrux 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 AUBURN/GRASS VALLEY AREA - General practice with 39.5 years of Goodwill, located in 1,330sf office (2 story building) with three (3) ops and 4th plumbed hygiene/exam room. Rent is \$1,550/mo. Carestream software. 2018 GR of approx. \$474,000 on less than 3 day work week (about 120 days worked in 2018). Approximately 4 days hygiene per week. Seller refers out all endo, perio, ortho, and surgery. Seller (premier only provider) is retiring. #CA570- Thomas Wagner - 916-812-3255

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., Dentrux software, 2 Schick sensors, new server & CPUs. #CA407- Thomas Wagner - 916-812-3255

GREATER EL DORADO HILLS - NEW LISTING - Multi-doctor practice in Greater El Dorado Hills. Approx. 3,000sf office, possible eight (8) ops, seven (7) equipped, Intra Oral camera, Digital x-rays, and Digital Pan. Sellers will consider working back part-time. #CA578- Thomas Wagner - 916-812-3255

GREATER RENO/LAKE TAHOE AREA - 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. 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 worked per week, even though staff is there 5 days per week. #CA552- Jay Harter - 916-812-0500

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 ROSEVILLE - GP practice on busy thoroughfare in highly desirable Roseville location. Approximately 1,320+ sq. office with 3 Ops, 4th Op plumbed. Dentrux, Dexis Digital sensors (2), and intra-oral camera. About \$70K in new computers and technology in 2016. Seller MUST SELL THIS PRACTICE ASAP. He will consider all offers. #CA490- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO/ROCKLIN - NEW LISTING - Long established GP practice in beautiful, well designed office, with 6 fully equipped Ops., digital x-rays, pano, lasers, and Dentrux software. 2018 GR \$1.3M+ with 7-8 days hygiene/wk. Great team, great location. Dental suite is being sold with practice. Owner is retiring. #CA584- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO - 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 - ASKING PRICE REDUCED by \$60,000 and well below appraised price! 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. Four (4) operatories (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 were \$755,000 on 33 average office hours per week, and Gross Profit from 2018 P&L is \$786,000. #CA550- Jay Harter - 916-812-0500

GREATER SACRAMENTO - Established practice in well-designed 1,846 sf dental office condo with 5 Ops. "Dentrux G5.2" PM software, separate lab, separate patient consult room, "Global" microscopes, air abrasion, 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 - PRICE REDUCED BY \$100K! - 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 \$1.1M+ and 2018 reported Gross Receipts \$680K due to loss of 2 Associates, which has since been stabilized. Asking price is well below recent appraised price. #CA567- Jay Harter - 916-812-0500

GREATER STOCKTON - 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

NORTHERN CALIFORNIA OFFICE
1.888-217-2930



www.henryscheinppt.com

SOUTHERN CALIFORNIA OFFICE
1.888-217-2930

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/APPRAISALS • ASSOCIATESHIPS • CONTINUING EDUCATION

GREATER STOCKTON - NEW LISTING - 19+ years of Goodwill in this well-established GP practice located in a well-established Stockton neighborhood. Currently runs with an Associate in place that is willing to stay and continue to produce. 2,052 SF design in a great Professional & Garden-style Office Building, with 7 Ops. Full Re-Model of interior space with new Dental Equipment completed in 2010... and still shows in great condition. Two (2) Dexis Digital Sensors, Imaging System, Digital Panoramic X-Ray, Tru-Def Scanner, and Patient Education Software. Practice is priced below recent professionally-completed appraised Valuation. 2016 Gross Receipts \$842,000, 2017 GR \$894,000, and 2018 GR \$679,000 (lowered production in 2018 due to Associate turnover, which is now stabilized). Successful and paperless GP Dental Practice with 75% HMO and 20% of patients are PPO. Low overhead, high average number of 40 new patients per month, solid and friendly staff. #CA572- Jay Harter - 916-812-0500

GREATER VACAVILLE - 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

LODI - Well-established practice in a well-established community. Successful and paperless GP Dental Practice with 70% HMO (with monthly CAP Check Amount of \$8,750), and additional 25% of patients are PPO. Low overhead, high average number of 48 new patients per month, and a friendly, long-term staff. Full interior remodel and new equipment in 2016, 2 Digital Dexis Sensors, in five (5) Operatories. Practice is priced below recent professionally-completed Valuation with \$1,098,000 Gross Receipts in 2018 on 32 Dr. hours/week. Mixed healthcare and business office building also available for purchase. #CA571- Jay Harter 916-812-0500

LOS ALTOS - Great location and even greater 30 year history for this mid-peninsula practice on the city's busiest thoroughfare. 2017 Revenue of \$618,000 with very strong adjusted net of 44%. 6 Treatment rooms (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. 807 square feet. Includes Private Office, Reception area, 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

PALO ALTO - NEW LISTING - A rare opportunity in this affluent, mid-peninsula town. Great location in downtown area with very affordable lease. 3 fully equipped treatment rooms housed in a compact but efficient 700 square feet. Curve Hero PMS with 5 Computer workstations, Dexis Digital Sensor, Paperless charts and averaging 30 new patients per month. 2018 revenue of \$459,000 in only 4th year since startup. Family issues drive this opportunity, but seller will work with buyer for a smooth transition. Don't wait long, this will be gone quickly! #CA592- 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 surrounding 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 AREA - NEW LISTING - ORAL SURGERY - The major Oral and Maxillofacial Surgery Specialty Practice in the area is now available as an excellent opportunity for an Oral Surgeon to move to the area or create a second office income location. Stunning building and location, newer equipment, and cone beam with a highly successful Practice history. Seller will work back for a period of time, to help introduce Buyer into the Practice and community. Seller would consider selling half ownership to another OS, or to a corporate dentistry organization. Established Practice for over 35 years, low overhead, average to higher than average fees, and a great staff. Approximately 85% patients referred, 15% from website, 50% of procedures are implants. Surrounding area has minimal number of competitive Oral Surgeons. 2018 Gross Receipts was \$2,311,000 on 3 days per week of Dr. production. High-end dental office building boasting a scenic river-view is also available for purchase. #CA579- Jay Harter 916-812-0500

REDDING - Well-established 2,600 sq. ft. practice with 6 treatment rooms, equipped with intra-oral camera, digital x-ray, Pano, and Dentrix software managing 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 - 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 highly visible Mount Howe Avenue. Long term history with practice located in the same building for 30 years, plus opportunity to expand into adjoining space if desired. Eaglesoft software, Schick digital sensors, and intra-oral camera. 2017 GR of \$668,131 on 4.5- day week. #CA519- Jay Harter - 916-812-0500

SAN FRANCISCO - 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. 2018 Gross Receipts above \$2,800,000. 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

SONOMA COUNTY - 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

NORTHERN CALIFORNIA OFFICE
1.888-217-2930



www.henryscheinpnt.com

SOUTHERN CALIFORNIA OFFICE
1.888-217-2930

HENRY SCHEIN®

PROFESSIONAL PRACTICE TRANSITIONS

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

SONOMA COUNTY - 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

SONOMA COUNTY - NEW LISTING - General Practice located in Sonoma County, desirable dental community. Has 31 years of Goodwill seeing three generations of patients. Strong 5 Days Hygiene program, 3.5 Doctor Days. High profits, low expense ratio. 2018 Gross Receipts \$906K. Approx. 1,000 sq. ft., three (3) fully equipped, modern rooms, scenic garden views, with the opportunity to expand. Expansive light and bright shared spaces adding additional square footage and benefits. Paperless, Dentrix Practice Management, XDR digital x-ray sensors, and Intra-oral camera. Selling both practice and portion of dental building ownership. The doctor is retiring and will work back for a smooth transition. #CA594- 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

WESTERN CONTRA COSTA CO. - Beautiful, professionally designed office sits in the heart of a high-end Retail Center with Home Depot, Big Lots and many other retail, service businesses and restaurants. Fully digital, Paperless Charts, Digital Pan and Digital X-Ray. Eaglesoft PMS with 9 workstations and 3 Schick Sensors. 2018 Collections of \$764,000 with 5 days of Hygiene and averaging 65 new patients per month. Housed in 1,625 sq. ft. with four (4) fully equipped treatment rooms and one (1) plumbed but not equipped. Average age of the equipment is 7-9 years and truly beautiful inside. Seller is relocating out of the area but will help with a smooth transition. #CA569- Jim Engel - 925-330-2207

WOODLAND - 8 Operatory office in a 2,100 sq. ft. suite with 22 years of goodwill is now available. Practice is located in a shopping center with 20,000 sq. ft. Receipts of \$770K. Our seller is retiring, this is a great location with potential for increased collections. #CA497- Steve Caudill - 951-314-5542

YUBA CITY AREA - NEW LISTING - 46 years of Goodwill established at this GP Practice in a well-established community and in an area of dental and medical offices. Attractive Office Building in approximate 1,400 SF Space, with 3 Operatories equipped and a 4th plumbed. This Dentrix Practice could be a nice opportunity to take over a long-standing patient base, and the Landlord is willing to set up new lease terms. This is a 50% Delta Premier practice. Practice is priced below recent professionally-completed appraised Valuation. 2018 Gross Receipts \$271,000 (per CPA's 2018 P&L Statement). #CA580- Jay Harter - 916-812-0500

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

FRESNO AREA - NEW LISTING - GP and Prosthodontic Practice in an attractive and professional-looking office building, approximately 1,500 SF, 40 years of Goodwill established. This could be a nice opportunity for a GP that does a lot of Restorative Dentistry to take over and complete procedures that aren't currently being addressed at the Practice. Seller will remain on part-time to collaborate with a GP Buyer for this Practice. 4 Operatory Practice with DentalMate PM Software, Intra-Oral Camera, 2 "XDR" Digital X-Ray Sensors, Patient Education Software, and a Panoramic (Film-Based) X-Ray. Average age of (mostly Adec) dental equipment is 7 years of age. 2017 Gross Receipts of \$417,000 and 2018 Gross Receipts of \$386,000. #CA588- Jay Harter - 916-812-0500

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 - 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 - 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- Jay Harter - 916-812-0500

SOUTHERN CALIFORNIA

APPLE VALLEY - 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 PEDIATRIC PARTNERSHIP - NEW LISTING - Rare and unbelievable partnership opportunity at a successful 30+ year old Bakersfield pediatric practice with orthodontic and oral surgery services. Practice is owned by two partners and the junior partner has decided to leave to be closer to family. Great opportunity for someone to inherit a thriving well-run practice with 30+ years of goodwill and to work with an experienced partner planning to retire very soon. 40 new patients a month. Averaged \$2.5M+ GR the last 3 years. #CA599- Thinh Tran - 949-533-8308

BAKERSFIELD - PRICE REDUCED! General Dentistry with 8 Ops, 5 equipped is located in a duplex building with great signage in front. 2018 GR \$578K with room to grow as most specialty work is referred out. This is a PPO/Denti-Cal practice, small amount of HMO. #CA459- Kerri McCullough - 949-300-0312

BURBANK - NEW LISTING - Established in 1976, this restorative/cosmetic practice is the only dental office in an attractive, modern medical building. With a three year-old, completely new build-out, the facility features 4 Adec Ops. PracticeWorks, Dexis, four-day work week for doctor, and four days (some double) of hygiene. Busy practice with consistent NP inflow and dedicated staff. PPO, indemnity ins. and cash only with an excellent lease. 2018 GR of \$751K with \$202K Adj. Net. #CA587- Thinh Tran - 949-533-8308

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 with most specialty procedures referred out. 2017 GR of \$724K with \$253K Adj. Net. #CA548- Kerri McCullough - 949-300-0312

BURBANK - NEW LISTING - General Dentistry Practice with 4 Ops has been established in Burbank since 1976. PracticeWorks and Digital X-rays in a modern, professionally designed suite, newly built-out in 2016. 2018 GR of \$751K with \$202K Adj. Net. #CA587- Thinh Tran - 949-533-8308

CENTRAL ORANGE COUNTY - 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- Thinh Tran - 949-533-8308

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- Thinh Tran - 949-533-8308

GLENDALE - 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- Thinh 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. 2018 GR of \$724K. #CA173- Kerri McCullough - 949-300-0312

IRVINE - NEW LISTING - 6 Ops, 5 Equipped, Digital X-rays, Digital Pano, Laser, and PracticeWorks in an amazing location. All FFS with 45 years of goodwill and most specialty procedures referred. Strong Hyg. program and long-term staff. 2018 GR of \$702K. #CA582- Kerri McCullough - 949-300-0312

LAGUNA BEACH - General Dentistry practice with 4 Ops, 3 Equipped is now available. Beautiful Laguna Beach. Practice features Dentrix G4, Dexis Digital X-rays, and is paperless. 2017 GR of \$442K with \$205K Adj. Net Income. #CA443- Thinh 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

LOS ANGELES - NEW LISTING - General Dentistry Practice with 7 Operatories is located in a professional building in a great location of LA. Practice has a strong hygiene program in place with 5+ days of hygiene per week and 37 years of goodwill. Gross Receipts over \$900K. #CA606- Thinh Tran - 949-533-8308

LOS ANGELES - HANCOCK PARK - 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

NORTHERN CALIFORNIA OFFICE
1.888-217-2930

NEW www.henryscheinppt.com

Buy it! Sell it! Trade it!!!

SOUTHERN CALIFORNIA OFFICE
1.888-217-2930

HENRY SCHEIN®

PROFESSIONAL PRACTICE TRANSITIONS

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

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

LOS ANGELES - WEST LA/BRENTWOOD PROSTHODONTIC - Attractive practice with 6 Ops is now available in a great West LA Brentwood professional building. EagleSoft, CEREC, and has on-site lab with experienced lab techs and Pano. Priced aggressively for a quick sale. 2018 GR of \$575K. #CA539- Kerri McCullough - 949-300-0312

N. ORANGE COUNTY - 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 ENDODONTIC - NEW LISTING - Beautiful, professionally designed suite. Newly built in 2018, the practice features six (6) Op, 5 Equipped, with 3 Scopes, Cone Beam CT, fully digitized and paperless. Consistent collections for past 3 yrs. at \$1.3M+ with very low overhead. Seller retiring. #CA593- 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. The 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

PALM SPRINGS AREA MULTI-SPECIALTY - NEW LISTING - 5 equipped Ops and 1 plumbed, not-equipied in a 2,500 sq. ft. suite. 27 years of goodwill. The well-trained staff caters to a high-end patient base. Rent is only 3,600/month! Dentrix Software, Digital X-ray, Intra Oral Camera, CT Scan and Gemini Dual Wave Laser. History of collecting over \$1.2 Million a year. 92% Cash, 8% Ins. #CA604- 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, digital x-rays, 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 has 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 - NEW LISTING - General Dentistry Practice with 5 Ops is now available in a San Fernando Valley professional building. EagleSoft, Digital X-rays, Laser. 4 days of Hyg./week, a part-time GP Associate as well as Endo and Perio Specialists 2 days per month. 2018 GR of \$961K with \$443K Adj. Net. #CA591- 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 treatment areas with a total of 6 chairs and a digital Pano. Full on-site 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

SAN GABRIEL VALLEY - NEW LISTING - General Dentistry practice with 4 Ops and digital x-rays. Practice has been in the area for 65 years. Most specialty work is referred out, and most PPO plans are accepted. Located on a main road and has great visibility. Seller sees patients 4 days per week. Nicely appointed and excellent opportunity for a growing area in Southern CA. #CA596- Kerri McCullough - 949-300-0312

SANTA ANA/TUSTIN BORDER - NEW LISTING - 4 Ops, Digital X-rays and Open Dental software in a great location. 50+ years of goodwill and most specialty procedures are referred out. 2018 GR of \$291K. #CA583- Thinh Tran - 949-533-8308

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 a streamlined software with digital x-rays. 2017 Gross Receipts of \$644K with \$382K Adjusted Net Income. #CA525- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - NEW LISTING - Beautiful South Bay practice in a high income area. 5 Ops in a professional building within walking distance to a high-end shopping center. Practice utilizes EagleSoft software with Digital x-rays, intra-oral camera, and Laser. Loyal, long-term staff, and currently open 3 full days and 1-2 Fridays and one Saturday per month. Most specialty work is referred out. 2018 GR \$741K with \$307K Adj. Net. #CA589- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - This 6 Op General Dentistry practice utilizes Dentrix, Digital x-rays, Laser. 6 days of Hyg./wk. and 40+ years of goodwill in a very desired area of the South Bay. 4 1/2 day work week. 2018 GR \$734K with \$226K Adj. Net. #CA562- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - 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. 2018 GR of \$369K. #CA498- Kerri McCullough - 949-300-0312

SOUTH ORANGE COUNTY - Beautiful General Dentistry practice with 4 Ops, 3 Equipped, and Dentrix software is now available in sought-after South Orange County. 3 1/2 days per week with a PT Hygienist. 50 years of goodwill in this location, 29 with our seller. 2018 GR of \$395K. #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

VENTURA - NEW LISTING - General Dentistry Practice with 4 Ops with a modern, state-of-the-art design, and 5 year-old equipment. The practice is mostly paperless utilizing Dentrix, Dexis digital x-rays, Pano, Laser and CEREC. 27 years of Goodwill and 3 days of hygiene per week. 2018 GR \$725K with \$343K Adj. Net. #CA586- 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. 2018 GR \$317K 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 \$266K 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 - 4 Op Pro 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

NORTH COUNTY PERIODONTAL - NEW LISTING - Beautiful Periodontal Practice in North County San Diego. 4 Operatories, 3 Equipped. Newer equipment including a CT Scanner and Digital X-Rays and Dentrix. Excellent location in a well-maintained complex. Priced to sell quickly. 2018 Gross Receipts were \$269K. #CA605- Russell Okihara - 619-694-7077

SAN DIEGO PERIODONTAL - 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, 2000 Software, Digital X-rays, Intra-oral Camera, PPO/FFS. Total 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, working 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 ORAL SURGERY - NEW LISTING - Longstanding OMFS practice for sale. 2 locations sold as one practice. 4 Ops in one and 3 Ops in the other location. Consistent production/collections over the past 3 years. Convenient location(s) with ample free parking. Strictly PPO and no hospital affiliations. Dentrix, Digital Pano. Seller retiring. Excellent Opportunity. #HI113- Russell Okihara - 619-694-7077

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 digital sensors. Computerized in each op, most specialty procedures referred out. Excellent Opportunity. #HI110- Russell Okihara - 619-694-7077

CENTRAL OAHU, HAWAII - Family-oriented rural General Dentistry Practice with 3 Ops, Digitized X-Rays, Pano, and Innova. Seller accepts PPO and MediCal 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 Innova, Intraoral Camera. 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 #01233804

NORTHERN CALIFORNIA OFFICE
1.888.217-2930



www.henryscheinpnt.com

SOUTHERN CALIFORNIA OFFICE
1.888.217-2930

"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



Get to see first-hand the **Periklis Maneuver**

Get to know the **OPTIMAAL** rescue technique, the 8 steps that can save a life.

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:

July 19th - 21st, 2019

November 8th - 10th, 2019

March 13th - 15th, 2020

**25 CE Hour
Credit**

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

GLENDORA OFFICE GP/ORTHO, 3 equi ops, 1750sq ft, located in glendora, ppo cash hmo practice, seller works 2 days/week, practice web software with digital x-rays. collected approx. 449000 in 2018, buyer's net approx 110,000. 450,000 inc AR. **CONFIDENTIAL SELL PLEASE EMAIL FOR APPOINTMENT** property family8@outlook.com

Sale 2 DentalEZ chairs c poles, lights & foot controls. LOOK NEW. 2K/each OR OFFER. Pics available. koerbergeorge@gmail.com

GREATER MODESTO AREA: Combines a quality learning environment with relaxed rural living. 3000sf w/ 6 ops. \$645k (IG-1007) WPS/800-641-4179

Learn and Earn... All-on-4® Implant Solution Course I, June 21-23, \$1000 OFF w/ w/discount code DNTLTRDR (see flier in this issue) 4MInstitute.com

WaveOne Gold Files 25mm \$17/file Original by Dentsply Sirona thru Paypal. Free Shipping. eismaldds@yahoo.com

Custom built stools. Big seat, little seat, tall or short. We can fit any human... Superior Upholstery Company 888-548-7282 superiorupholstery.com

SUNNYVALE: **Hesitate** and you may lose out on the opportunity of a lifetime! 1000 sf w/ 3 Ops. \$495k (DG-936) WPS/800-641-4179

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

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

Zirconia \$59!! Problems with Occlusion, Contacts, Margins, Shade? All Gone!! Call: 714-341-1519

Star 430K Non-Fiberoptic highspeed handpiece in gd condition, minimally used, 100.00. e-mail im2near@yahoo.com.

"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).

6 Whipmix & face bow, 2 Stuart & Pantograph. Best offer accepted either in bulk or individual. Contact 951-533-9478.

Don't get taxed to death! You may reduce your tax liability by strategically choosing beneficial payment structures in your practice sale. There are many options you should consider. Have questions? Call us and learn about them. BPE Law Group, PC, 916.966.2260, www.bpelaw.com

If you have cell service...



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

As mobile as you are.

dentaltrader.com



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

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

www.maddoxhealthcarelaw.com

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

No: (415) 361-4045

75 Broadway, Suite 202, San Francisco, California 94111

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



Dentist is retiring 6 ops 32 years in practice Furniture fixtures equipment supplies for sale. Highest technology Cavitrons curing lights lasers Cerac and more Liquidation prices Send your shopping list mphdc@yahoo.com

ENCINO #9 - (8) op G.P./(7) eqt'd. Cash/Ins/PPO/HMO. Mos Cap Ck ~ \$6K. 2018 Collect \$1.1M+. Digital X-Rays & CT Scan. Central Nitrous. Seller cutting back. D&M Practice Sales 818.591.1401

Subscribe, update your mailing address or cancel your subscription at dentaltrader.com, it's easy, quick & goes straight into our database.

Practice/building for sale downtown San Clemente. Duplex style building, with practice in front and apartment in back. Live where you work or rent apartment for income. 3 ops. 400k on 3 easy days. Great lifestyle. Walk to restaurants and beach. Call 949 874 6850

DDS are you struggling with Dental Practice? Free coaching call with 40 year Newport Beach private practising DDS. Call 9493787718

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

Zeiss wallmount PICO Endo microscope c Z fiber light source. CAN'T WEAR OUT LENSES! 3.5K. pics available. koerbergeorge@gmail.com

WALNUT CREEK/SAN RAMON AREA Ortho: Looking for your dream Orthodontic practice! 1450 sf w/ 5 Open bays/Chairs. \$1.150M (BN-998) WPS/800-641-4179

Sale 3 Engle behind the pt reversable delivery system carts. good cond.. Pics available. koerbergeorge@gmail.com

California, Los Angeles Solo endodontic practice for sale in highly affluent and desirable area. 40+yrs goodwill. 2018 gross about 670k. Beautiful and spacious office with 2 scopes, paperless and Dexis digital. Young referrals an added bonus! Seller will ensure a thorough and smooth transition. Please send cv to: laendodontistdds@gmail.com

GENERAL DENTIST NEEDED FOR PRIVATE OFFICE IN LOS ANGELES AREA WITH 5YRS EXPERIENCE, E-MAIL RESUME TO gentlefamilydental@gmail.com fax #323-269-7960 phone 323-269-0266

GALAVERAS Co. (Facility/Real Estate): 1,500 sf w/ 2 equipped Ops + 1 fully plumbed & 3 partially plumbed. \$500k (HN-999) WPS/800-641-4179

Fast, friendly and flexible funding for dentists from Bank Of The West. Let me tailor a loan that meets your needs. Yoon Saechao, VP, Sr Business Development Officer 415.407.4979 | Yoon.Saechao@bankofthewest.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 or www.practiceatty.com.

OC Private Practice Sale Rare opportunity to purchase a fast-growing, high profit (rent only \$1,895) 4 op, digital xrays, implant-cosmetic practice. 2019 projected to collect \$590,000+ on just 2 associate days per week. Risk free trial period & mentorship option leads to 100% buyout with \$0 down. Qualified buyers act quickly & send confidential dental experience to ddspractice8@gmail.com

For Sale ALL New 5 Chair Turn Key Dental Office in the City of Lawndale on busy Hawthorn Blvd. Video Tour Available Just Text or Call 909-449-9234 Only \$75k. BRE#01899628

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


For Sale 5 Chair Turn Key Dental Office in Hesperia on busy Main Street. Only \$50K Call 909-449-9234 For Details! BRE#01899628 Video Tour Available just text to request.

TRANSITIONS and ACQUISITIONS. We are here for you! Call the Law Offices of Wood and Delgado for a FREE consultation. 800-499-1474

Dental Practice for sale long history of goodwill 4 fully equipped operatories practice revenues exceeds 550K on 4days a week

SONOMA COUNTY - 2018 GR \$906K. 1000 sq. ft, 3 Ops w/ opportunity to expand. Real Estate available. #CA594- Gina Miller - 707-391-7048

DDS are you struggling with Dental Practice? Free coaching call with 40 year Newport Beach private practising DDS. Call 9493787718



FACTOID: 30% of all used dental equipment placed for sale on The Dental Trader Ad Board sells before the ads ever appear in print. New items appear daily.

dentaltrader.com

General practice dental office for sale with 39+ years of goodwill in the San Fernando Valley, CA. Approx. 1,700 square foot office with 5 plumbed operatories, reception area, private bathroom, sterilization area and a private office. The practice operates Dentrix as their practice management software. The seller could stay on to help with transition if the buyer so desires. The practice in 2018 collected approx. \$970K. Send CV to: sanfernandovalleydds@gmail.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 LCFpracticesales.com

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

A great opportunity to build your future in a beautiful, well designed periodontal practice in Monterey County. Four operatories. Digital systems, laser, intra-oral camera and 3D scanner. Strong history of goodwill. The practice collected over 749K on two and a half days per week. Seller could stay on to help with transition if buyer so desires. Send CV to PerioMontereyCounty@gmail.com

SANTA CLARITA - (4) op comput G.P. w newer eqt. High end buildout. Cash/Ins/PPO. Annual Gross Collect \$1.4M. On track to do \$1.6M in 2019. Selling due to health. D&M Practice Sales 818.591.1401

Don't let worn upholstery be your patient's first impression! Superior Upholstery Company 888-548-7282 superiorupholstery.com

SACRAMENTO GP Collection 1M++, 4ops. Located in a professional park with monument signage on one of the most traveled streets in Sacramento. Hi-tech office CAD/CAM, 3D CBCT, Digital xrays, Paperless, Lasers, newer equipment. 347-733-9088

"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

Immediately after submitting our ads using The Dental Trader's online Commercial Reader Ad Form, our phones began to ring. We were sold on The Dental Trader's effectiveness weeks before our ads hit the street in print! -Linda Brown-TOLD Commercial. Submit your ad now, just go to dental-trader.com and use the online forms.

Zirconia \$59!! Problems with Occlusion, Contacts, Margins, Shade? All Gone!! Call: 714-341-1519

2016 Cerec barely used, perfect working condition, not being used. \$45K Dr. Ruiz (818) 388-1480

Help us thank them



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.

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

Veterans Sportsman Alliance

10394 S. Tantau Avenue, Cupertino, CA 95014

408.499.4139

info@veteranssportsmanalliance.org
www.VeteransSportsmanAlliance.org



Registered as a 501(c)(3) Corporation

PLACERVILLE: Quality, conservative and compassionate practice! Will consider work back. 1,654 + 473 sf w 5 ops. \$675k (HN-991) WPS/800-641-4179

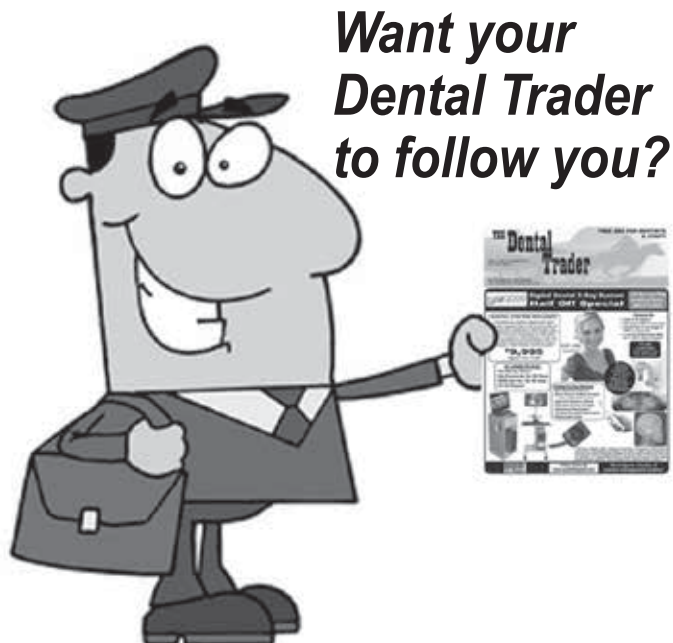
Midwest 80001 Highspeed Fiberoptic handpiece with bur changer, gd cond, minimally used, 110.00. e-mail im2near@yahoo.com

2014 OMNICAL Sirona Cerec well maintained through Patterson service \$20K OBO Located in OC chrisha-taeds@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.

PERIODONTAL PRACTICE FOR SALE IN SANTA CLARA COUNTY, CALIFORNIA - PERIODONTAL PRACTICE SPECIALTY OFFICE WITH A LONG HISTORY OF GOODWILL IN SANTA CLARA COUNTY, CA. OCCUPIES 2200 SQUARE FEET OF SPACE. FOUR OPERATORIES AND A SPACE WHICH IS UTILIZED AS AN EDUCATION CENTER. DIGITAL XRAYS, NDYAG LASER, INTRAORAL CAMERA, DENTRIX SOFTWARE. PRACTICE COLLECTED 750K ON 2.5 DAYS PER WEEK. SEND CV TO: PERIOSANTACLARACO@GMAIL.COM

REDWOOD CITY: On Track to Exceed \$800k in Revenues for Current Fiscal Year! 1,150 sf w/ 4ops. \$545k (DN-1004) WPS/800-641-4179



**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.

A Different Kind of Dental Attorney

I know dentistry's unique legal & financial challenges

Services:

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

Call us for other services!

Member:

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



Law Offices of Jeng and Associates

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

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

Toll Free: (844) 313-9900

www.Jenglaw.com

Chester@Jenglaw.com

750 W. La Habra Blvd.
La Habra, Ca 90631

1440 North Harbor Blvd., Suite 900
Fullerton, Ca. 92835

915 Sir Francis Drake Blvd.
San Anselmo, Ca 94960

Part time dentist needed ASAP for small private office. Dential Provider required. New grads welcome. Call (661) 487-9352.

Associate Dentist needed in Bakersfield for private GP Practice 1-3 days a week, Private insurance and PPO, guaranteed daily rate plus % of production. call 661-444-1218 or e-mail resume to htnhosseini5@gmail.com

3D Printing. CE Courses for in office 3D printing. Live Digital 3D Dental Workshop, and Online Courses. www.learn-dental3D.com and www.michaelschererdmd.com 209-536-1954.

Zeiss endo microscope for sale with fiber optic light and rolling floor stand. \$7,200, call 310.666.1260. Encino, CA

Assistant Chair (alabaster color) \$210. Located in Culver City. Contact Judy at (310) 839-2722

DNTLWORKS PROSEAL II PORTABLE SEALANT UNIT W/ SLOWSPEED HANDPIECE, 1310. \$2500.00. Tammy @951-318-7387.

GP looking to buy good deal practice in OC where seller will hold the note. Please contact plumcherry417@gmail.com

WESTERN CONTRA COSTA COUNTY – 1,625 sq. ft. Fully digital, paperless charts, Digital Pan, Digital X-ray, Eaglesoft PMS. 2018 GR \$764,000. HSPPT- Jim Engel 925-330-2207-#CA569

TRANSFORM YOUR PRACTICE

All-on-4® Dental Implant Solution Course

SAVE \$1,000 with CODE **ERLYNRLLCRS1SEPT**

Upcoming Course Dates:

June 21 - 23, 2019 or Sept. 20 - 22, 2019



ACQUIRE THE NECESSARY SKILLS TO ATTRACT
AND COMPLETE FULL-ARCH DENTAL IMPLANT
CASES RANGING FROM \$20,000 - \$50,000.

*There are over 60 million people who need this
procedure and NOT enough doctors to perform it!*

Included in this course...

CLINICAL: The fundamentals of the All-on-4® treatment concept, the step-by-step All-on-4® didactic, treatment planning and care, live surgery, how the lab converts the hybrid, the hybrid delivery, how to manage complications, hands-on typodont, surgery, lab station AND restorative.

+ PLUS: Learn how to transform your marketing to make the phones ring. We will teach you the best advertising channels and how to speak to your potential patients through your ads, landing pages, and social media. We'll teach your team how to answer these calls, how to convert calls into patient exams, and finally how to sell these cases and change lives.

4M[®] INSTITUTE

3918 Long Beach Blvd • Suite 200 • Long Beach • CA • 90807

Enroll at **4Minstitute.com** OR contact us at **562-294-5200** or **info@4Minstitute.com** to request to be enrolled.

Buy it! Sell it! Trade it!!!

Neymatic 101 used for sale if interested please email armond55@yahoo.com \$550 obo

Rosemead leasehold improvement or building wanted. Please email: wanwanliou@yahoo.com

STEAL OFFICE FOR SALE IN RESEDA,CA. 3OPS, FULLY REMODELED AND HIGH VOLUME OF PATIENTS.Grossed \$900k in 2018!!!! great potential location and office for right candidate. PRIVATE SALE/NO BROKER INVOLVED.... FOR FURTHER INFO CALL/TEXT 310-993-2447. WON'T LAST LONG!!!!!!

Roseville CA-SPACESHARE for Specialists.Excellent opportunity for new practise setup,minimal TIs.Ideal location in the center of city next to Mall.Call:916-872-7113

liquidation: 3 full operatories, compressor vaccum 6 step zeiss scope kodak sensor nitro system & more call 310 666-1250

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

Adac dental chair, unit and light is available for immediate sale. Contact psooferi@gmail.com

Galileos conebeam, cerec inlab 4motors,bluecam,porcelain and zirconia ovens,much more full list by email: easytrade5000@gmail.com

SACRAMENTO GP Collection 1M++, 4ops. Located in a professional park with monument signage on one of the most traveled streets in Sacramento. Hi-tech office CAD/CAM, 3D CBCT, Digital xrays, Paperless, Lasers, newer equipment. 347-733-9088

Ritter x-ray chair, Model B located in Culver City, CA Contact Judy at (310) 839-2722

Gendex GX 770 x-ray unit located in Culver City, CA. \$700 Contact Judy at (310) 839-2722

SANTA MONICA Sublease - fully equipped custom designed-3 operatories - CBCT and microscopes . Call Ros 310 745 6060.

NOVATO: Seller Retiring. 803 sf w/ 3 ops near downtown and Old Town Novato. \$195K (Real Estate \$215k) (CC-979) WPS/800-641-4179

Dental assistant chair (alabaster color) \$500. Located in Culver City. Contact Judy at (310) 839-2722

Cadeo Alginate II by Kerr Restoratives, gd condition, for a uniform alginate mix, 275.00. e-mail im2near@yahoo.com.

Tec-Scan, computer Occlusal Analysis,like new \$8,000 asking \$4,000. Dr. Retiring 714 889-9161

Dental Office for Sale in Sunland, CA. 3 OP fully equipped office ready for work. Great Location \$65K Call (818)388-4316

Selling Moonray S 3D laser printer, mint condition. \$3900 .Includes resins (\$400 value).Please email: as7067@gmail.com

Doctor chair (alabaster color) \$250 located in Culver City. Contact Judy at (310) 839-2722

I-Cat CBT Scanner, like new, excellent condition, great for Implants,airway analysis,Head N neck anatomy,asking \$39,500. 714889-9161

California, Los Angeles Solo endodontic practice for sale in highly affluent and desirable area. 40+ yrs goodwill. 2018 gross about 670k. Beautiful and spacious office with 2 scopes, paperless and Dexis digital. Young referrals an added bonus! Seller will ensure a thorough and smooth transition. Please send cv to: laendodontistdds@gmail.com

Memory foam, ultraleather, massage systems. Are you relaxed yet? Superior Upholstery Company 888-548-7282 superiorupholstery.com

Used X-ray,sterilizer,lightcure unit for sale. DENTX mobile X-ray ,DEMI plus lightcure,and M9 MIDMARK. (310)308-1161

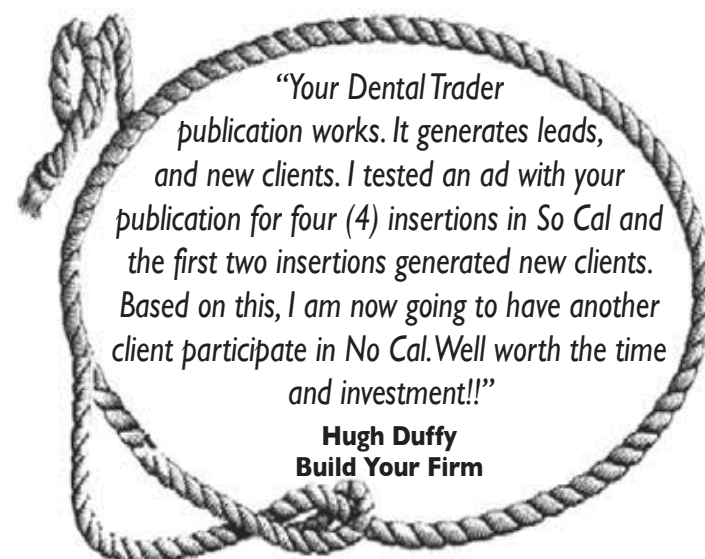
Cecilia Chen, Esq. can help you ensure that your practice and family are protected through proper estate planning. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

DENTAL EZ chairs for sale Great condition. Asking \$800/ea ddsshopper@cox.net

Tuttnauer sterilizer 2340 M model bought brand new few years ago , never used. \$1900. Phone/text858-280-1411 email: northcountyendo@aol.com

Cerec omnicam version 4.6 and milling machine. Rarely used. \$45000. Text 7147183446 drleeseminar@gmail.com

8 Steelcase chairs for reception room. Never been used in office. Excellent condition. \$640 touche15@roadrunner.com for photos



We're going on vacation

The Dental Trader staff is unplugging everything and going on a summer break



We do not publish a July edition.

If you have questions, you will find the answers on our FAQs page at www.dentaltrader.com

Enjoy your summer and thanks for choosing

The Dental Trader

Selling iBrite Whitening Lamp \$500 or best offer (Type PD-120-W). Contact irvinedentalcenter@gmail.com to purchase

"Dental Center" Sign, light up. Beautiful sign. \$1000 sshamoiel@gmail.com

HARVEY CHEMCLAVE 5000 for sale. Great condition. asking \$400 ddsshopper@cox.net

Closing perio office-small equipment & instruments for sale (818)621-2281

AB Dental Bone expansion kit. Bought brand new and used only once. \$1500. sshamoiel@gmail.com

Waterlase C100 hard/soft laser. Needs yearly maintance by waterlase to use. \$3500 Email for pics. sshamoiel@gmail.com

YUBA CITY AREA - 46 years of Goodwill GP Practice with 3 Ops w/4th Open in 1,400 SF. Priced below professional Valuation. 2018 GR \$271,000. HSPPT- Jay Harter 916-812-0500-#CA588

A2 Flight Chair in black. Fully electric. Works good. Sshamoiel@gmail.com for picture and more info

Sybron Endo Motor AND Handpiece. Perfect condition and barely used. \$1050 sshamoiel@gmail.com

PLEASANTON Facility: This amazing turn-key facility is an excellent opportunity! 1,000 sf w/ 3ops. \$75k (DN-1003) WPS/800-641-4179

Murrieta 1500sq ft, fully equipped suite available. 4 chair open bay/1 private. Fun arcade theme. \$3375/mo. Call Roxanne at 951-316-4358

WaveOne Gold Files 25mm \$17/file Original by Dentsply Sirona thru Paypal. Free Shipping. eismaldds@yahoo.com

IN HOUSE pedo by experienced board certified pediatric dentist (818)883-1383

P/T assoc or temp. 13 Years exp Dentist looking to fill in. Live in north San Diego but nearby ok. 760-710-1465

SybronEndo Elements Motor for sale. Like new condition. \$999.00. Buena Park. ospics12@gmail.com

MEDICAL BILLING FOR DENTAL OFFICES! Get paid for CBCT, XB, BG, Implants, sleep apnea, & more. 9516098518/dickerson@dentalmedicalbilling.com

Ortho Boyd Sideunits for Sale. All 4 for \$3100. White tops, royal blue bottoms. docfrerichs@yahoo.com 619 298-1775

Sterident 300 Dry Heat Sterilizer For Sale. Used only twice. \$700. Schein price for new 1,149. docfrerichs@yahoo.com.

Ambu Spur II Adult Single Use Resuscitator. New in unopened plastic bag. \$15. docfrerichs@yahoo.com. or 619 298-1775.

Mada Portable Oxygen Tank with carrying case. Ideal for emergency office use. \$150.00. docfrerichs@yahoo.com/619 2981775

Gendex GX 770 x-ray unit located in Culver City, CA. \$700 Contact Judy at (310) 839-2722

"I Love My Dentist!" Have your patients and staff effortlessly promote your practice for free! Text/call for details: 310-855-4298 or visit: www.ilovemydentist.club

RDA COURSES*Lowest Priced* Take our RDA Exam prep course & double your passing rate! (Includes both Written and Law & Ethics) Check our 5 star reviews on Google! call (626) 345-0005 or email MsGrant@ADMInstitute.com

Ortho Chairs For Sale. 4 SDS Biscayne 1750s. Like new condition royal blue. All 4 for \$6999. S.D. docfrerichs@yahoo.com

Used Midmark M11 Ultraclave sterilizer, Very well maintained, Excellent working condition \$2495 text 9097679212

2008 air techniques scanx IOILE. no software. If interested text me at 4247032347. Asking 2900\$

Ortho Office Contents For Sale. Retiring doc selling chairs, sideunits, supplies. docfrerichs@yahoo.com or 619 298-1775

VENTURA - (6) op comput. G.P. Cash/PPO/HMO. Mos. Cap approx. \$4.5K 2018 Gross Collect. \$534K p.t. Does no adv. Refers most specialty work. Growth potential. (2019 Projected at \$650K+) D&M Practice Sales 818.591.1401

OPERATORY CHAIRS FOR SALE FUNCTIONAL CHAIRS 1000 PER CHAIR CONTACT 8186241601 EMAIL OBARKHOR@GMAIL.COM

Slow-spnd Handpieces(2) by DDS, omni torque, gd condition, in storage for last 7yrs, 125.00ea, e-mail im2near@yahoo.com

Proform Vacuform machine. Like new. Suckdown splints, bleaching trays, etc. Pickup 91361 txt 818-455-3321 \$200 was \$440

CEREC MC.4 years old. serviced, excellent condition, 3 units. \$49K. Up to 7Years of Warranty Optional. Contact 818 422 6981 Dr. Visot

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.PPSsellsDDS.com.

Replacement upholstery kits for chairs and stools. Give us a call, we make it simple. Superior Upholstery Company 888-548-7282 superiorupholstery.com

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

SACRAMENTO GP Collection 1M++, 4ops. Located in a professional park with monument signage on one of the most traveled streets in Sacramento. Hi-tech office CAD/CAM, 3D CBCT, Digital xrays, Paperless, Lasers, newer equipment. 347-733-9088

SANTA MONICA Sublease - fully equipped custom designed-3 operatories - CBCT and microscopes . Call Ros 310 745 6060.

Sale: All dental equipment, Pano 3-D capable, chairs, X-rays, Vacuum, compressor, etc. Alvikca80@gmail.com 6197392741.

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

Used Equipment for sale in Huntington Beach, including aidec chairs with assistant stools, lights by pelton and crane, xray unit, N2o unit with 4 stations, and a lot more dental equipment available. Please contact 626-484-3026.

Apixia digital scanner everything is either brand new or used few days. If interested call me at 4247032347

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



**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

Close dental office. Good dental chairs with complete system for sell. Xray. Sterilizer and more. Please call 9493103388

iBRITE TOOTH WHITENING LAMP IN GOOD CONDITION FOR \$500. PLEASE CONTACT IRVINEDENTALCENTER@GMAIL.COM

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

Digital Pano/Ceph for sale Soridex CRANEX"D Must sale, best offer, Please call 714.970.0833

Carestream 1200 intraoral camera, brand new, unopened box \$2,000. Please contact drzibari@mbendo.com.

PERIODONTAL PRACTICE FOR SALE IN SANTA CLARA COUNTY, CALIFORNIA - PERIODONTAL PRACTICE SPECIALTY OFFICE WITH A LONG HISTORY OF GOODWILL IN SANTA CLARA COUNTY, CA. OCCUPIES 2200 SQUARE FEET OF SPACE. FOUR OPERATORIES AND A SPACE WHICH IS UTILIZED AS AN EDUCATION CENTER. DIGITAL XRAYS, NDYAG LASER, INTRAORAL CAMERA, DENTRIX SOFTWARE. PRACTICE COLLECTED 750K ON 2.5 DAYS PER WEEK. SEND CV TO: PERIOSANTACLARACO@GMAIL.COM

Panoramic X-ray PC-1000 for sale with User Manual. Working condition, low exposure. Best offer. San Gabriel 626-319-5704

PrepJet, microabrasion/ sandblaster. Barely used. \$300/OBO. Please contact 2132680562 or bijal23@yahoo.com

California, Los Angeles Solo endodontic practice for sale in highly affluent and desirable area. 40+ yrs goodwill. 2018 gross about 670k. Beautiful and spacious office with 2 scopes, paperless and Dexis digital. Young referrals an added bonus! Seller will ensure a thorough and smooth transition. Please send cv to: laendodontistdds@gmail.com

X-Ray machine- Sirona Heliodent wall mount (only \$1500) & a Belmont wall mount (\$500). nimadmd@gmail.com or 310-663-5352

Unitek/3m SSC Primary Molars complete Kit. New with first and second primary molars, 450.00. e-mail im2near@yahoo.com.

Ready to Retire? We are the transition and acquisition experts for you. Call the Law Offices of Wood and Delgado, #1 in dental transitions nationwide, for a FREE consultation. 800.499.1474

3M ESPE Rotomix Rotational/Centrifugal Capsule Mixer \$600 New/Unopened. Located in West Los Angeles Contact 310-922-5666

Custom built stools. Big seat, little seat, tall or short. We can fit any human...Superior Upholstery Company 888-548-7282 superiorupholstery.com

MADE IN USA
10 YEAR WARRANTY

Low Interest Financing Available
(800) 423 - 5657 / WWW.DHPDENTAL.COM

**America
Operatory**



\$5695
Delivered / Installed

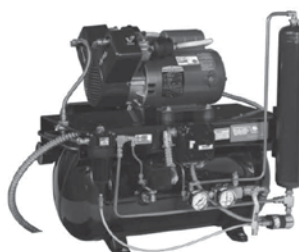
\$6195
Delivered / Installed

**Universal
Operatory**



**MADE
IN THE USA**

1 HP Air Compressor



\$3495



Roadrunner Dry Vacuum \$6295
Metro. Water District Rebate \$500

**1 HP Vacuum
\$1695**



****Net Cost \$5795**

Does not Include Taxes and Install**

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

PRACTICES WANTED: PEDIATRIC DENTAL PRACTICES in Los Angeles/Orange County Gross \$500K+, preferably w/ Real Estate. Sellers call Loc Pham, BRE#01875780. (714)550-7494 practice@lcfinc.com/ILCFPracticeSales.com.

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

BOARD APPROVED RDA COURSES Infection Control, Coronal Polishing, Radiation Safety, Pit & Fissure Sealants. Take our RDA Exam prep course & increase your passing rate, only \$150 (written, Law & Ethics), 5 star reviews on Google! Call (888) 988-2364 or email MsGrant@ADMInstitute.com

Impression & Temporary Guns DS50 4:1/10:1, one Danville & one Dentsply gun, 50.00 each. e-mail im2near@yahoo.com.

Free Retirement Plan Feasibility Study with every incorporation. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

Santa Barbara County | \$222,702 | 4 ops | Well-established practice in the heart of Santa Barbara wine country! Located in a prime spot near many other dental specialty and medical offices, it features recently updated equipment and a reputation for high-quality and excellent patient care. IntegrityPracticeSales.com, Broker Bill Kimball, DDS, DRE #01911548. (855) 337-4337

Don't let worn upholstery be your patient's first impression! Superior Upholstery Company 888-548-7282 superiorupholstery.com

Denti-Cal Providers Only: Earn up to \$100,000 or more than you are currently earning with Denti-Cal for the next 4 years with little known pilot program by the State, to assess caries risk in little children under 7. Our \$2,500 fee includes assistance with test taking, certification, and training. Example: See 500 kids each year? Earn \$126 x 2 visits x 500 = \$126,200 more than currently. (Provider must practice in an accepted County such as Los Angeles or Orange and many others.) Call now: 800-273-5033 and ask to be signed up for the Denti-Cal TYKE program.

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

SANTA MARIA: Live and practice in this desirable collegiate coastal community! 930sf w/ 3 ops Seller Motivated: \$285k (KG-921) WPS/800-641-4179

Ritter x-ray chair, Model B located in Culver City, CA Contact Judy at (310) 839-2722

Buying or selling your practice? Get a FREE consult with Wood and Delgado. #1 in dental transitions nationwide. Visit DentalAttorneys.com or call 800.499.1474

Part time dentist needed ASAP for small private office. Dental Provider required. New grads welcome. Call (661) 487-9352.



WESTERN PRACTICE SALES

800.641.4179

wps@succeed.net | WESTERNPRACTICESALES.COM

Practice Transitions Made Perfect™

BAY AREA

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

AC-989 SAN FRANCISCO (Facility): Busy Retail Shopping Plaza w/ major anchor tenants! 3 ops **\$150k**

AG-871 SAN FRANCISCO: Seller Motivated! 600 sf w/ 2 ops **Price Reduced \$65k**

AG-944 SAN FRANCISCO: An opportunity like this does not come along very often! 980 sf w/ 3 ops **\$595k**

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

AG-990 SAN FRANCISCO: Build the practice of your dreams! 850 sf w/ 3 ops **\$228k**

AG-993 SAN FRANCISCO: Desirable area w/ easy commute to downtown. 1000sf w/ 3 ops **\$450k**

AG-994 SAN FRANCISCO: Highly profitable with net profit over \$400k! 850 sf w/ 3 Ops **\$825k**

AN-947 DALY CITY: 1500sf w/ 4 ops. **\$375k**

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**

BC-949 ALBANY: Desirable commercial/residential area. Medical Prof Bldg w/ good frontage. 3200sf w/ 4 ops **\$695k Real Estate: \$1.8**

BC-1010 ANTIOCH: Amazing Opportunity in Health Prof. Complex 2118 sf w/ 2 equipped ops + 3 add'l **\$250k**

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

BG-981 BERKELEY: Long established, family-oriented practice. 1100 sf w/ 3 Ops **\$345k/ Real Estate Available \$499k**

BN-891 PINOLE: This seller is ready to retire, & looking for someone to continue the legacy! 1300 sf w/3 ops. **\$350k**

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 **\$275k**

CC-927 SAN RAFAEL: Build the practice of your dreams by increasing this 2-day work week! 800 sf w/ 3 ops **\$225k**

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**

CC-979 NOVATO: Seller Retiring. 803 sf w/ 3 ops near downtown and Old Town Novato. **\$195K (Real Estate \$215k)**

CG-616 NAPA COUNTY: State-of-the-Art office! ~850 sf w/ 2 Ops. **Price Reduced – Seller Motivated \$250k**

BAY AREA CONTINUED

CG-995 VALLEJO: Live, play and practice here where your lifestyle can't be beat! 2035 sf w/ 7 ops **\$1.175M**

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

DC-984 SUNNYVALE: Invest yourself in this little gem! Near Apple, Google & Microsoft. 965 sf & 3 ops **\$185k**

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

DG-936 SUNNYVALE: Hesitate and you may lose out on this opportunity of a lifetime! ~1000 sf w/ 3 ops. **\$495k**

DG-978 PALO ALTO: Imagine the possibilities with the newly opened Amazon corporate office nearby! **\$455k**

DG-986 CAMPBELL: The ideal opportunity to practice in this community! 988 sf w/ 3 ops **Seller Motivated \$325k**

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

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**

DN-928 CASTRO VALLEY: Continue the tradition of delivering quality dental care! 883 sf w/ 3 Ops. **\$275k**

DN-1004 REDWOOD CITY: On Track to Exceed \$800k in Revenues for Current Fiscal Year! 1,150 sf w/ 4ops. **\$545k**

DN-1003 PLEASANTON Facility: This amazing turn-key facility is an excellent opportunity! 1,000 sf w/ 3ops. **\$75k**

DG-1006 MONTEREY AREA: This practice is one which every dentist aspires to! 3400sf w/ 8 ops **\$1.395M**

NORTHERN CALIFORNIA

EG-910 MIDTOWN SACRAMENTO: Unlimited Potential! ~ 1107 sf w/ 2 ops + 1 add'l. \$210k/ Real Estate **\$395k**

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

EG-968 SACRAMENTO: Desirable, mid-town neighborhood, w/ ample parking in garage! ~1527 sf w/ 5 Ops. **\$550k**

EG-972 ELK GROVE: Prime location & spacious office! ~3500 sf w/8 ops +add'l. **\$599k**

EG-996 SACRAMENTO: Beautiful office that you must see first-hand! ~1100 sf w/ 3 Ops. **\$250k**

EG-1008 DAVIS: Boundless Opportunities ready to be taken to the next level! 1350 sf w/ 5 ops **\$1.15M/Real Estate \$445k**

EN-885 ROSEVILLE Facility: Ideal location w/ visibility & close to about anything! 1000 sf w/3 ops. **Reduced: \$45k**

EN-977 MIDTOWN SACRAMENTO: Grossed over \$1.4M in 2018! State-of-the-art equipped, 1800sf w/5 ops. **Reduced: \$875k!**

EN-976 SACRAMENTO: Philosophy to treat patients like family & listen to their needs. 1750sf w/5ops. **\$595k**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

NORTHERN CALIFORNIA CONTINUED

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**

FG-841 ARCATA: Great demographics w/ very little competition! 1114 sf w/3 ops **Reduced Price: \$250k/ Real Estate 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. **\$190k/ Real Estate Available**

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

GN-924 TEHAMA COUNTY: Don't miss this ideal opportunity! 3000 sf w/ 6 ops. **Practice \$495k / Real Estate \$455k**

GN-988 YUBA CITY: Excellent Merger Opportunity! Location and Lifestyle! 1,600 sf w/ 3 ops. **\$100k**

HG-815 TRUCKEE AREA: Busy, productive practice with 3 days of hygiene! 1000 sf w/ 3 ops **\$165k/ Real Estate \$437k**

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

HG-983 GRASS VALLEY: Newly remodeled office in highly desirable neighborhood! ~1250 sf w/ 3 ops. **Call For Details!**

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: Great Cash-Flow for Only 3 Days a Week! 2950 sf w/ 3 ops **Reduced Price: \$265k**

HG-934 GRASS VALLEY: Just imagine living and practicing here! ~1200 sf w/ 3 Ops **\$225k/Real Estate \$190k**

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

HN-999 CALAVERAS Co. (Facility/Real Estate): 1,500 sf w/ 2 equipped Ops + 1 fully plumbed & 3 partially plumbed. **\$500k**

HN-991 PLACERVILLE: Quality, conservative and compassionate practice! Will consider work back. 1,654 + 473 sf w 5 ops. **\$675k**

CENTRAL VALLEY & SOUTHERN CALIFORNIA

IC-975 MODESTO: Established 33 years. 1,100 sf w/ 3 ops **\$225k**

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

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

CENTRAL VALLEY & SOUTHERN CALIFORNIA CONT.

IG-1007 GREATER MODESTO AREA: Combines a quality learning environment with relaxed rural living. 3000sf w/ 6 ops. **\$645k**

IN-764 STOCKTON: 5,000 sf w/10 ops. **\$220k**

IN-917 MERCED AREA: Well established practice with a stable, loyal patient base! 1300 sf w/ 3 Ops. **Reduced! \$295k**

JC-811 FRESNO COUNTY: Seller willing to consider Associate-ship for qualified DDS w. intention to Buy In! Considerable Goodwill in Community! 3,000 sf w/ 6 ops **\$350k**

JC-823 LOS BANOS: Heavy emphasis on hygiene. 1000 sf w/ 3 ops **\$80k**

KL-909 SAN DIEGO: Remarkable Opportunity. Long established in vibrant North Park. 2400 sf w/ 5 ops & 2 Pedo chairs **REDUCED! NOW ONLY \$910k**

KG-921 SANTA MARIA: Live and practice in this desirable collegiate coastal community! 930 sf w/ 3 ops Seller Motivated **\$285k**

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**

BN-998 WALNUT CREEK/SAN RAMON AREA Ortho: Looking for your dream Orthodontic practice! 1450 sf w/ 5 Open bays/ Chairs. **\$1.150M**

DC-835 TRI-VALLEY Perio: Collections over \$1.2M. 2,100 sf **\$800k**

DN-908 SAN JOSE Pedo: Amazing Location! Providing affordable pediatric dentistry to families! 3600 sf w/ 4ops + 3 add'l. **\$175k**

DN-959 APTOS Perio: Highly successful at this proven location! 1350sf w/ 4op. **Reduced \$675k / Real Estate Available \$650k**

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**

GG-940 NORTH OF SACRAMENTO Pedo: Practice is on track to collect more than \$1M in revenues this year! 4300 sf w/ 5 ops. **Reduced \$650k**

JG-757 VISALIA Perio: 9 Hygiene days per week, this practice is a rare gem! ~ 2,000 sf w/ 5 ops Steal at **\$335k**



We are a proud member of:

DENTAL TRANSITIONS™

VALUATIONS | SALES | CONSULTING

Dear Keith,

I recently heard about a dentist that was in a serious accident that prevented him from practicing and he lost his practice in just a matter of weeks. How do I protect myself from the same thing?
Dr. D.E.

Wow – that is a big issue. I have heard many of these stories too and unfortunately, usually, when I am being consulted it is far too late. While we don't know what tomorrow holds and we cannot eliminate the possibility of a tragedy in the future – with proper planning you can address how the business will run in the face of a tragedy and reduce the likelihood that your practice folds as a result. Simple steps like reciprocal Good Samaritan agreements where a group of dentists agree to help each other out in the event of a tragedy or more importantly naming a spouse or someone else as an officer (the key is having two corporate officers) of the company so that the doors can remain open for business

are critical for maintaining the business. Keeping the doors open goes a long way towards allowing a dental practice to maintain value while in the process of selling post tragedy. If you don't have a succession plan for your practice – get one! As my dentist always tells me “prevention is better than a cure”.



Keith Dunnagan is the managing shareholder of BPE Law Group, PC, a Sacramento area law firm providing comprehensive legal services statewide to the California dental and business community in the areas of employment, practice transition and planning, business and corporate formation, real estate, estate planning, and contract law. He is a recognized speaker and writer and has been included in the Northern California Superlawyer magazine's Rising Star list (2018) and Superlawyer list (2019) and included in the 2018 list of Top Lawyers of Sacramento. To ask questions you can write to Keith at kbdunnagan@bpelaw.com.



A FULL SERVICE LAW FIRM FOR TODAY'S DENTAL PRACTITIONER

Services Include:

- Corporate Law • Contract Law • Employment Law
- Practice Transactions • Finance • Real Estate • Estate Planning



**LAW
GROUP**
A PROFESSIONAL CORPORATION

(916) 966-2260 • info@bpelaw.com • bpelaw.com

Kavo Fiberoptic Handpieces, 649B. 4 used handpieces, good condition, rarely used. 250.00 each. e-mail im2near@yahoo.com.

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

PERIODONTAL PRACTICE FOR SALE IN SANTA CLARA COUNTY, CALIFORNIA - PERIODONTAL PRACTICE SPECIALTY OFFICE WITH A LONG HISTORY OF GOODWILL IN SANTA CLARA COUNTY, CA. OCCUPIES 2200 SQUARE FEET OF SPACE. FOUR OPERATORIES AND A SPACE WHICH IS UTILIZED AS AN EDUCATION CENTER. DIGITAL XRAYS, NDYAG LASER, INTRAORAL CAMERA, DENTRIX SOFTWARE. PRACTICE COLLECTED 750K ON 2.5 DAYS PER WEEK. SEND CV TO: PERIOSANTACLARACO@GMAIL.COM

Vacuum System and Air Compressors, Manufactured in the USA, Factory Direct. Prices starting at \$1695, In Stock and Ready to Install. Call (800) 423 - 6768
WWW.DHPDENTAL.COM

FRESNO AREA - GP & Prosth. 4 ops, 1,500 sq. ft.. 2018 GR \$386K. HSPPT- Jay Harter 916-812-0500-#CA588

Attn GP's: Learn the latest in treatment techniques in for only \$549 for 6 courses, starting in April, and 42 CA CEs –call 480-717-2230 or see Xcel Seminar's insert for details.

SAVE \$1000 on the All-on-4® Implant Solution Course for Dentists. Change lives including your own. Use discount code DNTLTRDR (see flier in this issue) 4Minstitute.com

SANTA MONICA Sublease - fully equipped custom designed-3 operatories - CBCT and microscopes . Call Ros 310 745 6060.

Have legal questions? Get quick answers. At BPE we have a large staff who provide personal, small firm-type attention. We specialize in legal services for dentists. Contact BPE Law Group, PC, 916.966.2260,
<http://www.bpelaw.com/dental-law/>

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

"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

For Sale, San Jose, exceptional State of art office, 4 operatories (2 plumed), PPO & cash only, All digital 408-242-0057

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.

Moving?

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

Old Address (please print)

Dentist's Name _____

Address _____

City/State/Zip _____

New Address (please print)

Dentist's Name _____

Calif. Dental License # _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

E-mail _____

Authorizing signature _____

Please mail to:

The Dental Trader

PO Box 2631, Capistrano Beach, CA 92624
or Fax form to: 949.498.1198

on or before the 1st of the month.

For faster filing, submit this form online at:
www.dentaltrader.com

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

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.

Dentsply Ultrasonic Tips(Used). 1, 30KHZ tips, 2, 25KHZ tips, 65.00 ea. tips almost new & sharp e-mail im2near@yahoo.com

"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, (888) 212-DUMM (3866).

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

"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

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



Western Practice Sales
Dentists Serving Dentists

800.641.4179

wps@succeed.net
westernpracticesales.com



Timothy G. Giroux, DDS

*Hop on Board
for Real Savings!!*



LCF
FINANCIAL
SERVICES

Healthcare Financing & Consulting

***Low rates**
for qualified borrowers

(714) 550-7494 • www.lcffin.com

A Division of LCF Financial, Inc.

*OAC



Professional Practice Sales

Buying or Selling a Dental Practice?

Know Your Options

Talk to the Professionals

Contact: Ray Irving

San Francisco: (415) 899-8580

Sacramento: (530) 894-0700

www.PPSellsDDS.com



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



Paul Maimone
Broker/Owner

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

RWO@transdental.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

California, Los Angeles Solo endodontic practice for sale in highly affluent and desirable area. 40+yrs goodwill. 2018 gross about 670k. Beautiful and spacious office with 2 scopes, paperless and Dexis digital. Young referrals an added bonus! Seller will ensure a thorough and smooth transition. Please send cv to: laendodontistdds@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

Patient Financing's Highest Approval Rate with lowest discount rates from DentalFinance.com (24, 36, 48, 60, 72, 84 - Month Terms: 5% Discount fee to Provider). Go to DentalFinance.com and sign up today. Free tool to reduce your Provider Fee as low as 3%!

Fast, friendly and flexible funding for dentists from Bank Of The West. Let me tailor a loan that meets your needs. Yoon Saechao, VP, Sr Business Development Officer 415.407.4979 | Yoon.Saechao@bankofthewest.com

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

Coachman chair with light and unit in good working condition. \$3500 obo. Email me at nlvanderhoff@aol.com Thank you!

Space Sharing opp. for a fantastic Periodontist or Oral surgeon in a Gen. Dentist's office (Fremont & Santa Cruz). (510) 210-3852

Burlingame small GP for SALE .PPO/HMO.Dentist is retiring. Currently, one chair available for space share 2 days/week. GPBurlingame@gmail.com

Dental office looking assistant with exp in ortho in Gilroy, CA. 3 days at month. Wed 9-5 pm and Fri 9-1pm (408) 842-5000

Berkeley Practice in need of endodontist or GP for endo Call (510)548-3368 or Email info@campusdentalcare.com

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

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

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

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

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



Submit Your Reader Ad Online

Reach every dentist in California!

See FAQs page at dentaltrader.com for instructions

Your ads post instantly to Ad Board!

dentaltrader.com



Professional Practice Sales of The Great West

Specialists in the Sale and Appraisal of Dental Practices

Summer is heating up! Are you?

- 6163 LAKEPORT** Extremely attractive alternative to practicing in ultra-competitive urban settings and living in expensive housing markets. Appeal of practicing in Lakeport is ability to step back in time when life was less hectic. Decompress and have more time for yourself. Practice has 44-year foundation. Beautiful 6-op facility with high-end technology, inhouse fabrication center and completely networked. 2018 collected \$956,000 with Profits of \$360,000. Building is optional purchase. **Full Price \$350,000.**
- 6162 REDDING** Great alternative to practicing in uber-competitive markets located in ultra-expensive housing communities. Strong foundation as evidenced by 1,500+ patients and growing Hygiene Schedule which is now 8-days a week. Charges in 2018 totaled \$709,800 - down from 2017 which realized \$779,000. (2018 experienced a hiccup due to the Carr Fire in July.) Owner works 3.5 day week and takes 9-weeks off. Simple "bread & butter" practice with all specialty work referred. Seller previously owned a very busy Group Practice in expensive beach community in Orange County. Comparing the two, he prefers his Redding practice. 2,000 sq.ft. suite leases for \$2,296/month and enjoys River views. **Full Price \$235,000.**
- 6160 SAN FRANCISCO'S 450 SUTTER** 12th floor with unencumbered views of Downtown. Upgraded office, technology and delivery systems. PPO practice collected \$276,000 part-time due to Owner's East Bay practice.
- 6159 WOODLAND** 3-day practice perfect for first practice, or acquisition by nearby DDS as can be relocated. Collections in 2018 totaled \$518,000. 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. Adjacent to Ferndale. Perfect for Dentist seeking small town living. 2018 Collected \$395,000. \$156,800 in Profits. 6-weeks off. Lots referred. **Full Price \$75,000.**
- 6157 SACRAMENTO'S ELK GROVE AREA** 2018 collected \$909,000 on Owner's 3-day week with \$364,000 in Available Profits. Successor can immediately increase to 4-days as practice is rich in patients. 25+ new patients per month. 5-ops, digital Pan, strong Recall, great staff. Want to be busy and make a "no-risk" acquisition? Then investigate this opportunity. **Full Price \$450,000.**
- 6156 SANTA ROSA** Sited on main traffic artery not far from Oakmont. Strong foundation evidenced by 4-days of Hygiene. Well-designed 5-op office. 2019 trending \$850,000. Over \$200,000 invested in equipment and technology. **Full Price \$325,000.**
- 6155 LAKEPORT** 5-days of Hygiene. 2018 collected \$825,000. Lakeside location and nicely equipped. Seller happily looks forward to retirement. **SOLD**
- 6152 SAN RAFAEL** Across the street from Marin Academy. 2018 collected \$520,000. Stand-alone building, optional purchase. Nearby DDS who desires their own building. Could vertically integrate their practice here and have an instant \$1+ Million practice in a superior location. **SOLD**
- 6151 MODESTO** Located on north end of Coffee Road where new development is occurring. Attractive 3-op office. 2018 collected \$408,000 on 2-day week. Did \$700,000+ in 2016 when Owner was full time with \$240,000 in Profits. **SOLD**
- 6150 HAYWARD** Strong Dental DNT. Well-designed 5-op office. Digital radiography and computers. 2018 trending \$850,000+. 5-days of hygiene. **SOLD**
- 6147 CENTRAL MARIN - OUT-OF-NETWORK** 2018 collected \$2.2 Million. Hygiene produced \$1.1 million. \$700,000+ in profits. Unique in so many ways! Seller available for long transition. **SOLD**
- 6143 BERKELEY'S ALTA BATES VILLAGE** 3-day week collected \$540,000 in 2018. 4-days of Hygiene. Housed in its own building on Webster Street. **SOLD**



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

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

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

Delta Premier Providers have an Extraordinary Opportunity

April 2011, Delta mandated new network providers (GPs, Prosthodontists, Orthodontists and Pedodontists) become Premier and PPO providers. Post-April 2011, new providers learned that by opting out of their PPO contracts, they would default to Premier providers. Delta corrected loophole in 2017. May 2018, litigation referenced as "California Dental Association, et al. v. Delta Dental of California, Action No. CGC-14 538849" was settled. Many believe Delta is discussing how and when to end Premier "only" contracts and simply pay contractual benefits based upon the patient's insurance plan. Delta has been and will continue to make changes that shall impact private practice.

There are practices that are 100% out-of-network. They set their fees, have very loyal patients, have busy hygiene schedules, have the best staffs and are profitable. And their patients realize their insurance benefits. These practices are located in communities of varying economic demographics with some in communities that would surprise you.

If your practice is renowned for its "customer service", if your practice scores high in patient relationships, if you have an elevated skill set and if you have a rock solid Team;

now is the time to seriously consider taking your practice out-of-network. By doing such, you will have secured your practice's operating model, the ability to attract superior candidates to replace departing Team Members, the ability to continue to make capital investments and your ability to employ associates who shall work at your UCR fees rather than your skirting Delta's position that they need to be credentialed.

Premier practices placed "For Sale" are now discounted in the eyes of buying dentists, their advisors and lenders per their post-purchase drop in Delta revenues. The value is not predicated upon the practice's current performance but how the practice models as a Delta PPO provider.

If you make this change, your practice shall become something special. And when it is time for you to hang it up, your practice shall command top dollar when placed "For Sale" as it shall be a highly coveted acquisition.

This is not an easy path, and it shall take a "leap of faith!" But it can be done. With proper planning, coaching from experts and the support of your Team, you can become totally independent.

CA DRE License #1422122

NO JULY ISSUE

LOOK!

FOR YOUR NEXT
EDITION IN AUGUST

REPLACEMENT UPHOLSTERY FOR CHAIRS AND STOOLS

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



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

Optional upgrades such as:

- **Memory Foam \$198**
- **Relaxor Massage System w/ heat \$325**

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

Superior
UPHOLSTERY COMPANY