

THE Dental Trader

VOL. 16 NO. 10 • October '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



Don't know **WITCH** dental system to buy?

**HALF-PRICE
* HALLOWEEN SPECIAL ***



**Complete Digital System
\$9,995**

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.

Regular Price: \$19,990

In business since 1985



LEASE TO BUY

- No Payment for 90 Days
- \$220/month for 5 years
- \$1 Buyout (OAC)



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. *5 yr. limited warranty



**Call 800-273-5033 to schedule
a free Demo in your office**

www.ez2000dental.com

*We bridge to virtually all
practice management systems*



We are proud to welcome Justin J. S. Morgan, Attorney at Law, to our Team

Justin J. S. Morgan previously led Bank of America's private practice healthcare finance division for dentists and worked as a bankruptcy and commercial litigator with the international law firm of Brown Rudnick. He has analyzed hundreds of dental and medical transactions and has delivered numerous seminars on practice and real estate finance at Dental events and society meetings. He was admitted to practice law in California in 2011.

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

SPECIALIZING IN:

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

Upcoming Events

October 17-20, 2019
Practice Valuation Study Group (PVSG)
Location: Scottsdale, AZ

Call for a FREE Consultation

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



WOOD AND DELGADO



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



**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

X-ray duplicator by star X-ray, \$100+. S+h,email
abe126@live.com. As is cash only.

NOBEL IMPLANT MOTOR and HANDPIECE, great condition,
\$1795/OBO, 925-321-2805 text

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

TRUDENTA COMPLETE BRAND NEW SYSTEM, NEVER USED,
HALF PRICE, koerbergeorge@gmail.com

experienced orthodontist looking for work in San Jose, Santa Cruz
area. please contact Dr. Chang 626-818-0633

Brassler Forza V3 Piezo Ultrasonic with LED light, 6 tips. \$980
Rodney (626)616-6000. 600jones@gmail.com

Treat more children, increase your patients. Pediatric Dentist
available to work in your office (818)883-1383

Roseville Ca Selling 2 fixed dental lights in great condition
price negotiable chou90@yahoo.com

Xray sensor DentiMax Pedo size \$2499 Original \$5999. Txt
Yuki@4156905756

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

bicon dental implants and surgical kit for sale. 9 implants and
5 abutments please call for detail. (626)818-0633

FRESNO Sublease, for couple of days/month. Please email
availability to ilyaben@gmail.com

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

Used Pano Xray Machine. "PM 2002 CC Proline" (818)679-1780,
Luis.

Used Dr and Assistant Chairs. 4 each. Good condition. (818) 679-
1780, Luis.

Ortho asst part time. Good pay. Send resume
mycitydental777@gmail.com or call (408) 842-5000.

Triad 2000 VLC Light-curing Unit, \$500, Dr Harman,
(707)888-0747

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

New Midmark Soniclean Ultrasonic. \$950.00 Phone: (858)
247-3020

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



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, & Dentrrix s/w. Bldg is 4,388 sq ft. There is an existing tenant in one unit. The dental office in the other. Seller relocating, 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. **REDUCED**

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. Dentrrix 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.

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. **PENDING**

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

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. **SOLD**

ORANGE COUNTY

FOUNTAIN VALLEY - (4) op comput G.P./ (3) eqt'd. (43) years of Goodwill. Cash/Ins/PPO. (7-9) new pts/mos. Digital X-Rays. 2018 Gross Collect. ~ \$414K on a (4) day wk. Low Overhead/High Net. Seller retiring. **NEW**

LA HABRA - (6) op comput. G.P. (2) ops set up for surgery. Heavy emphasis on Implants & Crown/Bridge. Located on a main thoroughfare, w excell. exposure/visibility/signage. Cash/Ins/PPO pts. (20-30) new pts/mos. Annual Gross Collect ~ \$1M on (4) days/wk & (9) mos/yr. Seller retiring but will assist w the transition. There is a Possible Partial Seller Carry Back & Seller is willing to work back. **NEW**

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. 2018 Gross Collect. \$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. **REDUCED.**

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

CAMARILLO – (4) op comput G.P./ (3) ops eqt'd. Located in a Prof. Bldg. Cash/ Ins/PPO. No HMO & No Denti-Cal. No Nights & No Weekends. (34+) years of Goodwill. Annual Gross Collections ~ \$350K+ on (3-4) days/week. Digital X-Rays. Reasonable Lease. Seller retiring but will assist with the transition. **PENDING**

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. \$378K thru May 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. **REDUCED**

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.

UPCOMING PRACTICES FOR SALE

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

"The Personalized Service Dental Broker®"

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

20% OFF
THIS OPPORTUNITY EXPIRES ON 9/30/19



PSEOS.COM/SAVE20

Dental SEO?



WE TACKLE THE TOUGHEST DENTAL KEYWORDS!

(310) 660-7606

DEXIS DIGITAL SENSOR. In excellent condition. More info and photos available at ddsshopper@cox.net

Dentsply Sirona tekfit Druformat Scan digitized vacuum former, open box, never used. make offer. please call (626)818-0633

EXCELLENT DDC, ASST & PT CHAIRS, PICS available, koerbergeorge@gmail.com \$150.00 to \$1000.00

DIO implant kit for sale. BRAND NEW unopened box. Asking \$7000 obo. Email epark520@gmail.com if interested.

Model Trimmer, Weimer brand, diamond cutting disks, never used: (858)755-9990 leave message please \$350 obo

Associate Dentist Santa Maria Prvt fee 4 svcs practice. Must be confident in RCT, implants, OS. Comp DOE (805)245-4800

Central Coast GP seeking P/T evenings/weekends. Quality, caring, personable, loves extractions. Text/call 917-204-3861.

Clearance, 9 chair office, every kind of equipment available. No reasonable offer will be refused. pics available: koerbergeorge@gmail.com

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

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

ORTHODONTIST needed for clinical auditing in Sacramento area. Good for retired orthodontist, or one working part time. Contact thomaswhite1630@gmail.com for details.

Endodontist needed for private practice in Vacaville. Starting at 1 day/month. Contact penaadobedental@gmail.com

Global Microscopes For Endo Dentist call or text for more info: 442-234-4235 asking price \$7500 or best offer

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

Amalgamator c-1a asking \$40 plus s+h if interested email Wm. At abe126@live.com was used in my practice till retirement.

Roseville ca selling 2 Pelton & Crane Rail Dental chair Lights great condition price negotiable email chou90@yahoo.com

Intra-oral camera, Schick USB with over 300 camera sheaths only \$300 photos/info at davidtodds@yahoo.com 949-278-6806

Patient Kiosk for the Ultimate Paperless Practice. Under \$3,000. (800) 273-5033. www.ez2000dental.com/kiosk

Salvin SplitSheet Implant Pack surgical packs #1090 - 6 individual kits -\$55 each \$300 for all 6 San Diego 858-485-6781

DENTAL PRACTICE IN CULVER CITY FOR SALE. 4 OPS, 1490 SQUARE FEET, HMO, PPO, CASH. 47YRS OF GOODWILL CUREMAN11@GMAIL.COM

SAN FRANCISCO: An opportunity like this does not come along very often! ~980 sf w/ 3 ops Reduced \$575k (AG-944) WPS/800-641-4179

Legal Tip: Buyers: Are you getting an EDD Release from the Seller? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

Need a Due Diligence Report? Before you buy a dental practice, you need to know the risks. Visit us at mydentistcpa.com. 949-485-2011. We are totally independent from practice brokers.

Belmont Pano X-Caliber with AT2000 processor for sale, location CA91763 very good working condition. \$999, text 9097679212

Contra Costa County GP practice. Turn key. 3 full ops. State of the art equipment/Digital. Highly desirable location. Very low rent. Currently well under capacity. \$600 in collections/3 years. Cash/PPO. email amimod12345@gmail.com

Roseville ca selling ADP suction air water equipment good condition chou90@yahoo.com price negotiable



Over 145 5-star Avvo[®] reviews!

"It was a real pleasure to work with Bob Olson. He took the time to explain things to me and answered all my questions. Words simply can not express my gratitude. He was so kind, patient, efficient, diligent, and reassuring. It made the whole process less stressful. If you are looking for an attorney I would highly recommend him. I know that I will not hesitate to call on him for future legal services."

Avvo[®] Review #146

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

MIDWEST PROPHY HANDPIECE FOR SALE, \$250 dollars each or 2 for \$400 dollars. Email : davidto_dds@yahoo; 949-278-6806

Customizable upholstery kits for patient chairs and doctor/assistant stools. Call us today. Superior Upholstery 888-548-7282 www.superiorupholstery.com

Ready... Set... Practice! Beautiful, remodeled, well-established & profitable GP practice in Simi Valley for sale. Great opportunity. Located in a cozy stand-alone building, ample free parking & no other dentists! 5 ops, 4 fully equipped. 40% cash 60% PPO. Established 40 years. Yours for only \$490K. For photos and all info please contact David Silkman at 310-923-2614 or david@SilkRoadRealtyInc.com. A true gem! DRE# 01721517.

APIXIA phosphor plate imaging system: List: \$7,495. Sell: \$5,600 BRAND NEW. (800) 273-5033. www.ez2000dental.com

Looking for GP dental office in the south bay area (san jose, campbell, santa clara, etc) email GPdentaloffice1@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.

Caulk Varimix II TRITURATOR/279. Manual Daylight Film Processor/\$75 Call 402-658-2431

Encino: Dream office 5 ops, all the digital tech. Cerec , retiring dentist near \$900k collections. (DRE01993607) (818)522-9123

Purchasing a new building? Call Alton Do at Citi Practice Finance to guide you through the financing process at 949-623-6837. Equal Credit Opportunity Lender

CAMARILLO - (4) op comput G.P./ (3) eqt'd. Cash/Ins/PPO. Annual Gross Collect ~ \$350K on a (3) day/wk. Digital X-Rays. Seller retiring. D&M Practice Sales 818.591.1401

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

Do you want to grow your business? Hire an associate and call today to learn about the importance of having an associate agreement. Law Offices of Amy L. Borden, A.P.C. (888)416-1321 / www.californiadentalattorney.com / amy@californiadentalattorney.com

Travel'N'Learn with Xcel Seminars in Las Vegas! Attend our "Innovations in Minimally Invasive Bioceramic Materials & Procedures" course on Friday, Sept. 13th for only \$99 and then enjoy your weekend in Vegas! Register at www.xcelseminars.com

GRASS VALLEY: Well-established practice of 40+ years, known for its quality dentistry! ~1200 sf w/ 3 ops \$420K (HG-1053) WPS/800-641-4179

Need a Dental CPA? We are a California CPA working focused on dentists. Visit us at mydentistcpa.com. 949-485-2011.

Looking to expand or remodel your office? Call Kaochio Saephan at Citi Practice Finance to guide you through the financing process at 949-623-6837. Equal Credit Opportunity Lender.

Santa Rosa dental 1500 sq ft space for rent, 4 -5 ops, \$2400/ mo including equipment (vacumn, compressor, chairs, x-rays, etc). recently remodeled. also 900 sq ft dental office 7074948498

Kodak DigitalPano 8000, FOR SALE. Needs repair. Make an offer. Can be repaired & resale value: 10-15k. Call 714-262-1069

SACRAMENTO'S CAMPUS COMMONS Delta PPO practice averages \$480,000 in collections per year with 10+ weeks. 3-D Cone Beam. Full Price \$200,000. To learn more, go to www.PPSsellsDDS.com.

Associate PEDO Dentist wanted in Bakersfield. Full time position. Very competitive salary/bonus/benefits. Sedation License a Plus. send resume: healthysmiles4us@yahoo.com or call 661-2052695

Assistant Chairs!! For cheap! Best Offer/OBO Call 909-941-2288 ask for Kat oasisdentalrc@gmail.com

Vari-mixII caulk amalgamator \$95 Contact Judy at (310) 839-2722

Don't See Your Ad?



Every week dozens of people place reader ads but forget to include a phone number or email address, others submit ads anonymously which we do not allow so we must delete them. This happens over 100 times a month! If you don't see your ad, this may be why. See bold red text at top of ad submission page at dentaltrader.com.

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!*

*" I am very thankful for
Loc Pham's professional,
responsive and honest
assistance with the
whole selling process ...
We had quite a few
obstacles in the process
but in the end I was able
to sell my practice...Loc
has the ability to use
knowledge, facts and
data to effectively solve
problems and find
solutions. Patient, kind
and understanding - I
highly recommend Loc
and his team!"*

~ Goretti Li, DDS

**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 ~\$692K

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

Beverly Hills - Just Renovated

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

Bellflower - New Listing!

- Equipment & Leasehold
- Corner Lot in Shopping Plaza
- ~1,600 sq.ft., 4 equipped Ops.
- Affordable Rent

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
- Motivated Seller!

Hawaiian Gardens

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

Lawndale - Equip. & Leasehold

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

Long Beach - Shopping Center

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

Los Angeles -

- **Starter Practice & Real Estate**
- Freestanding Bldg at intersection
- ~ 1,245 sq.ft. + 3 Eq. Ops.
- Collects ~\$185K on 2 days/wk
- Mostly PPO/Cash

Los Angeles - Gross ~\$375K

- Opens 4days/wk. No Weekend
- Mostly Cash, PPO & Denti-Cal.
- ~1,400 sq.ft. 3 Eq. Ops.

Pasadena - New Listing!

- **Pending** - Welcome backup offer
- Front Street Location!
- Affordable Rent. 3 Eq. Ops.
- ~ \$160K on 3-4 half days/wk
- Mostly Cash/PPO & Denti-Cal.

South Gate - New Listing!

- **Pending** - Welcome backup offer
- Great Location - Shopping Plz.
- Starter Practice w/Bonus Pts.
- ~1,200 Sq.ft., 4 Equipped Ops.
- Gross ~ \$149K 2018

Dental Practice for Sale Orange County, CA

Cypress - Equipment & Leasehold

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

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 Ctr

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

Santa Ana - Gross ~\$700K

- PPO/FFS & Cash Only. 7 Eq. Ops
- Large Shopping Plaza, ~2,000 sf

Santa Ana - New Listing!

- Shopping Plaza, Little Saigon
- Collects ~\$192K on 4 days/wk

Orange County - New Listing!

- **Pending** - welcome backup offer
- Collects ~\$1.1 M. Insurance/FFS
- General, Cosmetics, Implants
- Stable pt. base & good recall system
- Shopping Plaza

Dental Practice for Sale Riverside County, CA

La Quinta - Gross ~\$1.5 Million

- Retired Doctor
- ~60% Insurance & 40% FFS
- Beautiful & High Tech Office
- 10-12 hygiene days/month

Palm Springs -

Practice & Real Estate

- **Gross ~\$1.1M.** ~2,500 sq.ft.
- GP & Implant Placement
- 5 Eq. Ops. + 1 add'l plumbed
- Freestanding Bldg w/parking

Dental Practice for Sale San Bernardino County, CA

Rancho Cucamonga -

- Endo practice. PPO/HMO Practice
- Gross ~\$300K. Shopping Ct.
- 2 eq. ops. + 2 plumbed ops.

Victorville -

- **Starter Practice & Real Estate**
- Single Story Bldg w/Parking Lot
- 7 rooms, ~ 2,117 sq.ft.
- Bldg. visible off freeway I - 15

Dental Practice for Sale San Diego County, CA

Chula Vista - Gross ~\$555K

- Highly visible location.
- Mostly Cash/PPO. 4 eq. Ops.

Dental Practice for Sale Northern California

Berkeley - Asking \$150K

- Cash/PPO Only
- Starter Practice + Bonus Pts.
- 3 Eq. Ops. Commercial Area

Daly City -

- **Gross ~\$365K. PPO/CASH**
- Doctor retires. 25+ yrs goodwill
- Commercial Area.
- 1,200 sq.ft. 3 Eq. Ops.
- ~ 10-20 new pts/month

Fairfield - Seller Retiring

- Good visibility. Busy location.
- Gross ~\$205K. No marketing
- Opens 4 days/wk. No Weekend

Fremont - Gross ~\$660K

- ~ 95% PPO, 5% CASH
- Commercial Bldg.
- 15+ years of goodwill
- 5 Eq. Ops, ~ 1,625 sq.ft.
- Opens 4 days/wk
- Refers out complex procedures

Pacifica - New Listing!

- **~\$318K Collections**
- All PPO/CASH
- Shopping plaza visible of adjacent Highway & Freeway.
- ~1,200 sq.ft., 2 ops + 2 plumbed

San Jose - New Listing!

- **Pending** - welcome backup offer
- **~\$300K Collections.**
- Shopping Plaza.
- Close to Great Mall in San Jose
- 3 Eq. Ops, ~ 1,200 sq.ft.

San Jose - Asking \$60K

- Equipment & Leasehold
- East San Jose - Shopping Pl.
- 1,550 sq.ft., 3 eq.ops + 2 plumbed.
- Cone Beam CT Scan included
- Remodeled ~ 5 years ago.

Dental Practice Wanted

Buyers Looking for:

Dental Pediatric Practices
Practices with Real Estate
Stater Practice in Shopping Ctr
PPO/CASH Practices
High Production Practices

Upcoming Practices

- ❖ Long Beach - Gross ~\$1M
- ❖ San Jose - Gross ~\$800K
- ❖ Dublin - Front Street Location
- ❖ Pacifica - Grosses ~ \$350K
- ❖ Modesto - Highly Visible Practice
- ❖ Fullerton - Starter Practice
- ❖ El Monte - \$300K Collections

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



The Law Offices of
J. Sean Dumm
A Professional Corporation

“

Sean was a huge help in purchasing my first dental practice.

He is very intelligent, experienced in his line of work, attentive, and very quick in replying to emails and phone calls. Being a first-time owner, there were so many things I didn't know and Sean was very patient. I believe that is very critical.

The experience of buying an office is not easy and anxiety runs high. You need someone to keep you calm and walk you through it all!

Teny Abedian, D.D.S. - Pasadena

”

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

YORBA LINDA PRACTICE FOR SALE 5 operatories grosses over \$600,000/year on 4 days/week- Thomas & Fees Practice Sales (714) 544-4341

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

Automated Appointment Confirmations at only \$100 per month. (800) 273-5033. www.ez2000dental.com

CONTRA COSTA COUNTY - 3 Ops, PPO, 1,200 SF, Dentrux. 2018 GR over \$1M. HSPPT- Jay Harter 916-812-0500-#CA595

Adult oral sedation certification course, 3-day weekend, attend and get certified, can be a career changing course, www.dentaloralsedation.com (805) 676-1063

"I've known Lee Maddox for many years. I have used his legal services for purchasing/selling dental practices; lease negotiations. His extensive dental training and knowledge coupled with his sharp legal mind make him the perfect and obvious choice for all my legal needs." Dr. Cunningham. www.maddoxhealthcarelaw.com

Purchasing a new building? Call Bob Affleck at Citi Practice Finance to guide you through the financing process at 949-623-6837. Equal Credit Opportunity Lender.

Amalgamator/triturator Promix by Densply-\$95 Contact Judy at (310) 839-2722

"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).

Lead apron \$95. Contact Judy at (310) 839-2722

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

Clio Digital X-Ray Sensor with imaging software and training: \$6,995. (800) 273-5033. www.ez2000dental.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

VISALIA: Practice AND REAL ESTATE! Prof Bldg on major thoroughfare. 2,260 sf w/ 6 ops \$275k/ Real Estate \$517k

iTero Element 2 digital scanner for sale! Purchased a few months ago. \$22k OBO. Text 2088001239.

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

Looking to discuss a loan for your dental practice? Call Kaochio Saephan at Citi Practice Finance to guide you through the financing process at 949-623-6837. Equal Credit Opportunity Lender

Head to Vegas with Xcel Seminars! Attend our "Innovations in Minimally Invasive Bioceramic Materials & Procedures" course on Friday, Sept. 13th for only \$99 and then enjoy your weekend in Vegas! Register at www.xcelseminars.com

VACUUM PUMP DUAL TECH WEST MODEL VPL2SS FOR SALE USED. Email wendytsai40@yahoo.com for more details if interested.

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

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

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.

Smart Caller ID: See complete patient info including balance, treatment plans, patient picture before answering. Blocks spam calls too! \$100 per month. (800) 273-5033. www.ez2000dental.com

2008 air techniques scanx 101LE. no software. If interested text me at 4247032347. Asking 2900\$

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

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

Now reaching 35,700 California dentists...nobody reaches more CA doctors than The Dental Trader! Place your ad today! www.dentaltrader.com

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

NORTH SANTA CLARA COUNTY - OUT-OF-NETWORK Perfect for Dentist who seeks strong patient relationships and wants to be insurance free. 2019 trending \$800,000+. To learn more, go to www.PPSsellsDDS.com.

If you have cell service...



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

As mobile as you are.

dentaltrader.com



MADE IN USA / 10 YEAR WARRANTY

\$5695

Installed* - 10 Year Warranty

America Operatory



MADE IN THE USA

Normal Installation within 1.5 hours of Factory*

\$6195

Installed* - 10 Year Warranty

Infinity Flex Operatory

New Infinity Flex Unit will install in a Cabinet, Cart or Independence System for Right and Left Use !



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

Legal Tip: You can save up to \$1,700 by forming your corporation at year-end. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

West Hollywood: 4 treatment rooms, Great collections, Retail center. Great collections. (DRE01993607) (818)522-9123

EAST SACRAMENTO: Remarkable, long-established opportunity, loaded w/ goodwill! 1100 sf w/ 4 ops. \$950k (EN-1052) WPS/800-641-4179

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

Oral sedation certification course, a course than may change the way you and your patients think dentistry, www.dentaloralsedation.com (805) 676-1063

You're practice growing and you are hiring more employees – did you know that many employment requirements kick in once you have 5 employees. Don't get caught off guard and unnecessarily expose yourself to liability. Call us at BPE Law Group, PC, and we will help. 916-966-2260, www.bpelaw.com/employment-law

Legal Tip: Does it matter whether the sale closes this or next year? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

Beverly Hills Operatory 4 Rent, Ground Floor Corner, 310-392-2022, walk to Rodeo & Century City, may lead to Associate

Tired, worn upholstery got you down? Call us today to customize your new upholstery kit. Superior Upholstery 888-548-7282 www.superiorupholstery.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).

Handheld X-ray unit GenOray includes tripod, and backscatter: only \$4,995. (800) 273-5033. www.ez2000dental.com

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

35K Dental Practice For Sale in Indio, CA - Great Business Opportunity For a Dentist that wants the pride of Business Ownership! New Equipment! Owner May Carry! Call Lidia for more info at 760 989-7046. License #01779246.

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

TRI-VALLEY'S PLEASANTON 2019 trending \$850,000+ in collections with Profits of \$440,000. Attractive 4-op office, Digital Pan and Fabrication Center. To learn more, go to www.PPSellsDDS.com.

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

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

ORTHO CHAIRS AND SIDE CARTS FOR SALE USED. 10 DOME INNOVATION CHAIRS AND 9 DOME SIDE CARTS. Email wendytsai40@yahoo.com

CORONA PRACTICE FOR SALE – 9 operatories in 3500 sq ft grosses \$2 million/yr – digital xrays & Pano – Condo also for sale Thomas & Fees Practice Sales (714) 544-4341

Certified Tax Coach for Dentists – And Cal CPA Firm as well. Learn how to lower your taxes legally. 949-485-2011. Or visit mydentistcpa.com.

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

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

Roseville ca selling four dental chairs fully equipped W/Dr&assist chairs Great condition price negotiable chou90@yahoo.com

DENTRIX IMAGERAYi digital sensor excellent condition. More info and photos available ddshopper@cox.net

25% Off ALL Dental Products & Supplies. (800) 273-5033. www.ez2000dental.com

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

20% OFF
THIS OPPORTUNITY EXPIRES ON 9/30/19



PSEOS.COM/SAVE20

HIPAA Compliant?



CALL FOR COMPLIMENTARY DENTAL PRACTICE AUDIT!

(310) 660-7606

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.

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

LINCOLN: Look no further than this growing community to springboard into your success! ~1800 sf w/ 4 Ops Reduced \$570k (EG-1016) WPS/800-641-4179

Relaxed affordable General Practice. Scenic area. Envable weather, wineries, renowned restaurants, great schools & shopping. Offers white & blue collar community. The Doctor practices at a relaxed pace, three days a week, averaging 8 patients per day. 9 new patients per month. Family dentistry with some cosmetics. All specialties referred out. Good income w/ work/life balance in unique Fee-for-Service Practice of 25 + years. Ready to sell immediately. Contact Steve @ 415-730-8383.

SANTA CLARITA - (4) op comput G.P. w newer eqt. High end buildout. Cash/Ins/PPO. Digital X-Ray & Pano. Annual Gross Collect \$1.4M. Selling due to health. D&M Practice Sales 818.591.1401

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

SAN RAMON (Facility): Move-in ready facility in well maintained professional complex. 1698 sf w/ 4 ops \$100k (BC-1056) WPS/800-641-4179

6 Belmont chairs and rear delivery units. In perfect working condition. Chairs less than 6 years old, touchless light. We have 6 fully operational ops selling. Call or text Alex for info and pictures. Will take highest offers. 619-517-6245

Smart Caller ID: See complete patient info including balance, treatment plans, patient picture before answering. Blocks spam calls too! \$100 per month. (800) 273-5033. www.ez2000dental.com

Hiring? Seeking Employment? Our system automatically matches qualified, local job seekers to the employers who need them. You Can Match, Interview and Hire in Hours Without Job Boards or Agencies. We match the best candidates for the position, someone who will compliment and fit in with your existing staff and the values/culture of the dental practice. End employment disappointments and find your best match now. visit HealthStaffConnect.com

Kids & Family Dental Practice North Hills, CA new construction, brand new equipment, great foot traffic mostly Hispanic NO BROKERS CALL 2133004300

Panoura 18s digital pan *NEW* only \$24,995. (800) 273-5033. www.ez2000dental.com

PLEASANTON Facility: This is an excellent opportunity for a graduate or a dentist seeking a Satellite location. 1000sf w/ 3ops. \$68k (DN-1003) WPS/800-641-4179

"I've worked with Lee Maddox since 2003 when he facilitated the sale of my dental practice and the subsequent start-up of another dental office. He was pivotal in structuring and negotiating the agreements and leases for both transactions. Dr. Maddox's sage advice/expertise as both a dentist and attorney afford him a unique and valuable perspective. I highly recommend Dr. Maddox to anyone who wants wise counsel and expert legal advice." Dr. Mallonee. www.maddoxhealthcarelaw.com

Dental Billing Services 25 years of experience in ALL aspects of Dental and Medical Billing. Credentialing and Insurance contracting. Looking to cut costs & clean up A/R. Affordable rates. 951-423-2202 jodi@elitebillingservices.com

3-day Board-approved course in oral sedation, Fri-Sat-Sun no miss office days, get certified now, affordable and practical www.dentaloralsedation.com (805) 676-1063

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

You've heard the name, now make the call. Superior Upholstery makes getting replacement upholstery simple. Superior Upholstery 888-548-7282 www.superiorupholstery.com



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 | \$430,000 | 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 | \$510,000 (Practice & Real Estate) | 4 ops** | Just off busy main road! Call Linda at (619) 933-6225.
- **Palm Desert Area | \$210,000 | 5 ops** | Priced to sell quickly! Call Linda at (619) 933-6225.
- **SOLD! Pacific Beach | ~~\$397,000~~ | 3 ops** | State of the art practice with well trained staff. Call Linda (619) 933-6225.
- **Escondido | \$180,000 + \$420,000 real estate | 2 ops** | Charming, free-standing building. Call Linda at (619) 933-6225.
- **San Diego | \$1,350,000 | 5 ops** | This is a super-premium, high-tech practice in prime location! Call Linda at (619) 933-6225.

Visit our new website at
www.integritypracticesales.com
 to discover the best options
 for your successful transition.

Orange County, Los Angeles, & Ventura

- **Beverly Hills | \$170,000 | 4 ops** | Prominent building on Wilshire Blvd! Call Ken at (805) 338-5850.
- **Glendora | \$425,000 | 4 ops** | 50+ year established practice with excellent reputation! Call Ken at (805) 338-5850.
- **Agoura Hills | \$265,000 | 3+ ops** | Contemporary fast-start practice in upscale area! Call Ken at (805) 338-5850.
- **Santa Monica | \$510,000 | 5 ops** | High end practice in busy business park! Call Darren at (805) 878-0633.
- **SOLD! Fullerton | ~~\$545,000~~ | 7 ops** | Modern and spacious on a main road!
- **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.
- **Glendale | \$650,000 | 4 ops** | Highly desirable neighborhood. Call Ken at (805) 338-5850.
- **Camarillo | \$360,000 | 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 | \$90,000 | 4 ops (3 equipped)** | In busy corner shopping center! Call Maricelle at (858) 722-7461.
- **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 | \$250,000 | 5 ops** | Modern practice in a high traffic shopping center. Call Ken at (805) 338-5850.
- **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.

A team dedicated to selling your practice.



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



Ken Skeate
(805) 338-5850
DRE# 00885612



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



Darren Hulstine
(805) 878-0633
DRE# 01899816



Darren Sharp
(714) 928-5822
DRE# 01939069



Brian Flanagan
(707) 898-0842
DRE# 01947466

Santa Barbara & San Luis Obispo Counties

- **Santa Barbara | \$122,000 | 4 ops** | Tons of room for growth in this stunning practice in the desirable Mesa neighborhood of Santa Barbara. Currently 2 days/week. Don't miss this opportunity! Call Darren at (805) 878-0633.
- **San Luis Obispo Turn-Key Lease | \$2.50/sq ft/month NNN | 7 ops** | Great spot, state of the art! (805) 878-0633
- **Central Coast | \$548,000 | 4 ops** | Located in a gorgeous medical office off Hwy 1! Call Darren at (805) 878-0633.
- **San Luis Obispo County | \$650,000 | 4 ops** | Incredible partnership opportunity! Call Darren at (805) 878-0633.
- **SOLD! San Luis Obispo County | \$1,820,000 | 7 ops** | Call Darren at (805) 878-0633.
- **Lompoc Dental Suite | \$630,000** | Two suites, move in ready (equipment available). Call Darren at (805) 878-0633.
- **Northern Santa Barbara County | \$1,437,000 | 9 ops** | VERY profitable! Call Darren at (805) 878-0633.
- **Central Coast | \$390,000 | 3 ops** | Busy shopping center near freeway entrance! Call Darren at (805) 878-0633.
- **Santa Barbara | \$1,050,000 | 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** | Recently updated, great reputation! 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.

Central and Northern California

- **Roseville | \$360,000 | 5 ops** | Growing, beautiful practice in medical complex! Call Brian at (707) 898-0842.
- **Shasta County | \$135,000 | 5 ops** | General and implant center. Huge potential! Call Brian at (707) 898-0842.
- **Carmel | \$525,000 | 4 ops** | Well established, modern office. Walk to downtown! Call Brian at (707) 898-0842.
- **San Francisco | \$1,735,000 | 5 ops** | Great opportunity! Highly profitable and elegant office in landmark Union Square medical building! Very well run. 4 day work week. Mostly fee for service. Call Darren at (805) 878-0633.
- **Sacramento Area | \$329,900 | 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.
- **SOLD! Sacramento | \$850,000 | 6 ops** | Near freeways, shopping, and medical offices. 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.
- **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.
- **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.

"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 Proussaefs Maneuver and the Tripodial Jaw Thrust technique

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 (6-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:

November 8th - 10th, 2019

March 13th - 15th, 2020

July 24th - 26th, 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)
Nationally Approved PACE Program
Provider for FAGD/MAGD credit.
Approval does not imply acceptance by any regulatory authority or AGD endorsement.
START DATE 09/01/2019
END DATE 08/31/2021
Provider ID#390855



California Institute of Dental Education (CIDE)
3585 Telegraph Rd. Suite B, Ventura, California 93003
www.DentalOralSedation.com
(805) 676-1063 or (805) 676-1611

Air Compressors, Quiet, Reliable and American Made, available in 1 - 4 HP, In Stock and Ready for Installation, Low Interest Financing available. Prices starting at \$3495, call (800) 423 - 5657 for information or visit our website WWW.DHPDENTAL.COM

LAKEPORT 6-op facility 2018 collected \$956,000 with Profits of \$360,000. 2019 trending \$1.1+ Million in collections. Full Price \$270,000. To learn more, go to www.PPSsellsDDS.com.

2018 CEREC Omnicam. Full Factory warranty till 8-23-2025. Used for less than one year. No tax for SoCal. Comes with heavy duty rolling cart worth 2k.\$32000. Call/text Alex: 6195176245

RDA COURSES - *Lowest Priced*- Take our RDA Exam prep course, 99% passing rate! (Includes both Written and Law & Ethics) Check our 5 star reviews on Google! call (626) 345-0005 or email MsGrant@ADMInstitute.com

Santa Rosa dental 1500 sq ft space for rent, 4 -5 ops, \$2400/mo including equipment (vacuum, compressor, chairs, x-rays, etc). recently remodeled. also 900 sq ft dental office 7074948498

ContraCosta County GP practice. Turn key. 3 full ops. State of the art equipment/Digital. Highly desirable location. Very low rent. Currently well under capacity. \$600 in collections/3years. Cash/PPO. email amimod12345@gmail.com

You are buying a practice! Can I keep the current employees on their original employment terms when I want to hire new employees on different terms? Make sure you know the ins and outs of the transition. Contact BPE Law Group, PC, 916-966-2260, www.bpelaw.com/dental-law

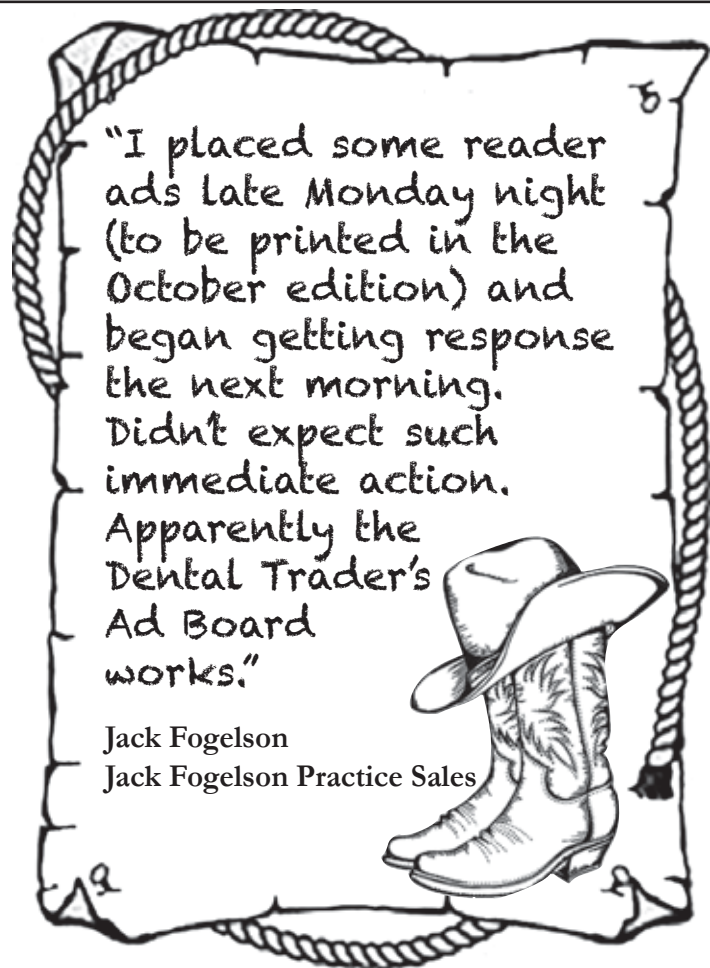
Saturday RDH needed in Millbrae, Ca., We've been featured in the media but but our best source of growth is word of mouth. Our clientele is our TOP PRIORITY. Ideal Candidate will Educate patients Comply with regulations, rules, & procedures Have State hygiene license /CPR certificate. Use a digital x-ray machine. Bilingual preferred (Chinese, Tagalog) We work very hard & our team is very supportive. Email your resume today! rxtooth8@yahoo.com see us at: www.janetlimdmd.com

Legal Tip: Buyers: Who completes and pays for retreatments? For how long? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

REDDING 1,500+ patients and 8-day Hygiene Schedule. Simple "bread & butter" practice. All specialty work referred. Roll-up your sleeves and do \$1+ Million. Full Price \$175,000. To learn more, go to www.PPSsellsDDS.com.

Panoura 18s digital pan *NEW* only \$24,995. (800) 273-5033. www.ez2000dental.com

LAGUNA HILLS DENTAL FACILITY FOR SALE 3 operatories + 1 plumbed - no patients - digital xrays and Dentrix computer- Thomas & Fees Practice Sales (714) 544-4341



Getting Crushed on Taxes? We can help. Set up a consultation and learn how to lower your effective tax rate. 949-485-2011 or visit mydentistcpa.com.

1 in 5 dentists currently practicing in the United States are licensed and practicing here in California and THE DENTAL TRADER is mailed to all of them. Place your ad today, visit www.dentaltrader.com, free ads for dentists and staff. Very affordable ads for everyone else.

PERIODONTAL PRACTICE FOR SALE IN FRESNO: Specialty office with a long history of goodwill in Fresno California. The practice has 6 operatories (4 Equipped). The facility is approximately 2160 square feet of space and the equipment is in good condition. The practice operated DSN as our practice management software. The practice collected approximately \$450k. The seller could stay on to help with transition if buyer so desires. Send CV to: periofresnoca@gmail.com

GREATER AUBURN/GRASS VALLEY - 1,330SF, 4 Ops, 3 equipped, 2018 GR \$474 <3 days/week. HSPPT- Thomas Wagner 916-812-3255-#CA570

Handheld X-ray unit GenOray includes tripod, and backscatter: only \$4,995. (800) 273-5033. www.ez2000dental.com

SELL MANY DENTAL ITEMS: dental chair complet with doctor and assistant stool, compresor, vacuum, xray machine and developer and other many items. Call for information and very convinient prices (obo): (310) 701-6050

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

Congrats you are selling your practice! But do you really know what those long contracts mean. Don't get trapped in a contract you don't understand or doesn't protect you. Call us. BPE Law Group, PC, 916-966-2260, www.bpelaw.com

Adult oral sedation certification course, 3-day weekend, attend and get certified, can be a career changing course, www.dentaloralsedation.com (805) 676-1063

DENTIST WANTED - Looking for dentist to join our private practice for full time position, four days a week Tue-Fri. Great patients and staff located in our beautiful Central Coast, with the option to buy out in one year. Dr. retiring. Please email your resume cdkrilldds@att.net, call or text 805-748-5538 (Dave). We'd love to hear from you.

ROCKLIN Facility: Build your own success here in this family-oriented community! 1650 sf w/ 4 ops +1 add'l. \$95k (EN-1055) WPS/800-641-4179

FORTUNA Relaxed lifestyle in Humboldt County's Banana Belt. Perfect for Dentist seeking small town living. 2019 trending \$400,000+ with 6-weeks off. Lots of work referred. Full Price \$75,000. To learn more, go to www.PPSsellsDDS.com.

Do you want to grow your business? Hire an associate and call today to learn about the importance of having an associate agreement. Law Offices of Amy L. Borden, A.P.C. (888)416-1321 / www.californiadentalattorney.com / amy@californiadentalattorney.com

Need a Due Diligence Report? Before you buy a dental practice, you need to know the risks. Visit us at mydentistcpa.com. 949-485-2011. We are totally independent from practice brokers.

Clearance Sale!!Every reasonable offer will be accepted on pt chairs, doc chairs, asst chairs, x-ray machines, poles, lights, otp arms c tray, delivery systems, endo equipment, "Tru Denta" TMJ equipment and implant equipment. Pics available: koerbergeorge@gmail.com

San Francisco East Bay. Modern, hygiene-oriented family practice in attractive well-appointed building. Walking distance to downtown shops, restaurants. Family driven community w/ major growth. The 3 Ops, plumbed for 4, interior is modern w/ quality fixtures, furniture, new equipment. Great opportunity for GP looking for long career in a vibrant community. Gross receipts over \$1M. Email ddsbayareasales@gmail.com.

"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

Roseville Ca selling 2 ADP compressors in Great condition price is negotiable please email chou90@yahoo.com

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 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



Cecilia Chen, Attorney

Super Lawyer 2014 Nominated by Peers

Toll Free: 855.850.4111
Email: info@practiceatty.com
www.practiceatty.com



LAW OFFICES OF
CECILIA CHEN

Dental oral sedation, a "must have" skill set, affordable \$1,875, fully certified course in a 3-day weekend, www.dentaloralsedation.com (805) 676-1063

DALY CITY: Amazing practice w/ seasoned staff in highly desirable neighborhood. 1500 sf w/ 4 ops \$345k (AC-1059) WPS/800-641-4179

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

YORBA LINDA PRACTICE FOR SALE 5 operatories grosses over \$600,000/year on 4 days/week- Thomas & Fees Practice Sales (714) 544-4341

Santa Rosa dental 1500 sq ft space for rent, 4 -5 ops, including equipment (vacuum, compressor, chairs, x-rays, etc). recently remodeled. also 900 sq ft with dental equipment. 7074948498

Looking to increase your revenue? We offer specialty services for handling Medical, Medicare, Dental, and Sleep Apnea billing. For more information please contact Amanda at 909.530.9225 or email her at billing@socialsleepsolutions.com.

GREATER EL DORADO HILLS - Approx. 3,000SF, 8 ops, 7 equipped, Digital x-rays, Digital Pan. HSPPT- Thomas Wagner 916-812-3255-#CA578

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



Kim Ta
License #02085576
(408) 687-5001
16 years in business



Dr. Rishi Salwan
License #02085289
(909) 239-2800
10 years in business

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

NORTHERN CALIFORNIA

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 \$603K for PEDO and \$230K for ORTHO. #CA576- Jay Harter - 916-812-0500

CONTRA COSTA COUNTY/EAST BAY - ASKING PRICE LOWERED BY OVER \$30,000... High-end, boutique style, cosmetic, and hygiene-oriented family practice in an attractive and well-appointed office building. Located walking distance to a busy, downtown area near shops, parks and restaurants, this family-oriented community is slated for extensive growth over the next few years (reported plans for luxury condos, new single-family homes etc.). The 3 Ops interior space (with plumbing for a 4th Op) looks as-new and is of modern design and color scheme, quality fixtures, furniture, and new equipment all make for a stunning presentation. Over 41 years of Goodwill established, with a historically loyal PPO patient base (this Practice is not a Delta Premier provider) all managed on Dentrix PM Software. This is a great opportunity for a GP looking for a long career within a vibrant, growing community. 2018 Gross Receipts over \$1M on 34 average Dr. hours per week. #CA595- Jay Harter - 916-812-0500

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. 1,800 sq. ft. with Dentrix PMS, Digital X-Ray, Diode Laser and Intra-oral Camera. 2017 Gross Revenue of \$446K 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

FREMONT - NEW LISTING - Priced to sell, Doctor is retiring! Over 40 years of goodwill in an urban and growing area in Fremont, Ca. This spacious 2900 square foot, general dentistry practice has 9 operatories and plenty of parking in a stand-alone professional building with great visibility. 2018 Gross receipts: \$631,000. Dexis digital xray, Softdent practice management software and 1 brand new Cari Vu caries detection device. Currently over 1200 active patients averaging 30 new patients per month. 35% PPO and 40% HMO. Seller is willing to help with smooth transition. #CA607- Kim Ta - 408-687-5001

GREATER AUBURN/GRASS VALLEY AREA - General practice with 39½ years of Goodwill, located in 1,330 SF office (2 story building) with 3 Ops and 4th plumbed hygiene/exam room. Rent is \$1,550/mo. Carestream software. 2018 GR of approx. \$474K 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 - Multi-doctor practice in Greater El Dorado Hills. Approx. 3,000 SF office, possible 8 ops, 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 SACRAMENTO/ROCKLIN - Long established GP practice in beautiful, well designed office, with 6 fully equipped Ops., digital x-rays, pano, lasers, and Dentrix 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 - ASKING PRICE REDUCED by \$60K 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. 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 \$755K on 33 average office hours per week, and Gross Receipts from 2018 P&L is \$786K. #CA550- Jay Harter - 916-812-0500

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 building 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 \$506K on a 4.25-day week. #CA543- 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 \$273K on an average 3-day work week (24 hours worked per week). Nice All-Pedo practice with décor and layout designed to attract children and place them at ease for their dental experience. #CA555- Jay Harter - 916-812-0500

GREATER VACAVILLE - 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 \$449K on 32 average Dr. hours (3½ days) worked per week. Dental Building purchase required with the purchase of this Dental Practice. #CA556- Jay Harter - 916-812-0500

LAKE TAHOE AREA - ENDODONTIC- NEW LISTING - Endodontic specialty practice located in a hospital/medical area of Lake Tahoe in an attractive and professional-looking Tahoe-style office building among the pines. Over 28 years of Goodwill established, with 10 to 15 patient referrals per month from local GP Dentists. Approximately 1,100 SF design with 3 Operatories, 3 digital X-ray sensors, a CBCT Cone Beam unit, and recently re-upholstered dental chairs. Great opportunity for an Endodontist to have residency in either CA or Nevada...and grow an existing specialty practice in a beautiful and vacation-oriented area. 2017 Gross Receipts were \$523,000 on 3 to 3.5 days per week average for Dr. hours worked. 2018 and 2019 Gross Receipts projected at similar dollar range. Asking price is below the recent and professionally obtained valuation for this practice. #CA602- Jay Harter - 916-812-0500

LAKE TAHOE AREA - NEW LISTING - Wonderful resort and waterfront-located GP dental practice in an attractive and professional-looking building with operatories and a deck overlooking beautiful Lake Tahoe. Over 42 years of Goodwill established, 2,100 sq. ft. suite, good hygiene recall patient base with 6 hygiene days/week. Seller reports only 34 total patients covered by Delta Premier. 5 Operatories (with a 6th plumbed), 2 Intra-Oral Cameras, 2 "Schick" digital sensors, CAESY Patient Education Software, Polaroid Imaging System, the "Wand", "Zoom" Laser Whitening, and a Panoramic X-Ray (Film-Based). Good opportunity for a new GP to grow endo, implant, and ortho program and procedures. Practice asking price is below recently obtained professional valuation. 2017 Gross Receipts were \$593K, and 2018 Collections (per PM Software) were \$711K on only 22 Dr. hours per week. #CA608- Jay Harter 916-812-0500

MONTEREY COUNTY - NEW LISTING - This Idyllic community on the Monterey Peninsula offers a slower pace of life and beautiful surroundings. Established over 70 years ago, 32 with present owner, this opportunity is very rare. Walk to the beach after a busy day working in a beautifully decorated 1,130 sq. ft. office with 3 fully equipped treatment rooms and equipment age 10 years or newer. Dentrix PMS, Dexis Digital X-Ray, IntraOral Camera and Diode Laser. 2018 revenue of \$528,000 on a 4 day work week with exceptional growth opportunity. Very modest lease rates caps a great opportunity for anyone wanting to live & work in the great community. #CA625- Jim Engel - 925-330-2207

NORTHERN CALIFORNIA OFFICE
1.888-217-2930



www.henryscheinppt.com

SOUTHERN CALIFORNIA OFFICE
1.888-217-2930

Buy it! Sell it! Trade it!!

DENTAL PRACTICE BROKERAGE

Making your transition a reality.



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



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



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



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



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



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

More than
75 Years of
Experience!

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

NEVADA CITY/GRASS VALLEY AREA - NEW LISTING - 49 years of Goodwill established at this Practice in a mature community. Attractive office building and space with 3 operatories and a film-based Panoramic x-ray unit. This approximate 1,700 SF space includes existing build-out for a dental lab which could have a separate entrance. This is a nice opportunity to take over a long-standing patient base and set up new lease terms and potential tenant improvements with the landlord. Seller reports this is an approximate 55% cash pay and 45% indemnity insurance practice. HMO and PPO not accepted and there are only 4 Delta Premier patients. 2018 Gross Income was \$270K on only 3 days (24 hours) worked per week. #CA611- Jay Harter - 916-812-0500

PALO ALTO - 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 \$459K 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

SACRAMENTO - PRICE REDUCED - Downtown / Midtown Sacramento: High-traffic Sacramento location GP Practice at the cornerstone of a high-traffic Midtown intersection, in an attractive and professional-looking building. 4 fully-equipped Operatories in approximately 1,052 SF of office space including EagleSoft PM Software, Intra-Oral Camera, ScanX Photo Phosphorus Plates Digital X-Ray System, Patient Education Software, and Film-based Panoramic X-Ray. Average age of dental equipment is 10 years of age. Over 58 years of Goodwill established, with Seller reporting a historically loyal Indemnity Insurance Plan patient base, good hygiene recall patient base, and with only 5% of patients reported with Delta Premier. Good opportunity for a new GP to grow endo, implant, ortho, and soft tissue program and procedures. 2018 Gross Receipts \$607K on 30 Dr. hours worked per week. #CA590- Jay Harter - 916-812-0500

SAN FRANCISCO - NEW LISTING - Great 41 years of history in San Francisco, 18 years in the present location at 450 Sutter Street. 2018 revenue of \$561,000 on a reduced schedule of 3½ days per week. 4 fully equipped treatment rooms housed in a very modern, upscale 1,130 square feet. Intra-oral camera and Diode Laser are newer than the average 18 year-old equipment which all remains in great condition. Owner is willing to work back 1-2 days a week if needed to insure a smooth transition before retiring. #CA618- Jim Engel - 925-330-2207

SANTA CRUZ COUNTY - NEW LISTING - Live and Play on California's most beautiful portion of the Central Coast. Awesome, well established practice for over 39 years in this growing, yet affordable community. Well-decorated, 1,410 sq. ft. with 4 fully equipped treatment rooms, Carestream PMS, Dexis Digital Sensors and 6 Computer Workstations. 6½ days of hygiene, 5-8 new patients per month and over 1,400 active patients. 2018 Revenue of \$1.1M+ on 3½ doctor days per week with nearly 50% net profit. Equipment age is 2-20 years with many newer items. Owner also owns the building and will offer great lease terms to the right buyer. Owner is retiring but will help buyer with a very smooth transition. #CA609- 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 \$2.8M. Free-standing building 3,000 Sq. Ft. Prime Real Estate, highly visible location off a major freeway and intersection, corner lot located 1 hour North of San Francisco. Averages 72 New patients per month and 10 days of Hygiene per week. 6 Fully equipped treatment rooms. Modern and High Tech with every amenity: Panoramic X-ray, Dexis Sensors, Intra-Oral cameras, Laser and Fully Paperless utilizing Dentrrix. Expansive 20 room building, updated design and built by owner dentist. Both Business and Real Estate are for Sale or Lease option. Doctor ready to retire and work back for smooth transition. #CA544-Gina Miller - 707-391-7048

SONOMA COUNTY - General Dental practice located in beautiful Sonoma Wine Country. Attractive, 1890 sq. ft. stand-alone building 4 fully equipped treatment rooms with room to expand. 39 years of Goodwill caring for families and adults. 2017 Gross Receipts \$529K on 3-day work week with 3½ days of Hygiene. Computerized throughout, Dexis Digital x-ray, Dentrrix PMS, intra-oral camera and laser. Has great visibility and easy access on scenic highway with proximity to large active retirement community and adjacent to village shopping plaza. Opportunity to own Prime commercial real estate, 14,400 sq. ft. parcel with picturesque vineyard and mountain views. Real Estate to be sold with practice or option to lease. Doctor is looking forward to retirement. #CA563-Gina Miller - 707-391-7048

SONOMA COUNTY - Stunning, Modern General Practice offering a broad range of service. All 6 treatment rooms have serene window view in spacious 2,200 sq. Seller-owned facility. 2018 Gross Receipts of \$802K with 4 days of Hygiene. Dexis Digital X-ray, Dentrrix 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, 3½ Doctor Days. High profits, low expense ratio. 2018 Gross Receipts \$906K. Approx. 1,000 sq. ft., 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, Dentrrix 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

SONOMA COUNTY - NEW LISTING - This General Family practice is in the most desirable area in Sonoma County. 42 Years of Goodwill in the community. The practice is located on the main road and has great visibility. 2018 Gross Receipts above \$2M. Spacious 4,600 Sq. Ft., with eight (8) fully-equipped Operatories. 13 days of Hygiene on 4.5 Day work week. Expansive space includes business office, consultation room, and large meeting conference room. High-tech, modern equipment throughout the facility: Including Cerec, Digital Sensors, Intra-Oral cameras, Laser, Patient Education, and EagleSoft PM Software. A paperless office w/ 21 computer workstations. The doctor is retiring and will work back for a smooth transition. #CA601- Gina Miller - 707-391-7048

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 \$764K with 5 days of Hygiene and averaging 65 new patients per month. Housed in 1,625 sq. ft. with 4 fully equipped treatment rooms and 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

YUBA CITY AREA - 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 Dentrrix 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 \$271K (per CPA's 2018 P&L Statement). #CA580- Jay Harter - 916-812-0500

NORTHERN CALIFORNIA OFFICE
1.888-217-2930



www.henryscheinpnt.com

SOUTHERN CALIFORNIA OFFICE
1.888-217-2930

HENRY SCHEIN®

PROFESSIONAL PRACTICE TRANSITIONS

DENTAL PRACTICE BROKERAGE

Making your transition a reality.

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

CENTRAL CALIFORNIA

CENTRAL COAST - ENDODONTIC PRACTICE - 3 Operatories equipped with Zeiss microscopes, Digital x-rays, Paperless, Cone Beam CT, and PBS Endo Software. 2018 Gross Receipts of \$1.1M+ with \$633K Adjusted Net Income. Hurry, this opportunity to live and practice in the beautiful Central Coast will not last. #CA489- Kerri McCullough - 949-300-0312

FRESNO - 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 \$650K, seller retiring from private practice. #CA518- Steve Caudill - 951-314-5542

FRESNO AREA - ASKING PRICE REDUCED BY \$50,000: 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 Operator 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 \$417,000 and 2018 GR \$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 set-up equipment included. 2017 GR of \$366K on a 3-day Dr. work week; 2018 GR \$408K. 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 \$233K 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

MODESTO - PERIODONTIC - NEW LISTING - Periodontal Specialty practice in a great part of Modesto near the Hospital available, with over 40 years of Goodwill in the community. Equipment includes intra-oral camera, digital x-ray sensor, and LANAP Laser. Room to expand with four (4) equipped Operatories plus one additional plumbed, unequipped in a 1,600 sq. ft. suite. Good opportunity for a new owner to grow upon a solid, existing, specialty practice. 2018 Gross Receipts were \$494,000 on only 4 Dr. days worked per week. Multi-Tenant Dental Office Building is also available for purchase with this specialty dental practice. #CA598- Jay Harter - 916-812-0500

TRACY - NEW LISTING - Well-established for over 55 years, 25 years with present owner. Great Central Tracy location near loads of shopping and services. Four (4) treatment rooms, digital x-ray, digital Panoramic and CAD/CAM housed in 1,700 sq. ft. with exceptional lease rates. 2018 revenue of \$732,000 is still growing on a 4 day work week with 5 days of Hygiene. This makes for a great upside opportunity for first-time buyers as well as current owners looking to expand. Easy commute from the Tri-Valley or Central Valley locations. Owner is relocating out of state but will work back for a short period to ensure a smooth transition. #CA630- Jim Engel - 925-330-2207

VISALIA - NEW LISTING - Nice GP office with 5 ops, seller also owns the building which is for sale (make offer), digital, 2,000 sq. ft. Office has great visibility, main street frontage with sign and easy, free parking. Crown and bridge and cosmetic, no Ortho, some basic Endo, Perio, Oral and no implants, Collections of \$334K for 2018. #CA628- Steve Caudill - 951-314-5542

SOUTHERN CALIFORNIA

BAKERSFIELD GENERAL DENTISTRY PRACTICE - NEW LISTING - Established General Dentistry Practice available in the Bakersfield area. 5 Ops, Easy Dental, 4 doctor days and 4 hygiene days per week. Room to grow the practice as most specialty procedures are referred to local specialists. Real estate also available to purchase. 2018 GR of \$375K. #CA623- Thanh Tran - 949-533-8308

BAKERSFIELD GENERAL DENTISTRY PRACTICE - NEW LISTING - General Dentistry practice with 6 Ops and 39 years of goodwill in the community. Practice features Dentrix, Intra-Oral Camera, and Denar Pantograph. 2018 GR of \$475K with \$165K Net with room to grow as most specialty procedures are referred out. #CA622- Thanh Tran - 949-533-8308

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- Thanh Tran - 949-533-8308

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, Eaglesoft PM Software, 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- Thanh Tran - 949-533-8308

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

COVINA - NEW LISTING - Well-established General practice with great visibility, 4 Ops, and digital x-rays. A bright, cheerful setting welcomes patients to this long-established family practice. Seller refers out most difficult specialty work so there is room to grow. All new patients are from word of mouth, no marketing. #CA634- Kerri McCullough - 949-300-0312

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

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

HUNTINGTON BEACH - NEW LISTING - General Dentistry practice with 4 Ops has been open in HB for 50+ years. EagleSoft, 2 days of hyg./wk. Huge upside potential as most specialty services are referred out. 2018 GR of \$356K, with \$141K Adj. Net. #CA613- Kerri McCullough - 949-300-0312

IRVINE - 6 Ops, 5 Equipped, Digital X-rays, Digital Pano, Laser, and PracticeWorks in an amazing location. All FFS with 10 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

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 located in the one of the most desired areas of Los Angeles. There are 5 Ops and a 3 chair ortho bay in a 3,000 sq. ft. suite with free parking. Visiting Periodontist 2 days per month and 2 Hyg days/wk. E-Z Dental, Digital x-rays, 3D CBCT, Digital Cep, and an intra-oral camera. Practice accepts most PPO plans, no HMO. #CA619- Kerri McCullough - 949-300-0312

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- Thanh 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

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 areas. Features SoftDent, Intra-Oral Camera, and Laser. 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

NORTHERN CALIFORNIA OFFICE
1.888-217-2930

 www.henryscheinppt.com

SOUTHERN CALIFORNIA OFFICE
1.888-217-2930

Buy it! Sell it! Trade it!!!

HENRY SCHEIN®

PROFESSIONAL PRACTICE TRANSITIONS

DENTAL PRACTICE BROKERAGE

Making your transition a reality.

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

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- Dr. Rishi Salwan - 909-239-2800

ORANGE COUNTY - ENDODONTIC - Beautiful, professionally designed suite. Newly built out in 2018, the practice features 6 Ops, 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

PALM SPRINGS AREA - NEW LISTING - General Dentistry practice with 6 Ops, 5 equipped, MacPractice, Digital, and Microscope. 6 days of hygiene, most specialty work referred out, big upside potential. No PPO or HMO. 2018 GR \$705K with \$210K Adj. Net. #CA612- Kerri McCullough - 949-300-0312

PALM SPRINGS AREA MULTI-SPECIALTY - NEW LISTING - 5 equipped Ops and 1 plumbed, not equipped 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. 97% Cash, 3% Ins. #CA604- Kerri McCullough - 949-300-0312

POMONA - NEW LISTING - General Dentistry Practice with Great potential! Low Rent- beautiful 4 Op practice. Dentist open only 2 days per week and retiring. 2018 Gross Receipts \$279K. Priced to sell. #CA610- Dr. Rishi Salwan - 909-239-2800

SAN FERNANDO VALLEY - 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 GABRIEL VALLEY - 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

SIMI VALLEY - NEW LISTING - General Dentistry practice with 3 Ops and over 30 years of Goodwill. Older office with 1,100 square feet, located in a strip mall shopping center close to a residential area. A majority of the specialty procedures are referred out to specialists. 2018 GR of \$263K. #CA626- Steve Caudill - 951-314-5542

SIMI VALLEY - NEW LISTING - General Dentistry practice with 6 Ops is now available in Simi Valley. Practice has 39 years of Goodwill and loyal, dedicated staff. Strong hygiene program in place. The professional building is in a great location. Practice utilizes EagleSoft, Digital x-rays, intra-oral cameras, and Pano. 2018 GR of \$740K. #CA617- Kerri McCullough - 949-300-0312

SIMI VALLEY - NEW LISTING - Beautiful General practice established for over 45 years. 5 fully equipped operatories, 1 not equipped, nitrous equipped in every operator. 2018 Gross Collections \$297K. Doctor refers out most specialty work. Great location and very low rent. #CA637- Dr. Rishi Salwan - 909-239-2800

SOUTH BAY/TORRANCE AREA - NEW LISTING - General Dentistry practice with a 44-year history in the South Bay is now available! 6 Ops in a professional building location that is beautifully decorated. Practice utilizes SoftDent, Digital x-rays, Intra-oral camera, and Laser. Visiting Endodontist and Periodontist keeps some specialty procedures in-house. Strong hygiene program in place and long-term, loyal staff to ensure a smooth transition. 2018 GR of \$1M+. #CA624- Thinh Tran - 949-533-8308

SOUTH BAY, LOS ANGELES AREA - 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-ray, 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. 4½ 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 Digital X-ray, 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

WESTERN SAN FERNANDO VALLEY - NEW LISTING - General Dentistry Practice with 5 Ops, 4 Equipped, in an upscale area. EagleSoft, Intra-oral camera, Schick Digital x-rays, and laser. 12+ years of goodwill at this professional building location, which is near a hospital. Accepts PPO and 3 HMO plans. 2018 GR of \$484K with \$218K Adj. Net Income. #CA614- 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

EAST COUNTY - NEW LISTING - Spring Valley: General family practice with 3 Operatories located in a convenient smaller strip mall adjacent to a busy street. PPO and no HMO, Digital x-rays, EZ Dent practice software, excellent area of opportunity. 2018 Gross Receipts of \$466K. #CA636- Russell Okihara - 619-694-7077

Henry Schein Corporate Broker #01233804

ENCINITAS - 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

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 GR \$269K. #CA605- Russell Okihara - 619-694-7077

SAN DIEGO COUNTY ORTHODONTIC - NEW LISTING - Excellent and rare orthodontic opportunity in the San Diego area. Seller works out of 2 sites over a 4-day work week providing an excellent opportunity for further growth in each location. The seller has been in operation for over 26 years with a stellar reputation. This is a paperless practice utilizing Ortho II software and an Itero Element II. The practice is well-maintained and includes recent upgrades to the computer hardware system. This listing will go quickly. #CA615- 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

OUTSIDE OF CALIFORNIA

BEAVERTON/HILLSBORO, OREGON - NEW LISTING - Well-established practice in growing area with a prime location. 10 Ops in 4,200 sq.ft., digital x-ray, pano, intra-oral cameras, Dentrix PMS, and updated equipment. 2018 GR of \$1,772,000. Call for specific details of sale and structure of transition. #OR116- Jessica Burbon - 503-332-6462

CENTRAL OAHU, HAWAII ORAL SURGERY - NEW LISTING - Longstanding OMF's practice for sale. 4 Ops with consistent production/collections over the past 3 years. Convenient location with ample free parking. Strictly PPO and no hospital affiliations. Dentrix, Digital Pano. Seller retiring. Excellent Opportunity. #HI113- Russell Okihara - 619-694-7077

EUGENE, OREGON - NEW LISTING - Mid-sized practice in a central Eugene location with 2,600 sf, 4 ops, Eaglesoft, and 30 years of goodwill. #OR114- Jessica Burbon - 503-332-6462

NORTH COAST, OREGON - NEW LISTING - Beautiful North Coast practice nestled on a lake inlet minutes to the ocean. Dr. works 3 days per week, 2 days of hygiene. 2018 GR \$366K, practice positioned for growth, Dr. is retiring. #OR112- Jessica Burbon - 503-332-6462

SOUTH COAST, OREGON - NEW LISTING - Beautiful turn key general practice located on the Southern Oregon Coast. Features 3,200 spacious sq ft., 6 ops, Eaglesoft, Dexis, Pano. Collections for 2018 were: \$740,000. Building available for sale. #OR113- Jessica Burbon - 503-332-6462

SOUTHWEST PORTLAND, OREGON - NEW LISTING - This established general dentistry/private practice is located in a SW Portland mixed business complex off a main thoroughfare. 2,634 square foot leased building is well maintained with 6 ops, 1 more plumbed/ready. Dentrix PMS, Dexis Digital X-Ray, Intra-Oral, Pano. 2018 Gross Receipts \$510K. #OR115- Jessica Burbon - 503-332-6462

NORTHERN CALIFORNIA OFFICE
1.888-217-2930



www.henryscheinppt.com

SOUTHERN CALIFORNIA OFFICE
1.888-217-2930

SOUTH BAY | \$649,000 | 6 OPS | BUILDING AVAILABLE | Successful and well-established General Practice on a busy street in the historic South Bay area in CA! Features 6 equipped operatories, Eaglesoft, private doctor's office with restroom, and ample parking for patients. Seller currently operates on a comfortable 4-day workweek. IntegrityPracticeSales.com, Broker Bill Kimball, DDS, DRE #01911548. (855) 337-4337

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

Patient Kiosk for the Ultimate Paperless Practice. Under \$3,000. (800) 273-5033. www.ez2000dental.com/kiosk

PRACTICE FOR SALE IN VISALIA: The office is fully computerized and digital, and operates with the Eaglesoft practice management software. This primarily FFS practice grosses approximately 650K and generates approximately 9 new patients per month. The practice is located in a great community in which to live and practice dentistry. Please send your CV to: centralvalleydds@gmail.com

Excessive Water Bills, Under Performing Vacuum System ? Dry Vacuum, Variable Speed is your solution prices starting at \$5295, American Made, Reliable and Ready for Install. Low Interest Finacing Available. Call (800) 423 - 5657 for more information

MISSION VIEJO SPACE SHARING ,DENTAL PRACTICE;Great opportunity for space sharing at a very low cost Amazing established general practice located in a 2 story medical building at mission viejo. .Established 2005 in 2700 sq.ft suite It has large waiting room with beatiful fish tank ,large office area and with lot's of high end goodwill. 2 TREATING ROOMS WITH A-DEC CHAIRS,LIGHTS AND CABINETS ARE READY FOR USE; more info call 949 293 1212 e-mail gbarnar@sbcglobal.net, www.drbarbar.com

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

"Docsites.com saved me \$2,000 a year on my website. I didn't need to do anything, they did all the work & the website came out beautiful on mobile & desktop. And they helped me keep my domain from the previous provider!" Dr. Rahbar. Switch & Save.Free Website Setup. \$49/month. Visit Docsites.com/Switch or Call 888 980 4949.

Associate PEDO Dentist wanted in Bakersfield.Full time position.Very competitive salary/bonus/benefits.Sedation License a Plus.send resume:healthysmiles4us@yahoo.com or call 661-2052695

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

WE DON'T PLAY THAT WAY



Most dental publications sell their mailing lists (of dental subscribers) and even sell email addresses (or provide spamming services) using data you entered when registering on their site. This is why you get so many promotional emails.

We don't do that here at The Dental Trader. Your personal contact information is private, we do not share or sell it to anyone. Companies ask to buy this from us all the time but we know you get enough junk mail & spam already so we just say no. It's also why every page of the **dentaltrader.com** website is 100% secure (https) and why we do not capture or phish for any data you provide. We respect your right to privacy.

Thank you for reading and advertising.
The Dental Trader.

DENTAL WEBSITE 60% OFF ~~\$999~~ Only \$399

Upgrade your practice website. We do all the work. No Contract.

The DocSites
Websites & Marketing

~~\$999~~ **\$399** setup fee!

+ Only \$49/mo. includes hosting & website updates



- ✓ We Do All the Work So You Don't Have To!
- ✓ Live Phone Support M-F 9am-5pm
- ✓ Dentist Approved Content
- ✓ 36+ Mobile Friendly Templates to Choose
- ✓ Search Engine (SEO) Friendly
- ✓ We Embed Your Positive Reviews

Already have a website?
Switch & Save Money,
now with *Easy SiteTransfer*.

ONLY
\$49 per month
* EXPO SPECIAL *

Visit us at these upcoming shows:

Greater NY Meeting
Booth #4513

ODA Ohio 2019
Booth #640



1-888-980-4949

docsites.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.

Santa Barbara office for Sale \$130K- affluent neighborhood, 3op (4 plumbed), digital tech, \$185K gross working 2 days/week. Turn key! Text (805)722-7803.

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

Need a Dental CPA? We are a California CPA working focused on dentists. Visit us at mydentistcpa.com. 949-485-2011.

Revitalize your worn upholstery today! Patient chairs and stool upholstery kits available. Superior Upholstery 888-548-7282 www.superiorupholstery.com

Oral sedation certification course, a course than may change the way you and your patients think dentistry, www.dentaloralsedation.com (805) 676-1063

FOSTER CITY Podo: Shared Space Situation. Conveniently located within walking distance of major corporations. 830sf w/ 3 ops. \$195k (DN-1044) WPS/800-641-4179

LAKE TAHOE AREA - ENDO – 3 Ops, 1,100SF, Digital X-ray, Cone Beam. HSPPT- Jay Harter 916-812-0500-#CA602

For Dentists. CAD-CAM Technology. Phil's Dental Lab. 1-st Zirconia Unit Free. Open extended hours and weekends. Rush orders welcome. Complementary pick-up service for most of Orange County, CA. (323)873-9497 philsdaddl@gmail.com

Clio Digital X-Ray Sensor with imaging software and training: \$6,995. (800) 273-5033. www.ez2000dental.com

Ready... Set... Practice! Beautiful, remodeled, well-established & profitable GP practice in Simi Valley for sale. Great opportunity. Located in a cozy stand-alone building, ample free parking & no other dentists! 5 ops, 4 fully equipped. 40% cash 60% PPO. Established 40 years. Yours for only \$490K. For photos and all info please contact David Silkman at 310-923-2614 or david@SilkRoadRealtyInc.com. A true gem! DRE# 01721517.

You are buying a practice! Can I keep the current employees on their original employment terms when I want to hire new employees on different terms? Make sure you know the ins and outs of the transition. Contact BPE Law Group, PC, 916-966-2260, www.bpelaw.com/dental-law



WESTERN PRACTICE SALES

800.641.4179

wps@succeed.net | WESTERNPRACTICESALES.COM

Practice Transitions Made Perfect™

BAY AREA

AC-989 SAN FRANCISCO (Facility): Busy Retail Shopping Plaza w/ major anchor tenants! 3 ops **Price Reduced \$125k**

AC-1059 DALY CITY: Amazing practice w/ seasoned staff in highly desirable neighborhood. 1500 sf w/ 4 ops **\$345k**

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 **Reduced \$575k**

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 WEST PORTAL AREA: Desirable area w/ easy commute to downtown San Francisco. ~1000sf w/ 3 ops **Reduced Price: \$410k**

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

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**

BC-1015 SAN RAMON Facility: Fantastic location, beautiful buildouts and well equipped, move in ready office! **\$200k**

BC-1022 OAKLAND: "Pill Hill" Area adjacent to hospital! 1064 sf & 2 ops. Plumbed for 1 add'l **\$150k**

BC-1056 SAN RAMON (Facility): Move-in ready facility in well maintained professional complex. 1698 sf w/ 4 ops **\$100k**

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

BG-1025 WALNUT CREEK: You won't find a more outstanding opportunity than this extraordinary practice! ~2138 sf w/ 6 ops. **\$750k Real Estate: \$995k**

BN-952 BERKELEY: Step into this quality practice and you'll know you belong here! ~835 sf w/ 3 Ops. **Reduced Price \$375k**

BN-1023 RICHMOND: This is a rich opportunity for the astute dentist! 1450sf w/2 ops + 2 add'l. **\$50k/ Real Estate \$750k**

BN-1038 BERKELEY: A perfect opportunity to own a practice in one the Bay Area's most popular cities! 1000sf w/ 3ops. **\$385k**

BN-1045 CONCORD: Imagine owning a highly successful, family-oriented practice! 1150sf w/ 3 ops. **\$165k**

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 **\$175k**

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

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

CC-1017 VACAVILLE: Maximize your work days and watch your production increase! ~ 1500 sf w/ 4 ops **\$130k**

BAY AREA CONTINUED

CC-1020 SANTA ROSA: Cash Flow of over \$270k. Unique FFS Practice. 1320 sf w/ 4 ops. **\$450k**

CC-1030 SANTA ROSA: Condo office in modern bldg w/ ample parking & adjoining Ortho practice! 1683 sf w 5 ops **\$325k**

CC-1049 SANTA ROSA: Fully Remodeled, Amazing Location. 2000 sf w/ 5 ops **\$685k Real Estate Also Available**

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

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

CG-1037 SONOMA COUNTY: Your lifestyle and practice will indeed be the envy of many dentists! ~1310 sf w/4 ops **\$395k**

CG-1048 SONOMA: This highly successful family-oriented practice has it ALL! ~1500 sf w/ 4 ops **\$650k**

CN-911 SANTA ROSA: "Quality Care & Patient well-being FIRST". 2250 sf w/4 ops + 1 add'l. Now: **\$520k**

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-986 CAMPBELL: The ideal opportunity to practice in this community! ~988 sf w/ 3 ops **Seller Motivated \$288k**

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

DG-1009 CARMEL: Amazing fee-for-service practice w/ no contracts! ~1150 sf w/ 4 ops **\$625K**

DG-1014 MONTEREY: Don't miss your opportunity to live and practice in beautiful Monterey! ~1125 sf w/ 4 Ops. **\$875k**

DG-1034 BELMONT: Med Prof Bldg on bustling commercial corridor. ~2000 sf w/ 5 ops **\$425k**

DG-1035 LOS GATOS: Over 40 years Goodwill in this charming community! ~1010 sf w/ 4 ops. **\$790k**

DG-1040 SUNNYVALE: Don't hesitate on this remarkable opportunity! ~3477 sf w/ 6 ops **\$1.085M Real Estate Available**

DG-1042 MOUNTAIN VIEW: Amazing opportunity providing quality, high-end dentistry! ~ 890 sf w/ 3 Ops **CALL FOR DETAILS**

DN-1031 CUPERTINO: This remarkable practice awaits only your talent and skill! 1500sf w 3 ops + 1 add'l. **Reduced \$1.1M**

DN-1032 PLEASANTON Facility: The perfect place to live, practice & raise a family! 1400sf w/4ops. Includes CTScan! **\$185k**

DN-1041 SAN JOSE: This stunning practice is an excellent opportunity for new grads! 1207sf w 2ops + 1 add'l. **\$195k**

DN-1003 PLEASANTON Facility: This is an excellent opportunity for a graduate or a dentist seeking a Satellite location. 1000sf w/ 3ops. **\$68k**

DN-1046 SANTA CRUZ AREA: Opportunities like this does not come along, except once in a lifetime! Office 2050 sf w/ 5 ops. Total sq ft 3880. **\$595k /Real Estate: \$1.1mil**

NORTHERN CALIFORNIA

EC-1005 YOLO CO: Highly Successful w/ Great Reputation in the Community! 1239 sf w/ 3 fully equipped ops **\$720k**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

NORTHERN CALIFORNIA CONTINUED

EG-910 MIDTOWN SACRAMENTO: A thriving practice does not come along very often! ~1107 sf w/ 2 + 1 add'l. **Reduced \$210k**

EG-968 SACRAMENTO: Desirable, mid-town neighborhood, w/ ample parking in garage! ~1527 sf w/ 5 Ops. **Reduced \$480k**

EG-972 ELK GROVE: Prime location! Real Estate available to purchase in the future! ~ 3500 sf w/ 8 ops+. **Reduced \$495k**

EG-1012 EAST SACRAMENTO: A practice like this one does not come available very often! ~ 2900 sf w/ 8 ops. **\$2.5M**

EG-1016 LINCOLN: Look no further than this growing community to springboard into your success! ~1800 sf w/ 4 Ops **Reduced \$570k**

EG-1039 EL DORADO HILLS VICINITY: The ideal opportunity to practice in this community! ~1100 sf w/ 4 Ops. **\$350k**

EG-1061 SOUTH AUBURN VICINITY: Come live, play and practice in the heart of this pristine town! ~1100 sf w/ 4 Ops. **\$350k**

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

EN-1051 SACRAMENTO: Location, Accessibility and Quality Relationships! 1,671sf w/ 5ops. **\$395k**

EN-1052 EAST SACRAMENTO: Remarkable, long-established opportunity, loaded w/ goodwill! 1100 sf w/ 4 ops. **\$950k**

EN-1055 ROCKLIN Facility: Build your own success here in this family-oriented community! 1650 sf w/ 4 ops +1 add'l. **\$95k**

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: \$200k/ Real Estate Available**

FN-961 EUREKA: Where the quality of life can't be beat! 1400sf w. 4 ops. **Practice Reduced: \$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. **Now Only \$275k!**

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-1053 GRASS VALLEY: Well-established practice of 40+ years, known for its quality dentistry! ~1200 sf w/ 3 ops **\$420k**

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

HG-983 GRASS VALLEY: Newly remodeled office in highly desirable neighborhood! ~1250 sf w/ 3 ops. **Reduced Price \$195k/Real Estate Available**

HG-987 LAKE TAHOE AREA: State-of-the-Art Practice located in picturesque mountain setting! ~ 3,400 sf w/ 6 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-879 SONORA: Great Cash-Flow for Only 3 Days a Week! 2950 sf w/ 3 ops **Reduced Price: \$265k**

NORTHERN CALIFORNIA CONTINUED

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

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-881 TURLOCK: Long established has unsurpassed quality care. ~3500 sf w/ 10 Ops (shared). **Reduced: \$295k**

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

IG-1009 TRACY: This opportunity is waiting for you to sink your roots down and invest your future here! ~1200sf w/ 4 ops. **\$745k**

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 Associateship 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**

JC-1054 VISALIA: Practice AND REAL ESTATE! Prof Bldg on major thoroughfare. 2,260 sf w/ 6 ops **\$275k/ Real Estate \$517k**

KL-909 SAN DIEGO: Remarkable Opportunity. Long established in vibrant North Park. 2400 sf w/ 5 ops & 2 Pedo chairs **\$810k**

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

SPECIALTY PRACTICES

BC-784 CENTRAL CONTRA COSTA CO Perio: Seasoned Staff. Office runs like well-oiled machine! 3 ops **\$295k**

BG-843 WALNUT CREEK Perio: Priced at 50% of collections! ~1085 sf w/ 4 ops **\$390k**

BG-1024 WALNUT CREEK Prosth: Stellar reputation for providing the highest level of treatment! ~2138 sf w/ 6 ops. **\$750k Real Estate: \$995k**

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-1044 FOSTER CITY Pedo: Shared Space Situation. Conveniently located within walking distance of major corporations. 830sf w/ 3 ops. **\$195k**

GG-940 NORTH OF SACRAMENTO Pedo: Practice is on track to collect more than \$1,000,000 in revenues this year! ~4300 sf w/ 5 ops. **Reduced \$555k**

JG-757 VISALIA Perio: Incredible Giveaway at this price! Collections over \$800k! ~2000 sf w/ 5 ops **Steal at \$150k**



We are a proud member of:

**DENTAL
TRANSITIONS™**

VALUATIONS | SALES | CONSULTING

BRE Lic. #02011891

10.19



WESTERN PRACTICE SALES

Your Life's Work Comes Down To This Decision

What separates us from other brokerage firms?

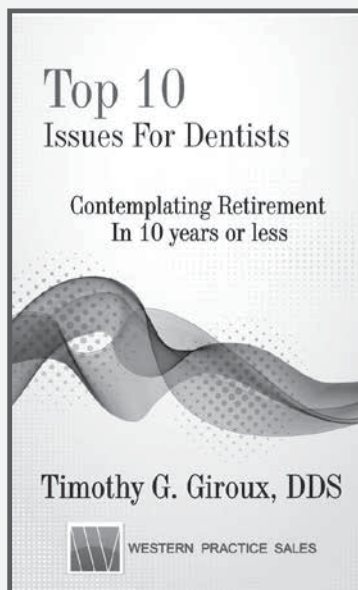
Western Practice Sales is locally owned by dentists and has been proudly serving dentists in the SDDS Marketplace for over 45 years. Our personal attention to our sellers and reputation of integrity and honesty has made us Northern California's Preferred Dental Practice Broker.

*Our extensive buyer database
allows us to offer you...*

Better Exposure

Better Fit

Better Price!



**Call or email today
for a free copy of
Dr Giroux's book**

***Top Ten Issues for
Dentists Contemplating
Retirement in Ten
Years or Less***

800.641.4179

**wps@succeed.net
westernpracticesales.com**



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 is currently the Owner & Broker at Western Practice Sales and a member of the nationally recognized dental organization, ADS Transitions. You may contact Dr. Giroux at: wps@succeed.net or 800.641.4179

Help us thank them



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

Registered as a 501(c)(3) Corporation

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

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

Veterans Sportsman Alliance

10394 S. Tantau Avenue, Cupertino, CA 95014

408.499.4139

info@veteranssportsmanalliance.org

www.VeteransSportsmanAlliance.org



Buying A New Practice? Call Bob Affleck at Citibank Practice Finance to guide you through the financing process at 949-623-6837. Equal Credit Opportunity Lender.

SANTA ROSA: "Quality Care & Patient well-being FIRST". 2250 sf w/4 ops + 1 add'l. Now Only: \$520k (CN-911) WPS/800-641-4179

New Dentist Program – Before you buy a dental practice or start a new one from scratch, you need to get your finances in order. Visit us at mydentistcpa.com to request our free ebook. 949-485-2011.

LA Dental Practice for Sale -- 6 ops, established over 50 years! Call 888-277-6633 for more information - REF#D825

6 Belmont chairs and rear delivery units. In perfect working condition. Chairs less than 6 years old, touchless light. We have 6 fully operational ops selling. Call or text Alex for info and pictures. Will take highest offers. 619-517-6245

Ventura, CA. General Practice dental office is for sale due to retirement after 40 plus years. The office is conveniently located in a highly visible, easily accessible building. The office occupies approximately 1100sq.feet and consists of 4 fully equipped operatories, a private office, a reception area, a sterilization area, a staff lounge, a lab, and 1 restroom.. This practice collected approximately 450K in 2018. Please send your CV to: venturacadds@gmail.com

LAKE TAHOE AREA – 5 Ops, 2,100SF, 2018 GR \$711K on 22 avg. Dr hours/week. HSPPT- Jay Harter 916-812-0500-#CA608

Buy, sell or trade all things dental. The Dental Trader reaches 40%-70% more California dentists than the most popular national dental magazines. See circulation comparison on our DISPLAY AD INFO page www.dentaltrader.com.

2018 CEREC Omnicam. Full Factory warranty till 8-23-2025. Used for less than one year. No tax for SoCal. Comes with heavy duty rolling cart worth 2k.\$32000. Call/text Alex: 6195176245

PROSTHODONTIC PRACTICE FOR SALE -Near San Luis Obispo, Ca. with many years of goodwill, looking to find a wonderful, kind practitioner to purchase practice, a beautiful well equipped Victorian building is optional. This FFS practice grosses approximately 1M on 4 days per week and generates approximately 11 new patients per month. The doctor will work back in the practice or mentor (if desired) to help with a successful transition. Please send your CV to: prosthsanluisobispoco@gmail.com

Dental oral sedation, a "must have" skill set, affordable \$1,875, fully certified course in a 3-day weekend, www.dentaloral-sedation.com (805) 676-1063

X-ray duplicator by star X-ray, \$100+. S+h,email abe126@live.com. As is cash only.

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



20% OFF
THIS OPPORTUNITY EXPIRES ON 9/30/19



PSEOS.COM/SAVE20

Social Media?



LET US BUILD YOUR DENTAL SOCIAL MEDIA PRESENCE!

(310) 660-7606

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

Santa Rosa dental 1500 sq ft space for rent, 4 -5 ops, \$2400/mo including equipment (vacuum, compressor, chairs, x-rays, etc). recently remodeled. also 900 sq ft with dental equipment. 7074948498

Santa Barbara office for Sale \$130K- affluent neighborhood, 3op (4 plumbed), digital tech, \$185K gross working 2 days/week. Turn key! Text (805)722-7803.

"I Love My Dentist!" Have your patients promote your practice for free! www.ilovemydentist.club

SACRAMENTO: Desirable, mid-town neighborhood, w/ ample parking in garage! ~1527 sf w/ 5 Ops. Reduced \$480k (EG-968) WPS/800-641-4179

Certified Tax Coach for Dentists – And Cal CPA Firm as well. Learn how to lower your taxes legally. 949-485-2011. Or visit mydentistcpa.com.

PRIVATE PRACTICE LOOKING FOR GENERAL DENTIST. GUARANTEED \$700 DAILY OR 25% COLLECTION, WHICHEVER IS HIGHER. EMAIL RESUME TO JKNDSDS@YAHOO.COM

Looking to expand or remodel your office? Call Peter Chong at Citi Practice Finance to guide you through the financing process at 949-623-6837. Equal Credit Opportunity Lender.

X-ray duplicator by star X-ray, \$100+. S+h, email abe126@live.com. As is cash only.

DENTAL PRACTICE in ORANGE COUNTY. New Listing! Grosses \$1.1 Million. PPO/CASH. Retail Center. General, Cosmetics and Implant Dentistry. 4-5 operatories. Call Loc Pham, BRE#01875780. (714)550-7494 LCFPracticeSales.com

Automated Appointment Confirmations at only \$100 per month. (800) 273-5033. www.ez2000dental.com

SONOMA COUNTY - 2018 GR \$906K. 1000SF, 3 Ops. Real Estate available. #CA594- Gina Miller - 707-391-7048

GENERAL DENTAL PRACTICE IN MODESTO LOOKING FOR AN ASSOCIATE/PARTNER/OWNERSHIP General practice approximately 4,100 square foot office with 10 plumbed operatories and 2 additional plumbed operatories, reception area, sterilization area, and Panorex with a long history of goodwill in Modesto, CA. Our popular practice generated approximately \$1.5M with an average of 25 new patients per month, with room to grow. Please send your CV to mymodestogeneraldentist@gmail.com

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

3.99% Financing available on American Manufactured Dental Operatories, prices starting at \$4995. OAC Terms Apply. Call (800) 423 - 5657 or visit our website WWW.DHPDENTAL.COM for more information

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

Make your patient chairs the chair they don't want to leave! Memory foam, ultra-leather, massage systems available. Superior Upholstery 888-548-7282 www.superiorupholstery.com

Mobile Clinic, Ford, RV year 2003, 30ft long, gas, 2 chair operator, 20k miles, search craigslist fresno, ca: Mobile dental, \$150,000. 559 296 2012

APIXIA phosphor plate imaging system: List: \$7,495. Sell: \$5,600 BRAND NEW. (800) 273-5033. www.ez2000dental.com

OXNARD DENTAL OFFICE 4 SALE. LEASEHOLD & EQUIPMENT. GREAT LOCATION AND VERY LOW RENT. 4 OPS+PANO. CALL @ 805-218-5567

"I Love My Dentist!" Have your patients and staff effortlessly promote your practice for free! Text/Call: (310) 855-4298 www.ilovemydentist.club

Citibank offers custom solutions and preferred pricing to grow a healthy dental practice.



Why choose Citi?

- Team of healthcare financing experts available nationwide
- Up to 100% financing
- Competitive rates
- Flexible terms and customized financing structures
- Excellent client services

We specialize in:

- Practice Acquisitions
- Partnership Buy-ins/Buy-outs
- Practice Loans/Debt Consolidations
- Expansions/Remodels/Relocations
- New Building Purchases/Refinances

Let one of our dedicated healthcare bankers offer your practice a complimentary financial check-up.



Bob Affleck

National Business Development Lead
949-623-6837
bob.affleck@citi.com



Kaochio Saephan

Vice President
Healthcare Practice Finance Group
949-623-6837
Kaochio.saephan@citi.com

Best of all, you will have a Healthcare Specialist who understands the challenges you face, and will work with you to design solutions tailored to your needs – now and as your needs evolve.

Here are some recent successes of our Healthcare Practice Finance Team:

Orthodontic Practice

**\$1,000,000
Practice Acquisition**

10-year term loan for an acquisition
for a third practice, including a \$100,000
revolving line of credit for working capital.

General Dental Practice

**\$3,000,000
Practice Acquisition**

10-year term loan for practice
acquisition, including
\$100,000 for working capital.

Fully certified 3-day weekend course in adult oral sedation, affordable/practical, become able to treat phobic patients, www.dentaloralsedation.com (805) 676-1063

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

EUREKA: Where the quality of life can't be beat! 1400sf w. 4 ops. Practice Reduced: \$395k/ Real Estate Available \$395k! (FN-961) WPS/800-641-4179

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

Fully certified 3-day weekend course in adult oral sedation, affordable/practical, become able to treat phobic patients, www.dentaloralsedation.com (805) 676-1063

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

Roseville Ca selling PANORAMIC xray GENDEX price negotiable email chou90@yahoo.com

Don't See Your Ad?



Every week dozens of people place reader ads but forget to include a phone number or email address, others submit ads anonymously which we do not allow so we must delete them. This happens over 100 times a month! If you don't see your ad, this may be why. See bold red text at top of ad submission page at dentaltrader.com.

A Different Kind of Dental Attorney

I know dentistry's unique legal & financial challenges

Services:

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

Call us for other services!

Member:

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



Law Offices of Jeng and Associates

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

Cell: (909) 450-7158
(714) 858-0536
Toll Free: (844) 313-9900
www.Jenglaw.com
Chester@Jenglaw.com

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

5.17

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

RDH & DDS needed please email/call Mike CDADRG@gmail.com

MONTEREY COUNTY -1,130 SF, 3 Ops. Dentrix, Digital X-ray, Diode Laser. 2018 GR \$528K 4 days/week. HSPPT- Jim Engel 925-330-2207-#CA625

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

RDA COURSES - *Lowest Priced*- Take our RDA Exam prep course, 99% passing rate! (Includes both Written and Law & Ethics) Check our 5 star reviews on Google! call (626) 345-0005 or email MsGrant@ADMInstitute.com

VACAVILLE Delta PPO practice trending collections of \$700,000+ with Available Profits of \$250,000 for 2019. Great northside location. To learn more, go to www.PPSsellsDDS.com.

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

Normally, I take time to write responses to common questions we receive from Dental professionals, but this month I am going to take a more personal approach. This week I received a tragic call from a friend involving the worst kind of news you can receive -- when the doctor says there is nothing further that can be done. We all know that day is coming and while death is inevitable -- you may not get advanced notice. What happens if a teen driver T-bones you and your wife tomorrow while texting? Have you put your affairs in order so that your family can grieve without suffering complicated legal, financial and emotional trauma trying to figure out how to handle practice - whether that is a sale or liquidation, locate the financial accounts and other assets, or deal with the unforgiving and unsympathetic insurance personnel? What about the needs of raising your minor children (if you have any). All of these components dump avoidable uncertainty and stress to a grieving family. The good news is that with a little preparation and advanced planning you can take the stress away from your family with a well-crafted personal plan aimed at wrapping up your affairs to ensure things are done the way YOU WANT THEM DONE. It can be done in as little as an afternoon. We were still able to craft and execute the necessary documents to dis-

tribute this doctor's assets but we don't all get advanced notice of our demise. I urge you to give your family peace of mind by packaging your plan now. The first step is the hardest part and you will feel very good knowing you've taken all the work and risk out of fulfilling your final wishes. We had one client arrange for a five star, ten course dinner for his entire family on the one year anniversary of his passing. The family was able to celebrate the man's life without the pain that accompanies recent loss and it was a wonderful evening filled with love. The worst thing you can do is nothing at all. Call us, schedule an afternoon to put this concern behind once and for all. You've been wanting to do it for ages...do it now. Nobody knows what tomorrow holds.



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:

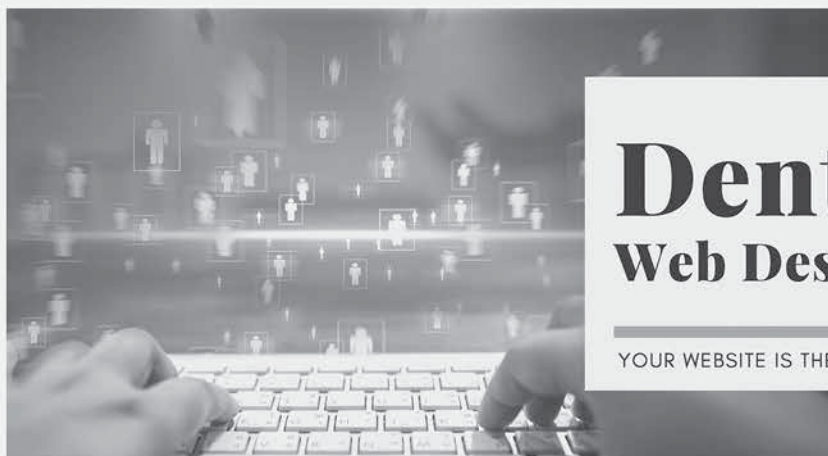
- Corporate Law • Contract Law • Employment Law
- Practice Transactions • Finance • Real Estate • Estate Planning



**LAW
GROUP**
A PROFESSIONAL CORPORATION

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

20% OFF
THIS OPPORTUNITY EXPIRES ON 9/30/19



PSEOS.COM/SAVE20

Dental Web Design?

PROACTIVE
SEO
SOLUTIONS

YOUR WEBSITE IS THE SMILE YOU PRESENT TO THE WORLD

(310) 660-7606

CAMARILLO | \$360,000 | 4 OPS | BUILDING AVAILABLE | General Practice recognized for outstanding dental care for special needs patients and sedation dentistry. Located on a highly visible and easily accessible corner location features high-end finishes with 4 beautiful equipped operatories, wireless digital x-ray, and an experienced professional office staff. IntegrityPracticeSales.com, Broker Bill Kimball, DDS, DRE #01911548. (855) 337-4337

RDA, RDH & DDS needed please email Resume to Mike CDADRG@gmail.com

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

Looking for something but can't find it? Call Bruce at The Dental Trader, I have an extensive database I have compiled over my 36 year career in dental publishing and can probably help you. No question too weird. 877-888-4237

SANTA CRUZ AREA: Opportunities like this does not come along, except once in a lifetime! Office 2050 sf w/ 5 ops. Total sq ft 3880. \$595k /Real Estate: \$1.1mil (DN-1046) WPS/800-641-4179

Getting Crushed on Taxes? We can help. Set up a consultation and learn how to lower your effective tax rate. 949-485-2011 or visit mydentistcpa.com.

In Roseville CA. Selling Asap Siemens xray machine Great condition. price negotiated email chou90@yahoo.com

RDA COURSES - *Lowest Priced*- Take our RDA Exam prep course, 99% passing rate! (Includes both Written and Law & Ethics) Check our 5 star reviews on Google! call (626) 345-0005 or email MsGrant@ADMInstitute.com

LA HABRA - (6) op comput. G.P. Emphasis on Implants & Crown/Bridge. Excellent exposure/visibility. Cash/Ins/PPO pts. (20-30) new pts/mos. Gross Collect ~ \$1M/yr on (4) day/wk & (9) mos/yr. Seller retiring. D&M PRACTICE SALES (818) 591-1401

Luxurious dental chairs? Yes! Memory foam, ultra-leather and massage. Superior Upholstery 888-548-7282
www.superiorupholstery.com

SIMI VALLEY (4) op comput. G.P. w newer eqt. Cash/PPO. 2018 Gross Collect \$590K+ on a (10) mos year due to seller medical absence. 2019 Projecting \$700K+. Digital x-rays. Motivated. D&M Practice Sales (818) 591-1401

DENTAL PRACTICE in SOUTH GATE. New Listing! Excellent Location – shopping center at main intersection. Starter practice w/bonus patients. Call Loc Pham, BRE#01875780. (714)550-7494 LCFpracticesales.com

Fresno, Ca dentist retiring. Small investment and assume lease if desired. Grossing less than 200K but we refer out all endo, OS, implant placement, perio surg and pedo. Three large ops. Very good location, excellent freeway access and tons of parking. email tagunn61@gmail.com

VISALIA - 5 Ops, 2,000 SF. RE available. 2018 GR \$334K. HSPPT- Steve Caudill 951-314-5542-#CA628

FREMONT - 2,900SF, 9 Ops, 2018 GR \$631K, 40+ years Goodwill. Priced to Sell! HSPPT- Kim Ta 408-687-5001-#CA607

Certified Tax Coach for Dentists – And Cal CPA Firm as well. Learn how to lower your taxes legally. 949-485-2011. Or visit mydentistcpa.com.

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

Need a Dental CPA? We are a California CPA working focused on dentists. Visit us at mydentistcpa.com. 949-485-2011.

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

MISSION VIEJO SPACE SHARING ,DENTAL PRACTICE; Great opportunity for space sharing at a very low cost Amazing established general practice located in a 2 story medical building at mission viejo. Established 2005 in 2700 sq.ft suite It has large waiting room with beautiful fish tank ,large office area and with lot's of high end goodwill. 2 TREATING ROOMS WITH A-DEC CHAIRS, LIGHTS AND CABINETS ARE READY FOR USE; more info call 949 293 1212 e-mail gbarnar@sbcglobal.net, www.drbarbar.com

You aren't using it so you might as well sell it. Free ads for dentists and staff...turn the clutter into cash and place your free ad today. Visit our FAQs page at www.dentaltrader.com for instructions and get your FREE ad online now. Be prepared for immediate response.

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

25% Off ALL Dental Products & Supplies. (800) 273-5033. www.ez2000dental.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).

SONOMA COUNTY – 2018 GR \$2M+, 8 Ops, 4,600SF, Paperless, Digital, high-tech & modern. #CA601- Gina Miller - 707-391-7048

Kern County: With Real Estate - 3000sqft. 7 fully equipped treatment rooms. This office is fully digital. Call Jack (DRE01993607) (818)522-9123 jackf@jackfogelson.com www.jackfogelson.com

Full Service Collections

Improve your cash flow and increase your bottom line.

Saves your valuable time and resources.

No Collection = No Charge.

Sensitive to the Doctor – Patient Relationship.

We feature:

- **Commission Fee Only.**
- **Free Credit Bureau Reporting.**
- **Spanish Speaking Collectors.**
- **Full skip tracing and legal department.**
- **Comprehensive month end and on demand reports.**
- **Friendly experienced staff**

DCC, Inc.

269 S Beverly Dr – Suite 439
Beverly Hills, CA 90212



**Direct Credit
Control, Inc.**

Dental Collection Specialists

www.DirectCreditControl.com

Tel (888) 860-2950

Complete Fully Equipped Dental Office Under \$25,000

Simple Financing Available !!!

Manufactured in the USA

Call (800) 423 - 5657

or Visit our

Website WWW.DHPDENTAL.COM

for more information!

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

NEW Equipment.
Manufactured in
the USA.

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

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

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

10 YEAR WARRANTY / MADE IN USA

Dental chair and stool replacement upholstery. Call us, we make it simple. Superior Upholstery 888-548-7282 www.superiorupholstery.com

DENTAL PRACTICE in PACIFICA. New Listing! Gross ~ \$357K. All PPO/CASH. Shopping Plaza. ~1,200 sq.ft., 2 ep.ops + 2 plumbed. Call Loc Pham, BRE#01875780. (714)550-7494 LCFpracticesales.com

Orange County: Next to Starbucks and McDonalds with great parking and an awesome office? This is the location. Its a great 4 op office with Eaglesoft/Schick and Cerec. Ground floor retail. (DRE01993607) at (818)522-9123

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

Looking to buy-in to a dental partnership? Call Peter Chong at Citi Practice Finance to guide you through the financing process at 949-623-6837. Equal Credit Opportunity Lender.

3-day Board-approved course in oral sedation, Fri-Sat-Sun no miss office days, get certified now, affordable and practical www.dentaloralsedation.com (805) 676-1063

"I've worked with **Lee Maddox** since 2003 when he facilitated the sale of my dental practice and the subsequent start-up of another dental office. He was pivotal in structuring and negotiating the agreements and leases for both transactions. Dr. Maddox's sage advice/expertise as both a dentist and attorney afford him a unique and valuable perspective. I highly recommend Dr. Maddox to anyone who wants wise counsel and expert legal advice." Dr. Mallonee. www.maddoxhealthcarelaw.com

SANTA ROSA: Fully Remodeled, Amazing Location. 2000 sf w/ 5 ops \$685k Real Estate Also Available (CC-1049) WPS/800-641-4179

LAGUNA HILLS DENTAL FACILITY FOR SALE 3 operatories + 1 plumbed – no patients – digital xrays and Dentrux computer- Thomas & Fees Practice Sales (714) 544-4341

Becoming certified to administer adult oral sedation is as easy as attending a 3-day long weekend course www.dentaloralsedation.com (805) 676-1063

Need a Due Diligence Report? Before you buy a dental practice, you need to know the risks. Visit us at mydentistcpa.com. 949-485-2011. We are totally independent from practice brokers.

TRACY -1,700 SF w/4 Ops, Digital X-ray, Digital Pano, CAD/CAM. 2018 GR \$732K. HSPPT- Jim Engel 925-330-2207-#CA630

Practice Sale/Purchase Agreement for Flat Fee



***Ask about our Monthly Service Packages for Ongoing Support
(like having a dental attorney in the family)***

Practice Purchase and Sales

- **Flat Fee Packages**
 - No matter how long your deal takes, you pay one flat fee.
 - Unlimited phone calls.
 - Unlimited lease, purchase agreement, etc. contract reviews.
- **Free `Unlimited Legal Support for Buyers for 3 months:**
 - Employee Handbook
 - Employment Contracts
 - Policy and Procedure Review
 - Unlimited Phone Consultations with Dentist and Office Manager
 - Vendor Contract Review

Flat Fee Monthly Legal Services

- **Provider Legal can serve as your “in house” counsel, on call 24/7 to handle issues right**
 - Employee Issues
 - Contract review
 - Integrate with your CPA and Insurance Broker
 - Dispute Resolution/Litigation
 - Lease Reviews
 - Vendor Disputes
 - Corporate Structure
 - Sexual Harassment Training
 - Compliance
 - Fraud and Audit Support
- **Unlimited phone consultations with both you and your staff to keep you compliant.**

“I really appreciated having an objective opinion when I was looking into starting my own practice. There’s a lot of issues to consider and I found that hiring Matt to talk through the deal points was invaluable. I’d recommend him to any of my colleagues.” - Sam T. DDS

“I didn’t realize how much of the day-to-day operations of the practice could really benefit from having on-call legal counsel until we hired Provider Legal, and now I’m so grateful that we have him!” -Sara S. Office Manager



Provider Legal

Provider Legal

Call now for a FREE consultation:

714-280-7097

ONLINE MARKETING THAT ACTUALLY WORKS!

The **DocSites**
Websites & Marketing



How is your current marketing?
**Get Your Free Online
Marketing Analysis**



***25% OFF SEO & SOCIAL MEDIA
MARKETING PACKAGES**

*certain restrictions apply call for details.

- ✓ 12+ Years Dental Marketing Experts
- ✓ Dental SEO Specialists
- ✓ New Patients from Google & Facebook Ads
- ✓ Transparent Monthly Marketing
- ✓ Social Media Posts Focused on Services
- ✓ Google Maps (Local) Management

Visit us at these upcoming shows:

**ADA San Francisco
Booth #826**

LA Dental Meeting



1-888-980-4949

docsites.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).

Do you want to change your legal name? Don't do it right before you are about to buy or sell a practice. Call today for a free legal consultation. Law Offices of Amy L. Borden, A.P.C. (888)416-1321 / www.californiadentalattorney.com / amy@californiadentalattorney.com.

Associate PEDO Dentist wanted in Bakersfield. Full time position. Very competitive salary/bonus/benefits. Sedation License a Plus. send resume: healthysmiles4us@yahoo.com or call 661-2052695

ELK GROVE: Prime location! Real Estate available to purchase in the future! ~ 3500 sf w 8 ops+. Reduced \$495k (EG-972) WPS/800-641-4179

Getting Crushed on Taxes? We can help. Set up a consultation and learn how to lower your effective tax rate. 949-485-2011 or visit mydentistcpa.com.

NOBEL IMPLANT MOTOR and HANDPIECE, great condition, \$1795/OBO, 925-321-2805 text

Congrats you are selling your practice! But do you really know what those long contracts mean. Don't get trapped in a contract you don't understand or doesn't protect you. Call us. BPE Law Group, PC, 916-966-2260, www.bpelaw.com

Buying A New Practice? Call Bob Affleck at Citibank Practice Finance to guide you through the financing process at 949-623-6837. Equal Credit Opportunity Lender.

Becoming certified to administer adult oral sedation is as easy as attending a 3-day long weekend course www.dentaloral-sedation.com (805) 676-1063

"I've known Lee Maddox for many years. I have used his legal services for purchasing/selling dental practices; lease negotiations. His extensive dental training and knowledge coupled with his sharp legal mind make him the perfect and obvious choice for all my legal needs." Dr. Cunningham. www.maddoxhealthcarelaw.com

SOUTH AUBURN VICINITY: Come live, play and practice in the heart of this pristine town! ~1100 sf w/ 4 Ops. \$350k (EG-1061) WPS/800-641-4179

You're practice growing and you are hiring more employees – did you know that many employment requirements kick in once you have 5 employees. Don't get caught off guard and unnecessarily expose yourself to liability. Call us at BPE Law Group, PC, and we will help. 916-966-2260, www.bpelaw.com/employment-law

DENTAL DIRECTORY

THE #1 DENTAL LAW FIRM IN THE NATION



WOOD AND DELGADO



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

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

800-499-1474
www.DentalAttorneys.com

HENRY SCHEIN® PROFESSIONAL PRACTICE TRANSITIONS

No. CA: 1.800.519.3458 • So. CA: 1.888.685.8100

ppt@henryschein.com
www.henryscheinppt.com

*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



Do you want to change your legal name? Don't do it right before you are about to buy or sell a practice. Call today for a free legal consultation. Law Offices of Amy L. Borden, A.P.C. (888)416-1321 / www.californiadentalattorney.com / amy@californiadentalattorney.com."

Attend Xcel Seminar's "Trends in Minimally Invasive Pediatric Dentistry" course on Aug. 18th at the Sheraton San Jose (in Milpitas) and learn cutting edge techniques to treat your younger patients better, with less time and headache. Register at www.xcelseminars.com

\$79 Per Month for a Complete Operatory, manufactured in Corona CA USA. OAC Terms Apply. Call (800) 423 - 5657 for details or visit our website WWW.DHPDENTAL.COM for more information.

"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

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.

CARMEL: **Amazing** fee-for-service practice w/ no contracts! ~1150 sf w/ 4 ops \$625K (DG-1009) WPS/800-641-4179

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

Had a Dental Trader positive 5 star experience? Please share it with Yelp. Each month we will select a new reviewer to receive a special gift. Email bruce@thedentaltrader.com.

This is the first time I've used The Dental Trader Online Ad Board. I was pleasantly surprised to have several contacts within the first week. So I am very happy with the results obtained by using The Dental Trader.

Thanks again!
Dr. R. P., DDS

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

experienced orthodontist looking for work in San Jose, Santa Cruz area. please contact Dr. Chang 626-818-0633

"I am a new practice owner who needs a sharp website that represents me perfectly but don't have the budget to pay thousands. Their free setup with no contract was the best decision I made." Dr. Taftian. Free Website Setup. Only \$49/month. Visit Docsites.com/free or Call 888 980 4949 for a demo.

Brassler Forza V3 Piezo Ultrasonic with LED light, 6 tips. \$980
Rodney (626)616-6000. 600jones@gmail.com

Treat more children, increase your patients. Pediatric Dentist available to work in your office (818)883-1383

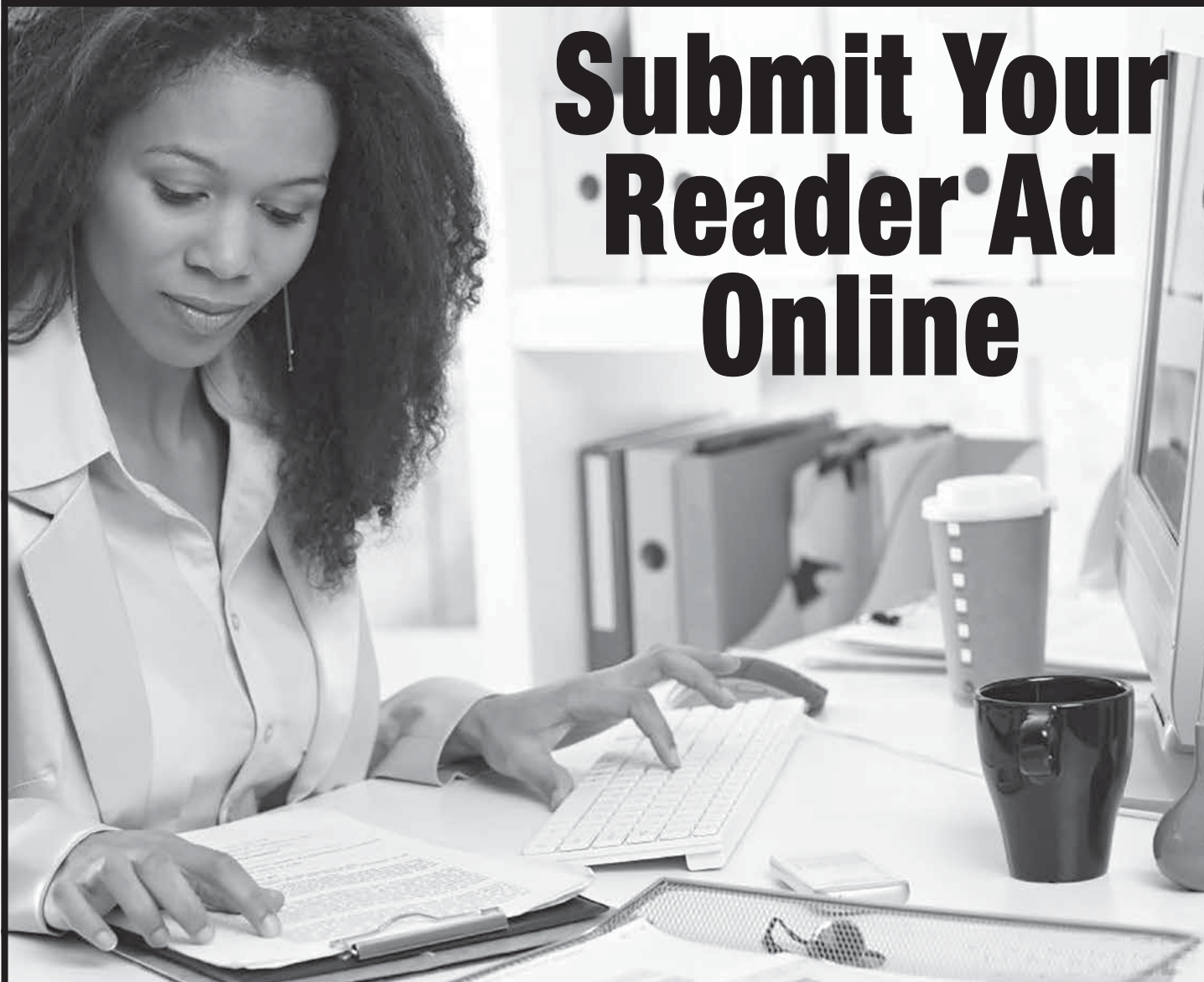
Xray sensor DentiMax Pedo size \$2499 Original \$5999. Txt Yuki@4156905756

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

Triad 2000 VLC Light-curing Unit, \$500, Dr Harman, (707)888-0747

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

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

Now 35,700 doctors statewide

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

Having Transacted Hundreds of Sales for 50+ Years and Witnessing the Constant Changing Landscape, PPS is Uniquely Equipped to Handle Your Needs!

- 6169 VACAVILLE** Long established Delta PPO practice. 5-days of hygiene. 2019 trending collections of \$700,000+ with Available Profits of \$250,000. Great northside location.
- 6168 SACRAMENTO'S CAMPUS COMMONS** "Bread & butter" Delta PPO practice averages \$480,000 in collections per year. Well liked Dentist. 10+ weeks off a year. 4-days of Hygiene. 3-D Cone Beam. **Full Price \$200,000.**
- 6167 NORTH SANTA CLARA COUNTY - "OUT-OF-NETWORK"** Perfect for Skilled Dentist who seeks strong patient relationships and wants to be insurance. 2019 trending \$800,000+. 5-days of Hygiene. Entire office has been upgraded and charting is paperless.
- 6166 TRI-VALLEY'S PLEASANTON** 2019 trending \$850,000+ in collections. Averages 20 new patients per month. Attractive 4-op office, Digital Pan and Fabrication Center. Available Profits of \$400,000+.
- 6165 ROSEVILLE ORTHO - "OUT-OF-NETWORK"** Stanford Ranch. Great satellite office. \$455,000 invested in build-out, furnishings, computers and equipment. 3-chair Bay. Digital Pan with Ceph. 51 active patients and averages 3 New Patients per month. **Full Price \$150,000.**
- 6164 SAN FRANCISCO BAY AREA - "OUT-OF-NETWORK"** Highly regarded practice as evidenced by 25+ new patients per month. Collections have topped \$2 Million in each of the last 3-years with enviable Profits. Paperless. Great location. Seller shall work-back to affect an orderly transition.
- 6163 LAKEPORT** Extremely attractive alternative to practicing in ultra- competitive 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. Beautiful 6-op facility with high-end technology and completely networked. 2018 collected \$956,000 with Profits of \$360,000. 2019 trending \$1.1+ Million in collections. Building is optional purchase. **Full Price \$270,000.**
- 6162 REDDING** Great alternative to practicing in uber-competitive markets in ultra-expensive housing communities. Strong foundation evidenced by 1,500+ patients and 8-day Hygiene Schedule. Charges in 2018 totaled \$709,800 - down from 2017 which realized \$779,000 as Owner chooses to work less and takes 9-weeks off. Simple "bread & butter" practice with all specialty work referred. Roll-up your sleeves and do \$1+ Million if you choose. The patients are here. Seller previously owned a very busy Group Practice in high-end Orange County beach community. Comparing the two, he prefers his Redding practice. **Full Price \$175,000.**
- 6158 FORTUNA** Relaxed lifestyle in Humboldt County's Banana Belt. Adjacent to Ferndale. Perfect for Dentist seeking small town living. 2018 Collected \$395,000 with \$156,000 in Profits. 2019 trending \$400,000+. 6-weeks off. Lots of work referred. **Full Price \$75,000.**
- 6157 SACRAMENTO'S ELK GROVE AREA** - 2018 collected \$909,000 on Owner's 3-day week. Success can increase to 4-days as practice is rich in patients. 20+ new patients per month. 5-ops, digital Pan, strong Recall, great staff. **SOLD**
- 6152 SAN RAFAEL** - Across from Marin Academy. 2018 collected \$520,000. Stand-alone building optional purchase. Nearby DDS who desires their own building should vertically integrate their practice here and have instant \$1+ Million practice in superior location. **SOLD**
- 6147 SAN FRANCISCO BAY AREA - "OUT-OF-NETWORK"** 2018 collected \$2.2 Million. Hygiene produced \$1+ Million. \$700,000+ in profits. Seller available for long transition. **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!

Today's Changing Private Practice Marketplace

We are witnessing profound changes in our California dental marketplace. Where we are today is the result of trends occurring for quite some time. Today's marriages / partnerships consist of two wage earners. Delta is phasing out Premier providers. Dental Service Organizations are carving out a larger slice of the dental pie. There are more females entering the marketplace than there are males. Many of today's dentists do not feel the need or desire to go into private practice.

It is important to understand that your profession is unique from any other field of physical medicine as it is built upon long-lasting and trusting relationships. Patients' needs must be fulfilled. They need to feel connected with their dentist. They need to know their best interests are their dentist's main concern. They need to know they have their dentist's focused attention while in the chair. They need to feel relaxed and comfortable in their dental environment. They need to know their dentist is technically competent. They need to believe their dentist truly cares. They expect good customer service. And they want to feel connected to their dentist's practice. These patients travel considerable distances to see their dentist when they move away. This patient centric does not score well in DSO offices.

Dentists who have taken their practices out-of-network and witness some patients drift away, later witness many of these

patients asking to be re-admitted after discovering that "other" practice is not serving their needs.

California is full of discerning consumers who understand they are making long-term investments in their mouths and are willing to pay for quality and long-lasting procedures. But they demand the right patient centric!

Couple this with dentists who do want to own their practices as they have absolutely no interest in being someone's hired-hands. Dentists who have no intention on being boxed into repetitive clinical roles. Dentists who do not want their clinical judgment and ethics compromised. And dentists who fiercely aspire to practice under their own terms.

The future of Private Practice in California is extremely exciting. Realizing that there shall be fewer private practices as we move forward, there are tremendous opportunities for our Next Generation of Private Practitioners. Those who choose private practice shall realize a far higher level of satisfaction as they shall be incentivized to expand their clinical skills. Compare this to dentists who choose a corporate setting. They are supervised and expected to continually perform the same repetitive procedures. Such dentists are a hired set of hands on an assembly line who can be easily replaced!

REVITALIZE YOUR TIRED DENTAL CHAIR AND STOOL UPHOLSTERY TODAY



**KITS STARTING
AT \$605**

Superior
UPHOLSTERY



We specialize in replacement upholstery for dental chairs and stools.
Upgrades available include Memory Foam (\$198) and Relaxor
systems with heat (\$325).

Don't let worn upholstery be your
patient's first impression. Call us today at
888-548-7282 or order online 24/7 at
www.superiorupholstery.com

We ship nationwide!