

# THE Dental Trader

**FREE ADS FOR DENTISTS  
& STAFF!**

VOL. 18 NO. 2 • February '21  
No. Calif. Edition

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

*Buy, Sell or Trade all things Dental*



## Complete Digital Dental System

***This is the ideal  
time to  
upgrade/update  
your office  
system!***

- Use it **FREE** for 90 days
- Then only **\$220/mo.\***
- **\$1 Buyout**

**Covid - 19 Stimulus  
Rebate : \$500**  
(expires February 28, 2021)

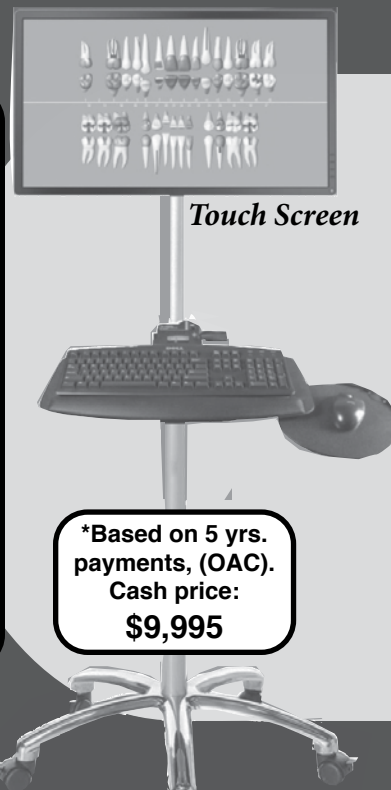
### INCLUDES:

**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, Installation, Onsite Training & Technical Support. (Optional integrated Benefit Service by Trojan Prof. Svcs).

**Regular Price: \$19,990**

**In business since 1985**

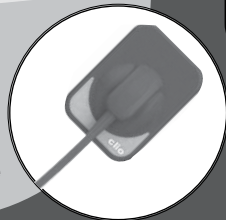


*Touch Screen*

**\*Based on 5 yrs.  
payments, (OAC).  
Cash price:  
\$9,995**

### 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](http://www.ez2000dental.com)**



**EZ 2000 Dental Software Special**  
**Reg. \$3,395. \*\*Sale: \$1,995.**  
**includes training & support**

**EZ 2000 is an official licensee of the ADA Ins. Claim Form and Procedure Codes.**

**Time to Buy?  
Don't DIY!**

**Bring your legal questions to the  
experts at Wood and Delgado!**

**Specializing In:**

Practice Transitions  
Lease Negotiations  
Associate Agreements  
Practice Agreements  
Partnership Disputes  
Estate Planning  
Partnerships  
DSO and MSO  
Business Transactions  
Wills/Trusts  
Private Equity Sales  
Real Estate Sales



**Patrick J. Wood**  
Pat@dentalattorneys.com



**Jason P. Wood**  
Jason@dentalattorneys.com



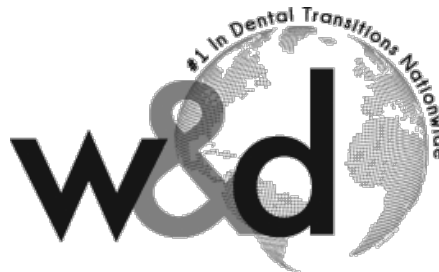
**Justin J. S. Morgan**  
Justin@dentalattorneys.com



**Protecting Dentists Since 1984  
7,000+ Dentists Represented  
Nationwide Representation**

*"It's people like you, who go above and beyond what the job calls for, that make me realize how much I have to be grateful for every single day! I have a feeling we will be doing this again soon."*

- Dr. Jordan Tucker D.D.S



**WOOD AND DELGADO**

**Find out why dentists seek our advice  
when making their most important career decisions.**

**Call for a FREE consultation  
800-499-1474  
www.DentalAttorneys.com**

# Dental Practice Expertise

## California CPA Firm for Dentists

- ✓ Tax reduction focused
- ✓ Due diligence on practice acquisitions
- ✓ Dental practice specialists



**MOREY CPA  
& ASSOCIATES, INC.**  
Dental Practice Coaching



**FREE BOOK**  
for first 25 to request

Call for a **FREE Consultation**



(949) 485-2011



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

**SF RICHMOND DISTRICT:** ~1200 sf w/ 5 Ops **FREE PRACTICE** – JUST SIGN A NEW LEASE! (AG-1147) WPS/800-641-4179

**2013 Soredex Digital Panorex** In excellent condition, please call for price (626)298-4266.

**Dent-X 810 Basic X-ray Films PROCESSOR** Good working condition. \$600. Contact (626) 298-4266.

**WH ImplantMED** motor set for sale, excellent condition. Photo upon request. \$ 1000 plus shipping. yjmdds@sbcglobal.net

**Dental/Jeweler Induction KDF-Cascom Casting Machine.** Computerized Vacuum Caster. Lightly Used. \$4,999 OBO OGDent@gmail.com

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

**Premier Diamond Burs Two Striper** 3 new unopened burs \$767.8C & 1 Solo 855016CS \$21.00 total email: dang11@comcast.net

**General dentist** needed specialist practice in oakland. good learning Opportunity. 925-794-0079 californiainplant@gmail.com

**Front desk** needed for help on billing and front office work in Oakland call 949-468-7744 or call nikkiakbar@yahoo.com

**Global Microsurgeon Stools** x2, fixed armwrests, Sand color upholstery, great condition. \$750 each OBO. Mgp.503@gmail.com

**Global G6 LED Microscope w/Floorstand.** Lightly used and in great condition. \$12,000 OBO. Mgp.503@gmail.com

**2017 CS3600 scanner like-new condition** Gently and carefully used, located in Fresno, CA asking \$16,000 OBO. 559-221-0302

**Hartzell Micro Mini Surgical Blades / Suture/GoreTex/Surgicel/Bone Wax 4 SALE** Contact hbperio@cox.net Subj: "DTrader"

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

**AEDefibrillator, Philips.** New battery. \$750. San Diego. sddo128@yahoo.com

**DENTAL EZ chairs** for sale Great condition. For more info and pics contact ddssshopper@cox.net

**4 PELTON & CRANE OVERHEAD TRACK LIGHTS.** Good working condition.ddssshopper@cox.net

**Endodontist/Dentist needed** for busy Fremont GP Office.Inquire w/ email allcaredentalca@gmail.com

**ORTHODONTIST NEEDED** 1-4 day/month, San Jose, Take over patients, email resume to aarishadental@gmail.com

**Equipment / Instruments, Dental & Office Supplies 4 SALE** Due to Office Closure Contact hbperio@cox, net Subj: "DTrader"

**(5)Forest Dental Chair Lights,** used, good condition, 250 each, you pay shipping, drwu@wuortho.com

**American Manufactured Dental Chairs** Starting at \$2695, www.dhpdental.com (800) 423-5657

## FRESNO GENERAL PRACTICE - GROSS COLLECTIONS \$1.0M+ FOR SALE



Pictures are Representative

- LOCATED IN CENTRAL FRESNO, IN A FREE STAND. BLDG., ON A MAIN THOROUGHFARE, W VISIBILITY
- 2019 COLLECTIONS \$1.0M+. CASH/PPO/DENTI-CAL PTS. AVERAGE (57) NEW PTS/MOS
- (22) YEARS GOODWILL
- (5) OPS/4 EQUIPPED. DIGITAL X-RAYS & EAGLESOFT SOFTWARE
- REFERRS OUT ORTHO, PERIO SURGERY, DIFF O.S. & IMPLANT PLACE. SELLER HAS NO WEBSITE & DOES NO ADVERTISING. GROWTH POTENTIAL W ADVERTISING & KEEPING SPECIALTY IN HOUSE
- SELLER RETIRING, BUT WILLING TO WORK BACK PART TIME AND/OR HELP TRANSITION



CA Representative for The National Association  
of Practice Brokers (NAPB)

**Call Today**



**For all your Practice Transition Needs!**

**Trust your Practice Purchase or Sale to  
The Personalized Service Dental Broker®**

**818.591.1401** or  
**866.425.1877**  
(Outside So. CA)

**www.dmpractice.com**

P.O. Box 6681, Woodland Hills, CA 91365

CA Broker License #01172430

# \*DENTAL WEBSITE 50% OFF ~~\$999~~ Only \$499

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

**The DocSites**  
Websites & Marketing



~~\$999~~ \*\$499 setup fee!

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

\*or \$59/mo including SSL / secure certificate

- ✓ Transparent pricing
  - no long term contracts
  - no hidden fees
- ✓ One dedicated account rep throughout your service
- ✓ Switching is easy - plus we do all the work
- ✓ Websites personalized to help you stand out
- ✓ Live & prompt customer phone support
- ✓ Websites & marketing for every budget

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

\*Discount Offer applies only to Standard Website Designs

ONLY  
**\$49** per month  
\* EXPO SPECIAL \*



**1-888-980-4949**

**info@docsites.com docsites.com**

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

Learn how **SAFE**, **EFFICIENT**, and **PREDICTABLE** adult oral sedation can be. Weekend certification course, affordable, practical. [www.dentaloralsedation.com](http://www.dentaloralsedation.com) CIDE (805) 676-1063

**DENTAL PRACTICE in SAN FRANCISCO.** 2020 Projection ~\$1.6 Million. Currently running on busy schedules. All PPO & FFS. High profit margin. 3 Ops. Reasonable Rent. Call Loc Pham, BRE#01875780. (714) 550-7494. <https://LCFpracticesales.com>

**RICHMOND:** Seller Recently Deceased. PRICED FOR IMMEDIATE SALE. 2 fully equipped ops & plumbed for 1 addl. ONLY \$40k (BC-1201) WPS/800-641-4179

**Ready to Retire?** We are the transition and acquisition experts for you. Call the Law Offices of Wood and Delgado for a FREE consultation. 800.499.1474

**Adec LISA** AUTOCLAVE, used, 999obo, you pay shipping, [drwu@wuortho.com](mailto:drwu@wuortho.com)

**Now reaching over 39,700** California dentists...nobody reaches more CA doctors than The Dental Trader! Nobody else is even close to our coverage. Place your ad today! [www.dentaltrader.com](http://www.dentaltrader.com)

**FOR SALE** SOREDEX DIGITAL PANO MACHINE. GOOD CONDITION. CALL FOR DETAILS/PRICE 626-298-4266

**REDWOOD CITY:** Long-Established w. Stable PT base. Seller relocating! 1,800 sf w/ 3 ops. Plumbed for 1 addl \$200k (DC-1187) WPS/800-641-4179

**Marina Family** Dental Office available for immediate sale. Established for 30+ years in the community with a loyal patient base. Please get in touch for further details and information. Phone (512) 317-6792 or email [richardnholm@gmail.com](mailto:richardnholm@gmail.com)

**Need a Dental CPA?** We are a California CPA working focused on dentists. Visit us at [mydentistcpa.com](http://mydentistcpa.com). 949-485-2011.

**Noble biocare** implant system including 20+ implants for Sale (used only twice). Other implant instruments. contact by text (909)952-4112

**Lake Tahoe Area** Practice For Sale | \$710,000 | Remarkable, super-premium practice with real estate available! Contact [info@integritypracticesales.com](mailto:info@integritypracticesales.com) (855) 337-4337

**Attn Dentists:** You can fulfill your CE requirements with our LIVE Webinar series, all Live Credits, all Classes on Sundays. Learn the latest in treatment techniques for only \$349 for 3 courses, 21CA CE's – call 310-663-4055, visit [www.xcelseminars.com](http://www.xcelseminars.com) or see Xcel Seminars insert for details.

**CEREC OMNI** CAM 2015 with MCX milling + ivoclar oven package very few millings on it + extras. 4.6 software. excellent conditions. last services a week ago, price (29000) contact [alfredobrest@hotmail.com](mailto:alfredobrest@hotmail.com)



# Over 150 5-star Avvo® reviews!

*“Professional and knowledgeable... Mr. Olson was recommended to me by my sales broker and I couldn't have found someone better to represent me. He was really on top of all the details in a complex transaction. He followed up on all of my emails and paid attention to detail; he was accurate and punctual. He helped make a stressful situation actually pleasant. If you need someone to represent you in a professional sales contract, I wouldn't hesitate in selecting Robert Olson.”*

Avvo® Review #77

---

## 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

A scammer going by the name Dr. Jon Schaefer (and probably several others) using the email address jonschaefer77@gmail.com is currently running a scam wherein he replies to dentists advertising pricier items for sale in The Dental Trader and sends them a fake Cashier's Check for the purchase price plus a hefty shipping fee. He contacts the seller using the phone number 773-347-3557 and directs them to contact his shipping company at 424-409-5363 to arrange transportation of the item(s) and requests you remit payment to the shipping company using Zelle. This information comes to us from a doctor who reads and advertises in The Dental Trader and recognized the attempted fraud. The shipping company appears to be illegitimate too, using the email address numberskizerallestoole@gmail.com. A Google search turns up no results.



### This is what Matadors step in.

Never agree to ship any merchandise to a buyer until you are paid in full and if you accept a check of any kind, make sure it clears and the funds are in your possession before you ship anything. We don't see scumbags here often...this is only the 3rd time in our company history we have been alerted to such a scam. We are sharing this information with you, our readers...for your protection. We can screen out bad advertisers but we cannot stop people posing as interested buyers. There are a few bad people out there, sellers beware.



**4 Dental Chairs** for sale. Recently recovered. No lights or attachments. Excellent for Consults or Ortho. \$800 each or best offer. Also, 3 Doctors chairs and other equipment. E-mail for complete inventory. Will not last long. jgreenburg@outlook.com

**Baldor lathe** \$500. San Diego. sddo128@yahoo.com

**DDS SmartSell Your Office.** Redeem your blood, sweat & tears when you transition. No Brokers. DDSdealmarketer@gmail.com or text 949-378-7718

**Handpieces - Hi/Low Speed/Burs/Vibrator/Lab** Supplies/Articulators 4 SALE Contact hbperio@cox.net Subj: "DTrader"

**NORTHERN ANTELOPE VALLEY** - (5) op comput G.P. & Duplex Bldg. Total Price \$750K. Mixed Pts. Collect. \$600K+/yr. Very limited competition. Growth Potential. D&M PRACTICE SALES (818) 591-1401

**SONOMA COUNTY GP FOR SALE** - 2019 GR \$906K. 31 Yrs. Goodwill, 5 Days Hyg/wk. Retiring Dr. will work back. HSPPT-Gina Miller - 707-391-7048 #CA594

**GLENDORA OFFICE GP/ORTHO, 3 equi ops, 1750sq ft, located in glendora, ppo cash hmo practice, seller works 2 days/week, practice web software with digital x-rays. collected approx. 1200000 aprox last 3 years. CONFIDENTIAL SELL PLEASE EMAIL FOR APPOINTMENT: propertyfamily8@outlook.com to schedule a tour of the office.**

**SONOMA:** Seller's Ready for Retirement! Will Consider All Reasonable Offers! ~1500 sf w/ 4 Ops Reduced \$495k/Real Estate Available (CG-1158) WPS/800-641-4179

**Subscription Based Attorney services** for all your practice's legal needs, no more hourly billing, everything you need for one monthly rate. www.providerlegal.com

**Never used** Olympic Papoose Board large \$400. Head Immobilizer large \$150. Casting machines Accucast \$200, Centrifig \$190. Dr Bob (559) 303-2962

**"Lee Maddox was my anchor** while a stormy sea of uncertainty raged about me. I needed a quick exit and sell my solo GP. He was organized and gave sound advice based on years of experience. I found that he was always professional, honest and ethical. I am grateful and appreciative." Julie Ito, DDS - Lee Maddox, DDS, Esq. (949) 675-1515

**PERIODONTIS BOARD** cert. 18 yrs experience do ALL complicated perioimplant & ext. californiainplant@gmail.com 9257940079

**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.

**SACRAMENTO** Located in well-established neighborhood. Revenues streams top \$600,000 each year. Available Profits topped \$280,000 in 2019. 5-days of Hygiene. 4-ops. Full Price \$265,000. Proudly represented by PPS of The Great West. To learn more, go to www.PPSsellsDDS.com.

**SAN FRANCISCO** - NEIGHBORHOOD PRACTICE FULLY INSULATED FROM SF EXODUS Beautiful 4-op Adec equipped office. Paperless. Strong hygiene program. 2020 Annualization was \$811,600 in Production and \$802,600 in Collections. Truly special. To learn more, go to www.PPSsellsDDS.com.

**I-Cat FLX.ConeBeam** 2015 for retirement reason, used only for a few times looks brand new asking for 70K, (559-789-3130)

# LCF Practice Sales & Financing

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

## Covid-19:

**We are working to support our sellers and buyers through this crisis!**

**Buyers are making use of this time to look for good practices.**

**Sellers – list your practice & get your financials ready to sell.**

" 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!"

~ Goretta Li, DDS

## We Offer Up to 100% Practice Financing

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

### Los Angeles County

#### **Beverly Hills** – Newly Renovated!

- Currently running on busy schedules
- BH Triangle. 3 Eq. Ops.
- Year to date grossed ~\$383K

#### **Cerritos** – Collections ~ \$400K

- All Cash/PPO.
- Over 25+ years of goodwill
- Professional suite close to Cerritos Mall. 3 eq.ops. + 1 plumbed
- Over 25+ years of goodwill
- Reasonable rent.

#### **Inglewood** ~ Gross ~ \$850K

- Excellent Location! Shopping Plz.
- Accepts all insurances, mostly PPO.
- High capitation check.
- Many in house specialists.
- 4 eq. ops. + 1 plumbed.
- Owner willing to help with transition

#### **Lawndale** – Equip. & Leasehold

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

#### **Long Beach** – Boutique practice

- Premier shopping center
- 3 equipped ops. + 1 plumbed.

#### **Los Angeles** – Equipment/Leasehold

- Strip mall close to MacArthur Park
- ~1,800 sq.ft., 5 eq.ops. + 1 plumbed
- Many patients with Hispanic origin

### San Diego County, CA

#### **Lakeside** – Doctor retires

- Shopping center. Grossed~ \$254K
- ~50% FFS/PPO & ~50% Cap./HMO
- Capitation check ~ \$4,300/month

#### **San Diego** – New Listing!

- Asking \$60K or Best Offer!
- Busy strip mall
- Close to SDSU trade area.
- ~1,820 sq.ft. 2 eq.ops. + 2 plumbed
- Starter practice with bonus patients.

### Fresno County

#### **Fresno** – 2019 Grossed ~ \$340K

- Beautiful practice in Shopping Center
- Just renovated and opened in 2019.
- Accepts all insurances
- 8 equipped ops., ~ 2,540 sq.ft.

### Upcoming Practices

- Gardena - \$1 + Million Practice
- San Leandro – Family Practice
- Modesto – High Production Practice
- Santa Rosa – Dental Practice & Real Estate. Gross ~ \$540K
- San Rafael – Gross ~ \$576K

### Orange County

#### **Anaheim** – Mostly PPO/FFS

- Close to Freeway 5 & Disneyland
- Collections ~ \$190K
- ~1,100 sq.ft., 3 equipped ops.

#### **Cypress** – Equipment & Leasehold

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

#### **Garden Grove** – Busy Street!

- Street Front Location! 3 eq. ops.
- Close by retail shopping center

#### **Garden Grove** – Grossed ~ \$345K

- Currently opens 4.5 days/wk
- Shopping center. 2 ops.
- Accepts Dential, PPO & Others
- One Doctor. High Profit Margin

#### **Laguna Hills** – Shopping Center!

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

#### **Irvine** – Practice Gross ~ \$200K

- Exclusively Ortho/Pedo Practice
- Large Shopping Center. 8 Ops.
- Accepts most insurances.

#### **Mission Viejo** – Featured Practice

#### ▪ Established Practice & Real Estate

- Grossed ~ \$830K. All PPO/Cash
- 30+ years of goodwill
- Implants, Cerec crowns & Invisalign
- Prominent professional suite.
- 3 eq. ops. +2 plumbed, ~2,170 sq.ft.

#### **Norwalk** – New Listing!

- Starter Practice with Bonus Patients
- 2020 Collects ~ \$100K on 2 days/wk
- Mostly FFS/PPO. Strip mall. 3 Ops.

#### **Westminster** – Asking \$80K!

- Starter practice.
- Beautiful office. New equipment
- Shopping mall. 2 equipped ops.

#### **Westminster** – Excellent Location

- Prominent shopping center between Huntington Beach and Westminster
- Collected ~ \$359K on 4 days/wk
- ~45% Profit Margin. 5 eq.ops. +1

### San Bernardino County, CA

#### **Rialto** – Gross ~ \$650K

- Seller retires. Associate run office
- ~60% Dential; ~35% FFS/PPO
- Shopping plaza. Affordable Rent
- ~1,000 sq.ft. 3 equipped ops.

### Dental Practice Wanted

- Pediatric Dental Practices
- Practices with Real Estates
- High Production, PPO/Cash Practices
- Starter Practices at Good Locations

### Northern California

#### **Daly City** – Gross ~\$365K.

- Doctor retires. 25+ yrs goodwill
- PPO/ Cash, ~1,200 sq.ft, 3 Eq. Ops.
- Commercial Area.

#### **Fairfield** – Gross ~ \$305K

- Good visibility. Busy location.
- Seller retires. No marketing
- Opens 4 days/wk. No Weekend

#### **Fremont** – Gross ~\$660K

- ~95% PPO, 5% CASH
- Opens 4 days/wk. 5 Eq. Ops.
- Refers out complex procedures

#### **Pacifica** – Gross ~\$318K

- All PPO/CASH. Shopping Plaza
- Family oriented. High-quality dentistry.
- ~1,200 sq.ft., 2 ops + 2 plumbed

#### **Sacramento** – Featured Practice!

- Practice & Real Estate for Sale
- Gross ~ \$1.2- 1.4 Million
- Large shopping center
- General dentistry w/implants
- 6 equipped ops + 6 plumbed

#### **San Francisco** – Featured Practice!

- Gross ~ \$1.5 – 1.7 Million
- Currently open with busy schedules
- High profit margin on mostly bread and butter dentistry.
- Residential/Commercial Area
- 3 Ops. Very Reasonable Rent

#### **San Jose** ~\$255K on 2.5days/wk

- 3 equipped ops. + 1 plumbed
- Close to shopping plazas in East SJ.

#### **San Jose** – Associate Run

- Grossed ~\$450K 2019
- Strip mall close to Grand Century
- Strong Specialty program

#### **Stockton** – Practice & Real Estate

- Grossed ~ \$909K. Doctor Retires
- ~60% Dential, 30% PPO, 10% Others
- Single standing bldg. w/parking lot

#### **Sunnyvale** – 2019 Grossed ~ \$450K

- Opened 2019.
- Shopping center. 8 eq. ops.
- ~50% PPO/FFS; ~50% Cap./HMO

#### **Vallejo** – Gross ~ \$400K

- ~10% Cash & 90% PPO
- ~1,250 sq.ft., 3 equipped ops.
- Low Rent. Front street location

#### **Union City** – New Listing!

- Excellent Location! Shopping Plz.
- 2019 Grossed ~ \$517K
- ~40- 50% Profit Margin
- Seller selling for health reasons

### Ventura County

#### **Oxnard** – Low Rent!

- Shopping Center. 3 eq. ops.
- Gross ~\$168K. No marketing
- Potential for growth/expansion

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

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

A Division of LCF Financial, Inc. BRE #01875780

# Help us thank them



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

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

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

## **Veterans Sportsman Alliance**

10394 S. Tantau Avenue, Cupertino, CA 95014

**408.499.4139**

info@veteranssportsmanalliance.org

www.VeteransSportsmanAlliance.org



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

**Learn how adult oral sedation** can expand the quality of care of your practice. 3-day course [www.dentaloralsedation.com](http://www.dentaloralsedation.com)  
CIDE (805) 676-1063

**Fully equipped** Dental office for SALE in Sacramento, 4OPS, Dentrix software/Dexis Sensors, brand new computers/windows 10, Intraoral camera, microscope, 2500 Sq/ft in a medical building, can renew lease in November and negotiate rent, Produced \$108k in 6 months on 1 day/week. Owner has multiple offices. ASKING \$45k, please email [allaboutsmile@yahoo.com](mailto:allaboutsmile@yahoo.com) for more info.

**Restorative practice** w/Terrific Reopening Performance - #1135 Coastal OC. 2019 Gross Revenue \$522K. Asking \$385K. Contact [info@wppps.com](mailto:info@wppps.com).

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

**Made In USA** Delivery Systems, Chair/Wall/Cabinet Starting at \$1695, [www.dhpdental.com](http://www.dhpdental.com) (800) 423 - 5657

**Attorneys at Wood & Delgado** are "honest, accurate, efficient and confident." Trust your future with the Best. FREE consultation! Call 800.499.1474 or visit [www.DentalAttorneys.com](http://www.DentalAttorneys.com)

**VALLEJO Facility:** Move-In Ready Facility. 950+ sf w/ 3 ops Call for Address & Equipment List \$80k (CC-1207) WPS/ 800-641-4179

**OS Instruments / Elevator / Forceps / Chisels / Retractors / Files / Suture / Mayo Stands** 4 SALE Contact [hpperio@cox.net](mailto:hpperio@cox.net) Subj: DTrader

**Sonora Practice For Sale** | \$1,300,000 | Exceptional GP and the exquisite building is also available! Contact [info@integritypracticesales.com](mailto:info@integritypracticesales.com) (855) 337-4337

**SONOMA COUNTY GP FOR SALE** - 2019 GR \$2.3M. RE for sale/ lease. HSPPT-Gina Miller 707-391-7048 #CA544

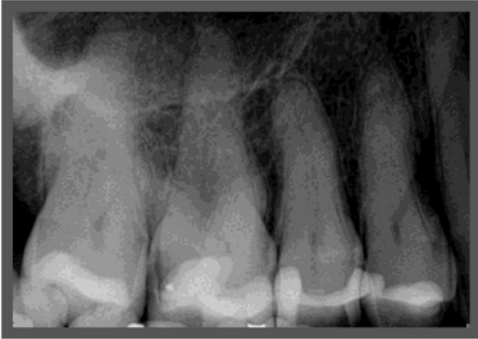
**Implant Motor & Handpiece,** Osteotomes/Ridge Expansion/ Sinus/Surgical Kits 4 SALE Contact [hpperio@cox.net](mailto:hpperio@cox.net) Subj: "DTrader"

**Dental Office For Sale** Modern office for sale in Bakersfield, CA. 2,000.00 sq. ft, 4 large well-equipped operatories. Office is centrally located one mile west of Hwy 99. Recently redecorated, Digital x-rays, electric handpieces, Marus chairs, full-sized, well-equipped dental laboratory. Please email [office@enhancedental1.com](mailto:office@enhancedental1.com) for more information.

**Register Now! Mandatory Webinar** OSHA with COVID Twist Dental Practice Act & Infection Control, 9:00 am January 31, 2021 6 CE units Approved by CA Dental Board Register at <http://www.idacalifornia.org>

**Digital Pano Panoramic** X-ray Gendex 8500 DDE Orthoralix @ \$11,900 great shape. Thousand Oaks. call or text (818)730-5923

# Build Your Practice with the "SMART 30 Minute Root Canal"™



**Go From this**



**To this in 30 Min**

80% of General Dentist perform RCT everyday in their practice. However, many acknowledge they sometimes struggle. Often they simply refer them out. After performing over 1 million RCT procedures our group of 40 Endodontist have discovered a way to massively simplify this process and have successfully trained many General Dentist to do these procedures in 30 min or less.

*"The SMART 30 Minute RCT™" stands for the Safe Measured Affordable Reliable Tested method that any General Dentist can learn and use in their practice the following Monday. Register today for this two day hands on workshop. Seating is limited to 14 attendees.*

*"Great course! Very easy to follow and understand. Systematic approach made me feel comfortable doing an RCT after taking this course next week. -Raymond M, DDS*

*"Great experience. I enjoyed the hands-on experience. Instructors were great to work with and very knowledgeable."- Mike K, DDS*

## Tuition \$1,995 for 2 full days of Lecture, Hands On, and Live Surgery

Included in Tuition:

- ♦ Bring up to 2 Staff Members at no charge
- ♦ 5 "SMART RCT" kits to take home (\$200 value)
- ♦ Support for your 1st 5 cases to ensure your success

**Register Today at [www.CTIdental.org](http://www.CTIdental.org) or call 1-(877) 237-3636**

**Full refund if you cancel up to 48 hours before Seminar (5 days for Virtual)**

**Course Dates: 2021: 2-19/20, 3-26/27, 4-23/24, 5-28/29, 6-25/26**

**NOW Available via our Proprietary Virtual Platform**



Course Director  
Dr. Ahmad Alnatour, DDS  
Harvard Endodontic Graduate  
Inventor of the  
"The SMART 30 Min RCT"



Cornerstone Training Institute  
Nationally Approved PACE Program  
Provider for FAGD/MAGD credit.  
Approval does not imply acceptance by  
any regulatory authority or AGD endorsement.  
5/01/2019 to 5/31/2020  
Provider ID# 389708



**CORNERSTONE™**  
Training Institute

**9950 Irvine Center Drive, Irvine, CA 92618**

**14 Hours of CE**

# No Payments for 90 Days\* / MADE IN USA / 10 YEAR WARRANTY

## America Operatory

**\$5895/**  
installed  
Free Shipping\*



150 Color Choices  
Made In USA

## Universal Operatory



**\$6395**  
Installed\*

## Roadrunner Hybrid Dry Vacuum

Variable Speed  
Reliable / Quiet  
Powerful 2.5 - 3.5 HP  
REBATES - \$500

**\$5295**



**NEW!**  
2 HP  
Vacuum  
Pump  
**\$2295**

Quiet Air Compressors  
40 db QUIET  
Drying System  
In Stock  
Ready to Ship



**\$3695**

## Infinity LED Light

Chair Mounted Dental Light  
Adjustable Illuminations  
Durable Reliable

Add to your  
Delivery  
System  
for Only  
**\$795**



## Infinity Delivery System

3 Handpiece with 3 Way Syringe  
Locking Flex Arm  
Telescoping Assist. Package  
2 HVE / 1 Saliva Ejector/ 3 Way Syringe  
Complete Junction Box

**\$2595**

Normal Installation within 1.5 hours of Factory  
OAC Terms Apply\*

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

**Oral Surgeon** needed part time for busy OMFS practice in Bakersfield, CA. (617)230-7165.

**Misc instruments. Rotary** endo engine, Apex locator, gutta percha warmer, 2 semi adj Denar articulators w/facebow and case. table full of explorers, mirrors and surgical instruments. can provide pics on request. \$4,000.00 gil529@yahoo.com

**Delivery Unit** /H2O Bottle Sys/Autoclave/Chemoclave/Lab Equip/ Articulators 4 SALE Contact hbperio@cox.net Subj: "DTrader"

**BAKERSFIELD #29** – HUGE PRICE REDUCTION. (4) ops./3 eq't'd. Mixed pts. Cap Ck. ~ \$3.5K/mos. Gross Collect \$600K/yr. Net \$350K+. Seller retiring. D&M Practice Sales 818.591.1401

**AIR SCRUBBER** for office effective against Covid covers up to 3,000 square feet. \$1499.99 Delivery and set up included in Southern California Dr. Miller 1-818-261-6619

**STOCKTON GP FOR SALE** - 1/3 Share of 3 GP Partner Practice, Digital, GR \$462K. HSPPT-Jay Harter 916-812-0500 #CA1624

**WE HAVE INVENTORY OF PPE's** IN STOCK!! WE SHIP DAILY SO NO NEED TO WORRY ABOUT BACK ORDERS WHEN IT COMES TO US call 562.404.3500

**DEL NORTE CO:** Established over 30 years & consistently averages more than \$1 million in Gross Receipts! 1,550 sf 4 ops w/ 1 add'l. \$495k (FN-1205) WPS/800-641-4179

**Biolase Dental Laser** (Waterlase) in Working Condition \$1900.00. Call: 310-989-8999.

"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).

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

**DENTAL PRACTICE and REAL ESTATE in STOCKTON.** 2019 Grossed ~ \$909K. Seller retires. Single standing building. 3 equipped operatories. Call Loc Pham, BRE#01875780. (714) 550 – 7494. https://LCFpracticesales.com

**CHICO:** Maintaining a special sense of community and small-town living! 856 sq ft w/ 2 + 1 add'l. \$165k (GN-1217) WPS/800-641-4179

**EQUIPMENT SALE.** Best offer. Biolase Waterlase MD Turbo, CS 3500 Scanner, Zimmer Implant Surgcal Kit, Lathe with Quick Chuck, Sybron Endo Obturation Unit, Tony Riso Cavitron, EndoPulse, Morita Rotary Master, Adec and Porter Nitrous Heads. Text (916) 595-2019

# Got a complicated mess?

# Chester will clean it up.

*"I can't say enough good things about Chester. He really helped me go through a challenging transition in order for me to chase my dreams of living in Hawaii. I had a great associate who did not have a lot of years of experience and was interested in purchasing my practice. Because this was his first transition, he had advisors that were not dental specialists. As you could imagine, that made things difficult. Chester helped me navigate the frustrations and challenges of dealing with their team and was super responsive in all his communications to both me and the other party. He noticed a few discrepancies and cleared them up swiftly. He also helped accomplish this in a very short period of time!" Tony K.*

## Contact us:

## Law Offices of Jeng and Associates

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

Cell: 909-450-7158

Toll free: 844.313.9900

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

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

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

*Most cases settled without any formal hearings*

**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.*

**CHICO - SACRAMENTO'S NORTH VALLEY** Highly regarded. 6-days of Hygiene. Revenues average \$470,000 per year. 4-ops. Retain the Hygienists, patients shall continue. Full Price \$110,000. Proudly represented by PPS of The Great West. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**Ambu Spur** II Adult Single Use Resuscitator. New in unopened plastic bag. \$15. [docfrerichs@yahoo.com](mailto:docfrerichs@yahoo.com). or 619 298-1775.

**SAN FRANCISCO GP FOR SALE** - LOW RENT! 4 Ops w/healthy hygiene. 2019 GR \$742K. HSPPT-Dr. Rishi Salwan 909-239-2800 #CA657

**"Beautiful dental office is Available for sale. Facility only. No patients. 2 ops plumbed for 3,space to add 4th chair. All the instruments, furniture everything is included in the sale.San Jose evergreen area. Asking Price is \$55,000. Please call me @408-375-1551 if you have any questions."**

**Practice Purchase:** Flat fee & unlimited legal counsel to purchase the practice of your dreams, \$4,500. [www.providerlegal.com](http://www.providerlegal.com)

**Oral sedation certification**, for \$2,200 it can be one of the most productive and interactive CE weekends, CIDE (805) 676-1063

**Sirona CEREC Bluecam. Acquisition Unit w/ Mill for CAD/CAM 2014.Latest Software Installed.Excellent Condition, Low Mill \$29K.Warranty available. Contact 818 422 6981**

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

**Dental office space for rent, city of Westminster. 2 ops brand new chairs flexible days of the week. text me at (714) 809-1963**

**Looking for something** but can't find it? Call Bruce at The Dental Trader, I have an extensive database I have compiled over my 37+ year career in dental publishing and can probably help you. No question too weird. 877-888-4237

**Sterident 300** Dry Heat Sterilizer For Sale. Used only twice. \$700. Schein price for new 1,149. [docfrerichs@yahoo.com](mailto:docfrerichs@yahoo.com).

**Oral surgery** practice for sale. Established practice w/excellent reputation and exclusive referrals from a large majority of practitioners and clinics within our community. Office has 3 operatories(2 equipped), 3 recovery rooms,2 consultation rooms, CS9300 Pano/CBCT machine. Office sees an average of 1400 new pt's a year and collected approx. \$1.4M working only 2 weeks a month. Seller Motivated and flexible. Send inquiries with a letter of interest and C.V. to [oralsurgeryreddingca@gmail.com](mailto:oralsurgeryreddingca@gmail.com)

**Mada Portable** Oxygen Tank with carrying case. Ideal for emergency office use. \$150.00. [docfrerichs@yahoo.com](mailto:docfrerichs@yahoo.com) / 619-298-1775

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

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

**Lease/Buy Dental Office with Equipment.** Dentist operating a successful dental practice has relocated and existing space is now available for lease. A 1720 square feet Dental office in Fremont has 3 fully equipped ops and has plumbing for additional 3 Ops, Reception area, private Doctor's office, Business office, Sterilization, Dark room, Lab, Storage, break room and 2 Restrooms. Email fremontdentist94538@gmail.com or Call

**SAN LEANDRO** Dental Office Space for Lease: ~ 770 sf w/ 3 ops offered at \$2500/month – Call for Office Visit (BC-1199) WPS/800-641-4179

**Los Gatos Practice For Sale** | \$595,000 | Profitable, high-tech GP with 36 years of goodwill. Contact info@integritypracticesales.com (855) 337-4337

**MADE IN USA** Oil Less Air Compressors Starting at \$3695, In Stock, www.dhpdental.com (800) 423 - 5657

**4 Maple** Laminate Pelton & Crane 24" cabinets w/SS sinks & upper wall storage. \$395 ea. ysonic88@gmail.com, 619-458-1558.

**Attend Xcel Seminars** 17th annual Clinical Series, now as a LIVE WEBINAR Series! The 3-course, 21 CE series (all live CA CE units) for only \$349 and learn about Dental Pharmacology (with Opioids and Cannabis included), Endo, and Prosthodontics. Go to www.xcelseminars.com or call 310-663-4055 for info or to register.

**PanoramicFilm Processor-AT-2000** hoses& manual uses Kodak REDI\_MATIC \$990 -you ship or pickup-Utah 608-658-2721

**www.DentalAttorneys.com** Starting Fresh? Retiring? Call the transition experts. 800.499.1474

**BELMONT PANORAMIC** - EXCALIBUR - for sale in good working order. (non-digital) \$990 - you ship or pickup - Utah - 608-658-2721

**GREAT DEALS IN GREAT PRICES** at <https://store.socal-rootcanal.com>

**Established Kern County #1137** - FFS/PPO/GP - 5 op. 2019 collections \$1.4M. 2020 3 mo. opening \$356K. Asking \$900,000. Contact info@wppps.com

**BAKERSFIELD PRACTICE** FOR SALE , NEED GENERAL DENTIST TO WORK FULL TIME, OWNER RETIRING, COLLECTION \$600.000...NET \$280.000, WORKING ONLY 3 WEEK PER MONTH, 9 CHAIR, 2400 SQFT, A LOT OF PARKING CONTACT AT luismico1@hotmail.com

**Perio/endo/restorative instruments**, syringes, forceps, everything to start an office. Inquiries: chris@c3dental.com

# CONSUMER ALERT!

## The Dental Trader

**refuses to do business  
with the following companies:**

### AMERICAN BUSINESS CARD

aka: Bizcard.com

(A CEG Company)

P.O. Box 15190

Scottsdale, AZ 85267

[www.americanbusinesscard.com](http://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](http://www.professionalfinancing.net)

[doctor@professionalfinancing.net](mailto: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](mailto:tradestaff@cox.net)

*Be sure to include any relevant documentation concerning your complaint*



## INTEGRITY PRACTICE SALES

**(855) 337-4337**

**www.integritypracticesales.com**



**DRE #01911548**

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

### San Diego, Orange County, Los Angeles

- **IN ESCROW! Vista Practice + RE | Practice \$100k, RE \$390k | 3 ops** | Includes equipment. Call Tim at (714) 272-8404.
- **Bonita | \$295,000 | 3 ops** | Beautifully decorated modern office in busy location. Call Tim at (714) 272-8404.
- **Chula Vista | \$415,000 | 5 ops** | Updated, modern practice in nice medical building. Call Tim at (714) 272-8404.
- **SOLD! San Diego | \$1,090,000 | 7 ops** | High tech, busy GP near downtown. Call Tim at (714) 272-8404.
- **Carlsbad | \$179,000 | 4 ops** | Near the airport, great opportunity to grow. Call Tim at (714) 272-8404.
- **IN ESCROW! Newport Beach | \$549,000 | 5 ops** | Contemporary office near Fashion Island. Call Tim at (714) 272-8404.
- **Fallbrook | \$321,000 | 4 ops** | 50 year established GP in historic, affluent area. Call Tim at (714) 272-8404.
- **Palm Springs | \$325,000 | 4 ops** | Golf capital of the world! All digital, modern practice. Call Tim at (714) 272-8404.
- **SOLD! Hemet & Murietta PERIO | \$335,000 | 7 ops** | Huge potential for growth. Call Tim at (714) 272-8404.
- **IN ESCROW! San Bernardino | \$475,000 | 4 ops** | Modern practice in shopping center. Call Tim at (714) 272-8404.
- **Garden Grove & Irvine ENDO | \$755,000 | 5 ops** | Two endo practices. Call Tim at (714) 272-8404.
- **NEW! Hollywood | \$540,000 | 4 ops** | Complete, no-expense-spared 2020 upgrade! Call Darren at (805) 878-0633.
- **Agoura Hills | \$225,000 | 3+ ops** | Contemporary fast-start practice in upscale area! Call Ken at (805) 338-5850.
- **IN ESCROW! Glendora | \$230,000 | 3 ops** | Established GP in shopping center, off 215 FWY. Call Ken at (805) 338-5850.
- **IN ESCROW! Beverly Hills | \$250,000 | 3 ops** | Steadily growing in a beautiful medical building. Call (805) 338-5850.

**Call (855) 337-4337 or visit us at [www.integritypracticesales.com](http://www.integritypracticesales.com).**

### Ventura & Santa Barbara

- **NEW! Ventura | \$469,000 | 4 ops** | Beautiful, award-winning GP in prominent building! Call Ken at (805) 338-5850.
- **NEW! Ventura | \$385,000 | 2+ ops** | Seller consistently netting \$270k/year on 3 days/week! Call Ken (805) 338-5850.
- **Ojai | \$350,000 | 4 ops** | Attractive, state of the art practice with high ceilings and picture windows. (805) 338-5850.
- **Oxnard Turnkey | \$105,000 | 4 ops** | Cozy office in modern highrise! Great potential! Call Ken at (805) 338-5850.
- **IN ESCROW! Ventura | \$450,000 | 4 ops** | In busy shopping center. Low overhead! Call Ken at (805) 338-5850.
- **IN ESCROW! Santa Barbara County | \$495,000 | 4 ops** | 100% Fee for Service, Fully Remodeled. Call Darren!
- **IN ESCROW! Santa Barbara | \$705,000 | 5 ops** | Upscale office near downtown. Call Darren at (805) 878-0633.
- **IN ESCROW! Santa Barbara | \$576,000 | 2 ops** | Successful 5-star practice downtown. Call Darren!
- **Santa Barbara | \$119,000 | 3 ops** | 44 year established with room to grow. Call Darren at (805) 878-0633.
- **SOLD! Solvang | \$1,200,000 | 3 ops** | Extremely profitable fee-for-service practice. Call Darren at (805) 878-0633.
- **Lompoc | \$270,000 | 3 ops** | Established in attractive retail center. Call Darren at (805) 878-0633.
- **Lompoc Dental Condo | \$680,000 | 9 ops** | Large vacant dental office on HWY 1. Call Darren at (805) 878-0633.
- **Lompoc Dental Suite | \$590,000** | Two suites, move in ready (equipment available). Call Darren at (805) 878-0633.
- **NEW! Central Coast | \$375,000 | 3 ops** | Beautiful office with lots of upside potential. Call Darren (805) 878-0633!
- **NEW! Santa Maria | \$1,050,000 | 4 ops** | Great GP (collected \$1.4M) with RE in growing area. Call Darren!
- **Santa Maria | \$120,000 | 3 ops** | Real estate available, in med building off 1010. Call Darren!
- **Santa Maria | \$183,000 | 3 ops** | 20 years of goodwill at comprehensive GP. Call Darren at (805) 878-0633.
- **Santa Maria | \$253,000 | 4 ops** | 38 years goodwill, friendly near town center. Call Darren at (805) 878-0633.

## A professional team dedicated to selling your practice.



**Bill Kimball, DDS**  
(805) 748-5770  
DRE# 01899784



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



**Trevor Kimball, PhD**  
(805) 748-7439  
DRE# 02078646



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



**Tim Miller**  
(714) 272-8408  
DRE# 02107070



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

### Bay Area & San Luis Obispo County

- **NEW! San Luis Obispo | \$450,000 | 4 ops** | Premium GP in highly desirable location! Call Darren at (805) 878-0633.
- **San Luis Obispo County | \$449,000 | 4 ops** | Spacious office near downtown! Call Darren at (805) 878-0633.
- **Central Coast | \$511,000 | 3 ops** | Highly profitable, state of the art, near beach! Call Darren at (805) 878-0633!
- **Central Coast Wine Country | \$449,000 | 5 ops** | Beautiful, successful practice in a great location. Call Darren!
- **Central Coast | \$530,000 | 4 ops** | Located in a gorgeous medical office off Hwy 1! Call Darren at (805) 878-0633!
- **NEW! Monterey Peninsula | \$640,000 | 7 ops** | Innovative dental practice in coveted location! Call Darren!
- **Carmel | \$419,000 | 4 ops** | Live and work in beautiful, sea-side Carmel! Call José at (925) 382-9525.
- **IN ESCROW! Monterey Peninsula | \$329,000 | 3 ops** | 100% Fee for Service near Cannery Row! Call Darren!
- **Santa Cruz | \$1,150,000 | 4 ops** | Exceptionally profitable, state of the art GP! Call Brian at (707) 898-0842.
- **IN ESCROW! Los Gatos | \$595,000 | 5 ops** | Profitable, high tech, room for expansion! Call Darren (805) 878-0633.
- **San Francisco | \$949,000 | 4 ops** | Very profitable, sophisticated GP in a landmark medical/dental building in Union Square. Stunning views and high end equipment throughout. Call Darren at (805) 878-0633.
- **Vacaville | \$595,000 | 4 ops** | In med building in busy shopping center! Call Brian at (707) 898-0842.
- **Santa Rosa Area | \$344,700 | 4 ops** | Busy 40+ year established, true FFS GP. Call Darren at (805) 878-0633.

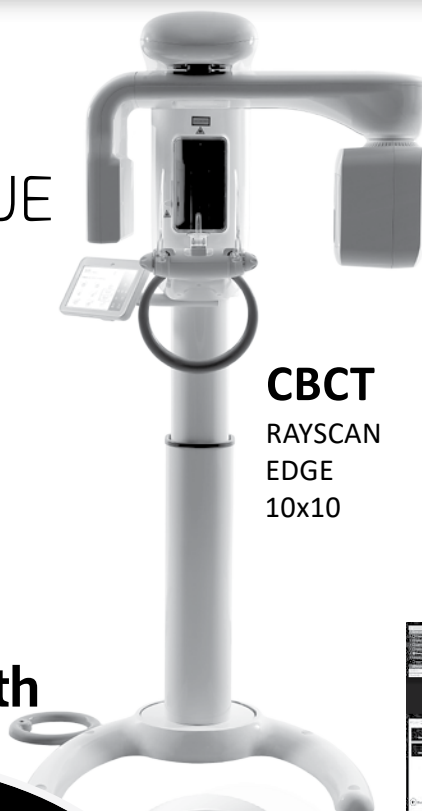
## Is 2021 your year to sell?

**Call our office at (855) 337-4337 to set up a CONFIDENTIAL consultation.**

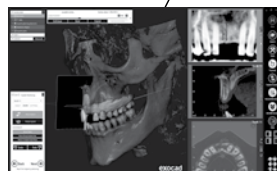
### Central Valley, Sacramento, & Northern California

- **Fresno | \$995,000 | 6 ops** | Growing and Profitable GP! Highly rated practice. Call José at (925) 382-9525.
- **Merced | \$375,000 | 4 ops** | Growing area, shopping center location, hightech! Call José at (925) 382-9525.
- **Cutler | \$185,485 incl. RE** | Turn key with 400 charts. Price includes real estate! Call José at (925) 382-9525.
- **Sonora | \$1,250,000 + RE | 9 ops** | Spa like office with top of the line equip! Call Brian at (707) 898-0842.
- **Tulare County | \$349,000 | 6 ops** | Fast start, huge opportunity! RE available. Call José at (925) 382-9525.
- **SOLD! Porterville | \$1,140,000 | 12 ops** | Very lucrative partnership! Call José at (925) 382-9525.
- **Delano | \$915,000 | 5 ops** | Extremely profitable, hightech GP. Great reputation! Call José at (925) 382-9525.
- **IN ESCROW! Visalia | \$1,200,000 + RE \$1.5M | 10 ops** | State of the art, modern facility, great opportunity to take home \$700k on 4 days/week, digital and paperless. Don't miss this one! Call José at (925) 382-9525.
- **San Andreas & Valley Springs | \$426,000 | 5 ops** | Real estate available. Call José at (925) 382-9525.
- **Lake Tahoe Area | \$710,000 + RE | 6 ops** | 5 Star, super premium in 3400 sq ft. Call Brian at (707) 898-0842.
- **NEW! Bakersfield | \$1,595,000 | 10 ops** | Incredibly profitable state-of-the-art GP! Call Darren at (805) 878-0633.
- **Bakersfield | \$450,000 + RE \$695k | 5 ops** | Bright, paperless office in desirable med center. Call José!
- **Bakersfield Prosthodontist | \$349,000 | 4 ops** | One of two in the city, great opportunity for a prosth or general dentist to grow this practice. Room to expand by 2 ops and bring in other specialties. Call José at (925) 382-9525.

A US DENTAL COMPANY

**YOUNG'S DENTAL*****extended***  
**PROMOTIONS!****ULTIMATE VALUE  
SURGICAL  
GUIDE****PACKAGE  
NOW ONLY****\$995**/month**CBCT**RAYSCAN  
EDGE  
10x10**IOS**  
MEDIT  
i500**3D  
PRINTER**  
RAYDENT  
STUDIO**CAD**  
EXOPLAN  
DESIGN  
SOFTWARE**FREE**UNLIMITED TRAINING & SUPPORT  
EXPERIENCE INDUSTRY'S BEST  
TRAINING & SUPPORT!**SAVE 40%**

AFFORDABLE THAN LEADING

BRANDS. WHY MILL **EMAX** ONLY? MILL  
ALL YOUR PREFERRED MATERIALS  
AND STILL SAVE BIG!**Lifetime  
Support****877.399.3466****BEST PRICE GUARANTEED! CALL TO INQUIRE**\*THIS OFFER CAN BE DISCONTINUED  
ANYTIME WITHOUT NOTICE.**ULTIMATE  
VALUE  
MILLING  
PACKAGE****NOW ONLY****\$960**/month**IOS**MEDIT  
i500**CAD**EXOCAD  
DESIGN  
SOFTWARE**FURNACE**Eocus  
4010 HT**CAM****BX5 ALL-IN-ONE (DRY & WET)**  
Lithium Disilicate, Pre-Mill Titanium Blank  
(Custom Abutment), Hybrid Ceramic, Nano  
Ceramic, PMMA (Denture, Surgical Guide),  
Acrylic, Zirconia



The Law Offices of  
**J. Sean Dumm**  
A Professional Corporation

Explore **FREE** resources about COVID-19 and  
your Dental Practice at [JSDLawOffice.com/COVID19](http://JSDLawOffice.com/COVID19)

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

**AGOURA HILLS** - (3) op comput G.P. Annual Gross \$300K+ p.t. Cash/PPO pts. Digital x-rays. Seller retiring. D&M Practice Sales 818.591.1401

**NOMAD PRO** Great condition, includes battery charger, 2 batteries, original carrying case. \$4000 obo. [chris@c3dental.com](mailto:chris@c3dental.com)

**Selling a SciCan autoclave**, In very good condition and still under warranty for labor not parts. 310-397-1806.

**OFFICE SHARE NEWPORT CENTER.** The demand for high quality space on a part time basis has never been stronger. Rent by the hour/day and we will supply everything you need. No long term commitments. Great for practices in transition, younger, older or specialist getting started. Flexible rates. Can lead to permanent space if desired email/call 949 698-2693 [mbarnes@mbarnes.occoxmail.com](mailto:mbarnes@mbarnes.occoxmail.com)

**SAN JOSE GP FOR SALE** - 6 Ops, Digital, Est. 35+ Yrs., CAD/CAM, paperless. GR \$1.3M+. HSPPT-Jim Engel 925-330-2207 #CA1140

**Disposable Supplies** / Surgical Gloves / Dressing Jars / Burs / Articulators 4 SALE Contact [huperio@cox.net](mailto:huperio@cox.net) Subject: "DTrader"

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

**Shared space opportunity in Newport Center Medical building.** Ideal spec/GP. 1-6 ops avail 1-6 days/wk OR by the half day. Staff avail. Beautiful office, fantastic setting. New Dig. x-ray/Computers. Photos at [michaelbarnesdds.com](mailto:michaelbarnesdds.com) 949 698-2693 or [mbarnes@mbarnes.occoxmail.com](mailto:mbarnes@mbarnes.occoxmail.com)

**FOR SALE LIKE NEW** The Wand Single tooth anesthesia \$2499. Please email [vidadentistry@gmail.com](mailto:vidadentistry@gmail.com)

**LINCOLN:** With increased Doctor days, a little attention to marketing, watch your patient base & production grow exponentially! 2,986sf w/ 6 ops + 4 add'l. \$437k (EN-1197) WPS/800-641-4179

**PETALUMA:** Views of Downtown & Mt Preservation from each op! 2,010 SF w/ 6 fully equipped ops. Plumbed for 2 addl \$525k (CC-1203) WPS/800-641-4179

**Bakersfield Associate to Buyin Opportunity.** Pediatric Dentist or GP proficient in treating kids. 3yrs exp. Email [gr8smiles1@gmail.com](mailto:gr8smiles1@gmail.com)

**2M 7** op, nearly new conebeam. profesionly decorated. Lasers, specialist, and associates. Owner not seeing patients. 50NP per month. Monterey county. 831 601-6070

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

**DENTRIX IMAGERAYi digital sensor** excellent condition. More info and photos available [ddsshopper@cox.net](mailto:ddsshopper@cox.net)

**1million dollar location**, modern, fully equipped, 5ops facility at shopping mall at Topanga Cyn Blvd in Chatsworth. With great visibility and signage. Dentrix, Dexis and Pano. Fully computerized. Previous owner moved, used to collect 1 mln/year. 40 years old location. Price is 190K. Call 818-517-6639, or e-mial [doctoryury@gmail.com](mailto:doctoryury@gmail.com)

**Zeiss Microscope** (Floor stand S100 OPMI Pico, LED lights), excellent condition! [nimadmd@gmail.com](mailto:nimadmd@gmail.com) or 310-663-5352

**4SALE; 3free standing A Dec rear delivery cabnt & asst tble @ \$7k ea; 1 fx'd rear del. cab w/asst tbl \$5K; 4 cab's w/sink/counters @ \$4K ea; OBO - Must sell! Will outfit 4ops; Grt condition 626.318.7719 DrB**

**Practice Sale:** Flat fee & unlimited legal counsel to sell your practice, \$5,000. [www.providerlegal.com](http://www.providerlegal.com)

**(4) Boyd LED C210 DENTAL CHAIR LIGHTS**, 3 years old, excellent condition, 625each, you pay shipping, [drwu@wuortho.com](mailto:drwu@wuortho.com)

**REDWOOD CITY** Collected \$730,000 in 2019. 4-day Hygiene schedule. 5-ops, paperless, digital Pano. Ideal for Redwood City Dentist who would vertically integrate this practice into their office. Seller would become the Pied Piper by becoming Buyer's Associate. Proudly represented by PPS of The Great West. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

# 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/APPRAISALS • ASSOCIATESHIPS • CONTINUING EDUCATION

### NORTHERN CALIFORNIA

**ALAMEDA** - 4 Op practice housed in a beautiful Victorian home. 10 days hygiene per week and 2019 Revenue of \$1.4M+ and 22 years of goodwill. Real Estate also available if desired. #CA1287- Jim Engel - 925-330-2207

**ALAMEDA** - 4 Ops in a busy shopping center location. 29 years goodwill. 2019 GR \$246K on 27 hrs/wk. Room to grow! #CA1268- Jim Engel - 925-330-2207

**CITRUS HEIGHTS/FAIR OAKS AREA - NEW LISTING** - High traffic, popular retail area location, 1,060 sf with 4 Ops - looking for a fast sale. Paperless with 16+ years of Goodwill. 2019 GR \$295K, 2018 GR \$340K. #CA1832- Jay Harter - 916-812-0500

**CONTRA COSTA COUNTY WEST** - Seller relocating and leaving behind 2019 GR \$1.6M+ with adj. net over \$700K. 7 Ops, Softdent, new computers, nearly completed paperless, CB, X-Ray, Diagnodent & Diode Laser. 8 hygiene days/wk. and 25 NP/mo. round out a great practice in one of our most desirable communities! #CA1487- Jim Engel - 925-330-2207

**DAVIS/WOODLAND AREA - NEW LISTING** - GP practice & condo available w/37+ years goodwill. 2019 GR \$770K on 24-26 hours/week. 5 Ops and 2 additional plumbed/not equipped in 2,304 sq. ft. Digital sensors, Pano in sought-after area. Great hygiene program, room for growth with specialties. #CA1732- Jay Harter - 916-812-0500

**EAST BAY** - Retail shopping center location with 5 Ops, 4 equipped. Updated with Digital x-rays, Pano, Lasers, and Nitrous Oxide-ready. Average 30 NP/mo. Open 4 days/wk., this is a cash and PPO office with 2019 GR of \$614K. #CA684- Dr. Rishi Salwan - 909-239-2800

**EAST BAY/CONTRA COSTA COUNTY** - 4 Ops, 1,350 sq. ft. 2019 GR \$659K on 4 doctor days/week. Low rent and Seller will help with transition. Asking \$440K, seller considering all offers. #CA644- Dr. Rishi Salwan - 909-239-2800

**FAIR OAKS/CITRUS HEIGHTS AREA** - Successful GP Practice in a very desirable area with 38 years of Goodwill. Practice shows as high-end with nice décor with 4 Ops in 1,100 sq. ft. Includes 7 computer workstations, Intra-oral camera, Digital x-ray, and Easy Dental PM Software. 6 days a week of hygiene, booked out for 3 months. Growth potential with Ortho and Implants. 2018 GR \$1.07M and 2019 GR \$970K on a 4 day / 32 hour average work week. #CA656- Jay Harter 916-812-0500

**FAIRFIELD AREA - NEW LISTING** - 7 Ops, Dentrax, digital sensors & intra-oral cameras, Laser, digital CB/pano, average age under 5 years. 23 -25 NP/mo., 9 to 10 Hyg. days/wk. Room for growth- most specialties referred out. 2019 GR \$1.7M+ on a 36 hour work week, and 2020 is set to exceed. Seller can work back for a short term to assist with transition. #CA1824- Jay Harter - 916-812-0500

**FOLSOM/EL DORADO HILLS AREA** - Beautiful, modern office in a highly desirable and growing area. This high traffic-count location is in 3,000 sf office with 44+ years of Goodwill. 4 equipped Ops plus 1 add'l, Carestream, and fiber optics. 5 days Hygiene days per week, on a 4 day week. Room for growth with most specialties referred out. 2019 GR \$530K and 2020 is showing a nice post-COVID rebound. #CA1629- Jay Harter - 916-812-0500

**GREATER AUBURN AREA PERIO - NEW LISTING** - 4 Ops consistently collecting \$1M+/yr. Digital, PerioLase, W&H ImplantMed Handpiece, Straumann CAD/CAM Scanner, Nomad Portable XR, and so much more. Serene hillside area practice available immediately. #CA2475- Jay Harter - 916-812-0500

**GREATER EL DORADO HILLS** - Multi-doctor practice, 3,000 sq. ft., 8 Ops, 7 equipped, Digital x-rays and Digital Pan. 2019 GR \$1.2M. Sellers will work back P/T. #CA578- Thomas Wagner - 916-812-3255

**GREATER SACRAMENTO** - 10 Years Goodwill, 5 Ops, 4 Equipped, Digital, CB, X-Ray, Hyg days/wk. 2019 GR \$434K. #CA678- Jay Harter - 916-812-0500

**GREATER SONORA AREA - NEW LISTING** - Great rural lifestyle with a solid GP practice & stand-alone Dental Office Building available in beautiful hilltop setting. 37+ years Goodwill in stable community. 5 Ops, Dentrax, intra-oral camera, pano x-ray. Only accepting NP if family/friends of existing patients (5 NP/mo. in 2019), 6 hyg. days/wk. and Dr. schedule is booked ~3 weeks in advance. Room for growth with specialties. 2019 GR \$698K on 30 hour work week. Building also available for purchase, with "shell" space to build out for possible additional tenant income. #CA1713- Jay Harter 916-812-0500

**LAKE TAHOE AREA - NEW LISTING** - Rural lifestyle GP practice away from the city in outstanding and growing resort community. 37+ years of Goodwill in approximate 1,586 SF w/4 Ops. 2019 GR \$760K on 32 hours/week. #CA1715- Jay Harter 916-812-0500

**LAKE TAHOE AREA** - GP practice with 5 Ops w/6th Open, views of Lake Tahoe from Ops, 2,100 sq. ft., 2019 GR \$579K on 22 avg. Dr. hours/week. #CA608- Jay Harter 916-812-0500

**MILLBRAE** - Role Reversal for this 5 Op practice with 62 years goodwill. 2019 GR of \$1,077,000 on 4 days/wk. with 6 Hygiene days/wk. Seller offering 6 mo. employment and will work back a minimum of 6 mo. after sale. Datacon PMS, Digital, Pano, Waterlase & Periolas. Professionally designed interior and great seller-owned location. #CA1139- Jim Engel - 925-330-2207

**NORTHERN CALIFORNIA PERIO** - 4 Ops, Consult Rm, Upgraded Tech with Digital, LANAP, Paperless. 2019 GR \$900K+. Draws from large area with little competition. #CA1553- Gina Miller - 707-391-7048

**NORTHERN SACRAMENTO - NEW LISTING** - Nice producing GP practice in an attractive and quaint office space with 3 Ops & a 4th Op shared. Busy street location with 28+ years of Goodwill, Dentrax PM Software with 10 workstations, fiber optics, paperless, digital x-ray, intra-oral camera, soft tissue laser, CEREC, and a digital pano x-ray. 2019 GR of \$671K on 24-32 Dr hours per week. #CA1745- Jay Harter - 916-812-0500

**NORTHERN SACRAMENTO AREA** - Established GP with 50+ years goodwill. Each Op has view to private & beautiful office space. 2019 GR \$616K on a 33-hour average work week. #CA667- Jay Harter - 916-812-0500

**OAKLAND** - Affluent location, stand-alone building available to lease or buy with 3 Ops and room to expand. Bright design with digital x-rays, paperless with Softdent, and COVID equipment. 2019 GR \$675K on 4 Dr. days and 4 days of hygiene. Specialties are referred out, room to grow and expand in prime location, retiring doctor. #CA1380- Gina Miller - 707-391-7048

**PLEASANTON FACILITY ONLY - NEW LISTING** - Drop dead gorgeous office in most desirable area. 5 Ops with Adtec/Pelton & Crane equipment, x-rays, upgraded cabinets and most everything needed to house your own practice. One-third of the price to build out your own! #CA1972- Jim Engel - 925-330-2207

**REDDING AREA** - 20+ years Goodwill, 6 Ops, 8 hygiene days/wk., booked out in advance. 2019 GR \$782K. #CA668- Jay Harter - 916-812-0500

**REDDING AREA** - GP Practice in 1,600 sq. ft., 4 Ops, 1 add'l plumbed, Dentrax, Digital Sensor, Digital Pano, and newer CEREC. 2019 GR \$558K on a 32-hour work week. #CA648- Jay Harter - 916-812-0500

**SAN FRANCISCO FACILITY ONLY** - 3 Ops in heart of the city! Leasehold and Equipment only. Low rent, asking \$125K. #CA677- Dr. Rishi Salwan - 909-239-2800

**SAN FRANCISCO - LOW RENT!** 30+ Years of Goodwill. Beautiful 4 Op office with healthy hygiene program in desirable area. Retiring Dentist will stay for transition or associate a couple of days per week following sale. 2019 GR \$740K. Monthly CAP check of \$12K+, would cover the rent and associate for a future buyer. All offers considered. #CA657- Dr. Rishi Salwan - 909-239-2800

**SAN JOSE** - This great Evergreen District practice boasts 40 years of goodwill in an updated mixed-use building. 2019 revenue of \$1.4M+ with nearly \$600K in adjusted profits. 4 Ops in 1,200 sq. ft. at well below-market rent. Dentrax, Digital X-Ray and Film-Based Pano. Seller is willing to work back one day per week if needed for a smooth transition. #CA1817- Jim Engel - 925-330-2207

NORTHERN CALIFORNIA OFFICE  
888-685-8100

www.henryscheinppt.com

SOUTHERN CALIFORNIA OFFICE  
888-685-8100

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  
(714) 318-4911  
31 Years in Business



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



**Thanh Tran**  
License #01863784  
(949) 533-8308  
16 Years in Business



**Gina Miller**  
Lic. #0201593  
(707) 391-7048  
31 years in business

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

**SAN JOSE** - 6 Ops in 1,850 sq. ft with Digital X-Ray, Paperless charts, Digital Pan, CAD/CAM, and Diode Laser. Upscale building near major shopping complex. Seller will stay on P/T if needed. Est. 35+ years with \$1.3M GR and Adj. Net of 38%. #CA1140- Jim Engel - 925-330-2207

**SAN JOSE** - 6 equipped Ops and 4 add'l available. Dentrax, Dexis Digital x-rays and Digital Pan. 2019 GR \$745K. #CA600- Kim Ta - 408-687-5001

**SONOMA COUNTY** - Large Family Practice 30+ years goodwill. Solo dentist owner with in-house specialists. 2019 GR over \$2.3M. Real Estate for Sale or Lease option. #CA544- Gina Miller - 707-391-7048

**SONOMA COUNTY** - General Practice located North of San Francisco. 32 Yrs of Goodwill, 5 Hyg & 3.5 Doc days. GR \$948K with high profits, low expenses. 1,000 sq. ft, 3 Ops w/opportunity to expand. Shared spaces bonus square footage. Paperless, Dentrax PM, Digital sensors, and Intra-oral camera. Selling both Practice and portion of dental building ownership. The doctor is retiring. #CA594- Gina Miller - 707-391-7048

**VACAVILLE AREA** - Great, centrally located, and high traffic location for with 28 years of Goodwill. 5 Ops in 1,700 sq. ft. with 3 computer workstations, film-based pano, and Dentrax. Good hygiene recall patient base, with hygiene booked 6 months out, with an average of 36 hygiene hours per week. Only 14 patients eligible for Delta Premier. 2019 GR \$556K on a 32 hour week. #CA645- Jay Harter - 916-812-0500

**VALLEJO, BENICIA, MARTINEZ AREA:** Rare opportunity to acquire downtown practice/bldg with additional income tenants. Recently remodeled with newer equipment in desirable area. 3 Ops with 4th available, not equipped, Dentrax, digital, Laser, and digital pano. Growth opportunities with 2 Hygiene days per week, most specialties referred, and practice only open 16 hrs./wk. 2019 GR \$412K. Seller will work back for 3 mo. to aid in transition. #CA321- Jay Harter - 916-812-0500

### CENTRAL CALIFORNIA

**CENTRAL COAST** - 5 Ops, digital, 25+ years of goodwill. Newly renovated, the practice sees 30 NP/mo with strong hygiene program. Beautiful Location. 2019 GR \$1.1M+. #CA1218- Kerri McCullough - 949-300-0312

**CENTRAL VALLEY** - 11 Ops, digital, strong hygiene dept booked several months out. 2019 GR \$3.4M with \$900K+ Net after taxes. Real Estate for sale also. #CA1444- Steve Caudill - 951-314-5542

**FRESNO AREA - PRACTICE WILL SELL FOR UNDER \$146,000:** GP/Prosth Practice with 40 years Goodwill. Great for GP that does a lot of Restorative Dentistry to take over and complete procedures that aren't currently being done. Seller will remain on P/T to collaborate with a GP Buyer. 4 Ops with Intra-Oral Camera, Digital X-Rays, and film-based Pano. Average age of (mostly Adec) equipment is 7 years of age. 2019 GR \$409K. #CA588- Jay Harter - 916-812-0500

**GREATER FRESNO:** 4 Ops, 22 years of Goodwill, pricing is under \$300K or approx. 57% of last year's GR. Fast-growing area, low overhead, low community competition, Easy Dental, digital x-rays, and intra-oral cameras. No Delta Premier. ~75% of patients PPO and/or Denti Cal, with remainder's cash/Out of Pocket. Practice avg. 18 NP/mo. Referring out most specialties, and Seller may work back P/T to assist in transition. 2019 GR \$523K on a 32 hrs/wk. Stand-alone 1,200 sq. ft. dental building available for purchase or free rent to qualified Buyer with lease. #CA676- Jay Harter - 916-812-0500

**GREATER STOCKTON - NEW LISTING** - Successful GP practice with 2,200 +- Dental Office Condominium. Digital x-ray & Pano. 5 Hygiene days per week. 2019 Gross Receipts \$812K on 32 hour work week. High level of Ortho expertise & production. Seller will work back. #CA2006- Jay Harter - 916-812-0500

**GREATER STOCKTON** - Purchase a 1/3 to 2/3 share of a 3 GP partner practice with 35+ years Goodwill sharing exp./rent for a 10-12 Op facility. Seller works mostly out of 2 Ops, hygiene is shared with the 2 other partners and practice has 9 days of hygiene/wk. I/O cameras, Digital, Paperless, QSI PMS, and most specialties referred out. 2019 GR \$508K on a 4-day week. Add'l 1/3 ownership of separately listed practice available allowing 2/3 ownership. #CA1389- Jay Harter - 916-812-0500

**GREATER STOCKTON - PRICE REDUCED BY \$38K AND SELLER WILL CONSIDER A GOODWILL/PATIENT RECORDS (Charts) SALE!!!** Unique opportunity to purchase a 1/3 share of a 3 GP (mostly PPO) partner practice with 30 years of Goodwill sharing expenses/rent for a 10-12 Ops facility with shared receptionist. This 1/3 share offering has its own Office Manager, RDA, and P&L entity. Seller works mostly out of 2 Ops. Hygiene and RDHs are shared with the 2 other Dr. partners; Seller's monthly hygiene is \$8K to \$10K/mo. Intra-oral camera, Digital x-ray, and QSI PM Software. All Ortho, and many specialty procedures referred out. 2019 GR \$462K on 4 days/wk. Add'l 1/3 ownership of separately listed practice in this group also available allowing 2/3 share of ownership. Seller will remain to help facilitate practice sale and transition. #CA1624- Jay Harter - 916-812-0500

**MODESTO AREA:** Established neighborhood with 60+ years goodwill. 5 Ops, 1,450 sq. ft. 2018 GR \$1.1M on 3 days per week. Dental Condo also available for purchase or lease. #CA635- Jay Harter - 916-812-0500

**MONTEREY** - 4 Ops, 1,600 sq. ft., Digital, 2019 GR \$938K on 4 days/wk. Dr. is looking forward to retirement. Strong Hygiene program and most specialty procedures referred out. Fast, this practice will sell quickly! #CA650- Kim Ta - 408-687-5001

**SANTA CRUZ - NEW LISTING** - This dental practice has been in the family for 40 years. The seller is looking to move out of town. Located minutes from the beach in a highly desirable area this beautiful, cozy 1,027 sq. ft. office features 3 Ops, digital x-ray, panoramic x-ray, and reasonable rent. 2019 GR \$592K on a 32-hour work week. Averaging 20+ NP/mo. #CA4709- Kim Ta - 408-687-5001

**STOCKTON AREA:** Great opportunity to purchase practice and building. 2019 GR \$1.1M with 6 Ops, good hygiene recall. 2019 GR \$1.1M on average 37 hrs./wk. #CA616- Jay Harter - 916-812-0500

### SOUTHERN CALIFORNIA

**BAKERSFIELD** - 6 Ops, 40 years goodwill, with a great reputation in the area. 6 days of hygiene and most specialty work referred. There is digital pano and digital x-rays. 2019 GR \$600K. The real estate is also for sale. #CA1274- Kerri McCullough - 949-300-0312

**BAKERSFIELD** - 7 Ops with high-end equipment-CEREC, Digital X-rays, Cone Beam, Implant motor. 7 days of hygiene in the practice with room to grow. GR \$1M+ with low overhead. The building is for sale at \$650K. #CA1120- Kerri McCullough - 949-300-0312

**BAKERSFIELD** - This well-established practice is located in a medical/dental professional complex with 5 Ops, 4 equipped and a very warm and inviting feeling. The seller's income is based on a 3-day work week. Dental lab area, along with adaptability to repurpose office, with great potential. Practice is located on a main thoroughfare with very busy traffic flow. The condo suite is also for sale. The practice has a wonderful reputation and most patients are internal referrals from other happy patients with many years to generations in the practice. Dr. is ready to retire. 2019 GR \$365K and 2018 GR \$416K. This practice has great potential for growth. #CA674- Kerri McCullough - 949-300-0312

**CORONA - NEW LISTING** - 4 Op practice for sale with excellent growth opportunity. The seller is ready to retire and has been very conservative in diagnosing and treatment planning. There are digital x-rays and a Pano. The practice's location is on a main street with a mix of other small business in a small strip center. 2019 GR \$280K. #CA2002- Kerri McCullough - 949-300-0312

**EAST LOS ANGELES FACILITY ONLY - NEW LISTING** - Great retail location in a small neighborhood center, signage, parking, on busy main street. 3 Ops, seller moving to new location, older equipment, non-digital but with a little work, ready to go. 35 years in the location. #CA1786- Steve Caudill - 951-314-5542

**EL CENTRO** - Nice office in a great location with low rent! 3 Ops equipped plus 1 add'l plumbed. Practice utilizes EagleSoft with Digital X-rays. 2019 GR \$850K with a high Adj. Net. Growing patient base with 25+ years goodwill. A must-see! #CA680- Dr. Rishi Salwan - 909-239-2800

**HUNTINGTON BEACH - PRICE REDUCED FOR QUICK SALE!** Highly desired location on a main street, 5 Ops, Digital x-rays, and a strong hygiene program. This nicely appointed, mostly cash practice is a much sought-after area and offers excellence in dental care to a well dental-educated patient base. 2019 GR \$604K. #CA685- Kerri McCullough - 949-300-0312

NORTHERN CALIFORNIA OFFICE  
888-685-8100

www.henryscheinppt.com  
Henry Schein Corporate Broker #01233804

SOUTHERN CALIFORNIA OFFICE  
888-685-8100

# HENRY SCHEIN®

## PROFESSIONAL PRACTICE TRANSITIONS

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

**HUNTINGTON BEACH** - 4 Ops, located in a busy retail center with great visibility. Practice utilizes Digital x-rays and Easy Dental. 2019 GR \$466K. #CA673- Thinh Tran - 949-533-8308

**LAGUNA BEACH - NEW LISTING** - Private 2 Op practice for sale located in an office building on 2nd floor with elevator. Nice location, est. 1975 with low overhead. 2019 GR of \$161K. #CA1499- Steve Caudill - 951-314-5542

**LONG BEACH** - Real estate ownership an option. Grandchildren of original patients come to this upper-middle-class residential practice est. early 1950s. Existing: 4 Ops plumbed, 3 ops equipped. Easy expansion to next door-3 plumbed, 2 equipped. PLUS: Most specialties referred out. Better hurry! 2019 GR \$696K. Super-strong post-COVID production. #CA671- Kerri McCullough - 949-300-0312.

**LOS ANGELES - NEW LISTING** - 100% Associate-run office! Gross Receipts for 2020 were \$1.4M+. 6 Ops, Digital, Pano, spacious parking lot, with room for growth and potential. The practice has an excellent reputation in the area for high quality, personal care and has excellent cash flow, ready for a working dentist to take over! Call today! #CA1681- Dr. Rishi Salwan - 909-239-2800

**N. ORANGE COUNTY** - 5 Ops, open since 1965 with Dentrrix and Digital Pano. Retiring seller will assist with a smooth transition. 2018 GR \$231K with room to grow as most specialty procedures are referred out. #CA558- Dr. Rishi Salwan - 909-239-2800

**ORANGE COUNTY - NEW LISTING** - Beautiful office located at a major intersection in a strip center. 2019 GR \$329K. Low Overhead, great take-home Net. 5 Ops, 3 equipped, Seller is only working on average 25 hours a week. Great potential, low asking price \$175K. A must-see. #CA1728- Dr. Rishi Salwan - 909-239-2800

**ORANGE COUNTY** - 5 Ops, Digital, retiring seller. Excellent reputation in affluent area for high quality personal care. Modern, welcoming office with strong hygiene program and room to grow with specialties. 2019 GR \$642K. #CA1676- Kerri McCullough - 949-300-0312

**OXNARD - NEW LISTING** - 7 Ops, very nice office, office building, 2nd floor. Bought practice in 9/98, paperless practice with 15 work stations, digital, 11 days hygiene per week, 2019 GR of \$1.55M. #CA1829- Steve Caudill - 951-314-5542

**OXNARD** - Very nice practice located in professional building in a great area with 4 Ops and Digital x-rays, opened 35+ years ago. Seller has owned it for 3 years and has a primary office in LA and wants to sell. 2019 GR of \$662K. #CA1164- Steve Caudill - 951-314-5542

**PALM SPRINGS AREA MULTI-SPECIALTY - PRICE REDUCED!** 5 Ops, private office, lecture room, and lab, in a 2,500 sq. ft. suite. Practice has over 28 years goodwill and consistent collections over \$1M/year. Dentrrix, Digital x-ray, Intra-Oral Camera, CT Scan, and Gemini Dual Wave Laser. Seller works 4 days/wk. with 8-10 weeks' vacation every year. 2019 GR \$1,260,000. Priced to sell at \$695K. This is a mostly cash practice, non-referral. Great opportunity! #CA604- Kerri McCullough - 949-300-0312

**SAN GABRIEL VALLEY** - 4 Ops, main road location with great visibility and 65 years goodwill. This PPO practice features Digital x-rays and most specialty work referred out. Nicely appointed and excellent opportunity for a growing area in Southern CA. #CA596- Kerri McCullough - 949-300-0312

**SHERMAN OAKS** - 5 Ops, 4 equipped with 44 years goodwill. Nicely appointed in high end building. Strong hygiene program, excellent specialty work, room to grow. Legacy practice 2019 GR \$940K. #CA688- Kerri McCullough - 949-300-0312

**SIMI VALLEY** - Beautiful practice established for over 45 years, 6 Ops, 5 equipped, nitrous equipped in every op. 2018 GR \$297K. Doctor refers out most specialty work. Great location and very low rent. #CA637- Dr. Rishi Salwan - 909-239-2800

**SOUTH BAY LOS ANGELES PEDO** - Long-established Pedo practice centrally located to all of the South Bay. 3 spacious Ops plus an additional plumbed and used as a consultation/recovery room. EagleSoft PMS, and digital x-rays. Also available for sale with the practice dental upside with keeping Ortho in-house. 2019 GR of \$668K. #CA1653- Kerri McCullough - 949-300-0312 or Jaci Hardison - 714-318-4911

**SOUTH BAY LOS ANGELES** - 7 Op practice on a large lot with parking. 50% Medi-Cal with CAP check of \$6K-\$7K per month plus PPO/Cash. The stand-alone building is for sale at \$700,000. The area has easy access for patients to walk from the adjoining neighborhood. #CA1050- Kerri McCullough - 949-300-0312

**SOUTH ORANGE COUNTY PERIODONTAL** - 4 Ops, 3 equipped is now available in a beautiful coastal community, open since 2008. Lg surgery suite for implants, nicely appointed, modern, and in a busy strip center location. Seller is open to helping to new owner with proper introductions to referring dentists. 2019 GR \$845K. #CA643- Kerri McCullough - 949-300-0312

**SOUTHERN CA DESERT AREA** - 4 Ops, 27 years goodwill. Strong hygiene program with high-end patient base with continued growth. Upstairs location with beautiful views, elevator access. Seller is open to a transition period. Great opportunity for growth as seller refers out most specialty work. #CA691- Kerri McCullough - 949-300-0312

**WEST HOLLYWOOD-BEVERLY HILLS ADJACENT - NEW LISTING** - 4 Ops in a high foot-traffic area near high-end residential and world class shopping. Practice utilizes digital radiography, Itero CAD/CAM, laser, and visiting specialists keeping many procedures in-house. Charless with Dentrrix and boasts a strong hygiene program with high NP count. Room to grow by leasing adjacent suite or adding additional specialties. This is an amazing opportunity with a motivated seller who will assist in a very smooth transition. 2019 GR \$1.6M+. #CA1784-Kerri McCullough - 949-300-0312 or Jaci Hardison - 714-318-4911

### SAN DIEGO

**EAST COUNTY** - Established practice in a convenient location with 3 Ops, 2 Equipped and Digital X-Rays. Retiring seller refers out most specialty work, opportunity for growth. 2019 GR of \$309K. #CA1236- Russell Okihara - 619-694-7077

**ENCINITAS** - 6 Ops in a busy retail center, remodeled 5 years ago with new equipment, Dentrrix, Digital x-rays, Pano, and laser. 4 days hygiene per week. 2019 GR \$690K. #CA574- Russell Okihara - 619-694-7077

**LA JOLLA FACILITY ONLY** - Excellent UTC location with strong retail anchors, 7 Ops, Digital, and Dentrrix. Practice does contain and currently sees patients. Priced for a quick sale! #CA663- Russell Okihara - 619-694-7077

**LA MESA - NEW LISTING** - 7 Ops, 4 Equipped. Practice features Digital X-Rays and Eaglesoft in a modern, clean, and attractive suite. Located in an excellent stand-alone office location with easy freeway access. 2019 GR of \$696K with room to grow keeping specialties in-house. Don't miss this rare opportunity. #CA1915- Russell Okihara - 619-694-7077

**NATIONAL CITY** - 6 Ops, 14 years of goodwill, in a highly visible strip-mall location. Digital X-Rays, Schick sensors, and intra-oral camera, and Eaglesoft PMS. There is a loyal patient base and staff. Excellent opportunity to purchase a thriving practice with GR of \$750K. #CA1465- Russell Okihara - 619-694-7077

**SAN DIEGO** - Excellent location and opportunity. 4 Ops with Adec equipment. Computerized in each op with EagleSoft, IOC, and ScanX. Modern and beautiful office with solid year-over-year collections. Highly desirable area of San Diego. 2019 GR \$881K. #CA1601- Russell Okihara - 619-694-7077

**SAN DIEGO** - 3 Ops in a busy strip mall location. Beautiful, organized, and up-to-date office in a well-established, growing area. Stable patient base with digital X-Rays. Excellent opportunity for an established dentist or for one starting out. #CA1905- Russell Okihara - 619-694-7077

**SAN DIEGO** - Rare opportunity in a prime location. Solid practice with 17 years goodwill, 5 days of hygiene per week, 6 Ops, 3 equipped, Digital X-rays, pano. Seller refers most specialty work. 2019 GR \$1.1M+. #CA1448- Russell Okihara - 619-694-7077

**SAN DIEGO** - 7 Ops, 5 Equipped, located in a busy, large retail center. Eaglesoft PPO/Cash, 3-year average collections of \$500K. #CA1497- Russell Okihara - 619-694-7077

### OUTSIDE OF CALIFORNIA

**BURIEN AREA, WASHINGTON** - Efficient 3 Op practice is located in a busy mixed Dental/Professional building with great foot traffic, cross referrals and potential to be relocated into a bigger space in same building. 2019 GR \$551K. Very low overhead. Great price point! #WA102- Jessica Burbon - 503-332-6462

**HILLSBORO, OREGON** - 5 Ops, Scan-X, Pano, Laser, and recent cosmetic upgrade. Great NP flow with 7 Hyg Days/wk and 4000+ day. Near key employers, on a major thoroughfare. Room to expand. GR \$1.1M+. #OR1355- Jessica Burbon - 503-332-6462

**HONOLULU, HAWAII** - Excellent opportunity in a highly desirable location with 3 Ops, 40 years goodwill. Digital X-Rays, DigiDoc, Planmeca E4D, Laser, Densys Operating System. Seller is retiring. #HI1112- Russell Okihara - 619-694-7077

**SOUTH OF PORTLAND, OREGON - ORTHODONTIC - NEW LISTING** - If you are looking for a growing community that's outside the "Big City" this is the place to put down roots! Well-established and very active Orthodontic practice resides near referring dentists and is updated, spacious, modern and most importantly, turn-key! Selling dentist is willing to stay on as an Associate if needed. 2019 Collections of \$1.3M+. #OR1550- Jessica Burbon - 503-332-6462

**SOUTHWEST PORTLAND, OREGON** - This established private practice is located in a SW Portland mixed business complex off a main thoroughfare. 2,634 sq. ft. leased building is well maintained with 6 Ops, 1 more plumbed/ready. Dentrrix, Dexis Digital x-rays, intra-oral, Pano. 2019 GR \$598K. #OR115- Jessica Burbon - 503-332-6462

**TACOMA, WASHINGTON - NEW LISTING** - 4 Ops in 1,400 sq. ft. leased space located in a highly desirable area. 33 years of goodwill with MacPractice, Soft/Hard tissue laser, E4D/Emerald Scanner, Ivoclar oven, Kometa Bio Smart Dentin Grinder and more. 2019 GR \$877K. Owner is retiring but is very well versed in same-day dentistry (CAD/CAM) and implants; doctor is willing to help new doctor transitioning and utilizing technology. #WA2436- Jessica Burbon - 503-332-6462

NORTHERN CALIFORNIA OFFICE  
888-685-8100

www.henryscheinppt.com  
Henry Schein Corporate Broker #01233804

SOUTHERN CALIFORNIA OFFICE  
888-685-8100

Buy it! Sell it! Trade it!!

**Neodent Grand Morse Implants(23), Healing abutments, Impression copings,new Surgical& Prosthetic Kit. Asking \$3830 OBO, Text 949-415-8035 for photos.**

**Zeiss Opmi Pico Microscope** \$13,000 Great condition. Used only 2 years. DOES NOT INCLUDE STAND craignaka808@yahoo.com

**PORTABLE UNIT,** Asceptico, HS/SS, Air/H2O, Ultrasonic, Vac/Comp, nr.nu.cond.\$1600 Fangsowhite@msn.com (805) 245-0824.

**Bakersfield Practice For Sale** | \$450,000 |16-year established GP in very desirable medical center. Building available. Contact info@integritypracticesales.com (855) 337-4337

**FAIR OAKS/CITRUS HTS GP FOR SALE** - 4 Ops, Digital, 6 Hyg Days/wk., Desirable Area. 2019 GR \$970K. HSPPT-Jay Harter 916-812-0500 #CA656

**File Folders** 50/bx 12 boxes. (amerifile S-09278) We went chartless \$65/bx retail sell for \$30/bx ddsshopper@cox.net

**Alcohol Wipes** available for sale. LA office bought too many. Yourbizprep@gmail.com

**PORTABLE DENTAL OFFICE:** A fully equipped mobile dental setup with: folding dental stools (patient and dentist), Hand-Held X-Ray, Touch Screen Laptop, Digital X-Ray Sensor, Intra-Oral Camera, Practice Management and Imaging Software, and delivery System with built-in case. Use Free for 90 days. Then only \$550/month OAC. 5 Year Term. Call (800) 273-5033.

**SAN FRANCISCO:** Loyal, Stable PT Base. 900 sf w/ 3 fully equipped ops. 2019 Collections were \$498k. Priced to sell at \$260k (AC-1213) WPS/800-641-4179

**MADE IN USA** Dry Vacuum Systems Starting at \$5295, In Stock, www.dhpdental.com (800) 423-5657

**In the age of Covid,** your website must dispel patient fears and present a welcoming, safe environment. At THE DOCSITES we have the necessary messaging so patients can let go of their hesitation and book appointments online. Your practice is ready, now let's focus on your patients. Visit Docsites.com or call 888 980 4949 and ask about our 50% Trader Offer.

**CULVER CITY** - (4) op comput. G.P. in a Prof. Bldg. Cash/Ins/PPO. Ave. Collects. (\$330K/yr.) part time. Seller retiring. D&M Practice Sales 818.591.1401

**STOCKTON GP FOR SALE** - 1/3 Share of 3 Partner Practice. Digital. GR \$508K. HSPPT-Jay Harter 916-812-0500 #CA1389

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

**Place a free ad** for print in this publication now. Go to www.dentaltrader.com and click on PLACE A READER AD. Ads post instantly to our website so be prepared for immediate response.

**This 3-day full arch ALL-on-X implant workshop** has it all, cadaver hands-on training, conversion prosthesis, only \$4,250, www.DentalInstituteCalifornia.com (805) 676-1063

**MONTEREY BAY AREA'S SALINAS** Exceptional opportunity for full-service practice. Under-performing, collected \$935,000 in 2019. 2020 annualization \$1+ Million. 7-days of Hygiene. Housed in beautiful 6-op free-standing condo. Package sale. Proudly represented by PPS of The Great West. To learn more, go to www.PPSsellsDDS.com.

**DENTAL PRACTICE and REAL ESTATE in SACRAMENTO.** Gross ~\$1.2-1.4 Million. All PPO & FFS. Large shopping center. ~4,800 sq.ft. Call Loc Pham, BRE#01875780. (714) 550-7494. https://LCFpracticesales.com

**LAFAYETTE Facility:** SPACIOUS Move in Ready Facility. 2,800 sf w/ 5 fully equipped Ops. Highly desirable neighborhood \$169k (BC-1188) WPS/800-641-4179

**New Listing!** Sacramento County, #1143 - Outstanding General Dental Practice, 4 ops, 1,200 sq. ft. space. 2019 Collections \$956k. Call 714-259-0501 for more details.

**Contractor prices for dental cabinets at Gamma Cabinetry. WE DESIGN, BUILD AND INSTALL DENTAL CABINETS. Medical grade materials with premium finishes. Free quote at office@gammacabinetry.com 916.312.4015**

## Jeng is Honest & Affordable

*"I had a dental office dispute with another doctor and Mr Jeng help me all the way through a positive outcome in my favor. His professional advise gave me the confidence I needed to face small claims and get my money back. I would recommend his services to anyone in need of an honest attorney with reasonable fees."*

Renata A.

**I know dentistry's unique legal & financial challenges**

### Services:

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



**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 • Toll Free: 844.313.9900**

www.Jenglaw.com

750 W. La Habra Blvd., La Habra, Ca 90631  
1440 North Harbor Blvd., Suite 900, Fullerton, Ca. 92835



Art Wiederman, CPA  
Broker #01511095



**YOUR BRIDGE TO A SUCCESSFUL TRANSITION**



Phil Potter, DDS, FAGD  
Broker #01780656

## Premium Practice Listings

### ***New Listing!***

#### **Sacramento County #1143**

Outstanding GD Practice

1,200 sq. ft. space w/ 4 ops

2019 Collections \$956k.

**Asking \$725,000**

#### **Kern County #1137**

Seller retiring after 40 years

FFS/PPO/GP

5 operatories

2019 collections \$1,431,120

**Asking \$900,000**

### ***Price Reduction!***

#### **South LA County #1142**

7 Op/2,200 sq. ft. office

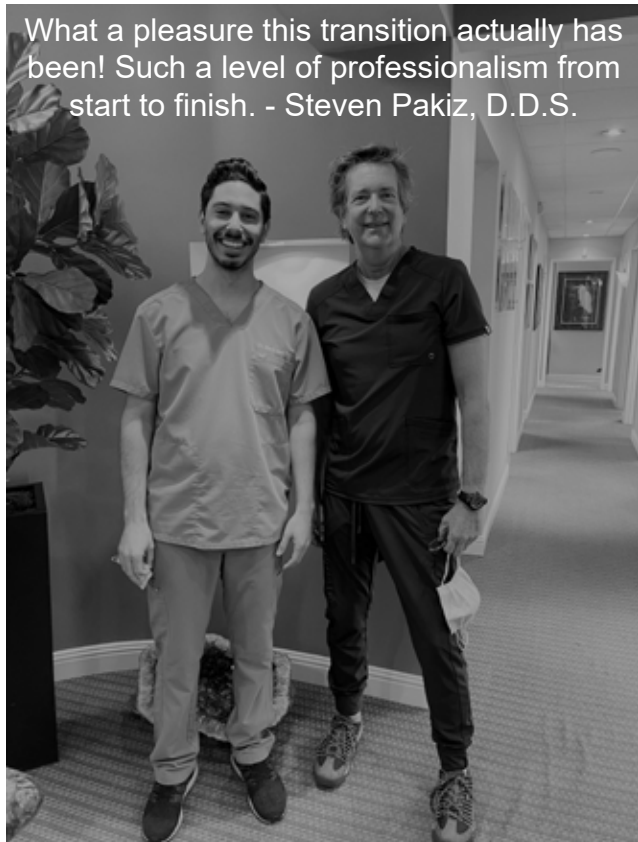
PPO/HMO Practice

34 Year history

2019 Rev. collected \$880K

Aug. 2020 collections \$75K

**Asking \$575,000**



What a pleasure this transition actually has been! Such a level of professionalism from start to finish. - Steven Pakiz, D.D.S.

### ***New Listing!***

#### **Inland San Diego County #1144**

GORGEOUS Turnkey FFS/PPO GP

4 op/1,535 sq ft \* Seller retiring/owns suite

3 yr average coll \$1.18M \* 2019 \$1.2M collection

**Call For More Details**

**Looking for Quality Oriented Dentist Buyers  
interested in San Diego and Orange  
Counties.**

**Gathering Resumes for career-defining  
opportunities**

**FFS/PPO**

**New listings coming soon!**

#### **Coastal Orange County #1135**

Restorative Practice - Seller retiring

Prestigious San

2019 Net Revenues \$522,000

**Asking \$385,000**

**PENDING**

**For More Information Contact: [info@wppps.com](mailto:info@wppps.com)**

# No Payments for 90 Days\* / Made In USA / 10 Year Warranty

**Dansereau Dental**  
America's Dental Equipment Company



Manufacturing Quality Dental Equipment  
and Selling Direct to the Dentist for over 50 Years

**(800) 423 - 5657**

**WWW.DHPDENTAL.COM**

**Complete Dental Office Under \$25,000**



**\$99** PM oac - Terms Apply\*

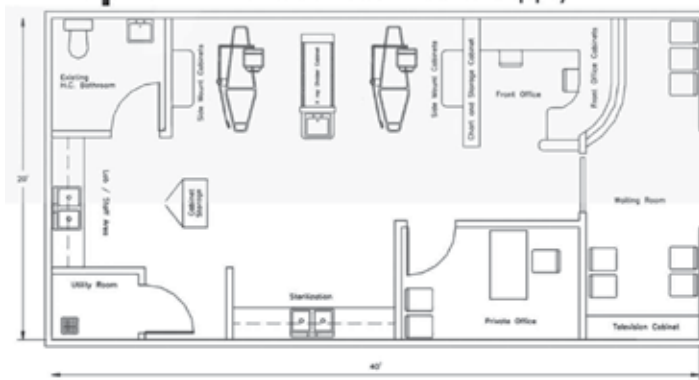


A fully equipped Dental Office with 2 Dental Operatories, 2 Dentists Stools, 2 Assistants Stools, Digital Intra Oral X - Ray Machine, Dental Vacuum System, Dental Oil Less Air Compressor with Drying System, Autoclave Sterilizer and a Complete Utility Room Control System

**Dansereau Dental**

1581 Commerce Street, Corona CA 92880

Normal Installation within 2 hours of Factory\*



**Executive Leathertop Desk** /3 Pc Entertain Ctr/Sofa Table/Filing Cabinets 4 SALE Contact hbperio@cox.net Subj: "DTrader"

**Finally, a Comprehensive LIVE WEBINAR** CE Series (3 courses, 21 CA CEs), you can watch from the comfort of home and fulfill your CE requirements with LIVE CE Credits, at a great price (only \$349)! See Xcel Seminars insert, visit [www.xcelseminars.com](http://www.xcelseminars.com) or call 310-663-4055 for info.

**SANTA CRUZ:** Practice produced >74k in Oct 2020! Priced lower than 50% of Gross Receipts! ~ 1,547 sf w/ 4 Ops \$395k (DG-1157) WPS/800-641-4179

**\*SECURE YOUR FUTURE\*** Dental transition made easy with The Law Offices of Wood and Delgado. 800.499.1474 \*[www.DentalAttorneys.com](http://www.DentalAttorneys.com)\*

**After you place your ad**, you can review, revise, renew or delete it at any time by going to [www.dentaltrader.com](http://www.dentaltrader.com) and clicking on the MY ACCOUNT button.

**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](mailto:MsGrant@ADMInstitute.com)

**PETALUMA:** Awesome Property Available! Asking price lower than 50% of normal gross receipts! ~ 2300 sf w/ 6 Ops \$150K / Real Estate Available (CG-1110) WPS/800-641-4179

**MADE IN USA** Complete Operatories Starting at \$4995, [www.dhpdental.com](http://www.dhpdental.com) (800) 423 - 5657

**The Rubber Dam Club of CAIC** wants to buy your Woodbury Rubber Dam Holders that have been in your drawer for thirty years. (: Please call 626.282.3648 if you wish to make money!

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

**LAGUNA HILLS** - (4) op comput G.P. in a Shop Ctr. Mixed pts. Gross Collect (\$870K+/yr.). Newer Eqt., Digital, CEREC, & Laser. D&M PRACTICE SALES (818) 591-1401.

**Mask, Hand Sanitizer, Gloves, Face Shields, and Gowns...** Anything you will need to keep you and your staff safe we have it. Unbeatable prices visit [www.USDentalmall.com](http://www.USDentalmall.com) or call 562.404.3500

**ROSEVILLE VICINITY:** This practice currently averages more than \$80,000 per month! ~ 1,800 sf w/ 6 Ops. \$675k (EN-1209) WPS/800-641-4179

**Dental Chairs \$4,999/OBO.** Less then 1 yr old w/added 30 day guarantee. Each has two assistant chairs. [ocdent@gmail.com](mailto:ocdent@gmail.com)



# WESTERN PRACTICE SALES

## 800.641.4179

wps@succeed.net | WESTERNPRACTICESALES.COM  
Practice Transitions Made Perfect™

### BAY AREA

**AC-1162 SAN FRANCISCO Facility:** Located in art-deco historical landmark! 1,200 sf w/ 4 fully equipped ops! Move-In Ready **\$80k**

**AC-1213 SAN FRANCISCO:** Loyal, Stable PT Base. 900 sf w/ 3 fully equipped ops. 2019 Collections were \$498k. Priced to sell at **\$260k**

**AG-1079 SAN FRANCISCO:** Quality Practice in Heart of City! 1931 sf w/ 5 ops offering in-house specialists **\$685k**

**AG-1135 SAN FRANCISCO:** Be the envy of your colleagues as you practice in heart of this vibrant neighborhood! ~900 sf w/3 ops + 1 add'l **\$395k**

**AG-1147 SF RICHMOND DISTRICT:** Priced below 50% of Collections! Seller Willing to Accept Reasonable Offers. ~1200 sf w/ 5 Ops **\$150k**

**AN-1190 SAN FRANCISCO:** Perfectly situated near Union Square! Dreaming of a practice in the heart of the city? Here it is! 1,275 sf w/ 4 ops & 1 Hyg op. **\$425k / Real Estate \$1.275m**

**BC-1122 BRENTWOOD:** Amazing Opportunity in Retail Shopping Center. 1,633 sf w/ 4 ops **\$450k**

**BC-1201 RICHMOND:** Seller Recently Deceased. PRICED FOR IMMEDIATE SALE. 2 fully equipped ops & plumbed for 1 addl. **ONLY \$40k**

**BC-1199 SAN LEANDRO Dental Office Space for Lease:** ~ 770 sf w/ 3 ops offered at \$2500/month – **Call for Office Visit**

**BG-1180 SAN LEANDRO:** Family-oriented practice with the opportunity to own Real Estate. ~1500sf w/ 4 Ops **\$350k / Real Estate Available**

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

**BN-1103 BERKELEY:** Seller is retiring from this beloved practice! It awaits your talent! Shared 1500sf w/ 7 ops. **\$110k / 1/3 Interest - Real Estate \$400k**

**BN-1140 CONCORD Facility:** Come sink your roots in this major East Bay family-oriented, suburban community! 1500sf w/ 3ops. **Reduced \$35k**

**BN-1149 PLEASANT HILL:** in an attractive, well-maintained, single-story Retail Shopping Center. 900sf w/ 3 ops + 1 add'l. **\$210k**

**BN-1150 SAN PABLO:** This amazing practice & remarkable opportunity awaits your talent and skill! 1,300sf w/ 4ops. **\$250k**

**BN-1163 CASTRO VALLEY:** Delivering the highest standard of dental care to a stable and beloved patient base! 1,236 sf w/ 4ops. **\$410k**

**BN-1164 SAN LEANDRO Facility:** Conveniently located in an attractive, busy, and popular Retail Shopping Center! 2,500sf w/ 5 ops. **\$95k**

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

**CC-963 SANTA ROSA:** Practice & Real Estate Available! 1765 sf w/ 5 ops **Practice \$250k & Real Estate \$735k**

**CC-1030 SANTA ROSA:** Extraordinary practice in prime location. Rock-Solid Staff & highly skilled competent Associates. **Real Estate Also Available! DO NOT MISS THIS OPPORTUNITY! Only \$324k**

**CC-1049 SANTA ROSA:** Fully Remodeled, Amazing Location. 2000 sf w/ 6 ops **\$400k Real Estate: \$735k**

**CC-1161 SANTA ROSA:** Perfect location could easily be adapted for a Specialist or for a Satellite Office or Start-up! Retail Shopping Center w/ excellent signage! 1,200 sf w/ 4 fully equipped ops **\$149k**

### BAY AREA CONTINUED

**CC-1203 PETALUMA:** Views of Downtown & Mt Preservation from each op! 2,010 SF w/ 6 fully equipped ops. Plumbed for 2 addl **\$525k**

**CC-1207 VALLEJO Facility:** Move-In Ready Facility. 950+ sf w/ 3 ops Call for Address & Equipment List **\$80k**

**CG-1110 PETALUMA:** Imagine living in Sonoma Co. & purchasing this beloved practice w/ possibility of owning Real Estate! ~ 2300 sf w/ 6 Ops **\$180K / Real Estate Available**

**CG-1158 SONOMA:** Seller's Ready for Retirement! Will Consider All Reasonable Offers! ~1500 sf w/ 4 Ops **Reduced \$495k/Real Estate Available**

**CG-1179 HEALDSBURG AREA:** Priced to sell at 50% of collections! ~990 sf w/ 3 Ops **\$315k / Real Estate Available**

**CN-911 SANTA ROSA:** This fabulous practice is the heart of the Wine Country! 2250 sf w/4 ops + 1add'l. **Seller Motivated \$405k**

**CN-1090 VACAVILLE:** This amazing, state-of-the-art practice is an outstanding opportunity! 2400 sf w/ 7 ops + 1 add'l. **\$695k / Real Estate \$780k**

**CN-1166 W. SONOMA CO:** Established, quality **fee-for-service** practice with its stellar reputation! 1262 w/ 4 ops. **\$725k**

**DC-1080 ALAMEDA:** Established for 25 years. Seller retiring from this amazing practice. 1200 sf w/ 3 ops **\$575k**

**DC-1153 REDWOOD CITY:** Heavy foot traffic on busy major thoroughfare. 1,600 sf w/ 4 fully equipped ops **\$319k**

**DC-1196 SAN JOSE Facility: ALL ABOUT LOCATION!** 1500 sf w/ 3 fully equipped ops **ONLY \$80k**

**DG-1112 LOS GATOS:** Hesitate and you might just miss out on the opportunity of a lifetime! ~ 850 sf w/ 3 ops. **\$350k**

**DG-1141 SAN JOSE:** Imagine tens of thousands of people walking past your front door every day! ~1450 sf w/ 5ops **\$965k**

**DG-1142 SAN JOSE:** Family-oriented practice in a highly desirable neighborhood! ~1400-1600 sf w/ 3ops + add'l **\$150k**

**DG-1157 SANTA CRUZ:** Consistently voted as the BEST DENTIST in Santa Cruz 2014-2017! ~ 1,547 sf w/ 4 Ops **\$450k**

**DG-1165 SAN JOSE:** Located in highly desirable commercial and residential neighborhood! ~1,200 sf w/ 3 Ops **\$120k**

**DG-1173 SUNNYVALE:** Cash Flow Profit averaged much more than \$700k in last 2 yrs! ~1,350 sf w 4 ops **\$1.1M**

**DG-1182 FREMONT:** Rare Opportunity w/ 10 Ops in the Bay Area! ~ 2800 sf w/ 10 Ops **\$495k**

**DN-1031 CUPERTINO:** This remarkable practice awaits only your talent and skill! 1500sf w 3 ops + 1 add'l. **Reduced! \$995k**

**DN-1107 SAN JOSE:** Quality, family-oriented practice. Hesitate & you may miss out on the best decision of your life! 1200sf w/ 3op. **\$535k**

**DN-1178 SAN JOSE Facility:** This stunning facility is an excellent opportunity for any dentist! 1207sf w 2ops + 1 add'l. **\$50k**

**DN-1200 FREMONT:** Located in a well-established, attractive, single-story Retail Shopping Center! 1,155 sf w/ 3ops + 1 add'l **\$395k**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

### NORTHERN CALIFORNIA

**EG-1012 EAST SACRAMENTO:** A practice like this one does not come available very often! ~ 2900 sf w/ 8 Ops **\$2.3M**

**EG-1039 EL DORADO HILLS VICINITY:** Practice produced over \$60k in June 2020! ~1100 sf w/ 4 Ops **Reduced Price \$295k**

**EG-1061 SOUTH AUBURN VICINITY:** Come live, play and practice in the heart of this pristine town! ~1100 sf w/ 4 Ops **Reduced Price \$295k**

**EG-1100 CARMICHAEL:** Be rewarded for your talent and skill at this proven location. ~ 2,271 sf w/ 6 Ops **\$535k / Real Estate Available**

**EG-1136 CARMICHAEL:** Opportunities like these do not come along often! 1,561 sf w/ 5 Ops **\$250k**

**EG-1137 SACRAMENTO:** Price to sell! Seller is highly motivated! ~1500 sf w/ 2 ops **\$45k**

**EG-1202 AUBURN:** Great Location! Easy Access just off the Freeway. ~1000 sf w/ 3 ops **\$350k**

**EN-1108 GRANITE BAY Facility:** Prefect satellite or start-up practice! Updated w/ high-tech equipment! 1,500 sf w/ 5 ops. **Reduced Price \$130k**

**EN-1198 SACRAMENTO:** Location, Quality Relationships & Philosophy are only some of the attributes of this successful practice. ~ 1,671 sf w/ 4 ops + 1 add'l. **\$395k**

**FG-1086 UKIAH:** This excellent opportunity awaits your talent and skill! ~1200sf w/ 4 ops **\$550k**

**FG-1171 CALIFORNIA COASTAL TOWN:** Highly esteemed practice in thriving coastal community. ~3900 sf w/ 8 Ops **\$1.8M**

**FN-1105 HUMBOLDT CO:** Laid-back office is the dream of any dentist aspiring to begin their own legacy! 1,884 plus sf w/ 2ops + 1 add'l. **\$189k/Real Estate Available**

**FN-1121 EUREKA:** You've found it! Voted "Best Dentist on the North Coast" multiple times! Office ~2585 sf w/ 3 ops. **\$195k/Real Estate Available**

**FN-1205 DEL NORTE CO:** Established over 30 years & consistently averages more than \$1 million in Gross Receipts! 1,550 sf 4 ops w/ 1 add'l. **\$495k**

**GN-1071 REDDING:** Streamlined policies & loyal patient base, this quality practice is your springboard to success! 2264sf w/ 4 ops. **\$525k**

**GN-1118 TEHAMA CO:** Don't miss this ideal opportunity to write your own success story here! 3000sf w/ 6ops. **\$495k Real Estate \$455K**

**GN-1123 MARYSVILLE:** Streamlined office policies for efficiency & more than 40 yrs of goodwill. 2000sf w/6 ops + 1 add'l. **Priced to Sell: \$175k**

**GN-1133 CHICO:** Come, live, play, and practice in this vibrant city that values quality of life and sense of community. ~2500sf w/ 4 ops **\$195k**

**HG-1089 CALAVERAS COUNTY:** Est. 25 yrs w/ Stellar Reputation! 3000+ sf w/ 6 ops **\$465k/Real Estate Also Available**

**HG-1116 AUBURN VICINITY:** Practice produced \$82k for 30 days from July to August 2020! ~1430 sf w/ 4 ops **\$525k**

**HG-1146 TRUCKEE:** Family-oriented, information based, quality practice with modern equipment. ~ 1700 sf w/ 4 ops **\$365k**

### NORTHERN CALIFORNIA CONTINUED

**HG-983 GRASS VALLEY:** Newly remodeled office in highly desirable neighborhood! ~1250 sf w/ 3 ops. **Reduced Price \$185k/Real Estate Available**

**HN-991 PLACERVILLE:** Quality, conservative and compassionate practice! Will consider work back. 1,654 + 812 sf w 5 ops. **\$675k**

### CENTRAL VALLEY & SOUTHERN CALIFORNIA

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

**IN-1113 LODI:** Small town charm, stable patient base and low overhead! 1,100sf w/ 3ops. **Priced to Sell! \$75k**

**IN-1174 TRACY Facility:** This Facility Only, it is all about location, location, location! 1,000sf w/ 3 ops + 1 add'l. **\$95k**

**IN-1184 LODI:** Well-known family-oriented practice providing quality restorative/preventative dental care! 1,400sf w/ 4 ops. **\$150k/ Real Estate \$295k**

**IN-1210 LODI Facility:** Opportunities like these do not come by easily! Start living the life you were meant to live! 1,100sf w/ 3ops. **\$50k**

**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**

**JN-1128/JN-1129 BAKERSFIELD:** This is a unique opportunity to purchase two well-established practices. 4000sf w/11 ops. **\$475k/ Real Estate Available**

### SPECIALTY PRACTICES

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

**CG-1185 PETALUMA Perio:** Don't miss out to own the Perio practice of your dreams! ~ 2122 sf w/ 6 Ops **\$585k**

**DG-1195 SOUTH BAY AREA Perio:** Practice profits >\$960k/yr on a relaxed 3-day workweek! ~ 1550 sf w/ 5 Ops **\$1.1M**

**EC-1192 SACRAMENTO Endo:** Submit your CV to [wps@succeed.net](mailto:wps@succeed.net) and reference "EC-1192" for more info! Real Estate Also Available

**IC-1102 MERCED Endo:** Strong Referral Base, Professional Corridor, Highly Desirable Neighborhood. 2500 sf w/ 5 ops. Plumbed for 2 add'l **\$210k**



We are a proud member of:

**DENTAL  
TRANSITIONS™**

VALUATIONS | SALES | CONSULTING

BRE Lic. #02011891



## 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 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.

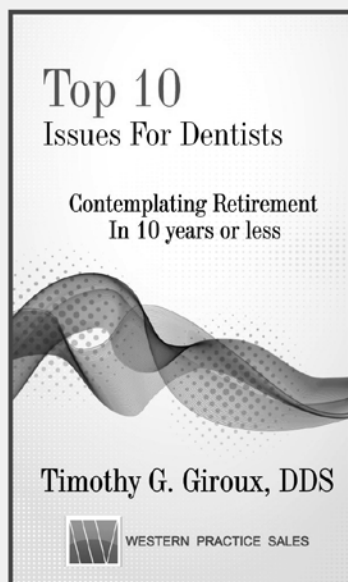
Dr Giroux is currently President of ADS Transitions, a dental organization that can bring national exposure for your dental practice through its nationwide marketing efforts.

*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**

**adstransitions.com**



## ASK THE BROKER

**How do you determine the  
listing price of my practice?**

**COVID?**

The single-most important factor in determining the practice sales price is the collection total of the previous calendar year. This is true even now with COVID. I believe that the 2019 return will be primarily used for practice evaluations until perhaps July of 2021. 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 G. Giroux, DDS is currently the Owner & Broker at Western Practice Sales and current President of the nationally recognized dental organization, ADS Transitions.*

*You may contact Dr Giroux at:*

**wps@succeed.net or 800.641.4179**

**Dental Office For Sale** Modern office for sale in Bakersfield, CA. 2,000.00 sq. ft, 4 large well-equipped operatories. Office is centrally located one mile west of Hwy 99. Recently redecorated, Digital x-rays, electric handpeices, Marus chairs, full-sized, well-equippded dental laboratory. Please email office@enhancedental1.com for more information.

**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.

**Palm Springs Practice For Sale** | \$325,000 | Busy, all-digital GP in great location near airport. Contact info@integritypracticesales.com (855) 337-4337

**BAKERSFIELD PRACTICE FOR SALE, NEED GENERAL DENTIST TO WORK FULLTIME, OWNER RETIRING, COLL \$600.000 NET\$ 280.000 , WORKING ONLY 3 WEEK A MONTH,, 9 CHAIR, 2400 SQFT, A LOT OF PARKING, NO BROKER, CONTACT LUIS AT luismico1@hotmail.com, 8186051584**

**SANTA CRUZ COUNTY GP FOR SALE** - Beautiful area! 3 Ops, Digital, 40 Yrs. Goodwill. GR \$592K. HSPPT- Kim Ta - 408-687-5001 #CA4709

**Employee Issues?** Don't spend thousands of dollars per issue hiring an attorney. Provider Legal has subscription plans for all your practice's legal needs. www.providerlegal.com  
**LAKE TAHOE GP FOR SALE** - 6 Ops. 5 Equipped, Views of Lake, GR \$685K. HSPPT-Jay Harter 916-812-0500 #CA608

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

**SAN JOSE GP FOR SALE** - 4 Ops, Digital, Film Pano. 2019 GR \$1.4M+. HSPPT-Jim Engel 925-330-2207 #CA1817

**Expanding your practice?** Get the legal support you need to expand your practice for one monthly rate. No more surprise legal bills. www.providerlegal.com

**"Beautiful dental office is Available for sale. Facility only. No patients. 2 ops plumbed for 3, space to add 4th chair. All the instruments, furniture everything is included in the sale. San Jose evergreen area. Asking Price is \$55,000. Please call me @408-375-1551 if you have any questions."**

**Perio Sx Instr** /Scalers/Cavitron Inserts/Suture/GoreTex/ Bone Wax/Surgicel 4 SALE Contact hbperio@cox.net Subj: "DTrader"

**ITERO 2** (2019), FOR SALE. Like new, barely used. \$25K / OBO. Please TEXT: 213-949-8458

# I trust Chester Jeng



*"Attorney Jeng previously was a licensed practicing Dentist and thus with his dual degree in law has a wealth of knowledge to represent both buyer and seller in the purchase/sale of any dental practice. He is very professional, responsive, and thorough with the work he does to protect his clients. I am very pleased with his services and would highly recommend him to anyone needing legal counsel on any Dental transactions and matters."* Dr. Dan T.

#### Services:

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

#### 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 Toll Free: 844.313.9900

www.jenglaw.com

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

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

02/21

**PRACTICE FOR SALE** IN VENTURA CA GP dental office in Ventura Ca is for sale due to retirement after 40 plus years. Office is conveniently located in a highly visible, easily accessible building. The office occupies approx 1700 sq ft and has 4 fully ops. Generating approx 120 new pts /yr. 2019 collected approx \$465K Please send CV to venturacadds@gmail.com

**SAN RAFAEL:** Located in lively urban environment near Downtown! ~ 1,000 sf w/3 ops Only \$195k (CC-1220) WPS/800-641-4179

**SANTA CRUZ** Delta PPO practice seeks Successor skilled in implants. 2018 & 2019 averaged \$1.18 Million in Collections; \$735,000 in Available Profits. \$480,000 invested in technology. 4-days of Hygiene. Full Price \$650,000. Compare to nearby «For Sale» practice asking \$1,150,000 with another brokerage. Proudly represented by PPS of The Great West. To learn more, go to www.PPSsellsDDS.com.

**Learn from a prosthodontist** and published author step by step full arch ALL-on-X surgical/prosthetic 3-day cadaver workshop, www.DentalInstituteCalifornia.com (805) 676-1063

**DEBT COLLECTIONS. FREE CREDIT REPORTING.** No Collection=No Fee. In California Since 2001. Friendly but Firm. Call PAUL BISHOP 888-860-2950. DENTAL COLLECTION SPECIALISTS. DirectCreditControl.com

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

# *Because Experience Matters*

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



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

## LEE'S STORY:

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

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

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



# If you have cell service...

## ...you have The Dental Trader!

*As mobile as you are.*  
**dentaltrader.com**



**Full delivery dental unit** with Dr and assistant stools ,DCI BRAND. please call Dr.Nadine at 818-749-9319.

**CARDIAC MONITOR-BCI** ADVISOR-- EKG (3lead), BP, SpO2, Resp, Printer, Manuals. \$4500 new asking \$950 ---call 608-658-2721

**Attn GP's:** Learn the latest in treatment techniques, and learn LIVE CE units from the comfort of our home! Join our LIVE WEBINAR Series for only \$349 for three Lectures, 21 CA CEs ---call 310-663-4055, [www.xcelseminars.com](http://www.xcelseminars.com) or see Xcel Seminar's insert for details.

**Lasers for sale** Pasadena. Delight Hoya ConBio & Lares Powerlase ST6. \$1000 each OBO. [brarfamilydental@gmail.com](mailto:brarfamilydental@gmail.com).

**1million dollar location**, modern, fully equiped, 5ops facility at shopping mall at Topanga Cyn Blvd in Chatsworth. With great visibility and signage. Dentrix, Dexis and Pano.Fully computerized. Previous owner moved, used to collect 1 mln/ year. 40 years old location. Price is 190K. Call 818-517-6639, or e-mial [doctoryury@gmail.com](mailto:doctoryury@gmail.com)

**MADE IN USA** Orthodontic/Pedodontic Chairs Starting at \$1895, [www.dhpdental.com](http://www.dhpdental.com) (800) 423-5657

**Price Reduction!** South LA County #1142- PPO/HMO/ Denti-Cal Full Service Practice, 7op., 2,200 sq. ft. office. 34-year history, 2019 Revenue collected \$880K. Asking \$575,000. Contact [info@wppps.com](mailto:info@wppps.com)

**Legal Problems:** Don't get stuck with an outrageous legal bill, get unlimited legal help for one monthly rate. [www.providerlegal.com](http://www.providerlegal.com)

**PITTSBURG Facility:** Spacious facility in popular retail shopping center w/ high foot traffic and major anchor tenants \$69k (BC-1218) WPS/800-641-4179

**FRESNO:** (5) op comput G.P in a free stand bldg., 2019 Gross Collect \$1.0M+. Cash/PPO/Denti-Cal pts. Seller retiring. D&M Practice Sales (818) 591-1401

**[www.DentalAttorneys.com](http://www.DentalAttorneys.com)** Starting Fresh? Retiring? Call Wood and Delgado at 800.499.1474 for a FREE consultation.

**Attention Doctors!** Unlicensed dental assistants must complete DBC approved 8 hour hands-on course in infection control, a DBC approved 2 hour course in (CaDPA) and the completion of a CPR course approved by the ARC or the AHA. This is a legislative mandate by the Dental Board to avoid fines. Contact Ms Grant (888)988-2364, [MsGrant@ADMInstitute.com](mailto:MsGrant@ADMInstitute.com)

**Santa Barbara Practice For Sale** | \$705,000 | High-tech GP near Downtown, in beautiful medical building. Contact [info@integritypracticesales.com](mailto:info@integritypracticesales.com) (855) 337-4337

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

# 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**

# Easy, Affordable & Effective ONLINE MARKETING PACKAGES

"Get Seen"  
**\$99/mo.**

"Increased Visibility"  
**\$199/mo.**

"The Essentials"  
**\$399/mo.**

"Superstar Practice"  
**\$499/mo.**

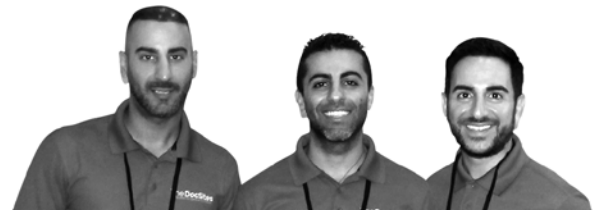
- ✓ SEO (Search Engine Optimization)
- ✓ Google My Business
- ✓ Monthly Social Media

- ✓ Monthly SEO / Blogging
- ✓ Facebook Advertising
- ✓ Google Advertising (PPC)

## The DocSites

Websites & Marketing

 **1-888-980-4949**



### To Get 10% OFF visit

[www.docsites.com/trader](http://www.docsites.com/trader)

In the age of Covid, your website must dispel patient fears and present a welcoming, safe environment. At THE DOCSITES we have the necessary messaging so patients can let go of their hesitation and book appointments online. Your practice is ready, now let's focus on your patients. Visit Docsites.com or call 888 980 4949 and ask about our 50% Trader Offer.

**Associate Dentist** - GP needed to join practice in Salinas, CA. Potential salary of \$220k/yr. Send CV to [sandra@salinasdental.com](mailto:sandra@salinasdental.com)

**General dental** office space for rent in Walnut Creek. Great downtown location. 4 operatories. Call Ritu at 925-360-6510.

**Want to change your address** or stop your subscription? Just go to [www.dentaltrader.com](http://www.dentaltrader.com) and use the SUBSCRIBE/CHANGE ADDRESS or CANCELLATION FORM.

**DEBT COLLECTIONS. FREE CREDIT REPORTING.** No Collection=No Fee. In California Since 2001. Friendly but Firm. Call PAUL BISHOP 888-860-2950. DENTAL COLLECTION SPECIALISTS. [DirectCreditControl.com](http://DirectCreditControl.com)

**Office Furniture** /Framed Artwork/File Cabinets/Printer/Magazine Rack 4 SALE Contact [hbperio@cox.net](mailto:hbperio@cox.net) Subj: DTrader

**SF RICHMOND DISTRICT:** Priced below 25% of Collections! Seller Willing to Accept Reasonable Offers. ~1200 sf w/ 5 Ops \$75k (AG-1147) WPS/800-641-4179

**MADE IN USA** Complete Dental Office Package Starting at \$24895, [www.dhpdental.com](http://www.dhpdental.com) (800) 423 - 5657

**DENTAL PRACTICE and REAL ESTATE in MISSION VIEJO.** 2019 Collected ~ \$830K. All PPO/FFS. 30+ years of goodwill. 3 equipped ops. + 2 plumbed. Call Loc Pham, BRE#0187578. (714) 550 - 7494. <https://LCFpracticesales.com>

**Only 2 Dental Chairs Left. Recently recovered. No lights or attachments. Excellent for Consults or Ortho. \$800 each or best offer.** [jgreenburg@outlook.com](mailto:jgreenburg@outlook.com).

**Tired of Overpaying Taxes?** The U.S. tax code is 67,204 pages long and over 1,638 different tax forms. According to US Govt Accounting Office, tax payers overpay \$1 billion per year due to missed tax opportunities. Learn how to lower your effective tax rate using a Certified Tax Coach and a Dental CPA. Visit [mydentistcpa.com](http://mydentistcpa.com). 949-485-2011.

**Honest Lawyers.** call Wood & Delgado. 800.499.1474 or visit [www.DentalAttorneys.com](http://www.DentalAttorneys.com)

**DDS SmartSell Your Office.** Redeem your blood, sweat & tears when you transition. No Brokers. [DDSdealmarketer@gmail.com](mailto:DDSdealmarketer@gmail.com) or text 9493787718

**Emergency Equip** /Oximeter/Auto BP/Mada O2 Cart/O2 & N2O Valves/E Cylinders 4 SALE Contact [hbperio@cox.net](mailto:hbperio@cox.net) Subj: DTrader

# DENTAL DIRECTORY

THE #1 DENTAL LAW FIRM IN THE NATION



- Protecting Dentists Since 1984
- 7,000+ Dentists Represented
- Specializing in ALL business needs of a dentist.

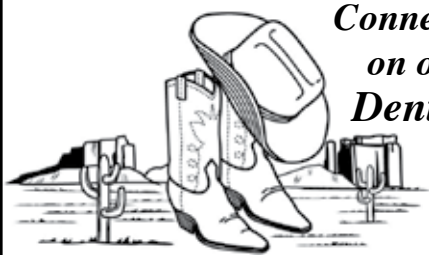
800-499-1474 [www.DentalAttorneys.com](http://www.DentalAttorneys.com)

**HENRY SCHEIN®**  
PROFESSIONAL PRACTICE TRANSITIONS

No. CA: 1.800.519.3458 • So. CA: 1.888.685.8100

[ppt@henryschein.com](mailto:ppt@henryschein.com)  
[www.henryscheinppt.com](http://www.henryscheinppt.com)

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



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

**800-273-5033**

Online demo - [www.ez2000software.com](http://www.ez2000software.com)



**Western Practice Sales**  
Dentists Serving Dentists

**800.641.4179**

[wps@succeed.net](mailto:wps@succeed.net)  
[westernpracticesales.com](http://westernpracticesales.com)



Timothy G. Giroux, DDS

## DISABILITY CLAIM ADVICE

Since 1995 secured over 1.8 billion dollars in benefits for disability claimants.

**1-800-567-1911**

[www.afries.com](http://www.afries.com)  
[friesart@hotmail.com](mailto:friesart@hotmail.com)



Art Fries, RHU



**LCF**  
FINANCIAL  
SERVICES

Healthcare Financing & Consulting

**\*Low rates**  
for qualified borrowers

**(714) 550-7494 • [www.lcffin.com](http://www.lcffin.com)**

A Division of LCF Financial, Inc.

\*OAC



## Professional Practice Sales

Buying or Selling a Dental Practice?

Know Your Options

**Talk to the Professionals**

Contact: Ray Irving  
San Francisco: (415) 899-8580  
Sacramento: (530) 894-0700  
[www.PPSellsDDS.com](http://www.PPSellsDDS.com)



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



Paul Maimone  
Broker/Owner

P.O. Box #6681, Woodland Hills, CA 91365  
Phone: 818.591.1401 • 866.425.1877 Outside So. CA  
[www.dmpractice.com](http://www.dmpractice.com)

CA Broker Lic. #01172430

## ROBERT W. OLSON, JR.

a Professional Corporation  
Business, Corporate & Real Estate Law

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

**888.963.1120**  
[www.transdental.com](http://www.transdental.com)  
[RWO@transdental.com](mailto:RWO@transdental.com)





The Law Offices of  
**J. Sean Dumm**  
A Professional Corporation

Explore **FREE** resources about **COVID-19** and  
your Dental Practice at [JSDLawOffice.com/COVID19](http://JSDLawOffice.com/COVID19)

CALL **888.212.DUMM (3866)**

EMAIL [info@jsdlawoffice.com](mailto:info@jsdlawoffice.com)

FAX **949.606.8624**

VISIT [jsdlawoffice.com](http://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

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

**VALO Cordless** light cure. Blue ortho model. Paid \$1500, perfect condition. Selling [800Inhouseortho@gmail.com](mailto:800Inhouseortho@gmail.com)

**Mobile Stand for Zeiss** Microscope. Originally \$2000 now available for \$750 each. Contact [derekb@sacvalleyspecialists.com](mailto:derekb@sacvalleyspecialists.com)

**Dental Chairs \$2,499 OBO. Less** then 1 yr old w/added 30 day guarantee. Each has two assistant chairs. [ocdent@gmail.com](mailto:ocdent@gmail.com)

**CPR/BLS** + CEUs (American Red Cross approved) (626)345-0005 ext 2, [orchid@ADMInstitute.com](mailto:orchid@ADMInstitute.com)

**Sirona CEREC Bluecam. Acquisition Unit w/ Mill for CAD/CAM 2014. Latest Software Installed. Excellent Condition, Low Mill \$29K. Warranty available. Contact 818 422 6981**

**Millbrae office** for sale. Rare opportunity! 3 years old new dental practice in Millbrae. . Mainly, Chinese speaking patients. Average 40 new patients a month. 2 operatories and plumbed for 3rd. Mainly DentiCal practice with 2 days associate. The owner is close to 70 and ready to retire. DentiCal is very lucrative. Asking price 425000. Includes all leasehold improvements and equipment. Please call Scott Alster CPA 408-409-0078 or email him at [scott@scottalstercpa.com](mailto:scott@scottalstercpa.com)

**DENTAL CHAIR** with light and delivery arm for sale. \$150. Text (626) 354-9667.

**Looking for a used chair?** We are having a sale on all our New and Used Chairs. We carry all the major brands call 562.404.3500

**NORTHERN ANTELOPE VALLEY** - (5) op comput G.P. & Duplex Bldg. Total Price \$750K. Mixed Pts. Collect. \$600K+/yr. Very limited competition. Growth Potential. D&M PRACTICE SALES (818) 591-1401

**AGOURA HILLS** - (3) op comput G.P. Annual Gross \$300K+ p.t. Cash/PPO pts. Digital x-rays. Seller retiring. D&M Practice Sales 818.591.1401

**SAN LEANDRO** Dental Office Space for Lease: ~ 770 sf w/ 3 ops offered at \$2500/month – Call for Office Visit (BC-1199) WPS/800-641-4179

**PORTABLE DENTAL OFFICE:** A fully equipped mobile dental setup with: folding dental stools (patient and dentist), Hand-Held X-Ray, Touch Screen Laptop, Digital X-Ray Sensor, Intra-Oral Camera, Practice Management and Imaging Software, and delivery System with built-in case. Use Free for 90 days. Then only \$550/month OAC. 5 Year Term. Call (800) 273-5033.

**Los Gatos Practice For Sale** | \$595,000 | Profitable, high-tech GP with 36 years of goodwill. Contact [info@integritypracticesales.com](mailto:info@integritypracticesales.com) (855) 337-4337

**HUMBOLDT COUNTY'S UNIVERSITY COMMUNITY - ARCATA** Best location. Owner voted "Best Dentist" in 2020 Reader's Poll. Opened 3-days by choice. 2019 collected \$360,000. Receives new patient calls constantly, and which are turned away. Practice can be full-time by working 5-days. Full Price \$25,000. Proudly represented by PPS of The Great West. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**SONOMA COUNTY GP FOR SALE** - 2019 GR \$906K. 31 Yrs. Goodwill, 5 Days Hyg/wk. Retiring Dr. will work back. HSPPT-Gina Miller - 707-391-7048 #CA594

**DENTAL PRACTICE in SAN FRANCISCO.** 2020 Projection ~\$1.6 Million. Currently running on busy schedules. All PPO & FFS. High profit margin. 3 Ops. Reasonable Rent. Call Loc Pham, BRE#01875780. (714) 550-7494. <https://LCFpracticesales.com>

**RICHMOND:** Seller Recently Deceased. PRICED FOR IMMEDIATE SALE. 2 fully equipped ops & plumbed for 1 addl. ONLY \$40k (BC-1201) WPS/800-641-4179

**COPYRIGHT 2020 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 **FREE** Reader Ad Online.

**Reach every dentist in California!**

**Go to**  
*[www.thedentaltrader.com/place-a-reader-ad](http://www.thedentaltrader.com/place-a-reader-ad)*  
**and follow instructions on page**

Your ads post instantly to Ad Board!  
Mailed to 39,020 doctors statewide

**dentaltrader.com**



# Professional Practice Sales of The Great West

## Specialists in the Sale and Appraisal of Dental Practices

### Position Yourself to Make 2021 a Phenomenal Year

- 6187 SAN FRANCISCO - NEIGHBORHOOD PRACTICE FULLY INSULATED FROM SF EXODUS** Beautifully appointed 4-op Adec equipped office. Paperless. Strong hygiene program. 2019 Produced \$848,000 and collected \$848,000. 2020 Annualization was \$811,600 in Production and \$802,600 in Collections. Truly something special.
- 6186 SACRAMENTO** Located in a well-established neighborhood, this practice has been a community asset for 35-years. Virtually no competition. Revenues streams top \$600,000 each year. Profits topped \$280,000 in 2019. 5-days of Hygiene. Well laid out 4-op suite. Full Price \$265,000.
- 6185 CHICO – SACRAMENTO'S NORTH VALLEY** Highly regarded as evidenced by 6-days of Hygiene. Revenues average \$470,000 per year. 4-ops, attractive setting. Retain the Hygienists and patients shall continue. Full Price \$110,000.
- 6184 SAN FRANCISCO'S EAST BAY – LAMORINDA AREA** Unique opportunity to practice in high income zip code. Revenues have averaged \$390,000 on part-time basis. Highly regarded. 3-days of Hygiene. Excellent candidate to go out-of-network.
- 6183 REDWOOD CITY** Collected \$730,000 in 2019. 4-day Hygiene schedule. 5-ops, paperless, digital Pano. Ideal for nearby Dentist seeking larger facility, or perfect acquisition by Redwood City Dentist who vertically integrates the goodwill into their office. Seller shall become the Pied Piper by becoming the Associate for transition.
- 6182 NAPA VALLEY** Collections last three years have averaged \$1,000,000. 2019's Available Profits totaled \$374,000. Current annualized performance trending \$1.1 Million. All specialty work referred. 4-Hygiene days. Paperless charting. Well-designed office. Great location. Great staff. Perfect platform to provide additional services and immediately improve the performance.
- 6181 CARMEL VALLEY'S "THE VILLAGE" - START-UP** 48-year history providing dental care at this \$1 + Million location. Equipped & furnished 4-ops. Only practice in Village. Next practice 10-minutes away. Landlord's daughter of original dentist who worked as Hygienist and Lab Manager. Closed April. Purchase equipment & furnishings; enter into Lease, open doors, patients return. Operate out-of-network.
- 6177 MONTEREY BAY AREA - SALINAS** Exceptional opportunity to create a full-service practice. Under-performing practice collected \$935,000 in 2019. Current annualization is \$1+ Million in collections. 7-days of Hygiene. Has averaged 130-new patients/year the last 2-years. Housed in beautiful 6-op building. Free-standing condo included in package sale. Perfect platform to bring in specialists.
- 6176 SANTA CRUZ** Delta PPO practice seeks Successor skilled in implants. Last 2-years averaged \$1,180,000 in Collections and \$735,000 in Available Profits. \$480,000 invested in technology. 4-days of Hygiene. Full Price \$650,000. Compare to similar nearby "For Sale" practice asking \$1.15 Million with another brokerage.
- 6174 HUMBOLDT COUNTY'S UNIVERSITY COMMUNITY – ARCATA** Best location, great foundation. Owner voted "Best Dentist" in 2020 Reader's Poll. Opened 3-day week by choice. 2019 collected \$360,000. Receives new patient calls constantly, and which are turned away. Will Practice will be full-time by simply working 5-days if that is your intent. Full Price \$25,000.
- 6172 WALNUT CREEK – OUT-OF-NETWORK** 2019 collected \$850,000 with Profits of \$430,000. 4-days of Hygiene. Great Downtown location. Seller shall work-back to assist in transition.
- 6171 SANTA ROSA** Great DNA in long-established practice. Strong patient foundation per 6+ day Hygiene Schedule. 2019 collected \$990,000 with Available Profits of \$338,000. Great Team. 2020 is doing extremely well.
- 6165 ROSEVILLE ORTHO – OUT-OF-NETWORK** Stanford Ranch. \$455,000 invested in build-out, furnishings, computers and equipment. 3-chair Bay. Digital Pan with Ceph. Averages 3 New Patients per month. Full Price \$125,000.



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

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

## WANT TO BE A PRACTICE OWNER?

In the past, first time buyers had no problems making a decision. If a practice was located near where they wished to live and the economics penciled out, Offer submitted and practice acquired.

Many of today's want-to-be owners are so concerned about making a bad purchase decision, they simply cannot make a decision. Such buyers kick tires year-after-year while walking away from great opportunities. In contrast, dentists who own a practice, are quick to make Offers on another practice to expand their network. What is the difference?

Growing practice owners have confidence in their abilities and are not concerned about risk. They know which procedures they wish to deliver and they know they can hire dentists to infill the other areas. In contrast, many first time buyers lack confidence and are unable to take that leap of faith.

To assist you in becoming a practice owner, engage the best dental accountant you can find as your Advocate. Find someone who has been in the trenches a long time. Align with

an established dental accounting firm as within that firm they have witnessed hundreds of transactions. They have superstar clients who have created successful Centers of Excellence. They have a collective data base that shall be a huge asset in your search in acquiring a practice. They understand "best practice" applications.

As your Advocate gets to know your designs on a to-be acquired practice, they can quickly ascertain if an opportunity is a good fit, if it is properly priced and if it warrants serious attention. They also understand what that practice can do if properly tweaked. They further know all of the players in this industry; the brokerages, the agents, lenders, consultants, attorneys, escrow agents, etc. And they are looking after your best interests as your fiduciary.

Consumers deserve optimum oral healthcare. For this to happen, the profession needs you to transition from wanting to buy a practice to being a practice owner. Thousands have done this. Why not you?



*Ray and Edna Irving*

*Here when  
You need Us!*



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

**(800) 422-2818**

**(415) 899-8580**

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

**Ray@PPSsellsDDS.com**

**www.PPSsellsDDS.com**

DRE License #01422122

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

**How is this possible?**

**PPS is not a Fortune 500 Company.**

**PPS is not owned by Dentists.**

**PPS is certainly not the largest brokerage.**

**Very simple.**

It is about having the time and attention  
to properly devote to each engagement.

When you place your practice "For Sale",  
you will feel vulnerable. To assist you during this  
anxious period, you need to feel secure knowing  
that the requisite care and attention is being  
implemented so you can make the proper decisions.

***And you expect to be properly protected!***

It is PPS' focus, our attention to details,  
properly preparing our Client for this unique  
journey, preparing the best practice presentation,  
assembling a complete "tool box" before going to  
market, implementing the necessary risk  
management application to properly protect our  
Client and expertly papering the transaction  
which separates PPS from others.

We clearly understand that our reputation  
hinges on each engagement.

***PPS does not wish to be the biggest.  
We simply strive to be the best!***