

THE Dental Trader

VOL. 20 NO. 3 • March '23
No. Calif. Edition

**FREE ADS FOR DENTISTS
& STAFF!**

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

Buy, Sell or Trade all things Dental



2000



#1 RATED DENTAL SOFTWARE

Version 2023

Call 800-273-5033

*Time to
"Spring" into
Action!*

Call Now for your **FREE** in-office Demo

**Smile about our
Complete Digital System Special**

Only \$8,995

(reg. \$19,995)

No Payments for 90 Days*

**with lease @ \$218/month for 5 years
with \$1.00 buyout**

** Optionally Integrates with Trojan
Benefit Service, Electronic Claims,
Electronic Prescriptions, Panoramic
X-Rays, Patient Credit Card
Payments, and Automated
Appointment Confirmations and
Reminders via Text and Emails*

Digital System Special Includes:

- EZ 2000 #1 Rated Dental Software
- Practice Mgmt. Software, Billing, eClaims, Denti-Cal, Recall, Scheduling, Statements, Claim Tracking, Accounts Receivable Repts.
- 3D Tooth Charting & Perio Charting
- Dell Optiplex AIO/PC, IntraOral Camera
- Mobile Dental Imaging Cart on wheels
- Clio Prime X-Ray Sensor & Imaging Software
- Installation and Training on all items included

EZ 2000 Dental Software only:
reg. \$3,395
sale: \$1,995
w/training & support

*not valid for prior purchase

Software Demo @ www.ez200dental.com

Expires March 31, 2023

**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



**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**

California CPA Firm for Dentists

Practice Acquisition Due Diligence

- ✓ Due diligence on practice acquisitions
- ✓ Tax reduction focused
- ✓ New office openings



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



Call for a **FREE** Consultation ☎ (949) 485-2011 🌐 www.mydentistCPA.com

Front Office experience helpful immediate opening bilingual F/P available (408) 981-5069

Dental equipment, machine and etc for sale. Contact our office if interested (909)628-6701.

ALTURAS-CA GP Office, mostly FFS,2 OPS, Great for Starter Dentist. RealEstate Avai. 95K. 530-233-6021

4801Freeport Blvd Sac-5 ops \$189K. gross \$330K/yr. building avail. 916-862-5507

Air Techniques ScanX Phosphor Plate Xray Scanner Working, no software. \$700 obo Dental90039@gmail.com

Emax Oven Ivoclar vivadent 2015 for Sale.Email Smilesgot05@gmail.com for more info.

Cerec Omnicam Scanner 2015 for sale. Please email smilesgot05@gmail.com

Oral Surgeon available for Central Valley. Modesto to Fresno. Board certified.Full scope 209 626 6366

Dental Implant Parts for sale. Surgical, prosthetic, healing abutments. Various manufacturers. pocketdepth@yahoo.com

Merced: Turnkey office, fully equipped with Real Estate. (DRE01993607) (818)522-9123

SANTA CRUZ: This high-tech practice collected over \$1.29M in 2021! ~1,600 sf w/4 Ops. \$888k (DG-1427) WPS/800-641-4179

San Jose - \$525,000 - 2022 gross \$770k+, 4ops/1,100sqft. Dr. Rishi Salwan (888)8024230 DRE# 02085289

Wells Polishing lathe, 2 quick releases \$250 Also matching collection tin \$50 terryfmooreds@gmail.com or (805)440-0357

Dental Chairs Pre-owned 850.00 each OBO 310-539-2345

Get a FREE evaluation of your website search engine positioning. Visit ddsrank.com/audit

DENTX ENDOS AC XMIND X-RAY(2004) GREAT CONDITION FOR \$1,900.00 PH/TX:951-401-1967

Space Available for 1 or 2 Ops Within Existing Dental Office. Strip Mall Downtown Dublin Near W Dublin BART 925-833-9800

Traveling Oral Surgeons & Periodontists Coming to Your Office.
info@implantoutreach.com. Call: 888-871-0009

Mis Osteotome Sinus Lift Set. \$80 obo Dental90039@gmail.com

Dentist Needed! Established practice in Sunnyvale looking for a part-time associate. Please email resume dr.varnava@bntdental.com

Led curing light. 3M Elipar DeepCure-S. Brand new, sealed in box.Over 50% discount.310-922-5666. Pick up or mail. \$900.

YAMAHA KEYBOARD PSR-S900 or newer models wanted for Church/non-profit. Tax deductible receipt available. 714-319-4956.



PRACTICE SALES AND LEASING

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



Paul Maimone Broker/Owner
CA Broker #01172430

FRESNO COUNTY

Room for Your Fresno County Practice Listing.

KERN COUNTY

BAKERSFIELD #29 – (4) op computerized G.P./ (3) ops eqt'd (4th) plumbed. Cash/PPO/HMO/Denti-Cal Pt Base. Monthly Cap Ck. approx. \$3.5K. Digital X-Rays. Gross Collect. \$500K+. Refers out Ortho, Diff O.S., Diff Endo & Implant Placement. Seller does no advertising. Low Overhead, High Net. Seller retiring. **[SOLD]**

BAKERSFIELD #30 – (4) op comput. G.P. that practices full body health. Located on the highly desirable southwest side of Bakersfield, in a shop ctr. store front, on a main thoroughfare, w exposure/visibility/signage & parking. Boutique built out facilities & furnishings. (4) ops of newer equipt. w digital x-rays, Dentrux software, & Denta Max digital system. Cash/Ins/PPO pt. base. No HMO & No Denti-Cal. Annual Gross Collections \$525K to \$550K on an easy (3) day week. Seasoned staff and (20+) years of Goodwill. Refers out all Endo, O.S, Perio, Ortho, and Pedo. Does No Advertising. Adding Advertising, more hours, and keeping Specialty work in house will make this practice flourish. Seller retiring and is moving out of state, but will assist with a transition.

L.A. - KERN COUNTY LINE – BE YOUR OWN LANDLORD!
See description below under **LOS ANGELES COUNTY**

LOS ANGELES COUNTY

ANTELOPE VALLEY – PRACTICE & BLDG. (8) op comput. G.P. & a free stand. (4) plex bldg. on a main thoroughfare, w exposure, visibility & signage. The office has been recently remodeled, & has lots of new eqt. including a new CBCT & server. (2) new eqt'd ops w a new x-ray unit, a new sterilizer & a newer compressor & vacuum. There are digital x-rays in all ops, Eaglesoft software & the practice is chartless. Cash/Ins/PPO/Denti-Cal pts. Annual Gross Collect. \$1.1M to \$1.2M w (8) days of Hygiene/wk. The practice refers out Ortho, Molar Endo & diff. O.S. Seller is selling to reduce daily commute. **[NEW]**

ARCADIA #3 - Beautiful, newly remodeled, (4) op computerized G.P. located in a well known Prof. Bldg. on a main thoroughfare. Cash/Ins/PPO pts. Annual Gross Collect \$300K on a (3) day week.

ENCINO – (3) op comput. G.P. located in a prof. bldg. on a main thoroughfare. Cash/PPO pts. No HMO, No Denti-cal, No Nights & No weekends. Gross Collect \$375K+/yr. on 3½ days/wk. Digital x-rays (XDR). Low overhead/high net. Seller refers out all Endo, all Perio Surgery, all Ortho, & most O.S. Seller is retiring but will transition. **[NEW]**

L.A. - KERN COUNTY LINE – G.P. PRACTICE & BLDG. Free Standing Duplex Bldg. & a (6) op comput G.P. for sale. Located just off the Fwy. less than an hour from the SFV. Cash/Ins/PPO pt. base with No HMO, No Denti-Cal, & No Nights. Consistently collecting mid to upper \$500K/yr on a (4) day wk. Seller does no advertising. Some newer eqt, digital x-rays & digital Pano. (46) years of Goodwill. Very limited competition. Seller retiring, but can stay on p.t. if buyers wishes.

EXISTING BUILT OUT AND PLUMBED DENTAL OFFICE SPACES FOR LEASE - Are you looking to start from scratch, or to open up a second office? Or Maybe you wish to move your existing office to a better location? D&M has multiple built out and plumbed dental office spaces for lease located in the following areas: Anaheim Hills, Brea, Burbank, Canoga Park, Fallbrook, Garden Grove, La Habra, Mission Hills, Northridge, No. Hollywood, Orange, Reseda, San Fernando, Santa Ana, Sylmar, Tarzana, Tustin, West Hills and Woodland Hills. In addition, we conduct customized space and building searches. **[NEW]**

SHERMAN OAKS - (4) op comput. G.P., located in a prof. bldg. on a main thoroughfare. Cash/PPO pts. No HMO, No Denti-cal, No Nights & No weekends. Annual Gross Collections \$200K+. Seller is retiring but is willing to stay for a short transition. **[NEW]**

WOODLAND HILLS ORTHO/PEDO – (4) op Ortho/Pedo plus (1) day/wk G.P. Located on the 1st floor, end cap, with street frontage, exposure, & visibility. CASH/PPO/Denti-Cal. 2021 collect. \$369K+. Digital X-Rays & new Pano. Seller retiring but willing to stay to do Ortho, Pedo, and/or Mentor. **PRICE REDUCED**

ORANGE COUNTY

LAGUNA HILLS – (4) op computerized G.P. located in a Shopping Center with Excellent Exposure/Visibility/Signage & Parking. Fwy. convenient. Cash/Ins/PPO patient base. (25) years of Goodwill. Annual Gross Collections of (\$870K+). Newer Eqt., Eagle Soft software, Digital X-rays, & Laser equipped. Seller is retiring but will assist with a transition. **[SOLD]**

LAKE FOREST – (4) op comput. G.P. Store front location w exposure/visibility/signage. Cash/Ins/PPO/Denti-Cal patients. Annual Gross Collects. \$500K to \$600K. Eaglesoft s/w, CBCT, Itero Scanner, Digital x-rays & the practice is chartless. (9+) years of Goodwill w a low overhead/high net. Refers out most Endo, O.S, Perio & Ortho. Seller is retiring & moving, but will assist with a short transition. **[PENDING]**

MADERA COUNTY

Room for Your Madera County Practice Listing.

RIVERSIDE COUNTY

Room for Your Riverside County Practice Listing.

SAN BERNARDINO COUNTY

HIGHLAND – (4) op comput G.P. located on a main thoroughfare, in a shop ctr, end cap, with exposure, visibility, signage & parking. 2021 Gross Collections of \$660K+ on a (4) day wk. Cash/PPO/Denti-Cal pts. No HMO. (18) yrs of Goodwill. Digital X-Rays, Newer CBCT, Laser, & Digital Scanner. Assignable sweet heart Lease in place.

SAN DIEGO COUNTY

CLAIREMONT (N. SAN DIEGO COUNTY) – (3) op comput. G.P. located in a smaller prof. bldg. on a main thoroughfare. Cash/PPO pts. No HMO, No Denti-cal, No Nights & No weekends. Annual Gross Collect \$200K+ p.t. Remodeled office, digital x-rays, new compressor & vacuum, & newer eqt. Seller refers out all Specialty work and does no advertising. **[NEW]**

SAN LUIS OBISPO COUNTY

Room for Your San Luis Obispo County Practice Listing.

VENTURA COUNTY

THOUSAND OAKS/NEWBURY PARK - (3) Op comput G.P. located in a shop ctr with exposure, visibility, & signage. Spic-n-Span Clean, Pride of Ownership, with newer eqt. Cash/Ins/PPO pts. No HMO & No Denti-cal. 2021 Gross Collect \$585K+ on an easy 3½ day wk. (7) Days of Hygiene/wk. Eaglesoft Software, Digital X-Rays, & Chartless. (40) years of Goodwill. Seller moving out of state, but will assist with a short transition. **[PENDING]**

THOUSAND OAKS GENERAL/PERIO PRACTICE - (4) op office located on a main thoroughfare, in a shop ctr, w exposure, visibility, signage, & ample free parking. Beautifully built out & eqt'd from scratch in 2018 @ a cost of \$450K. Nearly new top of the line Mid Mark eqt., Open Software, Digital X-Rays, & Chartless. Cash/Ins/PPO pts. 2021 Gross Collections \$325K+ on an easy 1 to 1½ day/wk. Projecting \$370K+ Collect. in 2022. Huge upside with more days & advertising. Seller to concentrate on their main office in West L.A., but will assist w a transition. **[NEW]**

UPCOMING PRACTICES FOR SALE

Carlsbad, Central Coast, Corona, Cypress, Hawthorne, Kern County, Los Angeles, Norwalk, Oxnard, Pasadena, Riverside, Santa Barbara, Tarzana, Thousand Oaks, Valencia, Ventura, Van Nuys, Westlake Village, West Hills, West L.A., & Yorba Linda

D&M SERVICES

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



"The Personalized Service Dental Broker®"

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



Howard Boles
SVP, Director of Practice Finance
(626) 204-6626
hboles@enterprisebank.com

Professional Practice Financing Experts

Enterprise Bank & Trust's Practice Finance team has more than 50 years of collective experience helping practices like yours reach their financial goals.

Whether you are purchasing a practice, looking to consolidate debt, expanding an office or purchasing commercial real estate, we can provide many options to fit your needs.

Let us help guide you through our simplified loan process to assemble a loan package customized for you.



enterprisebank.com/ppf

MEMBER FDIC

Mobile Dental Bus, two dental chairs, gasoline engine, Model 2010, Price: 95k\$, (559)296-2012

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

DENTIST RETIRED-Periop II, whip mix articulator, misc. handpieces, oral surgery instruments WLA text to 310 8392722

SAN JOSE: Over 35 yrs goodwill on major thoroughfare. 1,665 sf w/4 Ops. Collects over \$744k. Seller Retiring \$575k (DN-1458) WPS/800-641-4179

WANTED TO BUY-IM LOOKING FOR USED SYBRONENDO SYSTEM B, TnH & BUCHANAN HEAT PLUGGER TIPS ANY SIZE TEXT DR ISMAIL 562-968-4061

Subscription Based Attorney services: no hourly billing and all your practices' legal needs handled for one monthly rate. www.providerlegal.com

Tarzana Practice For Sale \$765,500: High-end, fee-for-service, 6-operator, 5-star rated GP ideally located just off the 101. info@integritypracticesales.com (855) 337-4337

6207 CALIFORNIA'S LAKE TAHOE Beautiful 6-op Alpine office. Digital, paperless, 3-D Pano. 2022 trending \$875,000 in collections with \$400,000 in Available Profits on Doctor's 20 hour/week. Want to be busier? Simply extend the hours. Full Price \$225,000. Go to www.PPSsellsDDS.com to learn more.

Dental/Medical office for Rent Sun Valley pre plumbing for pedodontist or Orthodontist. Fully remodeled free parking. Call 818-605-2143

Fresno: Large office with Real estate in upscale area. (818)522-9123

Tuttnauer 2540M M Series Manual Autoclave - Working 1500obo Local pickup in Los Angeles Dental90039@gmail.com

A-dec Cascade Chair(black) w/ A-dec rear delivery and cabinet.\$7600+ship obo. Email:ea4dds@hotmail.com Text 323-385-3626

Free 3Dxray with purchase of Dental practice in Bakersfield Rev 500K+ 3dy wk, 250k Emergency sale! yanjian@gmail.com

ROSEVILLE - Nice 4 OP office in good location with space for sale as well. Space size of office would allow 2-3 more treatment rooms. Please contact for price www.ddsmatch.com 855-546-0044

178 5-star Avvo® reviews!

Avvo® Review #177 (2022):

"Bob is the most knowledgeable lawyer I've ever met or ever heard of from all of the colleagues in the dental industry."

Avvo® Review #162 (2021):

"Knowledgeable, Efficient, and Honest."

Avvo® Review #155 (2020):

"He compassionately helped me through a painful business separation."

Avvo® Review #148 (2019):

"He made the buyout process seamless, predictable, and on-time."

Avvo® Review #126 (2018):

"Robert was efficient, fair, and has an exceptional understanding of the specialized area of dental practice transitions."

Avvo® Review #119 (2017):

"Bob Olson is the best at what he does. Period."

Avvo® Review #105 (2016):

"Bob Olson is the most honest, hardest working, thorough attorney I have ever met."

Avvo® Review #81 (2015):

"Great communication, excellent service, knowledge is exemplary!"

Avvo® Review #50 (2012):

"He really cared about us, negotiating a fair and beneficial contract."

Avvo® Review #1 (2009):

"I have never had a better experience with an attorney."

Robert W. Olson, Jr., APC

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

888.963.1120

RWO@transdental.com

www.trans.dental

**Top Reviewed Avvo®
Attorney, 2011 to Present:**

**Mergers & Acquisitions, Incorporations
and Commercial Real Estate**

BAKERSFIELD #30 - (4) op comput G.P. Cash/PPO. Collect. \$525K to \$550K/yr. on a (3) day week. Digital x-rays. Seller retiring. D&M Practice Sales (818) 591.1401

YUBA CITY: Rare Opportunity in Prime Location! Seller Retiring after 39 years. 1,200 sf w/3 ops \$175k (GN-1459) WPS/800-641-4179

Adec 500 black chairs (in the crate never used or installed) from Patterson that retail for 42k each. These are complete continental delivery units with assistant arm and doctor stools. I will sell for 33k and shipping is available. Ccookmdm@yahoo.com or text 228-860-7895

San Francisco - \$425,000 - 4ops/2,000sqft. 2021 net \$228k+, gross \$717k+, \$10k+ monthly CAP check. Dr. Rishi Salwan (888)8024230 DRE#02085289

DENTAL BOARD OF CALIFORNIA ALLOWS HALF OF REQUIRED CE UNITS FOR LICENSE RENEWAL IN HOME STUDY. PDS offers home study courses @ \$10.00/unit. text 909-933-9076.

Redlands Medical/Dental Building For Sale Dental / Medical building in Redlands, CA. Large 18,625 sq. ft. lot with 4,896 sq. ft. building built in 2007. There is more than ample parking with great visibility. Offices are plumbed for medical or dental use. Priced at \$2,611,000. Contact Chris Barbour at chris@omni-pg.com, 916-792-5038. (CAR105)

Air Techniques Peri-Pro 9000 with daylight loader. \$650, miramardentalsd@gmail.com (858)578-2211. 92121 area

4 valves for Nitrogen/oxygen tanks, \$100 per piece. miramardentalsd@gmail.com (858)578-2211. 92121 area

Dental Sensor Flash Sale - get up to 50% off retail. Size 1: \$2,499 and Size 2: \$2,999, visit dentimax.com/dt23 or call (877) 987-8444.

South Sacramento County 6 op General Dentistry Practice Amazing south Sacramento County growth opportunity practice. High visibility location. Underserved community and 6 operatories. Priced to sell. Contact Chris Barbour (#2135925) at 916-792-5038 or chris@omni-pg.com. (CAD125)

3 X CEREC OVENS (VITA VACUMAT 40T). 1 WORKING. 2 FOR PARTS/REPAIR. 800\$ OBO. 6612880288. VALENCIA, CA.

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

Some banks are slow....not Enterprise Bank & Trust's Professional Practice Finance. Enjoy quick app, processing & funding. Contact Howard Boles at hboles@enterprisebank.com / 626-204-6626.

SAN JOSE GENERAL PRACTICE FOR SALE:

Well established practice collects around \$1.2 million annually on 5 day/week with 5 days of hygiene. Seller refers out maxillary endo, more involved surgeries, all perio surgery, all pedo. The office has five equipped operatories with digital x-rays, CBCT, CEREC, Itero 5D and latest Dentrux software. Professional building. Located in highly desirable area of San Jose, must see to appreciate- photos on request. General Dentist
Asking \$1,025,000.00

Email:
Smile4me916@gmail.com

American Manufactured Dental Operatory \$5895, 10 Year Warranty, 150 Colors. Call (800) 423 - 5657, or visit our website www.dhpdental.com

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

Film Processors: a/t2000 xr used \$900, Gendex GXP used \$900. Pick up preferred. Contact Lillie 559-781-1163

Copywriting & SEO Content Marketing attract clients with case studies and blogs. Contact elaine@ebwritingservices.com.

PARTNERSHIP DISPUTE? Settle fast in mediation. 30+ years practice transition experience. Attorney/Mediator Robert W. Olson, Jr., 888.963.1120, trans.dental/mediation.

LIVERMORE Facility: Beautiful turn-key facility located on major thoroughfare in the heart of town. ~1,900 sf w/2 Ops + 2 add'l. Reduced \$115k excl. CBCT (DG-1453) WPS/800-641-4179

Free SEO Audit when you visit us at ddsrank.com/audit

Selling CoxoHighSpeedHandpieces Closing the office-4 KavoCoupler. original brandnew. Slow HP available. Text 9512148788

LCF Practice Sales & Financing

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

2023

*We have
Qualified
Buyers looking
for dental
practices
throughout
California.*

*Sellers - Call for a
FREE
CONSULTATION.*

*"I got an offer and
acceptance within a
week of listing my
practice with LCF
Practice Sales. Loc
was always
available to answer
all my questions
and troubleshoot
just about
everything that
came up. The
transaction went
like clockwork and
we closed shortly
after..."*

*~ Katherine L., DDS
Lake Forest, CA*

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

Diamond Bar: Collections ~ \$849K

- Long term pt base. All Cash/PPO
- Doctor does mostly bread & butter dentistry w/ hygienist.
- Doctor sees 8-10 pts/day.
- Professional suite. 6 eq. ops.

Inglewood: SOLD!

- **2022 Collections ~ \$900K**
- Large shopping plaza, 4 eq. ops. + 1
- Accepts all insurances, mostly PPO/CASH. Cap. check ~\$4k/month
- Many in house specialists.

La Habra: SOLD!

- Collections ~ \$271K. All CASH/PPO
- Opens 3.5 days/wk. No Weekends.
- Lots of outside referrals.
- 4 eq. ops. Reasonable Rent

Long Beach: SOLD!

- High quality general & cosmetic dentistry
- Denti-Cal ~ 65%, FFS/PPO ~ 31%
- Strip mall. 3 equipped ops.

Long Beach: Collections ~ \$550K

- Seller retires
- Large retail center. 3 eq. ops. + 1
- ~50% FFS/PPO; ~50% Cap/Denti-Cal
- 20+ years goodwill

Riverside County:

Murrieta - Grosses ~ \$911K.

- Seller retires. High profit margin.
- ~ 70% PPO, ~ 30% Denti-Cal.
- Production from 1 doctor & hygienists.
- Professional suite. 5 eq. ops.
- Lots of outside referrals.

Palm Desert: Large Shopping Plaza.

- Next to Sun City Retirement Center
- Part time practice. Mostly PPO/CASH
- Great opportunity for doctors who do implant cases to increase production.
- Seller Financing Available. 7 eq. ops.

San Jacinto - New Listing!

- **Office Grossed \$1.58 Million in 2022**
- Stable production for many years.
- Prominent retail ctr. Reasonable rent
- 4 eq. ops. + 1 add'l plumbed.
- Mix of Denti-Cal & PPO/Cash pt.
- All GP works & no specialties.

Dental Practices Wanted

Practices in Orange County

Practices in Los Angeles County

Starter Practices at Good Locations

Practices with Real Estates

High Production PPO/Cash Practices

Orange County

Anaheim - Grosses ~ \$290 - \$300K

- Strip mall, close to Knott Berry Farm
- 3 eq. ops. + 2 add'l plumbed.
- ~ 50% Denti-Cal, ~ 50 % Cash/FFS
- Nice staff. Fair Rent. Low overhead.

Anaheim - Equipment and Leasehold

- **Asking \$115K (from \$135K)**
- Strip mall, minutes away from I-5
- ~2,200 sq.ft. 5 eq. ops. + 1 plumbed

Fountain Valley: New Listing!

- **Family practice. Collections ~ \$275K**
- ~ 50% FFS/PPO & ~ 50% Denti-Cal
- 3 eq. ops. + 1 add'l plumbed
- Retail Center. Reasonable Rent.
- Border of Fountain Valley & Santa Ana

Westminster - Collections ~ \$773K

- Shopping Plaza in the heart of Westminster, close to Fountain Valley.
- Mostly PPO/Denti-Cal
- 4 eq. ops. ~1,200 sq.ft.
- Rent ~ \$4,400 plus triple net.
- Associate run practice.

Central California

Fresno - New Listing!

- Collects ~ \$300-350K annually
- ~ 70% HMO, ~30% FFS/Cash
- Capitation check pays rent.
- Just renovated. New Equipment.
- 3 eq. ops. ~ 1,150 sq.ft.

Modesto - New Listing!

- **General & Ortho Practice**
- **Grosses ~ \$1.5 M.** Mostly PPO/Cash
- 10+ years of goodwill
- Good profit margin.
- Strip mall. 6-8 ops.
- Reasonable Rent.

Northern California

Daly City - Collections ~ \$410K

- Seller retires. Mostly PPO/Cash
- 4 equipped ops. Reasonable rent
- Single standing bldg. on main street.
- Highly commercialized area.

Dublin:

- **2022 Collections ~ \$1.1 + Million**
- **General and Orthodontics**
- Seller retires. 15+ years goodwill.
- Large shopping plaza close to freeway.
- 4 equipped ops. ~ 1,350 sq.ft.
- ~65% FFS/PPO, ~35% HMO/Cap

East Bay Area - Pediatric Practice

- **Grosses ~ \$750K**
- Surrounding areas include Castro Valley, San Leandro, Oakland ...
- Mixed Insurance. Many Denti-Cal pts.
- Front street location. 5 eq. ops.

Northern California

Fremont - New Listing!

- **Grosses ~ \$645K**
- 20+ years of goodwill
- On main street. Large retail center - close to Fremont Hub.
- 4 equipped ops. + 3 plumbed
- ~ 50% Denti-Cal; ~50% Cash/others
- Runs with 1 Doctor + 3 staffs

Dental Practice & Real Estate in San Jose: Collections ~ \$600K

- ~80% FFS/PPO and ~20% HMO/Cap. Cap check ~\$2k/month.
- Practice opens 3 days/wk.
- Office run with 1 dr + 3 staffs.
- 4 eq. ops., ~1,000 sq.ft.
- Real estate - prominent professional suite within walking distance from strip malls.

Starter Practice and Real Estate in San Jose - New Listing!

- State of the Art Practice
- Just renovated. New Equipment
- Selling for family/health reasons.
- Large Shopping Plaza in Vietnam Town. 3 chairs, ~ 1,600 sq.ft.
- Golden opportunity to be your own landlord.

San Jose - Grosses ~ \$310K

- Seller retires. Low overhead.
- Opens 3 days/wk with 2 staffs.
- 3 equipped operatories. Low Rent.
- A Spanish speaking doctor will be at an advantage at this office.

San Jose - 2 practices for sale

- Office #1 - Collections ~\$400K
- Retail Center - 5 ops. Rent ~\$4,800
- Office #2 - Collections ~\$590K
- Retail Center - 5 ops. Rent ~\$8,300
- Both are ~50% Denti-Cal; ~50% Others
- Close to East San Jose & Vietnam town.

San Rafael - Grossed ~ \$600K

- Mostly PPO/FFS. Opens 4 days/wk
- Family practice & quality dentistry
- Good hygiene/ recall program.
- Fair Rent. 3 eq. ops.
- Seller willing to negotiate price!

Stockton - Practice & Real Estate

- **Grossed ~ \$865K.**
- High profit margin.
- Doctor retires. 3 eq. ops.
- ~60% Denti-Cal, 40% PPO/others.
- Single standing bldg. w/ parking lot.

Sunnyvale - New Listing!

- **2022 Collections ~ \$900-950K**
- Office accepts PPO/Cap/HMO
- Office does mostly general dentistry. Lots of outside referrals.
- 2 - 3 doctor days/wk
- Prominent professional suite. 4 ops

Call Loc Pham, Broker (714) 550-7494 for more information!

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

A Division of LCF Financial, Inc. BRE #01875780

opendoor
Community Health Centers

Voted best Doctors office in the County

Open Door Community Health Centers is hiring for **General Dentists**. We offer:

- Competitive Salary
- Relocation Assistance
- Childcare Program
- Full Health Benefits
- Sign-On Bonus

Our dentists provide full-spectrum dentistry, from preventative care and education, to root canals and extractions, to treatment of gum disease. In 2018, we opened our newest health center in Fortuna, complete with seven operatories.

We are a **National Health Service Corps (NHSC)** loan repayment site with a Dental HPSA Score of **23**. Clinicians can get up to **\$300K** to repay their health profession student loans.

**FQHC WITH
OVER 50 YEARS**
SERVING THE HEALTH AND WELLBEING
OF THE CALIFORNIA NORTH COAST

Join Our Team
Please Contact:

Cindy Thao
Provider Recruiter
707-298-4775 or
cithao@opendoorhealth.com

For more information visit: opendoorhealth.com

Thriving small group practice with three locations in central California. Each location has over \$1 mil in annual collections. Room for expansion and great potential for growth. Excellent DSO opportunity. Seller and Associate willing to work back. Contact Rod Johnston at 510-633-2697 or rod@omni-pg.com. (CAD114)

DENTSPLY PROMARK ENDOMOTOR With Hand Piece, 30 WaveOne GOLD Files, 18 NiTi Orifice Openers, 3Packs WaveOne GPP, 6Packs PP. \$2299, 2Y WARRANTY 4 pics & info, TEXT Dr.Ismail 562-968-4061

Dental office in Chatsworth, dentist is moving, selling major equipment only, very low rent. Please call 818-817-1807.

Pelton&Crane Nitrous/Oxide unit. Cabinet model. W/ accessories New \$650/Offer terrymooreds@gmail.com or (805)440-0357

Sell Your Practice! One time flat-fee for unlimited legal counsel to sell your practice, \$4.5k to \$6k. www.providerlegal.com

WhipMix Combination vacuum mixing unit with 4 mixing cups and bench stand. \$450(805)440-0357 or terrymooreds@gmail.com

Attn Dentists: You can fulfill your CA CE requirements with our LIVE Webinar series, all Live Credits, all Classes on Sundays. Learn the latest in treatment techniques for only \$529 for 5 courses, 35 CA CEs —call 720-838-4093, visit www.xcelseminars.com or see Xcel Seminar's insert for details.

Wanted: Experienced RDH for Community Health Center in Fortuna, CA. Salary Range \$86k - \$99k. Call or text 707.298.4775.

Redlands Medical/Dental Building For Sale Dental / Medical building in Redlands, CA. Large 18,625 sq. ft. lot with 4,896 sq. ft. building built in 2007. There is more than ample parking with great visibility. Offices are plumbed for medical or dental use. Priced at \$2,611,000. Contact Chris Barbour at chris@omni-pg.com, 916-792-5038. (CAR105)

Hollywood Practice For Sale \$540,000: Recently upgraded modern GP w/20 years goodwill, in busy shopping center. info@integritypracticesales.com (855) 337-4337

STOCKTON - DON'T MISS 6 OP practice, updated equipment & technology. Offered at \$1.6M www.ddsmatch.com 855-546-0044

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

Dino Dental Unit 4 Sale Dinosaur dental chair, fully functional & hardly used. Perfect for Pedo offices. 714-262-1069

Hanford - New listing Practice with Real Estate, great treatment rooms, room for more. Stand Alone building. Great parking. Dentist (818) 522-9123 Sold

YOUR "GO TO" DENTAL ATTORNEY

I KNOW DENTISTRY'S UNIQUE LEGAL & FINANCIAL CHALLENGES

"Jeng and Associates have represented me in buying 3 offices and multiple lease reviews and negotiations. Their professionalism is unbeatable and Dr Jeng is always available to answer my questions by phone or email."

Dr. L. Kong, Daly City, Ca

"I highly recommend Dr Jeng as a dental attorney. His experience as a dentist combined with his legal experience gave me the confidence to enter into a share office arrangement. He was always available to answer my calls and addressed all my concerns and questions."

Dr. P Tran, Burbank, Ca

"Dr. Chester Jeng represented me in my last two dental office purchases. Very professional and helpful. He is my go to lawyer for my legal needs."

Dr. K Chou, Hacienda Heights, Ca

SERVICES:

Incorporation, Dental Board Defense, Buy/Sell Agreements, Lease Reviews, Space Sharing Agreements, Insurance Audits, Practice Sales

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, MBA, Esq.

Cell: 909-450-7158 | Toll Free 844-313-9900

Email: Chester@jenglaw.com

Jenglaw.com

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

Buy it! Sell it! Trade it!!!



America's Dental Equipment Company



MADE IN THE USA
Corona, CA USA

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

A fully equipped Dental Office

2 Dental Operatories
2 Dentists Stools
2 Assistants Stools
Digital Intra Oral X - Ray
Dental Vacuum
Oil Less Air Compressor
Drying System
Autoclave Sterilizer
Utility Room Control System

Complete Dental Office Under \$28,000

(800) 423 -5657
WWW.DHPDENTAL.COM

1581 Commerce Street, Corona CA 92880

Rialto~ Operatory Equipment for Sale! Chairs, Adec Dental Units, Stools & Xray. Call or text to see. Rachel 909-567-1303

Dental practice for sell in FRESNO, CA. 1110 Sq ft. 2 fully operational OPs with a 3rd OP plumbed. Easy Dental system. Dexis x-ray. C&B, endo, Clearcorrect ortho, implant. Dentist retiring. \$115,000 obo. Please call and leave message at 559 494-2049.

SANTA MARIA: Practice on track to collect nearly \$700k in 2022! ~1,300 sf w/4 Ops. Reduced \$200k – All Reasonable Offers Will Be Considered (KG-1391) WPS/800-641-4179

Clear Aligners: Ready to get started with Clear Aligners in your practice! Check out this 15-hour CE Course www.LearnAligners.com

Tuttnauer autoclave, automatic, working but sometimes doesn't finish the cycle, \$700. lakeforest2022@gmail.com

South Sacramento County 6 op General Dentistry Practice Amazing south Sacramento County growth opportunity practice. High visibility location. Underserved community and 6 operatories. Priced to sell. Contact Chris Barbour (#2135925) at 916-792-5038 or chris@omni-pg.com. (CAD125)

Stockton-3 day work wk \$329k prod in 2021! Dexis Dentrax Actaeon equip, office on a lease. 40 yrs retiring! 209-623-8454

Advanced Dental Technology Practice for sale in Palmdale, CA. A well established solo Practice with quality patients and staff. Fee for service. Call or text 661-609-1266

Dental equipment for sale. Two Gendex Gx-770 X-ray units for \$1800 each. Tuttnauer Autoclave-Steam Sterilizer model 1730mkv for \$500. Compressor AirStar 22 for \$1200. Vacuum pump for \$300. (1) Royal dental chair, DCI overunit+ADEC light for \$1,900. (2) Royal dental chair, PELCRAN light, Forrest overunit for \$1,500. Prices negotiable. Discount if multiple items bought. (858)9229627

Associate dentist with ownership choice in 91740. Only for serious applicants. email@: route66familydentistry@gmail.com

Tuttnauer autoclave automatic. \$1500. lakeforest2022@yahoo.com

Redwood City - \$160,000 - 2 ops, 750 sq. ft. 2021 gross \$202k+. Rent \$2,713.23/month. Dr. Rishi Salwan (888)8024230 DRE#02085289

RETIRED DENTIST SELLING ALL EQUIPMENT - (WHOLE OFFICE AVAILABLE AND IN GREAT CONDITION) Call/text Dr. Mansour (951) 533-9478 ASAP.

General and Ortho Practice in Modesto. Grosses ~ \$1.5 Million. ~90% PPO/Cash. Strip Mall. 6 – 8 Ops. Reasonable Rent. Call Loc Pham, BRE#0187578. (714) 550 -7494. <https://LCFpracticesales.com>

UPCOMING CONTINUING EDUCATION LIVE WEBINAR: PDS the leader in providing CE classes has its next webinar Placement and Restoration of Dental Implants on APR 23RD, 2023 call or text 909-933-9076

(855) 337-4337 | integritypracticesales.com

**INTEGRITY
PRACTICE SALES**

"Just wanted to say thank you for all of your hard work. I could not have done this without you guys. You were all very professional and it was a pleasure working with all of you. **If any of my dentist friends want to sell their practice, I will definitely recommend them to you guys.** Thank you again."

- Dr. Kim

TIME TO SELL YOUR PRACTICE?

Talk to us about a custom transition plan to get you the price and terms you deserve.

Call or text your local agent today, or call our office at (855) 337-4337 to schedule a confidential consultation.



**ORANGE COUNTY
SAN DIEGO
INLAND EMPIRE**
Tim Miller
DRE# 02107070
(714) 272-8408



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



LA COUNTY
Al Galvis
DRE# 01702731
(818) 298-9770



CENTRAL COAST
Darren Hulstine
DRE# 01899816
(805) 878-0633



LA COUNTY
Eddie Delshad, DDS
DRE# 01864709
(310) 595-0203



**BAY AREA
NORTHERN CA**
Scott Taylor, MBA
DRE# 01864709
(650) 374-9384



SOUTHERN CA
Maricelle Ortiz-Luis, DDS
DRE# 2031988
(858) 722-7461



**BAY AREA
NORTHERN CA**
Nelson Reynolds
DRE# 02124985
(510) 501-1959

DRE: #01911548

SAN DIEGO, ORANGE COUNTY, & & LOS ANGELES



**INTEGRITY
PRACTICE SALES**

IN ESCROW! Culver City Fast-Start | \$126,000 | 5 ops | #10064
40-year established General Practice on busy road downtown!
3-day work week! Call Eddie (310) 595-0203

IN ESCROW! Los Angeles | \$265,000 | 2 ops | #10068 Imagine
owning a 100% fee-for-service Westside General Practice on
Wilshire Blvd! There is a beautiful, professional buildout, a
strong patient base, and excellent growth potential! Call Ken
(805) 338-5850

SOLD! Lake Forest | \$1,524,600 | 6 ops | Sold by Tim Miller

Long Beach Bixby Knolls Fast-Start | \$299,900 | 5 ops |
#10060 Rare opportunity in prestigious Bixby Knolls!
Stunning, high-end boutique buildout, with all equipment
included in a spa-like atmosphere that could be yours!
Located in a walker's paradise. Call AI (818) 298-9770

Newport Beach | \$539,000 | 6 ops | #10028 Sophisticated
General & Cosmetic with an excellent patient base in a very
desirable Westcliff neighborhood with superb visibility! State-
of-the-art ops and a great floorplan. Call Tim (714) 272-8404

IN ESCROW! West Hollywood | \$335,000 | 3 ops | #10035 One-
of-a-kind, 100% fee-for-service General Practice in a highly
sought-after landmark medical building with a century of
goodwill! Includes Dentrix, iTero, and fully digital radiography.
Call Eddie (310) 595-0203

SOLD! Beverly Hills | \$65,000 | Sold by Eddie Delshad, DDS

SOLD! Santa Monica | \$702,000 | Sold by AI Galvis

IN ESCROW! Glendale | \$175,000 | 3 ops | #10031 You'll love
walking into this open concept, naturally lit office with
stunning views. Build your legacy on 42-years of goodwill from
this fantastic downtown office on the upper level of a
professional building. Call AI (818) 298-9770

SOLD! West Hills | \$385,000 | Sold by Ken Skeate

SOLD! Thousand Oaks | \$459,000 | Sold by Ken Skeate

IN ESCROW! Chatsworth | \$269,900 | 5 ops | #10029 40+ years
of goodwill at highly reviewed GP in high-vis corner location.
Call AI (818) 298-9770

SOLD! Tarzana | \$959,000 | 3 ops | Sold by AI Galvis

Encino Turnkey | \$45,000 | 6 ops | #10080 Fully furnished and
equipped office in PREMIER location! FAST-START or upgrade
your own practice. Call Ken (805) 338-5850

IN ESCROW! Palm Desert | \$1,400,000 | 6 ops | #10024 100%
FFS general and cosmetic practice. Call Tim (714) 272-8404

IN ESCROW! Tarzana | \$765,500 | 6 ops | #10081 46-yr est. true
fee-for-service practice! 5-star rated, ideally located directly off
101 Freeway with easy access and and great visibility. Fantastic
long-term staff! Call AI (818) 298-9770

SOLD! Rancho Mirage | \$629,000 | 5 ops | Sold by Tim Miller

Palm Springs | \$240,000 | 4+ ops | #09904 Practice in style at
this open-concept 40-year established office in the golf mecca
of America! High-vis office is set up for all phases of dentistry
and features paperless charts, Dentrix ,and room to grow. Call
Tim (714) 272-8404

SOLD! Glendora | \$230,000 | Sold by Eddie Delshad, DDS

El Centro | \$615,000 | 4 ops | #10019 You could be dental
royalty in the Imperial Valley should you choose to buy this
SUPERB practice. Take home is nearly half a million dollars at
this very successful 75-year established office! Call Maricelle
(858) 722-7461

SOLD! Simi Valley | \$399,000 | 6 ops | Sold by Ken Skeate

IN ESCROW! Encino | \$349,000 | 3 ops | #10052 60 years of
goodwill at Multi-Specialty practice. Call Eddie (310) 595-0203

IN ESCROW! Chino Hills | \$160,789 | 3+ ops | #10066 FAST-
START/MERGER in a magnificent newly built-out space! New
Dansereau chairs, Infinity delivery systems, Belmont intraoral x-
rays among others! Call Ken (805) 338-5850

NEW! Los Angeles | \$339,000 | 6 ops +1 | #10077 26-yr est. GP
and Ortho office in a PRIME location near LAX with free parking
and excellent visibility! Call Eddie (310) 595-0203

NEW! Central Hollywood | \$540,000 | 4 ops | #05014 Recently
upgraded, very profitable, 20+ year established GP ideally
located with lots of new equipment! Call Darren (805) 878-0633

NEW! La Jolla | \$649,000 | 5 ops | #10083 High-end boutique
practice 15 minutes from downtown in prominent building.
Beautiful build-out and tons of upgrades! Call Tim (714) 272-
8404

NEW! San Diego | \$359,000 | 8 ops | #10084 Established GP in
hip & lively neighborhood. Several areas of improvement can
turn this into a \$1M+ practice! Call Tim (714) 272-8404

IN ESCROW! Oxnard | \$395,000 | 9 ops | #10085 40-yr est. GP
in busy retail location with an excellent reputation in the
community. UNLIMITED POTENTIAL! Call Ken (805) 338-5850

NEW! San Gabriel | \$515,000 | 3 ops | #10089 100% FEE-FOR-
SERVICE High Net Income Implant Studio/Endo/Perio Practice.
In 2022 the doctor's take-home pay was \$359,950 on just a 2-
day work week! Located on a main road in a busy retail
shopping plaza. Doctor and staff will assist with training and
transitioning including professional partnership introductions.
Call Ken (805) 338-5850

To sell or buy a practice, call us at (855) 337-4337 or visit IntegrityPracticeSales.com

VENTURA & SANTA BARBARA



IN ESCROW! Santa Barbara County | \$439,000 | 3 ops | #10004

Imagine yourself practicing in this laid-back beach town just a half mile from one of the most beautiful beaches in the world! The patient-to-dentist ration is 4,000 to 1 and is almost unheard of in California! Call Darren (805) 878-0633

SOLD! Lompoc | \$640,000 | 8 ops | Sold by Darren Hulstine

IN ESCROW! Northern Santa Barbara County + RE | \$195,000 | 3 ops | #09969 Very profitable General & Pediatric Practice in charming building. ! With relatively little competition, there's a tremendous opportunity to grow this practice into a major pediatric dentistry center. Call Darren (805) 878-0633

SOLD! Santa Maria + RE | \$640,000 | by Darren Hulstine

SOLD! Central Coast | \$299,000 | Sold by Darren Hulstine

IN ESCROW! Ojai | \$375,000 | 4 ops | #10076 70 years of goodwill and priced at just 58% of collections. This modern, high-technology office has been averaging \$648,000 in annual revenue on just 28 hours per week! Call Ken (805) 338-5850

SOLD! Santa Maria | \$895,000 | 5 ops | Sold by Darren Hulstine

SOLD! Ventura | \$450,000 | 4 ops | Sold by Ken Skeate

SOLD! Lompoc Suite | \$590,000 | Sold by Darren Hulstine

Santa Barbara | \$1,755,000 | 6 ops | #10074 Two very successful and profitable General and Cosmetic practices in the same office. Opportunity to buy both, or half of both practices. Call Darren (805) 878-0633

SOLD! Santa Maria | \$1,135,000 | Sold by Darren Hulstine

SOLD! Oxnard Turnkey | \$105,000 | Sold by Ken Skeate

NEW! Santa Maria Vacant Dental Office | #10090 Lease for \$2,900/mo Gross, or purchase for \$453,000. Well-built and well-designed 1,275 SF dental office near downtown Santa Maria. Equipment sold separately. Call Darren (805) 878-0633

BAY AREA & SAN LUIS OBISPO

Santa Cruz + Real Estate | \$699,000 + \$749,000 | 4 ops |

#10072 Own a literal piece of paradise with this phenomenally profitable Periodontic Practice set on an idyllic property. Call Scott (650) 374-9383

IN ESCROW! Pleasant Hill | \$582,000 | 4 ops | #10071 Buy this practice and help carry on a long tradition of compassionate, high-quality dental care. This thriving second-gen practice has an unsurpassed reputation and is located in a very attractive professional building. Call Nelson (510) 501-1959

Watsonville + Real Estate | \$295,000 + \$495,000 | 4 ops | #10073 Own a piece of real estate in Santa Cruz County! There are 47 years of invaluable goodwill and tons of room for growth at this very well-location General Practice. Call Scott (650) 374-9383

San Francisco | \$150,000 | 4 ops | #10059 Work just 2 days per week and take home nearly \$200k annually. Practice is priced to sell fast, and time is of the essence so please call today with your best offers! Call José (925) 382-9525

SOLD! San Jose | \$205,000 | 5 ops | Sold by Scott Taylor

San Francisco Perio | \$550,000 | 4 ops | #10079 Very profitable practice in prominent SF high-rise medical building. Great staff in place and operating on a comfortable 3-day work week. Call Nelson (510) 501-1959

Pleasanton | \$550,000 | 7 ops | #10069 Impress your colleagues with this stunning, state-of-the-art office in this affluent Bay Area city. This type of high-end office would cost upwards of \$1M to start from scratch so their loss is your gain! Call José (925) 382-9525

SOLD! Arroyo Grande | \$550,000 | Sold By Darren Hulstine

San Luis Obispo | \$495,000 | 6 ops | #10040 Own 50% of this remarkable, 100% fee-for-service practice near historic and highly sought-after Downtown SLO, often dubbed "mini-Silicon Valley". There is currently little-to-no marketing which translates to a significant possible growth opportunity! Call Darren (805) 878-0633

SOLD! SLO County | \$249,999 | 2 ops | By Darren Hulstine

San Jose | \$505,000 | 4+ ops | #10053 You will enjoy a high net income practicing in this 28-year established GP. Located in a beautiful freestanding building with an elegant and well-designed interior, you will be proud to call this office yours! Call Nelson (510) 501-1959

SOLD! San Jose | \$95,000 | 3 ops | Sold by José

SOLD! San Jose | \$1,700,000 | Sold by Scott Taylor

Hayward | \$150,000 | 4 ops | #09970 21-year General Practice with a solid reputation for quality dental care. It's located in a busy retail center with popular anchor stores near university and downtown. Call José (925) 382-9525

SOLD! Monterey | \$1,350,000 | 4 ops | Sold by Scott Taylor

Milpitas | \$425,000 | 4 ops | #09967 Fully paperless and fully digital general practice in a busy shopping center. Draw patients from nearby government buildings, large retailers, Tesla and Walmart. Call José (925) 382-9525

To sell or buy a practice, call us at (855) 337-4337 or visit IntegrityPracticeSales.com

Buy it! Sell it! Trade it!!!

BAY AREA & SAN LUIS OBISPO CONT.



**INTEGRITY
PRACTICE SALES**

NEW! San Francisco | \$490,000 | 3 ops | #10091 One-of-a-kind boutique-style 3-operator General Dentistry Practice in a HOT neighborhood! Priced \$100k under valuation for a QUICK SALE! This state-of-the-art office is unlike any dental office you have seen before and it must be seen in person. Call Nelson (510) 501-1959

SOLD! Antioch | \$550,000 | 8 ops | Sold by Scott Taylor

Monterey | \$399,000 | 6 ops | #10045 Take this practice to the next level! We have a beautiful office in a GREAT location that needs a full-time doctor! Located a familiar intersection near the airport surrounded by luxury housing, impeccable golf courses, and the world-famous Laguna Seca Raceway. Call Scott (650) 374-9383

Santa Cruz | \$599,000 | 4 ops | #10065 Top-notch General Practice was recently rebuilt and is ready to impress! With its large un-obstructed windows and stunning vaulted ceilings, exposed wood beams, and private garden for all to enjoy. This beachside practice boasts 5-star reviews and is just steps from Monterey Bay. Call Scott (650) 374-9383

CENTRAL VALLEY, SACRAMENTO, & NORTHERN CALIFORNIA

SOLD! Clovis | \$779,000 | 6 ops | Sold by José

Sebastopol | \$395,000 | 4 ops | #10023 Surround yourself in rolling ranches and lush vineyards. This very highly rated General Practice has an astonishing 71 years of goodwill, and features paperless charts & state-of-the-art technology, and an ideal location. Call Nelson (510) 501-1959

Sacramento + Real Estate | \$200,000 + \$450,000 | 4 ops #10010 Possible Pankey Scholar mentor relationship at this 38-year established and 100% fee for service, prosth/GP with an extraordinary staff. Call Nelson (510) 501-1959

IN ESCROW! Bakersfield | \$700,000 | 10 ops | #09942 With nearly \$2M in annual revenue this 100% associate run General Practice is beautifully remodeled and is in a prime retail location! Call Darren (805) 878-0633

Fresno | \$340,000 | 5 ops | #09987 This family practice has become a dental landmark in the local community. Collecting 5-star reviews for years and located in a charming office complex surrounded by towering pines and maples just off the Yosemite Freeway. Call José (925) 382-9525

SOLD! Bakersfield | \$1,202,000 | 4 ops | Sold by José

Porterville + Real Estate | \$385,000 + \$350,000 | 4 ops | #10015 Stroll around downtown in your spare time with this lovely family practice. They are the only practice in the area to offer IV sedation and oral surgery, so you automatically have a huge leg up on any local competition, Call José (925) 382-9525

SOLD! Bakersfield | \$995,000 | 7 ops | Sold by José

Fresno + Real Estate | \$280,000 + \$849,000 | 5 ops | #10017 Picture yourself in this pristine office ideally located just off Highway 41 in a beautiful suburban neighborhood. Excellent word-of-mouth referrals and tons of opportunities for growth if marketing were added. Call José (925) 382-9525

Merced | \$249,000 | 4 ops | #09913 Fantastic high-technology practice in a busy shopping center in a quickly growing area. Its busy corner located in surrounded by shopping and medical offices and draws large numbers of people from across the region. Call José (925) 382-9525

Tulare County + Real Estate | \$325,000 + \$566,000 | 3 ops | #09916 Make a name for yourself in Tulare County with this tremendous fast-start opportunity in centrally located dental office. Downtown near City Hall this 3-operator office can easily be converted to 6! Call José (925) 382-9525

Ukiah | \$575,000 | 4 ops | #10008 Net income was \$547k and they're on track to collect \$1.2M in 2022! This practice is priced unbelievably low, and the seller is incredibly motivated. Nothing but upsides at this once-in-a-lifetime opportunity for an excellent dentist looking for small-town pace with big-city income! Call José (925) 382-9525

SOLD! Visalia + Real Estate | \$1,836,525 | 10 ops | Sold by José

NEW! Modesto | \$435,000 | 12 ops | #10086 Excellent GP with flexible seller willing to workback if needed. Located in a busy, high-vis shopping center with state-of-the-art technology and tons of untapped potential! Call Nelson (510) 501-1959

Porterville | \$380,000 | 6 ops | #10067 Nestled in a popular shopping plaza, this 2,700-square-foot office does not have to do any advertising to attract patients. However, a bit of thoughtful marketing and a stronger online presence would only bring upsides! Call José (925) 382-9525

Jackson + Real Estate | \$275,000 + \$667,000 | 5 ops #10075 This is quintessential small-town America! 30 years of goodwill and situated in a beautiful freestanding building w/ potential for 8 ops! Call Nelson (510) 501-1959

Sonora + Optional Real Estate | \$649,000 | 4 ops #10070 How would you like to work just 3 days per week and generate \$365k in net income?! Potential to expand into another 1,000 square feet if real estate is purchased! Call Nelson (510) 501-1959

To sell or buy a practice, call us at (855) 337-4337 or visit [IntegrityPracticeSales.com](https://www.IntegrityPracticeSales.com)

Are you FINANCIALLY ready to hang up your handpiece?

AVOID MISTAKES WHEN DEVELOPING YOUR EXIT STRATEGY



Al Galvis

Practice
Broker



- The PROCESS in selling your practice
- How to determine the TRUE value of your practice
- Finding the IDEAL buyer and TRANSITIONING game plan



Jason Schneller

Lender



- Tips for Sellers to help EXPEDITE the loan process
- What FINANCIALS need to be provided as part of the lending process
- What LOAN options are available to buyers



Scott Stewart

Practice
Consultant



- Why DESIGNING an exit STRATEGY matters
- Selling a STAGNANT practice versus selling a GROWING practice
- Suggestions for INCREASING the selling VALUE of your practice



J. Sean Dumm

Attorney at
Law



- Spotting ISSUES in lease agreements that IMPACT practice transitions
- Discussion of intensely NEGOTIATED issues in practice transition agreements
- IDENTIFY actions that can be taken to reduce the likelihood of post-closing DISPUTES

VALENCIA

**Saturday
April 15, 2023**

9:00AM - Continental breakfast will be served

CENTURY 21 EVEREST - 23822 Valencia Blvd #101
Valencia 91355

CAMARILLO

**Saturday
April 29, 2023**

9:00AM - Continental breakfast will be served

CENTURY 21 EVEREST - 1297 Flynn Rd #150
Camarillo 93012

PALMDALE

**Saturday
April 15, 2023**

2:00PM - Lunch will be served

Gino Italian Restaurant - 819 W. Palmdale Blvd,
Palmdale 93551

WOODLAND HILLS

**Saturday
April 29, 2023**

2:00PM - Lunch will be served

CENTURY 21 PEAK - 5900 Canoga Ave, #400
Woodland Hills 91367

SELLERS ONLY EVENT

3 WAYS TO REGISTER:

ONLINE

Register Online at:
<https://bit.ly/ExitStrategyEvent>

CALL

(818) 298-9770
for registration only

SCAN



Q&A WITH EXPERTS

You can ask your anonymous question during the registration process.

Questions regarding the event please email:

AL@integritypracticesales.com

Find the job you really want...



...at www.thedentaltrader.com/online-ad-board/

6219 SOUTHERN SONOMA COUNTY Delta PPO practice shall top \$1.Million in collections. Available Profits of \$425,000. Great family community. Go to www.PPSsellsDDS.com to learn more.

Need to discuss why your website is not bringing in new patients? Visit ddsrnk.com/audit for a Free Website Audit!

L.A.-KERN COUNTY LINE - PRACTICE & BLDG.! (6) op G.P. & Free Stand Bldg. Collect mid \$500K/yr. Cash/PPO. Very limited competition. D&M Practice Sales (818) 591.1401

Looking for a Dental CPA in California? We are CPA's focused on dental practices. If you are tired to working with a generalist CPA who does not understand your dental practice, then call 949-485-2011 and ask for Jerry, or visit mydentistcpa.com.

2015 CEREC Omnican/Primescan w/NEW-Computer,CEREC MILL MCX, Vacuum w/warranty til March for only \$35,000 559-281-6453

LIVERMORE Facility: Move-In Ready facility in desirable neighborhood. ~1,850 sf w/ 4 fully equipped Ops Reduced \$100k (DC-1405) WPS/800-641-4179

25% OFF ALL DENTAL SUPPLIES: Example: PowerMax 25 Ultrasonic Scaler w/ Universal scaler insert. Linear power control for exact setting, Compact & Lightweight. Reg: \$720.00; Sale: \$540.00. See www.ez2000store.com for more items. Call 800-273-5033.

ASEPTICO 7000-LED IMPLANT MOTOR W HAND PIECE WITH 1 Y WARRANTY FOR SALE IN GREAT PRICE TEXT DR ISMAIL 562-968-4061

SANTA ROSA / SONOMA COUNTY – 100% FFS office, excellent layout, 4 rooms, easily expand to 8+ rooms, One-of-a-kind office for the right buyer Rev \$1.3 M www.ddsmatch.com 855-546-0044

Dentist's Office for Lease W/Months Free Rent! Near California State University San Bernardino Call John: 909-709-8889

SETTLE PRACTICE DISPUTES fast through mediation. 30+ years practice transition experience. Attorney/Mediator Robert W. Olson, Jr., 888.963.1120, trans.dental/mediation.

Palmdale: 4 ops, Main street exposure all digital in a great location (DRE01993607) (818)522-9123

DENTAL ASSOCIATE-AMAZING OPPORTUNITY to own a well established & highly respected non HMO or Denti-Cal, fee for service office in Santa Rosa. Replace the retiring DDS & transition to ownership w/the support of experienced staff. Located in a busy shopping center w/heavy foot traffic, 4 OPS, all digital, Mon-Thurs. Email resume/CV & any questions to Dr.Field info@thesantarosadentist.com

Expanding your practice? Get all the legal support you need for one monthly rate – no more surprise legal bills! www.providerlegal.com

YOUNG'S DENTAL

YOUR **BEST** SOURCE FOR COMPLETE IN-OFFICE DIGITAL WORKFLOW



562.404.3500

Visit us at YOUNGSDENTAL.COM



JOB OPENINGS

***Supply Sales Reps** (High commission sales job, previous experience required)

***Dental Equipment Repair Technicians** (Independent technicians only)

PLEASE SEND YOUR
RESUME TO:

info@youngsdental.com

Gift Card

\$2000

VISA

MEDIT

**MANUFACTURER'S OFFER
GET YOUR FREE VISA GIFT CARD
FOR YOUR MEDIT IOS PURCHASE**

562.404.3500

**SPEAK TO OUR SPECIALISTS
TODAY!**

"Industry's best training & support, guaranteed!"



i700 W

i700

i600

FAIRFIELD / VALLEJO GP FOR SALE - 7 Ops+RE, Paperless, Digital, 43+ Yrs. Goodwill, GR \$1.5M. HSDPT- Jay Harter 916-812-0500-#CA3117 <https://dentalpracticetransitions.henryschein.com/listing/ca3117/>

LODI: Well-established, well-loved, well-known practice in highly desirable professional corridor. ~1,500 sf w/3 Ops + 1 add'l. \$335 – Real Estate Also Available (IN-1349) WPS/800-641-4179

Dental practice will be available Mid-February 2023. Great location. Busy on-going practice. Contact 831-374-4614 for more information.

The Dental Trader is mailed to over **40,000** active Calif. licensed dentists monthly. Most dental publications (including those circulated nationally) fail to reach more than about half the doctors here...The Dental Trader is the **ONLY** publication to reach every dentist in CA. Every edition is posted to our website 10 days before hard copies arrive in the mail. Visit us at www.dentaltrader.com

Why Pay More For Dental Sensors? - Get \$3,000 off retail price on the new DentiMax Open Sensor. No need to change your software. Size 2 is only \$2,999. Visit dentimax.com/dt23 or call (877) 987-8444.

Fresno - \$180,000— 4ops/1,800sqft. 2022 gross \$433k+, net \$158k+. Rent \$2,587/month. Dr. Rishi Salwan (888)8024230 DRE#02085289

Modesto Practice For Sale \$375,000 + Real Estate: Successful GP w/50 years goodwill, 5-ops, fully remodeled! info@integritypracticesales.com (855) 337-4337

Dentist and Assistants Stools Value Package \$599 for both, 150 Color Choices manufactured in the California. Call (800) 423 – 5657, or visit our website www.dhpdental.com

UPCOMING CONTINUING EDUCATION IN-PERSON SEMINAR: Next seminar on ORAL SURGERY FOR GENERAL DENTIST on MAR 19TH, 2023 in MONTEBELLO, CA text 909-933-9076

STOCKTON: Established 50 years. Seller Retiring. 1,200 sf w/ 3 fully equipped ops. Plumbed for 1 add'l. Located in Medical-Dental Professional Building \$225k (IN-1396) WPS/800-641-4179

We've helped hundreds of dental practices get found online. Visit ddsrank.com/audit for a Free Website Audit!

Great BUY IN/OUT Opportunity! Well established general dental practice located along the beautiful California coast (Ventura/Santa Barbara). Tech includes digital X-rays, intra-oral camera and computerized office using EagleSoft software. Extremely profitable! 60%FFS and 40%PPO. No HMO. Collects \$1.3M/yr and growing. New Partner will earn 50% partnership salary with 33.33% buy-in of \$350,000. Incremental buyout with 2 more installments of \$350,000. Contact ddsh2odog1@yahoo.com (805)794-2629

Want your ad to stand out? It's easy.



The choice is yours when you place your ad online. Just select the look you like at,

<https://www.thedentaltrader.com/place-a-reader-ad/>.

No enhancements

Does your Dental Trader ad stand out? Want it to be more visible? This is a regular reader ad with no formatting

Bold text

Does your Dental Trader ad stand out? Want it to be more visible? This is a reader ad with all bold text

Bold text with border

Does your Dental Trader ad stand out? Want it to be more visible? This is a reader ad with bold text & a bold border

Black box-bold white text

Does your Dental Trader ad stand out? Want it to be more visible? This is a reader ad in a black box with bold white lettering!!! Nice right?

HENRY SCHEIN®

DENTAL 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



Kaira Stewart
Lic. #01398798
(949) 220-6216
15 Years in business



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

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

NORTHERN CALIFORNIA

DANVILLE - Beautiful Practice & Real Estate in this very desirable location. Over 80 years of Goodwill with over 44 years with present owner. 2021 GR \$1.3M+ on a 4 day work week with 5 1/2 days of Hygiene. 4 updated Ops in 1,200 sq. ft with Digital X-Ray, Intraoral Camera, Fiber Optics & Dentrux PMS with 7 workstations. This area is in very high demand so don't wait to inquire on this opportunity. #CA3203- Jim Engel - 925-330-2207 <https://dentalpracticetransitions.henryschein.com/listing/ca3203/>

ELK GROVE / SOUTH SACRAMENTO AREA ORTHO - Rare opportunity to acquire a thriving Ortho practice in a highly desirable community. Selling Doctor has worked 3 days/week for over 21 years and the practice now offers the patient demand opportunity for more workdays. Strong, diversified referral network in place, including ongoing Study Club. Seller will work back for at least 3 months after sale to see all existing patients at least twice, and for up to 1 year to complete 10-20 of the most challenging cases and to help buyer maintain existing referral network. 1,200 sq. ft. bright and attractive office layout with 3 open-bay chairs, a 4th chair located in a private office, a large patient waiting area, and a complete office renovation completed in 2019. Landlord maintains dental air, water, and suction systems. Orthotrac PMS with (upgradable to CBCT) digital Pan-Ceph X-Ray unit. Practice is booked 6 weeks in advance, with 3 to 5 starts per week. 2021 had 240-250 active patients in full treatment (with 206 Full-Banding and 30 Phase I Interceptive cases). 2021 GR \$724K including 4 vacation weeks. #CA3250- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3250/>

FAIRFIELD/VALLEJO AREA - Over 43 years of Goodwill in this 7 Op paperless practice in a high-traffic area in a professional retail and dental office building, Datacon PMS, digital x-ray, CEREC, and digital Pano/ConeBeam unit. Avg. 19 NP/mo. over past year, and 5 hygiene days/wk. 2019 GR \$1.343M, 2020 GR was \$1.223M, and 2021 GR was \$1.5M+, on a 48-hour workweek with Associates employed to boost production. Delta Premier is 35% of practice. Buyer can purchase a share of the Dental Real Estate. #CA3117- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3117/>

FOLSOM/EL DORADO HILLS/GOLD RIVER AREA - NEW LISTING - Rare opportunity well-producing GP practice in highly desirable area. Four (4) Operatory practice of approximately 1,050 sq. ft. in a well-known multi-tenant retail center. 3 to 3.5 days of Hygiene per week, and the Dr. is booked out 2 to 3 weeks in advance. Plenty of room for growth, with all specialties being referred out. 2021 GR was \$421K on a 3 day workweek. #CA3373- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3373/>

GREATER LAKE TAHOE AREA - Outstanding general practice in growing resort community. 37+ years of goodwill, 1,590 sq ft with 4 fully equipped Ops, Softdent, Dexis Platinum digital sensors, I/O cams, Adec and Pelton equip. 5 days of hygiene, 12-15 NP/mo. Opportunity to grow as most specialties referred out. Projected 2022 GR \$900K. Real estate also available to purchase. #CA1715- Jay Harter 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA1715/>

GREATER VACAVILLE AREA - NEW LISTING - Great opportunity to purchase a loyal GP patient-base and practice at a huge discount, at 53% of last year's GR! Seller must sell fast and may consider a patient records/ Goodwill sale. Located in a 1,700 sq. ft. space in a centrally-located urban building with high street-traffic, and 30 years Goodwill. Freshly updated w/new laminate flooring and paint in the past year. Very loyal staff and patients with 5 Ops, 3 computer workstations, Pano, and Dentrux PMS. Good hygiene recall patient base, hygiene schedule pre-booked 98% of the time, booked for 6 mo., with avg. of 36 hygiene hours/wk. Only 14 patients eligible for Delta Premier. 2021 GR (for only 10 months, practice closed for remodel 2 months in 2021) were \$449K on a 32 hour average work week, which would normally equate to \$540K on a 12 month production year. #CA3328- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3328/>

LAKE TAHOE AREA WITH LAKE VIEWS - Huge Price Reduction for fast sale (Seller must sell due to family reasons) this practice can be purchased for 40% of this year's Collections! 4 Op GP paperless practice with space to expand in a high-traffic retail area next to a bus stop. Efficient space layout in 1,650 sf professional retail and dental office building, over 20 years of Goodwill, Dentrux PMS with 11 workstations, digital x-ray, Digi-Doc intra-oral cameras, soft tissue lasers, Glidewell IO CAD/CAM Scanner, and digital Pano. Seller reports over 3,300 active patients in the past 18 months, averaged 55 NP/mo. over past year, 2 days of Hyg./wk., with Dr. scheduled 2 to 3 weeks in advance. Room for growth with all Endo and Implant Placements being referred out. Delta PPO, NO Delta Premier patients. Seller will work back to assist Buyer in transition. 2019 GR \$1.59M, 2020 GR \$1.69M, 2021 GR \$1.4M, and 2022 is on track to hit \$2M in production! This practice has huge upside growth potential at the lowered asking price! #CA3100- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3100/>

NAPA COUNTY - NEW LISTING - Prestigious "Fee For Service" general practice located in the world-class Wine country of Napa Valley, CA. This Practice has 2021 \$1.5M gross revenues with room to grow profits by adding implants, endo, oral surgery, and ortho. Located in a gorgeous, sleekly modern, seller-owned condo featuring five (5) Ops, 1,750 sq. ft. Established over 44 years with a reputation for creating 5-star customer care experiences, with an emphasis on designing Northern California's most beautiful smiles and high-quality restorative dentistry. Computerized throughout and digital with Dentrux pm, Dexis digital, intra-oral, laser, 3-Shape Trios, photography studio, TV monitors, and massage chair for the ultimate patient experience. A loyal and stable team and long-established quality patients are in place. A well-respected seller is willing to work back for a smooth transition. Option to buy or lease condo. When you step into this dream office, you will be inspired to make that offer to purchase and taste the good life. #CA3387 - Gina Miller - 707-391-7048

NORTHERN CALIFORNIA PERIO - Northern Bay Area, established 33 years with consistent and stable GR over \$1.4M with 4 days of Hygiene. Seller-owned Condo, 4 Ops, 1,533 sq ft Seller retiring with Real Estate available for sale. Seller supportive post-sale for a smooth transition. #CA3118 - Gina Miller - 707-391-7048 <https://dentalpracticetransitions.henryschein.com/listing/ca3387/>

NORTHERN CALIFORNIA OFFICE
888-685-8100

www.henryscheindpt.com

SOUTHERN CALIFORNIA OFFICE
888-685-8100

Buy it! Sell it! Trade it!!

DENTAL PRACTICE BROKERAGE

Making your transition a reality.



Christy Conway
Lic. #02143744
(619) 889-6492
18 Years in business



Jaci Hardison
Lic. #01927713
(714) 318-4911
31 Years in Business



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



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



Dr. Ben Sapir
Lic. #02126473
(310) 596-0961
13 years in business

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

OAKLAND - NEW LISTING - Great downtown location with over 20 years of goodwill. 2022 Revenue of \$784,000 on 5 day work week. 6 treatment rooms housed in 2100 sq. ft. of modern furnishings. Owner also owns the real estate and will possibly sell along with the practice. Dentrax PMS, Paperless Charts, Digital X-Ray and Diode Laser included with this great opportunity. #CA3398- Jim Engel - 925-330-2207 <http://dentalpracticetransitions.henryschein.com/listing/CA3398/>

PLEASANTON - Great neighborhood practice with 24 years of goodwill. 2019 GR \$470K with reduced workdays in the recent years. Softdent PMS with 5 workstations, paperless charts, digital X-Ray, and intra-oral camera. 6 Ops, 5 Equipped. Asking price is indicative of reduced days but don't miss this opportunity in this great community. #CA3023- Jim Engel - 925-330-2207 <http://dentalpracticetransitions.henryschein.com/listing/CA3023/>

RED BLUFF/CORNING/ORLAND AREA - Great Sacramento North Valley GP practice in a 3,000 sq. ft. stand-alone Professional Office Building. 6 Ops in a desirable and growing valley community. 33+ years Goodwill in this paperless practice that includes Eaglesoft PMS with 9 workstations, digital x-ray, soft tissue laser, and CAD/CAM. Seller reports over 1,600 active patients in the past 12 months, averaged 22 NP/mo. in the past 12 months, has 8 days of Hyg./wk., and the Dr. is booked out 3 weeks in advance. Room for growth with Ortho and Implant placement being referred out. 2021 GR \$826K, all on a 32-hour workweek. Impressive stucco and adobe style architecture single-occupant professional dental office building is also available for sale with the dental practice. #CA3161 - Jay Harter - 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3161/>

SANTA CLARA COUNTY / WEST VALLEY ORAL SURGERY- PRICE REDUCTION! This very affluent community reflects the quality of this practice. 2021 GR \$579K on a 3 1/2-day work week. Well-appointed 5 Ops with 1 add'l room not equipped and housed in a beautiful 2,400 sq. ft. space with volume ceilings and great natural light. Equipment includes CBCT, Mac Practice PMS, and central Nitrous Oxide, IV Sedation, and everything needed for an OMS office. Owner is retiring but will help with a smooth transition. #CA3239- Jim Engel - 925-330-2207 <https://dentalpracticetransitions.henryschein.com/listing/ca3239/>

SONOMA COUNTY - \$1.6M GR in 2021. Transferring 27 years of Goodwill, 8 days of Hygiene, on a 4-day work week. 1,700 sq. ft., 4 Ops, updated technology. A Practice like this is hard to come by! Seller retiring and offering both Practice and Real Estate for sale or lease. #CA3165- Gina Miller - 707-391-7048

S. SACRAMENTO METRO ORTHO - Great and rare opportunity to acquire an established "Invisalign Diamond Plus Provider" Ortho Specialty practice with high potential in a growing and desirable community. Attractive and modern-looking design in 1,612 sf office space in a nice-exposure retail strip-mall building. Open Bay 5 Chair Operatory area with a Lab, includes paperless records, Cloud 9 PM Software, digital X-Ray sensors, and a Digital Pan-Ceph X-Ray unit. Historically booked out 20 weeks in advance, per Seller there are 223 active patients in full transition (with 187 Full-Banding and 36 Interceptives cases per year) with an average age of patients of 25 to 55 years of age. This practice has over 10 years of Goodwill established with a broad/diversified referral base, and the Seller is willing to assist in transition and with referral-base introductions. 2021 GR \$404K. #CA3149- Jay Harter - 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3149/>

CENTRAL CALIFORNIA

CENTRAL VALLEY COMMUNITY / MODESTO AREA - 8 Ops GP, high visibility retail, 20+ years Goodwill, Dentrax, digital, IO Cameras, soft/hard tissue lasers, 3,300+ active patients, 24+ new patients/month, 4 days/week Hygiene, 18.5 hour Dr. work week. 2021 GR \$999K. #CA2721 - Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca2721/>

GREATER MODESTO - Wonderful GP practice and Professional Office Building Condo available for purchase. This 7 Op practice is in a desirable area with over 16 years Goodwill. Dentrax PMS w/12 workstations including newer dental equipment with fiber optics, digital x-ray, intra-oral cameras, Nomad portable x-ray unit, soft tissue laser, and a digital pano. Dentrax reports over 1,000 active patients over the past 18 months, average of over 8 NP/mo. in the past 12 months, Hygiene procedures account for 23% of the 2020 production, and there are currently no hygienists working at the practice. The practice schedule is booked out 6 mo. in advance. There is room for growth as most specialty procedures are referred out. 2019 GR \$873K, 2020 GR \$615K, and 2021 \$729K, all on a 32-hour Dr. workweek. This practice does NOT accept Delta Premier. Purchase of the Dental Office Building Condo is required with the practice purchase. #CA2795- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2795/>

GREATER MODESTO AREA - Proven patient-base and production history - Attractive GP Practice is located in a 1,400 sq. ft. space in a centrally-located urban building with nice street traffic. Boutique-style practice, 20+ years of Goodwill, and a long-term dental team in place with 5 Ops, 12 computer workstations, Cone-beam x-ray, Dentrax PM Software, CEREC Cad-Cam & 3D Printer, digital x-ray sensors, and Nitrous plumbed in Ops. Four hygiene days/wk. and many specialty procedures referred out. 2021 GR \$758K on 30 hour average work week. #CA3329- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3329/>

GREATER MODESTO AREA - NEW LISTING - Incredible Location and Room to Grow. This GP practice is located next to a new and under-construction municipal building which should reportedly add approximately 2,000 new people doing business in the neighborhood. Urban multi-tenant general office building with great street-traffic. 32+ years of practice Goodwill with five (5) Ops, 9 computer workstations, Eaglesoft PM Software, Intra-Oral Camera, and Digital X-Ray sensors. Two hygiene days per week and most specialty procedures (including all implant placements) are referred out. 2021 Gross Receipts was \$372K on an average 3 days per week work-week. #CA3369- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3369/>

SOUTHERN CALIFORNIA

APPLE VALLEY - NEW LISTING - Retail strip center practice with GR of over \$730K. 5 Ops plus 1 add'l plumbed in 1,800 sq. ft. space. Brand new CBCT System installed this year, Dexis digital X-ray, HDX intra-oral camera, and Eagle Soft Software. Long-term staff of 5 employees. No hygienist, so room to grow. HMO with capitation check of \$2,500, MediCal, PPO, and some fee for service. Office sees 40 NP/mo. with 2,500 active patients and over 25 years of Goodwill. Endo, Ortho, Perio, and Implants are referred out. #CA3340 -Kaira Stewart-949-220-6216 <https://dentalpracticetransitions.henryschein.com/listing/ca3340/>

NORTHERN CALIFORNIA OFFICE
888-685-8100

Henry Schein PPT, Inc. - Broker #01233804
www.henryscheindpt.com

SOUTHERN CALIFORNIA OFFICE
888-685-8100

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



DENTAL PRACTICE TRANSITIONS

DENTAL PRACTICE BROKERAGE

Making your transition a reality.

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

COASTAL ORANGE COUNTY - Beautiful dental practice for sale in a stand-alone dental building with retiring seller. 3,000 sq. ft. with 8 rear entry Ops, Progeny Digital X-ray and 4 x-ray units that are used between rooms. Avg. equipment age is 10 years old. Plenty of room to install CBCT or Pano. Large front office space, lab in the middle of office as well as a staff lounge. Genesis PMS. Easy freeway access with free open parking lot. Practice is open 2.5 days a week. No hygienists, so there is growth potential for hygiene as well as keeping specialties in-house. Associate works 2 days/wk. will stay on post-sale. PPO and HMO patients that pay for upgraded services. Seller owns the building and will lease space to new owner. Possible opportunity for future bldg. purchase. 2021 GR \$881K. There is nothing but upside with this practice! #CA3275 -Kaira Stewart-949-220-6216 <https://dentalpracticetransitions.henryschein.com/listing/ca3275/>

BREA - NEW LISTING - Absolutely beautiful five (5) operator practice located in a highly desirable area of Brea! The office is in a standalone building on the corner of two major streets--has great visibility, street signage, and a private parking lot. The 2,400 sq ft practice, is bright, spacious, and very well maintained. This practice has everything you want in a modern general dentistry office—it is fully paperless, utilizes Open Dental software, has an iTero scanner, Gemini diode laser, intra-oral camera, digital x-rays, digital pano, and a CBCT. The practice has a loyal patient base, fantastic staff, and grossed approximately \$1.49M in 2022--on 5.5 doctor days and 4.5 hygiene days per week. This is a great opportunity to purchase a well-performing practice in a wonderful community! It won't last long! #CA3380- Ben Sapir - 310-596-0961 <https://dentalpracticetransitions.henryschein.com/listing/ca3380/>

HESPERIA - Price Reduction! Well-established General Practice in a free-standing building which is also for sale. Seller is retiring, great major street visibility, excess parking. Building is 2,176 sq. ft. with 5 furnished Ops, Digital X-Ray, and Digital Pano. Office is open 4 days a week, fee for service practice (no Denti-Cal or HMO). 2021 average GR \$500K, Seller prefers to sell building and practice together. #CA1500 - Steve Caudill - 951-314-5542 <https://dentalpracticetransitions.henryschein.com/listing/ca1500/>

LA VERNE - NEW LISTING - General Dentistry practice located in the quaint town of La Verne. Strip center location with two (2) equipped Ops and 1 additional plumbed in 1,500 square feet. This practice is ready to take to the next level, adding technology of your choosing! Our seller is ready to retire and has 24 years of caring for patients in the area. 2021 Gross Receipts of \$220,000. The practice has plenty of room to grow with marketing and adding specialty procedures that are currently referred out. #CA3353 -Kaira Stewart-949-220-6216 <https://dentalpracticetransitions.henryschein.com/listing/ca3353/>

COASTAL LOS ANGELES COUNTY - Incredible Redondo Beach practice located steps from the ocean! Seller is leaving the state and looking to sell the long-established FFS/PPO practice located near the corner of two busy streets. The 1,000 sq. ft. bright, charming, and well-maintained practice has 3 Ops and 29 years of goodwill. The practice produces \$615K in 2021 on 4 doctor days and 4 hygiene days/wk. Most specialty work is referred out. Practice utilizes Easy Dental software, has computer/monitors in every room, digital x-rays, laser and intraoral cameras. The practice has a consistent supply of new patients, a great staff, and strong hygiene program. #CA3314- Ben Sapir - 310-596-0961 <https://dentalpracticetransitions.henryschein.com/listing/ca3314/>

LOS ANGELES - NEW LISTING - High Tech Koreatown Practice for sale. Located on the main floor of a high-rise medical/business building with underground parking. Over \$850,000 in gross collections. Four (4) Ops in 3,470 sq. ft. and four additional Ops can easily be added to the space. Open Dental Software, Paperless charts, 3 Shape scanner, Vatech 3D cone beam, digital x-ray. Equipment is 3 years old and all specialty work is referred out except for implants. 80% fee for service, 20% PPO. No hygienist so there is an opportunity to grow. Seller is willing to stay and work 3 days a week. This office is ready to be taken to the next level! #CA3376 -Kaira Stewart-949-220-6216 <https://dentalpracticetransitions.henryschein.com/listing/ca3376/>

TORRANCE - This is the Dream Practice! This South Bay General Practice has over \$1.1M in collections. There are 6 Ops and long-term dedicated staff. The practice has over 40 years of goodwill and an excellent reputation in the community. The seller is moving on and ready to retire. The practice has a great net of \$201K after debt service. The practice has a strong hygiene schedule and in-house ortho and endo specialists, 2 days/mo. The practice utilizes SoftDent, has Digital X-rays, Intraoral Cameras, and Lasers. The practice is beautifully appointed and very welcoming, the feel of walking into a lovely living room. This practice is a rare gem for the South Bay area. #CA3113 - Ben Sapir 310-596-0961 <https://dentalpracticetransitions.henryschein.com/listing/ca3113/>

RANCHO SANTA MARGARITA - Beautiful 4 Op practice with over 30 years of goodwill in this light and bright office. Practice utilizes Dentrax, laser, digital sensors, and Pano. Strong hygiene program with over 3.5 days of hyg/wk. Modern design with large windows in the operatories. 2021 GR over \$665K with room to grow. #CA3160 -Kaira Stewart-949-220-6216 <https://dentalpracticetransitions.henryschein.com/listing/ca3160/>

SAN DIEGO

CHULA VISTA ORTHO - NEW LISTING - Prime location in the growing, family-oriented community of Chula Vista, the practice is 1,050 sq. ft., has 5 treatment chairs and 1 exam chair. It is located in a professional building with easy access, plenty of free parking, and walking distance to the library, schools, and downtown. The Doctor has been in this practice for 21 years and is working 2 1/2- 3 days/wk. With years of goodwill, a low overhead of 46%, and tremendous room for growth, this is not a practice you want to miss. #CA3343- Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3343/>

CHULA VISTA - Rare opportunity in San Diego to purchase a practice with real estate. This spacious and bright 1,760 sq. ft. Medical Condo with 6 equipped Ops, and 2 add'l potential Ops. Located near Sharp Hospital with 52 years of goodwill and 4.5 days of hyg/wk. 44% FFS and 56% PPO. 2021 GR \$545K with average of 16 NP/mo. Look no further, this well-established practice has a strong foundation, including the opportunity to grow revenue stream by bringing specialty work in-house. #CA3195- Christy Conway - 619-889-6492 <http://dentalpracticetransitions.henryschein.com/listing/CA3195>

CHULA VISTA - NEW LISTING - General Practice located in the heart of Chula Vista in a strip mall, retail space. Office has 3 Ops in an 800 sq. ft. space. Dentrax software, paperless with workstations in every operator. Currently working 2 days/wk. in the office with \$432K collections in 2021. PPO & FFS office with low overhead and strong cash flow. Room for growth by adding more days and bringing specialty work in-house. #CA3334- Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3334/>

ENCINITAS - NEW LISTING - General Practice located in the highly desirable area of Encinitas in a strip mall, retail space. Office has three (3) operatories and one (1) unequipped operator. Over 20 years of goodwill with Ace Dental Practice Management Software. 2022 Gross Receipts were \$323k on a 3-day work week. The practice is 70% PPO and 30% FFS. Room for growth with most specialties referred out. #CA3375- Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3375/>

ENCINITAS - NEW LISTING - General Practice located in the highly desirable area of Encinitas in a strip mall, retail space. Office has five (5) bright operatories, 4 of which are surrounded by floor to ceiling windows and one closed door surgical op. \$923k collections in 2022. Digital PAN, Digital Sensor, soft tissue laser, in a 2,177 sq.ft. space. Dentrax software, paperless with workstations in every operator. Averages 25 new patients per month. Room for growth with most specialties referred out. #CA3389- Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3389/>

LA JOLLA - Well-established general practice located in the Golden Triangle of La Jolla. 2021 GR of \$816K with 9 hygiene days/wk., office has 5 Ops in a 1,900 sq. ft. space. This practice is in a medical/dental building off the freeway in the heart of San Diego's Biotech community with UCSD, Qualcomm and Scripps minutes away. Dentrax, Dexis, and soft tissue laser. Room for growth with most specialties referred out. Practice has been in this location for 35 years. This is your opportunity to take over a long-established practice with huge growth potential! #CA3190 - Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3190/>

NORTHERN CALIFORNIA OFFICE
888-685-8100

www.henryscheindpt.com

Buy it! Sell it! Trade it!!

SOUTHERN CALIFORNIA OFFICE
888-685-8100

HENRY SCHEIN®

DENTAL PRACTICE TRANSITIONS

DENTAL PRACTICE BROKERAGE

Making your transition a reality.

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

OCEANSIDE - Long established GP practice located blocks from the beach with over 40 years of Goodwill in this 1,921 sq. ft. office paperless practice. The office is plumbed for 7 Ops, 4 Equipped. 2021 GR \$691K with average of 15 new patients/mo. Located in a free-standing building with ample parking in a private lot. #CA3151- Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3151/>

POWAY - General Practice located on a busy, main road. Modern facility with 6 spacious Ops in a 2,395 sq. ft. in a medical building with free parking. Computerized throughout the office with Dentrrix and Dexis Digital X-ray. CBCT, soft tissue laser, and I/O Cameras. Look no further, this Practice has a solid foundation, including the opportunity to grow revenue stream by bringing specialty work in-house. #CA2932- Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca2932/>

SAN DIEGO ORAL SURGERY - Don't miss this incredible opportunity to own a well-established Oral Surgery office with a strong presence in the community of El Cajon. Practice started in 1976 and acquired by present owner in 2006 with 2 surgical rooms, 2 consult rooms. The practice is in a standalone building and has been in the same location for 46 years with a reliable referral base. #CA3115 - Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3115/>

SAN DIEGO - NEW LISTING - Brand new, Multi-Specialty, Dream practice built in July of 2021 located in San Diego, right off the 15 freeway. Exquisitely designed with top-of-the-line equipment and technology including CBCT, LANAP laser, and built-in electric handpieces. Purposefully designed to create an efficient yet modern and elegant space. This does not feel like your typical dental office. Full kitchenette serves as the gathering space for patients to chit chat while they enjoy their Nespresso coffee. Sliding glass doors on operatories allows for privacy or an open floor plan. Bamboo walls and cabinetry with a welcoming waterfall as you enter the office. No detail left out. Five (5) total Ops including 1 closed door surgery suite. Office open a total of 3 days a week with 2 General Dentistry days, 3 Hygiene Days, 2 Perio days per month and 1 newly added Endo day. Collections of \$745K in 2022 with FFS & PPO. 1,393 sq. ft. office, paperless, with 40 years goodwill. Easy freeway access on main thoroughfare. This is a practice you don't see come on the market every day and will not last long! #CA3384 - Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3384/>

OUTSIDE OF CALIFORNIA

NORTH SCOTTSDALE, AZ - NEW LISTING - 6 Ops in 1,688 sq. ft. space. Features a beautifully decorated waiting area, Dentrrix, Dexis digital sensors. Room for growth and seller is highly motivated. You won't want to miss out on this practice with unlimited upside! #AZ3338 - Steve Morgan - 480-271-4679 <https://dentalpracticetransitions.henryschein.com/listing/az3338/>

NORTH PHOENIX, AZ - NEW LISTING - Dental practice and stand-alone dental building on large lot for sale in desirable N. Phoenix location! Doctor is retiring. 1,500 sq. ft. with plenty of space for expansion available. Four (4) fully equipped Ops. Carestream Kodak Digital X-ray, and recent upgrade to latest version of Dentrrix. Practice has laser unit and 3D printer. Easy access from major street/freeway and free, private parking lot. Practice is open 4 days a week, and Saturdays. No hygienists as dentist performs these treatments, so there is a lot of growth potential for hygiene. Most specialty is referred out, so there is opportunity to grow the practice by keeping those services in-house. Practice was built from scratch in 2006. YTD collections of \$500K. There is nothing but upside with this practice! #AZ3377- Steve Morgan - 480-271-4679 <https://dentalpracticetransitions.henryschein.com/listing/az3377/>

HILO, HI - Well-established practice for sale in the close-knit community of Hilo. 2 Ops with potential for a 3rd, in a 1,050 sq. ft. space. 56% PPO and 44% Cash practice in a medical building with free, ample parking. Innova software and digital x-rays. 29 years Goodwill with room for growth as most specialties referred out. #HI3242 - Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/hi3242/>

LIHUE, KAUAI, HI - This top of the line 2,700 sq ft office was built from scratch in 2015 with 7 Ops, Dentrrix, Dexis, iCAT CBCT, PlanScan, X-Guide, Zeiss Microscope and more! Collections of \$2.4M in 2021 and 11 days of collections. 50% PPO, 50% Cash. Huge opportunity to grow revenue stream by bringing specialty work in-house with little competition on the island. #HI3176 - Christy Conway - 619-889-6492

EDMONDS, WA - Desirable Seattle suburb with 6+1 Ops, newer equipment, all employees staying. Features Sirona Laser, Carestream Pano & digital sensors, Dentrrix, Velscope, Kavo Diagnodent, Accutron Nitrous. Newer AirTechniques Compressor and Vac. 26 NP/mo., 22% of collections are Hygiene. Doctor refers out majority of Endo, O/S and implants. 14% Ortho 12 month rolling collections: \$864K. Priced to move! #WA3220- Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3220/>

EUGENE, OR - NEW LISTING - Highly sought after high tech Eugene location with building for sale. 6 ops, dentrix, laser, I-CAT, Primescan. Features spacious private office, consult room, remodeled patient waiting area. Only complex cases referred out. 2021 collections- \$1,036,837. #OR3355- Jessica Burbon - 503-332-6462 <http://dentalpracticetransitions.henryschein.com/listing/OR3355/>

EUGENE / SPRINGFIELD, OR AREA - Features a welcoming reception, 2 private offices (1 of which may be able to convert to Oper.), a business area, storage with washer/dryer. 4 Ops. Dentrrix, CariVu, DigiDoc camera, Piezo, IQ Air Health Pro Series, Stratus Micromister. 2021 GR \$922K on 4 days/wk. #OR3248- Jessica Burbon - 503-332-6462

PUGET SOUND ISLAND, WA - Features beautiful architecture, open and welcoming reception area, 4 Ops, and 1 add'l plumbed. Curve software, private office, new Vac and compressor. 25 NP/mo. 2020 GR: \$804K, 2021 GR: \$1.09M with an adjusted NI of \$429K. #WA3191 - Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3191/>

PUYALLUP, WA - Main artery location in a highly desirable part of town. 6 Ops + 1 plumbed with new lighting and flooring, newer Ops, multiple private offices, a large front office/check out area, and spacious staff area with private bathroom. Paperless, utilizes Dentrrix and collected \$1.9M+ on 8 doctor and 4 hygiene days/wk. in 2021. #WA3247- Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3247/>

SEATTLE, WA SUBURB - 4 + 1 Ops, Eaglesoft, paperless, Schick IO camera, Schick digital sensors, ICAT Precise digital CBCT and Picasso Laser. 10 years of goodwill in the same location and a mixed business/healthcare building. Many referrals and patients come from businesses in the building. Refers out most Endo, Ortho, Pedo, and Perio. 2021 GR: \$447K. #WA3346- Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3346/>

WHITE SALMON, WA - NEW LISTING - Outdoor Enthusiasts Dream nestled in the Columbia Gorge with vast outdoor recreation opportunities- live and work in a small yet growing town with blue collar and affluent + high tech/work from home residents. Three (3) Ops, Dentrrix, IO camera. Approx 14 new patients per month. Part time practice could be a second location or primary which is poised for growth! Seller refers out the majority of Endo, Ortho, Pedo, Implant placement, and Perio on 3 days a week. Features 24 years of goodwill. Practice is 3,022sf, located in a stand-alone building on the main road with high visibility and open/free parking. Building is also offered for sale. #WA3360- Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3360/>

SEATTLE, WA HIGH END NEIGHBORHOOD - Pristine 4 Op beautifully designed practice located in a highly sought-after area. With excellent condition chairs and cabinetry, new sterilization center, new vac and suction, Planmeca CBCT, Dentrrix software, paperless. 26 NP/mo. 2021 GR: \$641K. #WA3331- Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3331/>

NORTHERN CALIFORNIA OFFICE
888-685-8100

Henry Schein PPT, Inc. - Broker #01233804
www.henryscheindpt.com

SOUTHERN CALIFORNIA OFFICE
888-685-8100

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



Get the best option

Many simple & complex legal issues facing your practice can be handled in a variety of ways, helping you select your best option is the priority. Let's explore these solutions. Call for a free initial consultation.

- 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
- DSO Formation & Seller Representation.
- Limited Liability Company Formation and Agreements

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

Dr. Maddox is a consummate professional. From our first discussion, I had the feeling that he was prepared for anything. He mentioned that every transaction is unique and will have its own twists and turns. He emphasized that the sales contract will address most if not all of these unpredictable events. Our sale went sideways at the 11th hour. Lee talked me off the ledge and was able to restructure the deal (at no additional cost) and eventually closed. I would recommend Dr. Maddox's services to anyone in the position of buying or selling a practice.

Dr. Jeff Javelet



A. Lee Maddox, DDS, Esq.

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

www.maddoxhealthcarelaw.com

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

No: (888) 535-4517

499 Marina Blvd., Suite 105, San Francisco, CA 94123

Redlands Medical/Dental Building For Sale Dental / Medical building in Redlands, CA. Large 18,625 sq. ft. lot with 4,896 sq. ft. building built in 2007. There is more than ample parking with great visibility. Offices are plumbed for medical or dental use. Priced at \$2,611,000. Contact Chris Barbour at chris@omni-pg.com, 916-792-5038. (CAR105)

claremont practice for sale 5 ops. Dr retiring. High end build out. Coll 1 mil on 3 days a week. Busy hygiene. Located in busy center. \$950k Mike 562.832.9332 DRE#02079096

GREATER MODESTO AREA GP FOR SALE - 5 Ops, 20+ Yrs. Goodwill, Dentrux, CEREC, 3D Printing, 4 Hyg. Days. 2021 GR \$758K HSDPT- Jay Harter 916-812-0500-#CA3329 <https://dentalpracticetransitions.henryschein.com/listing/ca3329/>

SAN JOSE GENERAL PRACTICE FOR SALE: Well established practice collects around \$1.2 million annually on 5 day/week with 5 days of hygiene. Seller refers out maxillary endo, more involved surgeries, all perio surgery, all pedo. The office has five equipped operatories with digital x-rays, CBCT, CEREC, Itero 5D and latest Dentrux software. Professional building. Located in highly desirable area of San Jose, must see to appreciate-photos on request. High visibility, lots of traffic near busy street. General Dentist Asking \$1,025,000.00 Email: Smile4me916@gmail.com

Purchasing a Practice? One time flat fee for unlimited legal counsel to purchase the practice of your dreams, \$4.5k to \$6k. www.providerlegal.com

ELK GROVE: Huge Growth potential! Only open 1 day/wk currently. ~1,420 sf w/3 Ops. Plumbed for 1 add'l \$130k - Real Estate Also Available (EN-1335) WPS/800-641-4179

San Rafael - \$480,000 - 2022 gross \$588k+. 3 ops+2 unfurnished ops, 2,000 sqft. Dr. Rishi Salwan (888)8024230 DRE#02085289

PDS invites you to be a member of Punjabi Dental society. Call or text 909-933-9076 for COMPLIMENTARY life time membership (one time processing fee \$40.00)

SAN FRANCISCO: 3-story building near Geary w/public transportation right outside! 1,400 sf w/4 Ops & plumbed for 1 add'l \$230k (AN-1441) WPS/800-641-4179

Oxnard Practice For Sale \$395,000: Well-est. GP in busy retail location near 101 freeway, 9-operatories, unlimited potential!! info@integritypracticesales.com (855) 337-4337

SybronEndo SystemB Cordless both heat pen & Packn Fill \$1999 Accessories w One Year Warranty TEXT DR ISMAIL 562-968-4061

6218 SACRAMENTO'S INTERSTATE 80 Delta PPO practice. 2022 shall again collect \$1.2 Million with Available Profits of \$385,000. 8-days of Hygiene. Go to www.PPSsellsDDS.com to learn more.

FREE Website Audit! We'll show you specific areas that are hurting your site's performance. Visit ddsrnk.com/audit

GREATER MODESTO AREA GP FOR SALE - 5 Ops Great Location, 32 Yrs. Goodwill, Eaglesoft PM Software, Digital. GR \$372K, Jay Harter 916-812-0500-#CA3369 <https://dentalpracticetransitions.henryschein.com/listing/ca3369/>

ANTELOPE VALLEY - PRACTICE & BLDG.! (8) op comput. G.P. & Free Standing (4) Plex. Cash/PPO/Denti-Cal pts. Annual Collect \$1.2M. D&M Practice Sales (818) 591.1401

I am very pleased with the outcome of my practice sale. Thank you for being available to answer my calls promptly. I always felt that you were very responsive and great at keeping me in the loop. Bill McKibben / A. Lee Maddox, DDS, Esq. (949) 675-1515 / (888) 535-4517

Reliable Powerful American Made Dry Vacuums Systems. Variable Speed Controls to reduce electrical usage significantly, starting at \$5295. Call (800) 423 - 5657 or visit our website for more information. We do have them In Stock

Attend Xcel Seminars' 21st Annual Clinical Skills Series, now as a LIVE WEBINAR Series! The 5-course, 35 CE series (all live CA CE units) for only \$529 and learn about Dentures, Pedo for GPs, Minimally Invasive Dentistry, Surgical Extractions, Mandatory Infection Control & the Dental Practice Act. Go to www.xcelseminars.com or call 720-838-4093 for info or to register.

Dental Sensors for \$99/month - DentiMax Open Sensor comes with a lifetime warranty, free installation and support, and accident forgiveness. Works with most imaging software. Visit dentimax.com/dt23 or call (877) 987-8444.

Dentist's Office for Lease W/Months Free Rent! Near California State University San Bernardino Call John: 909-709-8889

MONTEREY COUNTY - Well designed 8 OP practice, FAST GROWING AREA revenue of \$900K www.ddsmatch.com 855-546-0044

Starter Practice & Real Estate in Little Vietnam Town - San Jose. Beautiful & high tech office. Large shopping plaza. 3 ops. Call Loc Pham, BRE#0187578. (714) 550 -7494. <https://LCFpracticesales.com>

Employee Issues? Provider Legal has subscription plans for your practice's legal needs - don't waste thousands of dollars per issue with typical attorneys. www.providerlegal.com

Wanted: Experienced RDH for Community Health Center in Crescent City, CA. Salary Range \$88k - \$101k. Call or text 707.298.4775.

Palm Desert. Beautiful practice & new equipment. Located in a large retirement community. Ideal for doctors doing implants. Selling for less than buildout cost & seller financing available. Call Loc Pham, BRE#0187578. (714) 550 -7494. <https://LCFpracticesales.com>

Get fast approval and funding with Enterprise Bank & Trust's Professional Practice Finance team. Contact Howard Boles: hboles@enterprisebank.com / 626-204-6626.



WESTERN PRACTICE SALES

800.641.4179

info@westernpracticesales.com | WESTERNPRACTICESALES.COM

Practice Transitions Made Perfect™

BAY AREA

AC-1412 SAN FRANCISCO: Located in Fantastic Art Deco Building in Richmond District! Annualized collections over \$1.25M! 1400 sf w/ 4 fully equipped ops **\$525k**

AG-1135 SAN FRANCISCO: Practice collected over \$655k in 2022! ~972 sf w/3 Ops. Plumbed for 1 add'l. **Reduced \$350k - Real Estate Also Available**

AG-1419 SAN FRANCISCO: Easy accessibility, free parking & low rent in SF Outer Sunset District! ~736 sf w/2 Ops + 1 add'l. **\$198k**

AN-1441 SAN FRANCISCO: 3-story building near Geary w/public transportation right outside! 1,400 sf w/4 Ops & plumbed for 1 add'l **\$230k**

BC-1386 HAYWARD Facility: Beautiful updated office near bustling downtown. 1,500 sf w/5 ops **Priced for Immediate Sale \$60k**

BG-1343 CONCORD: Free-standing, landscaped building – located on busy commercial zoned street. ~1,118 sf w/3 Ops. **\$275k – Real Estate Also Available**

BG-1404 ALAMO: Busy Retail area bustling w/ activity of thriving businesses in desirable neighborhood. ~860 sf w/3 Ops. **Reduced \$195k**

BN-1150 SAN PABLO: Located in an attractive, popular Retail Shopping Center. ~1,300 sf w/ 4 Ops. **Reduced \$150k**

BN-1372 SAN RAMON Facility: Amazing Location at corner of 2 major thoroughfares with easy access to 680 freeway. 623 sf w/ 2 OPs **\$95k**

BN-1398 OAKLAND Real Estate: Real Estate price includes Major Dental EQ, fixtures & furniture! 5-10 minute walk to Downtown. Bus stop right outside. 1,200 sf w/ 3 fully equipped OPs. **\$450k**

BN-1402 HAYWARD Facility: An amazing opportunity awaits a specialty dentist! ~1,530 sf w/2 Ops + 2 add'l. **\$120k**

CC-1387 PETALUMA: Stream-lined, well managed office w/state of the art technology including CEREC. Stunning views & just a few blocks from downtown. 2,010 sf w/6 ops & plumbed for 2 add'l **\$599k**

CC-1388 SANTA ROSA: Established 25+ years in enviable location w/stellar reputation! 1,000 sf w/3 fully equipped ops **\$250k**

CC-1389 SANTA ROSA: Premier Cosmetic & Restorative Practice. Fully-remodeled, modern, free-standing building. 1,800 sf w/5 ops **\$799K**

CC-1454 NAPA AREA: Easily accessible w/ good visibility from the main thoroughfare. ~1,326 sf w/3 Ops + 1 add'l. **\$299k**

CN-1331 PETALUMA: Opportunity for significant growth by maximizing workweek & keeping specialties in-house! ~1,700 sf w/4 ops **\$240k**

BAY AREA CONTINUED

CN-1417 MILL VALLEY: Opportunity like this rarely comes along! Mill Valley is a thriving artistic community. ~1,000 sf w/4 ops **\$350k**

CN-911 SANTA ROSA: Well-established & priced for immediate sale! 2,250 sf w/4 ops + 1 add'l. **Seller Motivated \$325k**

DC-1400 PLEASANTON: Move-In Ready Facility in desirable prof bldg near thriving businesses 720 sf w/ 2 OPS. Plumbed for 1 add'l **Now Only \$60k**

DC-1405 LIVERMORE Facility: Move-In Ready facility in desirable neighborhood. ~1,850 sf w/ 4 fully equipped Ops **Reduced \$100k**

DC-1409 DUBLIN Facility: Well-maintained retail shopping center. ~1662sf w/5ops **\$250k**

DC-1449 SANTA CRUZ: Retail Center Location at one of city's busiest intersections. ~1700 sf w/4 Ops & plumbed for 1 add'l **\$265k**

DG-1356 HOLLISTER: Practice is on track to collect ~\$900k in 2022! ~1,500 sf w/5 Ops. **Reduced \$450k**

DG-1399 LOS GATOS: Stunning, high-end w/ ~\$500k in build-outs to duplicate this first-class practice! ~1,400 sf w/2 Ops + 1 add'l. **REDUCED! \$299K**

DG-1403 FREMONT: Loyal, stable patient base, fee-for-service practice are well educated w/ good insurance. ~1,280 sf w/ 3 Ops. **\$650k**

DG-1411 SAN JOSE Facility: Build your empire here at this proven location! ~1,000 sf w/2 Ops. **\$48K**

DG-1427 SANTA CRUZ: This high-tech practice collected over \$1.29M in 2021! ~1,600 sf w/4 Ops. **\$888k**

DG-1447/BG-1448 CASTRO VALLEY/OAKLAND: 2 AMAZING PRACTICES - This extraordinary opportunity is once-in-a-lifetime! **\$1.98M**

DG-1453 LIVERMORE Facility: Beautiful turn-key facility located on major thoroughfare in the heart of town. ~1,900 sf w/2 Ops + 2 add'l. **\$115k excl. CBCT**

DN-1243 SAN JOSE: Reduced Price – Located in popular Retail Shopping Center! ~2,204 sf w/4 Ops + 2 add'l. **Reduced \$595k**

DN-1424 LIVERMORE: Desirable location. Converted home with pristine landscaping. ~1,200 sf w/3 Ops. **\$400k – Real Estate Also Available**

DN-1458 SAN JOSE: Over 35 yrs goodwill on major thoroughfare. 1,665 sf w/4 Ops. Collects over \$744k. Seller Retiring **\$575k**

DN-1464 PLEASANTON: Prime Location, Unrivaled Potential & Exposure. Affluent Neighborhood. ~1.685 sf w/3 Ops. Plumbed for 1 add'l **\$595k**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

NORTHERN CALIFORNIA

EG-1430 CITRUS HEIGHTS: Attractive Professional building in desirable established Retail corridor. ~1,304 sf w/ 4 Ops. **Reduced \$115k**

EG-1442 FAIR OAKS: Produced ~\$515k – High-growth potential: refers our most endo, ortho, implants, and extractions. ~1,264 w/4 Ops. **Reduced \$338k**

EG-1445 SACRAMENTO: Envidable location on major thoroughfare w/ excellent visibility. ~2,300 sf w/ 4 Ops. **\$445k**

EN-1204 FAIR OAKS: 2021 Gross Revenues exceeded \$1.3M – equipped w/ state-of-the-art technology. ~1,272 sf w/4 Ops. **\$875k**

EN-1335 ELK GROVE: Huge Growth potential! Only open 1 day/ wk currently. ~1,420 sf w/3 Ops. Plumbed for 1 add'l **\$130k – Real Estate Also Available**

EN-1432 ELK GROVE: Located in popular Retail Shopping Center. 1,400 sf w/4 fully equipped Ops **\$395k**

EN-1436 CITRUS HEIGHTS: Excellent visibility generated by good traffic flow. ~3,067 sf w/9 fully equipped Ops. **\$550k – Real Estate Also Available**

GG-1461 YUBA CITY: "Best of" Award for unparalleled service – more than 3,400 prophies per year! ~2,598 sf w/7 Ops + 1 add'l. **\$895k – Real Estate Also Available**

GN-1240 REDDING: Practice collected >\$770k on a 3-day workweek in 2021! ~1,800sfw/5Ops+1 add'l. **\$495k-RealEstateAlsoAvailable**

GN-1357 OROVILLE: Established for 50+ years. Collections over \$864k in 2021. ~2,400 sf w/6 Ops & plumbed for 1 add'l. **\$225k – Real Estate Also Available**

GN-1393 CHICO: Seller willing to work-back for new owner! 1,425 sf w/ 4 fully equipped ops. REAL ESTATE ALSO AVAILABLE! **\$595k**

GN-1401 CHICO Facility: Vibrant, collegiate community w/ small town vibe. ~1,550 sf w/3 Ops + 1 add'l. **Reduced \$35K**

GN-1456 BUTTE CO: Located in Historical Landmark Bldg. ~1,832 sf w/3 Ops and plumbed for 1 add'l. Collected \$421k in 2021 **\$200k – Real Estate Also Available**

GN-1457 GLENN CO: 35 yrs goodwill. Over 2,200 sf w/5 ops & plumbed for 1 add'l. Est 2022 collections \$800k **\$450k – Real Estate Also Available**

GN-1459 YUBA CITY: Rare Opportunity in Prime Location! Seller Retiring after 39 years. 1,200 sf w/3 ops **\$175k**

HG-1146 TRUCKEE: Practice collected ~ \$600k in 2021, this Truckee practice is a steal! ~1,700 sf w/4 Ops. **Reduced \$295k**

HG-1341 GRASS VALLEY: Seller will consider all reasonable offers – Practice priced at 50% of 2021 collections. ~1,030 sf w/3 Ops. **Reduced \$195k+**

HG-1390 SIERRA FOOTHILLS: Highly-desirable neighborhood in 4-seasons Resort Community. ~1,792 sf w/5 Ops. **Reduced \$125k - Real Estate Also Available**

HN-1465 GRASS VALLEY: PERFECT MERGER OPPORTUNITY! 1,245 sf w/ 2 fully equipped OPs. Plumbed for 1 add'l. Seller Retiring! **\$165k**

CENTRAL VALLEY & SOUTHERN CALIFORNIA

IN-1349 LODI: Well-established, well-loved, well-known practice in highly desirable professional corridor. ~1,500 sf w/3 Ops + 1 add'l. **\$335 – Real Estate Also Available**

IN-1396 STOCKTON: Established 50 years. Seller Retiring. 1,200 sf w/ 3 fully equipped ops. Plumbed for 1 add'l. Located in Medical-Dental Professional Building **\$225k**

IN-1429 STOCKTON: Great potential for growth, by expanding current workweek. Real Estate Available! ~3,000 sf w/ 6 ops, **\$100K**

IN-1463 LODI: Seasoned, knowledgeable staff. Seller Retiring. 1,400 sf w/4 Ops. Plumbed for 1 add'l **\$495k – Real Estate Also Available**

JG-1307 SAN LUIS OBISPO: Located in highly-desirable corridor of Med-Tech neighborhood. ~1,559 sf w/ 3 Ops + 1 add'l. **Reduced \$395k - Real Estate Also Available**

JN-1301 LINDSAY AREA: Quality practice has been established for ~60+ yrs. ~1,700 sf w/3 Ops. **Reduced \$100K**

JN-1375 FRESNO: Attractive, single-story professional building complex w/ ample parking on desirable corridor. ~1,200 sf w/5 Ops. **\$275k**

KG-1391 SANTA MARIA: Practice on track to collect nearly \$700k in 2022! ~1,300 sf w/4 Ops. **Reduced \$200k – All Reasonable Offers Will Be Considered**

SPECIALTY PRACTICES

CC-1330 VACAVILLE Endo: Seller retiring after 25 years! Stellar Reputation. 2,565 sf w/ 5 ops. Plumbed for 1 add'l **\$350k – Real Estate Also Available**

CG-1444 WINE COUNTRY Endo: On track to collect almost \$900k in 2022! ~1,537 sf w/3 Ops + 2 add'l. **Reduced \$528k - Real Estate Also Available**

DG-1324 SUNNYVALE Perio: Located in highly desirable Silicon Valley, quality Perio practice w/ excellent visibility. ~900 sf w/3 Ops. **\$495k**

DG-1428 SAN JOSE Pedro: Beloved Pediatric practice w/ stellar reputation serving generations of families for 40+ years. ~2,010 sf w/ 3 Chairs + plumbed for 1 add'l. **Reduced \$250k – Condo Unit Available for Purchase**

EG-1452 FOLSOM Pedro: Impressive Pediatric Dental practice located in upscale community. ~2,458 w/7 Ops. **\$595k**



We are a proud member of:

DENTAL TRANSITIONS™

VALUATIONS | SALES | CONSULTING

BRE Lic. #02011891

02/23

DDSRank

Dental SEO & Marketing Done Right

We get your
dental practice found
by new patients.

GET YOUR FREE WEBSITE AUDIT

ddsrank.com/audit

HOW WE HELP

1 
AUDIT
We look over
your current
website at
no charge.

2 
REVIEW
We offer a free
consultation
call to review
your audit.

3 
IMPROVE
We partner
with you to hit
your growth
goals.

 **93%**
of all online experiences begin
with a search engine

 **67k**
searches are performed on
Google every second

 **33%**
of people click on the 1st result

 **75%**
of people never scroll past
the first page of search engines

DDSRank
Dental SEO & Marketing Done Right
ddsrank.com/audit

Does your CPA truly understand your practice? While we can't prep a crown or perform a root canal, we know when your office staff is not working efficiently and your lab expenses are high. Call 949-485-2011 and ask for Jerry, or visit mydentistcpa.com.

Implant Dentist comes to your office (N.Cali) Placement, bone grafting, sinus lifting, restoration. Implantdrusa@gmail.com 2136042816 Increase extra rev. Please, feel free to contact!

GREATER VACAVILLE AREA GP FOR SALE - 5 Ops, 30 Yrs. Goodwill, Dentrux, 36-hours Hyg. Per week. 2021 GR \$449K HSDPT- Jay Harter 916-812-0500-#CA3328 <https://dentalpracticetransitions.henryschein.com/listing/ca3328/>

SAN JOSE: Reduced Price – Located in popular Retail Shopping Center! ~2,204 sf w/4 Ops + 2 add'l. Reduced \$595k (DN-1243) WPS/800-641-4179

eRx - Low Cost: Electronic Prescriptions: \$35 per month; no setup fees, free training and support. Service through DxWeb, a NextGen company. A Simple solution for your e-Prescribing needs. Certified for EPCS (controlled substances, \$150 per yr. additional). Cloud based, mobile, secure, cost effective, intuitive. Call 800-273-5033. Visit us at www.ez2000dental.com.

PARTNERSHIP DISPUTE MEDIATION with 30+ year practice transition attorney Robert W. Olson, Jr., APC, 888.963.1120, trans.dental/mediation.

Luis Kong, DDS (San Francisco, CA)- Thank you Dr. Chester Jeng of Law Offices of Jeng and Associates. Your prompt attention to my concerns is something I am so thankful for. Definitely, you are the "go to" attorney for me. Call Jeng & Associates 714-858-0536

Bakersfield dental practice for sale, 2400sqf, 9 operator's chair, a lot of parking, gross in 2022 \$450.000 K (only work part time), opportunity price \$160.000, luismiguelcollazos@yahoo.com or 8186051584

Get Professional Marketing Advice. We only work with dentists and dental professionals. Visit ddsrnk.com/audit

"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).

Santa Cruz Practice For Sale \$625,000: Highly-rated GP in walkable neighborhood, 4-operators, beautiful build inside & out! info@integritypracticesales.com (855) 337-4337

Fresno area - CA: With Real Estate 5 Treatment rooms, large contemporary building office, 4000 sqft of space. (DRE01993607) (818)522-9123

LODI: Seasoned, knowledgeable staff. Seller Retiring. 1,400 sf w/4 Ops. Plumbed for 1 add'l \$495k – Real Estate Also Available (IN-1463) WPS/800-641-4179

Looking to buy a dental practice?



Nobody has more listings than The Dental Trader.

This is where you shop.
www.dentaltrader.com

South Sacramento County 6 op General Dentistry Practice Amazing south Sacramento County growth opportunity practice. High visibility location. Underserved community and 6 operatories. Priced to sell. Contact Chris Barbour (#2135925) at 916-792-5038 or chris@omni-pg.com. (CAD125)


Visalia - \$1,166,000 - Pedodontics office w/ REAL ESTATE. 6ops/2,600sqft. 2022 gross \$585k. Dr. Rishi Salwan (888)8024230 DRE#02085289

UPCOMING CONTINUING EDUCATION LIVE WEBINAR: PDS the leader in providing CE classes has its next webinar Placement and Restoration of Dental Implants on APR 23RD, 2023 call or text 909-933-9076

6217 PLACER COUNTY Relaxed country setting for Delta PPO practice. Trending \$1,150,000 in collections with \$425,000+ in Available Profits. Go to www.PPSsellsDDS.com to learn more.


2015 CEREC Omnican/Primescan w/NEW-Computer, CEREC MILL MCX, Vacuum w/warranty til March for only \$35,000 559-281-6453

EL DORADO HILLS GP FOR SALE - 4 Ops, Digital, 29 Yrs. Goodwill, Highly Desirable Area! GR \$421K. HSDPT - Jay Harter 916-812-0500 - #CA3373 <https://dentalpracticetransitions.henryschein.com/listing/ca3373/>



Practice Sales & Mergers

Professional and Confidential approach using The Trusted Transition Process



Associate Search & Placement

Identify and Recruit ideal candidates for your practice.





Partnership Agreements

Advice, Planning, and Execution when you're ready to add a partner.



DSO Negotiations

EBITDA Analysis, Business Preparation, and Representation in a DSO sale

NORTHERN CALIFORNIA PRACTICE OPPORTUNITIES:

ALAMEDA – Nice 4 OP GP practice in good location, main street, and in a growing market. Rev \$775K

AUBURN – VERY MOTIVATED SELLER, Get a Great deal on a well located 6 Op GP practice (room for 7th) producing 1M. Desire to move quickly and negotiating accordingly. *Please only inquire if you are interested in closing before year end.

BRENTWOOD - Partnership opportunity in 9 Op office. Nicely appointed with updated equipment and technology. Rev \$3M

CAMERON PARK / EL DORADO HILLS– Great 5 Op, multi-generational practice, well run, lots of opportunity Rev \$710K

EUREKA - Wonderful 5 OP GP Practice for sale, just added a new CBCT to practice. REV 1.1M

GRASS VALLEY - Great location to own your own dental practice and a free standing building as well. Rev \$320K

MONTEREY COUNTY - Tremendous growth happening in practice and coastal city. 8 Ops, all the tech you need. Rev. \$1.0M

OAKLAND – Scenic views of downtown and SF from this high rise corner office. 3 equipped ops with a 4th ready to go. Just built 3 years ago with brand new equipment. Rev. \$390K

RED BLUFF - 4 op practice with free standing building for sale. Can generate great income with little to no stress. Rev: \$720K

ROCKLIN - 6 op practice in growing community. Rev \$517K

ROSEVILLE – Wonderful opportunity with 4 op GP practice with space for sale. Ability to expand within the current space footprint. Great location & Consistently producing 1 M plus.

SACRAMENTO – 4 Ops, great patients, great care. Rev. \$800K

SACRAMENTO – Nice 4 OP GP practice. Excellent staff, well kept, space for sale with practice. Revenue \$540K

SACRAMENTO – Well located 5 op GP practice in shared space. Half of large free standing building also for sale. Other GP has their own rooms – both use shared check in, waiting room, etc. Rev \$880K

SANTA ROSA - MOTIVATED SELLER. WILLING TO NEGOTIATE. Beautiful 5 op practice. Gorgeous views from every room. Wonderfully styled, great equipment. Rev \$1M

SANTA ROSA - 4 Ops. All “Fee For Service” with everything you would need & want. Excellent equipment, location & office styling. Can accommodate 4 more rooms to total 8. Rev \$1.4M

STOCKTON AREA - Beautiful office and a tremendous opportunity. Long-established, growing 6 op office. You will be impressed. Rev \$1.5M

VALLEJO – Nice 4 Op family GP practice, looking for the next owner to carry on the excellent care. Rev. 840K

WALNUT CREEK AREA – Great 5 room GP practice in excellent family area. Floor to ceiling windows and great light. Rev 650K

Also check out the Southern California Dental Trader for great DDSmatch opportunities in SoCal

DDSMATCH HAS THE ANSWERS

- ✓ Hundreds of dentists have trusted us to plan and execute a successful transition based on their individual goals.
 - ✓ The Trusted Transition Process leaves you in total control from start to finish. Your Practice, Your Plan, Our Expertise.

- ✓ We’ve built a well-curated pool of qualified buyers and associate candidates for various practice types.
 - ✓ We only represent sellers. Your best interest is our top priority.



LET US HELP YOU FIND YOUR PERFECT MATCH

<http://california.ddsmatch.com>

855-546-0044

Roy Fruehauf

roy@DDSmatch.com
(916) 918-5752
CA DRE #02108152



Kathy Peart

norcal@DDSmatch.com


 DDSmatch.com

Have Questions About Your Practice Transition?

- When can I retire?
- Who can I trust to help me with this process?
- How much is my practice worth?
- Should I sell now or wait another 2-3 years?
- How do I find the right buyer?
- Should I consider selling to a DSO?

DDSmatch HAS THE ANSWERS

855-546-0044

ASSOCIATE OPPORTUNITIES:

GREATER SACRAMENTO AREA - Full or Part Time Endodontist position available. Practice offers the latest technology, including CBCT, and a strong referral base. PPO and FFS. Experienced candidate preferred. Excellent compensation.

MODESTO – Full or Part time position available in Private pedo practice - with excellent compensation available.

RED BLUFF – Associate w Intent to Own opportunity in GP office. Work along side the founder and transition into ownership.

SACRAMENTO - Beautiful, full high tech practice in the Sacramento area is looking for a full time associate to join their team. This well established practice is offering mentorship, a broad range of procedures including implants, skilled staff, and an exceptional compensation package and future partnership opportunities. Office is 9,000 square feet With 21 ops.

S. SACRAMENTO – Full or Part Time Pediatric associate position. Modern practice with the latest technology and strong referral base. Experience preferred. Excellent compensation.

S. SACRAMENTO – Full or Part Time Oral Surgeon associate position. Modern practice with the latest technology and strong referral base. Experience preferred. Excellent compensation.

SAN LEANDRO – Full time endodontist associate wanted. Exceptional compensation, guaranteed rate and room for growth.

SANTA ROSA - Pediatric practice seeking a Full-Time Associate. Attractive Compensation Package. IV Sedation Cert. Preferred.

VISALIA - Full Time general practice associate wanted. High producing practice in San Joaquin Valley. Future partnership/ownership opportunity. Excellent comp. package.

Also check out the Southern California Dental Trader for great DDSmatch opportunities in SoCal



Heather Asbury
Associate Searches
(855) 546-0044

LET US HELP YOU FIND YOUR PERFECT MATCH

<http://california.ddsmatch.com>

855-546-0044



Kris Kuhn
Marketing Coordinator



Brook Bennett
DRE: #02092603



William Rotert
DRE: #02189057

New Finance Options!



For more
current listings.



Jack Fogelson
DRE: #01993607
818.522.9123



Jack Fogelson Practice Sales
818.522.9123 - jackf@jackfogelson.com

Ask about our Video Tours

Featured Practice **Beverly Hills - \$3,000,000**

This is your dream practice, Make over \$1M a year. Eaglesoft, Schick, Trios, CBCT, Microscope, Trios. Seller will teach you his special marketing secrets. This office has great view and hosts most specialties in-house. Looking for partner to transition to.

Calabassas: Now with REAL Estate! Incredible upscale office with more than 2200sqft. 5 Ops and with room for expansion to at least 7. Great private office. Newer equipment in modern building. Dentrix and Dexis. Just under \$900k in collections. Ground floor, and street signage gives you a great marketing boost. No L.A. City TAX.

West Covina: 35 year practice, fully digital in a retail strip center. Lots of activity, great parking room to grow. Sold Sold Sold

Costa Mesa: Want to be next to Starbucks and McDonalds with great parking and an awesome office? This is the location. Its a great 4 op office with Eaglesoft/Schick and Cerec room for CBCT. Ground floor retail. Ready for sale now. Price reduced.

Valley Village: Well designed office in a great area of North Hollywood, located in a retail center with active business neighbors. 3 treatment rooms and digital sensors. Opportunity and Location.

Westchester: 3ops collections Tracking over \$200K on busy street, digital sensors and Open Dental. Great views

North Hollywood: 2300 sq ft building for sale on 5300 sqft lot 9 ops room for more. Great parking with practice. Sold Sold SOLD

Porter Ranch: Over 3000 sq ft of perfect office, you cant build this office for what you will pay. Over \$900K in collections. Adec equipment in a mixture of private and double entry treatment rooms. CadCam, digital, CBCT and more. Don't Snooze on this one. Sold Sold

Calabassas: 4 Treatment rooms in a newly renovated office, 3 equipped., Street exposure, tons of free parking. Close to food and much more. Open Dental, Dexis, Pano, NO L.A. city TAX. Electric hand piece, dual monitors and more. Sold Sold

West Hills: Ortho Office – Spacious, elegant office with great views. 5 treatment areas, two enclosed rooms, digital pan and Eaglesoft over \$350K on 1 day a week.

Long Beach: 5 op's in stand alone building, room for more, over 2000 sq feet. All digital over 30 years and great rent, with high visibility.

Santa Clarita: 4 ops room for more fully digital in retail strip center. Easy dental software. Over 30 years at this location. Sold Sold

Marina Del Rey: 3 treatment rooms in upscale office with large private office in great building and great location. Eaglesoft software and great views

Valencia: Great revenue, Fully digital, Adec equipment, OWN YOUR OFFICE – No more rent. 5 treatment rooms. Sold

Palmdale: NEW 4 beautiful double entry treatment rooms, fully digital. On main street. Great office. This is a money maker. Takes all insurance except HMO.

Yorba Linda: 5 Ops, 3 elegantly equipped in this 2000 sqft office. Room for 7 ops if needed. Fully digital, Dentrix and dexis.. Doing reat numbers in a busy retail center.

San Diego area: Huge opportunity awaits this San Diego area practice with 40+ yrs of goodwill, over 3500 sq ft, 6 op's, and plumbed for more. established patient base. Fee-for-service, Digital, refer's out specialty services. Fantastic growth potential

Central Valley

Fresno Area: 4 day a week practice with 4 ops, Open dental and dexis sensors, lots of good will in a great community. With Real Estate

Hanford: NEW Great starter practice with real estate in a central location

Clovis – CA: 5 Treatment rooms, 2700 sq ft of gorgeous office, 2000 sqft of rentable space (currently rented and generation income. Double entry ops. Like new. This includes real estate.

Merced: Turnkey office and REAL ESTATE, move your office here and get rid of the landlord. 4 Treatment rooms and lots of space and parking. OWN this property!!

Reedley: Large practice and real estate. Full digital office, with lots of history and great revenue. New New

Fresno: Large practice and Real Estate included Fully Hi-Tech office with a gorgeous design, located in central Fresno, a must see. New New

818-522-9123

www.betterask-jack.com • www.jackfogelson.com • Email: jackf@jackfogelson.com

DRE:01993607 NMLS: 1876402

Buy it! Sell it! Trade it!!!

Legal Problems & sick of outrageous legal bills? Provider Legal's subscription plans give you unlimited legal help for one limited bill. www.providerlegal.com

4801 Freepoint Blvd Sac- 5 ops \$189K. gross \$330K/yr. building avail. 916-862-5507

"Memory Foam" Dental Chair \$3395, 150 colors available, 10 year warranty, UPGRADE TO MASSAGE FEATURE FOR ONLY \$400. Call (800) 423-5657 or visit our website www.dhpdental.com

Dental Sensors Starting At \$2,999 - Get \$3,000 off the high quality DentiMax Open Sensor. Size 1 : \$2,499 and Size 2: for \$2,999. Visit dentimax.com/dt23 or call (877) 987-8444.

Established and Excellent Practice in Highly Desirable Elk Grove Location! Priced to Sell! Elk Grove practice with a great reputation, 4 fully equipped ops in a highly desirable medical building. Solid accounts receivable, over \$800k in annual collections and growing. Strong customer base. Contact Chris Barbour (#2135925) - chris@omni-pg.com, (916) 792-5038. (CAD124)

La Jolla Practice For Sale \$649,000: High-end boutique GP in city center! 5-operatories, natural light, elegant architecture. info@integritypracticesales.com (855) 337-4337

Shade Mismatch Gone VITA Easyshade 5 New, 1 Year Warranty. Buyers Protection. \$1799 Text dr Ismail 562-968-4061

Can't find something? Or someone? If you are seeking (unsuccessfully) anything dental-related, call me. I'm Bruce... the publisher of The Dental Trader and have been in the dental ad periodical business for 40 years. If I cannot find someone or locate something you need, I can probably direct you to somebody who can help you. Call me at 877-888-4237 or email me at bruce@thedentaltrader.com

VACAVILLE - Great opportunity to own an office and the Real Estate in this 8 Op GP office. Offered at \$815K www.ddsmatch.com 855-546-0044

CHICO Facility: Vibrant, collegiate community w/ small town vibe. ~1,550 sf w/3 Ops + 1 add'l. Reduced \$35k (GN-1401) WPS/800-641-4179

Quiet Reliable American Manufactured Dental Air Compressors with Drying Systems, \$3895. 1.25 HP to 5 HP available. Call (800) 423-5657 or visit our website www.dhpdental.com - Call we do have them In Stock

CEREC OMNICAL FOR SALE. GREAT CONDITION. SELLING DUE TO UPGRADE. 4.6 SW + SIRONA CONNECT. Email: MRSBEGA1@GMAIL.COM. \$8K OBO

Finally, a Comprehensive LIVE WEBINAR CE Series (5 courses, 35 CA CEs), and fulfill your live CE requirements at a great price (only \$529)! See Xcel Seminars insert, visit www.xcelseminars.com or call 720-838-4093 for info.

Dansereu chairs, vacuum, amalgam separator, x-ray one portable one fixed in cabinet 714-325-7460, ddsmobile@yahoo.com

Need to sell 3 operatories of Adec Cascade equipment and 3 xray machines. All in VERY good condition. Price negotiable. Contact Dr. Ross at 760-559-3728

VERY PROFITABLE DENTAL PRACTICE available in the Beautiful and Spacious Rocky Mountains of New Mexico. Well established practice, in a rural town, that has room to grow, and a most friendly community. Easy financing, a most pleasant environment. Relocate to The Great Outdoors. call 505-290-7781. Won't last long

WANTED TO BUY: IM LOOKING FOR USED SYBRONENDO SYSTEM B, TnH & BUCHANAN HEAT PLUGGER TIPS ANY SIZE TEXT DR ISMAIL 562-968-4061

NAPA GP FOR SALE - 5 Ops, 44 Yrs. Goodwill, Fee For Service, Digital, Highly Desirable Area! 2021 GR \$1.5M HSDPT- Gina Miller 707-391-7048-#CA3387 <https://dentalpracticetransitions.henryschein.com/listing/ca3387/>

ENCINO - (3) op comput. G.P. Prof. bldg. location. Cash/PPO. Annual Collects. \$375K+ on 3.5 days/wk. Digital x-rays. Seller retiring. D&M Practice Sales (818) 591.1401

Wanted: Pediatric Dentist for Community Health Center - Dental Van Services in Crescent City, CA. Salary Range \$163k - \$187k. Call 707.298.4775.

Thriving small group practice with three locations in central California. Each location has over \$1 mil in annual collections. Room for expansion and great potential for growth. Excellent DSO opportunity. Seller and Associate willing to work back. Contact Rod Johnston at 510-633-2697 or rod@omni-pg.com. (CAD114)

6215 SANTA ROSA - ORAL SURGERY 2021's collections were \$1.37 Million. Available Profits totaled \$630,000. Strong referral base. Full Price \$500,000. Go to www.PPSsellsDDS.com to learn more.

50+ years of experience assisting dentists reach their financial goals. Contact Howard Boles at Enterprise Bank & Trust's Professional Practice Finance. hboles@enterprisebank.com / 626-204-6626.

Older dental units in perfect condition, includes assist & Drs chairs \$1985. Vacuum, compressor + mor (310)502-4619 John

Dentist's Office for Lease W/Months Free Rent! Near California State University San Bernardino Call John: 909-709-8889

iTero Element 5D Plus Lite - NEW IN BOX \$32,000 OBO - Located in Northridge - 614-309-1050.

Excellent Practice, Highly Desirable Location! Established Elk Grove, CA practice with great reputation. Four fully equipped ops, growing collections, and customer base. Highly desirable medical building, owned condo. (CAD124) Contact Chris Barbour, Broker with OMNI Practice Group at (916) 792-5038 or chris@omni-pg.com



PUNJABI DENTAL SOCIETY

PROMOTING EXCELLENCE IN DENTAL EDUCATION SINCE 1999

SOUTHERN CALIFORNIA

(IN PERSON SEMINAR)

MARCH 19TH, 2023 SUNDAY (9 AM TILL 5 PM CA dental board 7 CE units)

ORAL SURGERY FOR GENERAL DENTIST

BY DR HARDEV SINGH

QUIET CANNON 901 VIA SAN CLEMENTE, MONTEBELLO, CA. 90640

REGISTRATION FEE

Dentist:	Members	\$79.00	On and after Mar 12th, 2023	\$89.00
	Non-members	\$89.00	On and after Mar 12th, 2023	\$99.00
Hygienist/RDA/DA:	Members	\$59.00	On and after Mar 12th, 2023	\$69.00
	Non-members	\$69.00	On and after Mar 12th, 2023	\$79.00

PDS OFFERS HOME STUDY COURSES

UPCOMING ONLINE LIVE WEBINARS

(This interactive webinar is considered by CA Dental Board as live course)

PLACEMENT AND RESTORATION OF DENTAL IMPLANTS

APRIL 23RD, 2023 SUNDAY 8 AM TILL 12 PM (4 CE UNITS)

REGISTRATION FEE

Dentist:	Member	\$40.00	Non-Member	\$50.00
RDA/DA/RDH:	Members	\$35.00	Non-Member	\$40.00

**FOR REGISTRATION OF WEBINARS, SEMINARS & HOME STUDY
CALL 909.933-9076 OR TEXT 909-638-2226**

TO REGISTER ONLINE VISIT US:

www.pdsociety.com

PDS invite you to join Whatapp PDS group chat by using this QR code. You will receive: Notifications of upcoming PDS events. Place your employment Adv. This group is for Dentistry related topics only.





Where do you go to place a free ad?

thedentaltrader.com/place-a-reader-ad

PLEASANTON: Prime Location, Unrivaled Potential & Exposure. Affluent Neighborhood. ~1.685 sf w/3 Ops. Plumbed for 1 add'l \$595k (DN-1464) WPS/800-641-4179

Dental practice will be available Mid-February 2023. Great location. Busy on-going practice. Contact 831-374-4614 for more information.

UPCOMING CONTINUING EDUCATION IN-PERSON SEMINAR: Next seminar on ORAL SURGERY FOR GENERAL DENTIST on MAR 19TH, 2023 in MONTEBELLO, CA text 909-933-9076

DEXIS Titanium Digital Intraoral X-ray (Sensor and Accessory Kit), quantity 2, for sale both for \$11,000 (negotiable). Bought originally for \$15,144 a year ago, never used. Original boxes. (858)9229627

two Belmond dental chair with DCI delivery system with three Doctor / three assistant chairs. fully functional but old. if interested please text to 949-590-0819.

ADEC/MIDMARK/BELMONT EQUIPMENT. Busy Office closing. Lots of equipment for sale. -Chris 310-971-8178, cmpatel2@aol.com

Factory Direct American Manufactured Dental Equipment for over 50 years, Chairs, Delivery Systems, Dental Seating, Dental Vacuums and Dental Compressor, all made in Corona CA, come see our factory. Call (800) 423 - 5657

DANVILLE GP FOR SALE - 4 Ops+RE, 80 Yrs. Goodwill, Digital, 5 1/2 Hyg Days/wk. GR \$1.3M HSDPT-Jim Engel 925-330-2207 - #CA3203- <https://dentalpracticetransitions.henryschein.com/listing/ca3203/>

SETTLE PARTNERSHIP DISPUTES QUICKLY! Mediation with 30+ year practice transition attorney Robert W. Olson, Jr., 888.963.1120, trans.dental/mediation.

Seeking Pediatric dentist/ GP with Pedo exp for a practice in Bakersfield. Send Resumes to srs95.dental@gmail.com

Sirona Cerec MC XL, Cerec AC Bluecam and Ivoclar Programat CS2, like new. Selling for \$8,000.00, willing to separate. Contact us at 707-459-4664.

NEWPORT BEACH Sublease available. Super clean, beautiful Newport Center Med. building. 1-6 opps 2,000sq 1-5 days available. Part/full time call or email Mbarnes@mbarnes.occxmail.com 949 698-2693

Associate leading to ownership in Central Valley, CA! We are looking for an associateship leading to ownership. This busy practice is state of the art with digital radiography, Cerec, CBCT, and more. Our practice also boasts a great dental team. We are a full FFS practice (NO DELTA)! We are open for all different scenarios for a win-win transition. For more information and details, please send inquires and CV to: centralvalleydds@gmail.com



Provider Legal

PRACTICE SALE/PURCHASE ALL INCLUSIVE \$4,500

Buying/selling a
practice is complicated,
working with your
attorney shouldn't be

What if I have a complex transaction?

It's \$4,500

What if I need a lease & other documents?

It's \$4,500

What if I go through 3 buyers until one closes?

It's \$4,500

What if I need you to explain each step?

It's \$4,500

What if I call you at 2am with questions?

I'll be slightly annoyed, but it's still \$4,500

Practicing exclusively in health care since 2013

Call me today for a **FREE CONSULT**
at **(714) 280-7097**



Provider Legal

Matt Stevens, Esq.

Email me at mstevens@providerlegal.com

www.providerlegal.com

GuttaCore Obturating Oven New in Box with 3 pks of Gutta Core. Email endo2007@gmail.com

Redlands Medical/Dental Building For Sale Dental / Medical building in Redlands, CA. Large 18,625 sq. ft. lot with 4,896 sq. ft. building built in 2007. There is more than ample parking with great visibility. Offices are plumbed for medical or dental use. Priced at \$2,611,000. Contact Chris Barbour at chris@omni-pg.com, 916-792-5038. (CAR105)

Traveling Oral Surgeons & Periodontists Coming to Your Office.
info@implantoutreach.com. Call: 888-871-0009

Dental Equipment for sale, amazing deal! Motivated seller due to office closing. Please call (310) 923-2736.

Itero Element 2. Like brand new, rarely used. \$15K. 818-421-2912

Thriving small group practice with three locations in central California. Each location has over \$1 mil in annual collections. Room for expansion and great potential for growth. Excellent DSO opportunity. Seller and Associate willing to work back. Contact Rod Johnston at 510-633-2697 or rod@omni-pg.com. (CAD114)

SAN JOSE Peds: Beloved Pediatric practice w/ stellar reputation serving generations of families for 40+ years. ~2,010 sf w/ 3 Chairs + plumbed for 1 add'l. Reduced \$250k – Condo Unit Available for Purchase (DG-1428) WPS/800-641-4179

SAN JOSE, Evergreen -4ops,1200sqft,inside shopping center,good foot traffic,digital,4dys/wk, \$400K gross, opportunity with more day,selling \$310K, contact (408)910-4470

Selling my Dental practice was a life changing event and can be very stressful. Having Dr. Maddox represent and guide me through the process made the experience not only easy but rewarding. Dr. Maddox's knowledge and expertise of the law with regards to the sale of a dental practice is amazing. Dr. Thomas Nichol / Maddox Healthcare Law (949) 675-1515

NORTHERN BAY AREA PERIO FOR SALE - 4 Ops+RE, 33 Yrs. Goodwill, 4 Hyg Days/wk. GR \$1.4M. HSDPT- Gina Miller 707-391-7048-#CA3118 <https://dentalpracticetransitions.henryschein.com/listing/ca3118/>

Dental Sensors Free Trial - Get a 14 Day Risk Free Trial and get \$3,000 off if you buy. Works with your software. Visit dentimax.com/dt23 or (877) 987-8444.

1 in 5 dentists currently active in America are licensed & practicing in California, over 40,000 dentists are here and you are reading the only publication mailed to all of them. If you are a dentist or staff member you can advertise here free. Just go to <https://www.thedentaltrader.com/place-a-reader-ad/> to place your free ad but be ready for quick response, your ad will post instantly to our Ad Board. Many people place ads here and then delete them hours or days later because they got the response they needed and don't want any more calls or emails.

Dental delivery cart, 5 years old, beaver state, 5 years old, good condition. \$500. 707-529-3414

Clover Connect: Electronic Merchant Services: Includes training and support. Accept patient credit card payments, reasonably priced; meet or beat your current provider. Specializes in dental offices. Clover Connect provides best-in-class payment solutions designed to make your dental practice more streamlined from top to bottom. Call 800-273-5033. Visit us at www.ez2000dental.com.

1 Gendex, 2 Carestream xrays for sale \$1000 each, Napa. All work well and are dismantled ready to pick up. 707 529 3414

Greater Sacramento, CA General Dental Practice for Sale - practice supports two doctors with 4,400 active patients & 35 new patients/month. Real estate of this multi-tenant, free standing building is available. Currently equipped with 7 operatories, there is opportunity for expansion into an adjacent suite. Collections of \$1.454 million & EBTIDA \$215,000. Contact Professional Transition Strategies: bailey@professionaltransition.com or 719.694.8320.

WaveOne Gold Files 12 files/\$199 Original by Dentsply Sirona via Paypal. Free Shipping. TEXT Dr Ismail 562-968-4061

2015 CEREC Omnican/Primescan w/NEW-Computer,CEREC MILL MCX, Vacuum w/warranty til March for only \$35,000 559-281-6453

Are you looking to buy another dental practice and like assistance on the valuation? Before you buy, call us for a valuation to understand the risks. We are licensed California CPA's who work with dental practices throughout California. Visit mydentistcpa.com or call 949-485-2011 and ask for Jerry.

GRASS VALLEY: PERFECT MERGER OPPORTUNITY! 1,245 sf w/ 2 fully equipped OPs. Plumbed for 1 add'l. Seller Retiring! \$165k (HN-1465) WPS/800-641-4179

We have BUYERS looking for Dental Practices in Orange and Los Angeles Counties - Upland, Diamond Bar, Westminster and surrounding areas. Real Estate is a PLUS. SELLERS - Call Loc Pham, BRE#0187578. (714) 550 -7494. <https://LCFpracticesales.com>

FOR SALE: EVA sensor, X-rays machine, instruments,small equipment, cavitron, Ultrasonic. Call or text Dr.Hala (310)666-2712

claremont practice for sale 5 ops. Dr retiring. High end build out. Coll 1 mil on 3 days a week. Busy hygiene. Located in busy center. \$950k Mike 562.832.9332 DRE#02079096

SANTA CLARA COUNTY / WEST VALLEY OMS FOR SALE - 5 Ops, CBCT, Mac Practice PMS, Seller Retiring! GR \$579K. HSDPT-Jim Engel 925-330-2207 #CA3239 <https://dentalpracticetransitions.henryschein.com/listing/ca3239/>

WOODLAND HILLS - (4) op Ortho/Peds/G.P. 1st floor end cap, street frontage. CASH/PPO/Denti-Cal. 2021 collect. \$369K+. Digital X-Rays & new Pano. D&M Practice Sales (818) 591.1401



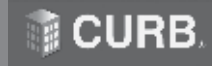
INFO@RISHISALWAN.COM

CALL TODAY!
(888) 802 2340

DR RISHI SALWAN THE DENTIST HELPING DENTISTS

RONNY SANTANA (BROKER)

WWW.RISHISALWAN.COM



PDS MEMBER + SENIOR DISCOUNT!

CONSULTATIONS:
\$500 OFF CONSULTATIONS
FOR BUYING AN OFFICE

DRE# 02085289

DRE# 00823528

Dental Offices For Sale!

Northern California Listings:

Pedodontics Office in Visalia w/REAL ESTATE - Practice asking \$566,000. Real estate asking \$600,000. Pedodontics/general dental office. 6 ops, 2,600 sq ft. 2022 gross \$585k+, closed for one month in 2022. Fully digital office. Brand new Sirona Pano.

San Jose - 2022 gross \$770k+, 4 equipped ops, 1,100 sq. ft. Rent \$3,099/month. 2 hygienists on staff 4 days a week. For Sale - \$525,000.

San Rafael - 3 ops + 2 unfurnished ops. 2,000 sq. ft. Cash & PPO only! 2022 gross \$588k+. Seller only working 24 hours a week. For sale - \$480,000

San Francisco - 4 ops, 2,000 sq. ft. 2021 gross \$717k+, net \$228k+. Rent \$4,500/month including NNN. Including large lab and doctor's office. One hygienist on staff. \$12k CAP check. Located on a busy street near Walgreens, a theater and more. Seller willing to stay on to help with transition. For sale - \$425,000

Quincy - 4 ops, 1,400 sq ft. Seller retiring with 25 years of goodwill. Near Safeway & Rite Aid. 1,200 active patients. 2021 gross \$410k+, net \$280k+. For sale \$328,000

Fairfield - 3 ops, 1,200 sq ft. Cash & PPO only. Open 2 days a week. Grossed \$1.27 MILLION in 2021 with sister office in Suisun City. For Sale - \$325,000

Selma - 4 ops, 3 equipped, 1,800 sq. ft. 2022 gross \$433k+, net \$158k+. Rent \$2,587 Digital Office. Doctor working 3.5 days a week. Located in a shopping center. For sale - \$180,00

Redwood City - 2 ops, 750 sq. ft. 2021 gross \$202k+. Rent \$2,713.23/month. Includes water and outside maintenance! Long established, clean and cozy dental office with good reputation. Located in a highly desirable, urban and growing neighborhood. For sale - \$160,000

Oakland - 3 ops, 859 sq ft. Seller retiring with 32 years of goodwill and only working 12 hours a week. 2021 gross \$161k+, net \$95k+. Rent only \$2,276/ month, includes water and electricity. For Sale - \$120,000

Vacaville - 2 ops, 1,008 sq ft. Cash & PPO Only! Over 1,800 active patients. 2021 gross \$479k+, net \$180k+. Rent only \$2,082/month. For sale - \$280,000

**See all listings available
across California!!**

www.RishiSalwan.com
or contact us for more information!

Dental assistant looking for work on the weekends! 5 years of experience; including specialty. (323)847-9447 -David

3D Printing CE Course: Live digital 3D Dental Workshops and Online Courses. Explore 3D printing of surgical guides, dentures, etc. www.learndental3D.com

Turn key equipped dental office in Carmichael, ready for a dentist starting a practice. 3 Belmont chairs, 2 x-ray units, compressor, suction pump and sterilizer, all electrical, plumbing and cabinetry in place. New flooring, updated countertops and paint. Affordable rent \$1950.00 includes water, garbage and sewer in a stand alone building. If interested call Brian Fahey DDS 916-483-2484

Easy application. Quick decision-making and funding. Enterprise Bank & Trust's Professional Practice Finance team. Contact Howard Boles: hboles@enterprisebank.com / 626-204-6626.

San Jose CLINIC FOR SALE by owner. \$300K collections. 3 full Ops. Open 3 days/week. \$3200/mo rent. Call 408-687-1524

Calabasas: Now With REAL ESTATE 6 Exam rooms with ortho bay close to woodland hills (DRE01993607) (818)522-9123

6211 SACRAMENTO'S FAIR OAKS Phenomenal exposure at busy intersection. 5-ops. Underperforming at \$500,000 per year. Includes real estate. Perfect pedestal for 6-day per week practice. Simply needs a different vision! Go to www.PPSellsDDS.com to learn more.

Did you know the CA Board now requires ALL renewing dentists to take a new Ethics component of the CA Dental Practice Act from a Board PRE-APPROVED CE Provider, in order to renew their license? Join our LIVE WEBINAR on Mar. 26th to fulfil this new requirement –call 720-838-4093, www.xcelseminars.com or see Xcel Seminar's insert for details.

FOR SALE: **iCat FLX V17** LIKE NEW CBCT at a great price! (email: alexis@i-smiledental.com, call: 650-250-6874)

San Francisco, CA general dental practice for sale. 6 ops, collections of \$2.104 million & EBITDA \$464k. 100% FFS practice with multiple doctors. Contact Professional Transition Strategies to learn more: bailey@professionaltransition.com or call: 719.694.8320.

WANTED TO BUY:IM LOOKING FOR USED SYBRONENDO SYSTEM B , TnH & BUCHANAN HEAT PLUGGER TIPS ANY SIZE TEXT DR ISMAIL 562-968-4061

SAN JOSE GENERAL PRACTICE FOR SALE: Well established practice collects around \$1.2 million annually on 5 day/week with 5 days of hygiene. Seller refers out maxillary endo, more involved surgeries, all perio surgery, all pedo. The office has five equipped operatories with digital x-rays, CBCT, CEREC, Itero 5D and latest Dentrux software. Professional building. Located in highly desirable area of San Jose, must see to appreciate-photos on request. High visibility, lots of traffic near busy street. General Dentist Asking \$1,025,000.00 Email: Smile4me916@gmail.com

SUCCESS THROUGH DILIGENCE

TAX • FINANCIAL ADVISORY • VALUATION

Call us today!
310.450.5708

CUONG LE, CPA

info@lecpa1.com

2020 Pico Blvd., Suite C, Santa Monica, CA 90405

Wanted: Dentists and Dental Hygienists for Community Health Centers in Humboldt Co. & Del Norte Co., CA. Call 707.298.4775.

DENTSPLY PROMARK ENDOMOTOR With Hand Piece, 30 WaveOne GOLD Files, 18 NiTi Orifice Openers, 3Packs WaveOne GPP, 6Packs PP. \$2299, 2 Y WARRANTY 4 pics & info, TEXT Dr. Ismail 562-968-4061

Dental light-Pelton Crane \$350 510-428-1950

Panoramic Corp PC-4000 Digital Pano (2D) For Sale. Excellent Condition Functional & Reliable Unit. \$5K OBO 925-833-9800

PLEASANTON GP FOR SALE - 6 Ops, 5 Eq., Paperless, Digital. GR \$470K HSDPT- Jim Engel 925-330-2207-#CA3023 <https://dentalpracticetransitions.henryschein.com/listing/ca3023/>

AEROSOLS REDUCTION KIT WITH VALVE FOR ISOLITE/ DRYSHIELD + 22 MOUTH PIECES. NEVER USED \$495 TEXT DR ISMAIL 4PICS 5629684061

SUPPORT OUR VETS- SOSDental Assistant Program for Veterans is now open and in need of working dental equipment and instruments. Completely tax deductible (Non Profit 501c3). Visit sosdentalassistant.com to submit donations. Thank you for your support!

SANTA ROSA – Beautiful views from each of 5 rooms, nice equipment and technology, excellent location Rev \$1 M www.ddsmatch.com 855-546-0044

YUBA CITY: “Best of” Award for unparalleled service – more than 3,400 prophies per year! ~2,598 sf w/7 Ops + 1 add'l. \$895k – Real Estate Also Available (GG-1461) WPS/800-641-4179

Dentist's Office for Lease W/Months Free Rent! Near California State University San Bernardino Call John: 909-709-8889

LAWSUITS are a money pit! Save time & money in mediation with 30+ year Attorney & Mediator Robert W. Olson, Jr., 888.963.1120, trans.dental/mediation.

DENTAL DIRECTORY

THE #1 DENTAL LAW FIRM IN THE NATION



WOODANDDELGADO

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

800-499-1474 www.DentalAttorneys.com



DR. RISHI SALWAN
DRE# 02085289
RONNY SANTANA
DRE# 00823528

**THE DENTIST
HELPING DENTISTS
BUY AND SELL
DENTAL OFFICES**

**CALL TODAY!
(626)383-6648**

DRRISHISALWAN@GMAIL.COM
INFO@RISHISALWAN.COM



HENRY SCHEIN®

DENTAL PRACTICE TRANSITIONS

NORTHERN AND SOUTHERN CALIFORNIA

800-988-5674

dpt@henryschein.com www.henryscheindpt.com

Henry Schein PPT, Inc.



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

800-273-5033

Online demo - www.ez2000software.com



Western Practice Sales

Dentists Serving Dentists

800.641.4179

info@westernpracticesales.com
www.westernpracticesales.com



Timothy G. Giroux, DDS

SUCCESS THROUGH DILIGENCE

TAX • FINANCIAL ADVISORY • VALUATION

Call us today!

310.450.5708

CUONG LE, CPA

info@lecpa1.com

2020 Pico Blvd., Suite C, Santa Monica, CA 90405



**LCF
FINANCIAL
SERVICES**

Healthcare Financing & Consulting

***Low rates
for qualified borrowers**

(714) 550-7494 • www.lcffin.com

A Division of LCF Financial, Inc.

*OAC



Professional Practice Sales

Buying or Selling a Dental Practice?

Know Your Options

Talk to the Professionals

Contact: Ray Irving

San Francisco: (415) 899-8580

Sacramento: (530) 894-0700

www.PPSellsDDS.com



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



Paul Maimone
Broker/Owner

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

Phone: 818.591.1401 • 866.425.1877 Outside So. CA

www.dmpractice.com

CA Broker Lic. #01172430

ROBERT W. OLSON, JR.

a Professional Corporation

Partnerships, Sales, Corporations, Tax

- Top 20% USC Law, Dartmouth (Ethics)
- Best Reviewed DDS Attorney in California
- Creative Transition Solutions since 1992

888.963.1120

www.trans.dental

RWO@transdental.com



DANSEREAU

America's Dental Equipment Company

(800) 423 -5657
WWW.DHPDENTAL.COM

America Operator

\$5895

150 Color Choices
Made In USA

Universal Operator

\$6895

150 Color Choices
Made In USA

Infinity Delivery Systems
\$2195
install on any Dental Chair
10 Year Warranty

Signature Stool Package

\$799

FOR BOTH !

Infinity LED Dental Light -
\$1295 will install on
any Dental Chair

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

All our Parts are
Made in the USA
Visit our Factory to
see equipment
being
Manufactured

**Roadrunner Dry
Hybrid Vacuum**
Variable Speed /Reliable
Quiet Powerful 2.5 - 3.5 HP
\$5495

**Quiet
Flow
Air Compressors**
40 db QUIET
Drying System
Ready to Ship

Dansereau Dental 1581 Commerce St. Corona CA

A-dec side cabinet. \$1000. Email: eafdds@hotmail.com Text: 323-385-3626

Implant Dentist comes to your office (N.Cali) Placement, bone grafting, sinus lifting, restoration. Implantdrusa@gmail.com 2136042816 Increase extra rev. Please, feel free to contact!

STOCKTON: Established 50 years. Seller Retiring. 1,200 sf w/ 3 fully equipped ops. Plumbed for 1 add'l. Located in Medical-Dental Professional Building \$225k (IN-1396) WPS/800-641-4179

We've helped hundreds of dental practices get found online. Visit ddsrank.com/audit for a Free Website Audit!

"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).

LIVERMORE Facility: Move-In Ready facility in desirable neighborhood. ~1,850 sf w/ 4 fully equipped Ops Reduced \$100k (DC-1405) WPS/800-641-4179

MONTEREY COUNTY – Well designed 8 OP practice, FAST GROWING AREA revenue of \$900K www.ddsmatch.com 855-546-0044

Starter Practice & Real Estate in Little Vietnam Town – San Jose. Beautiful & high tech office. Large shopping plaza. 3 ops. Call Loc Pham, BRE#0187578. (714) 550-7494. <https://LCFpracticesales.com>

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

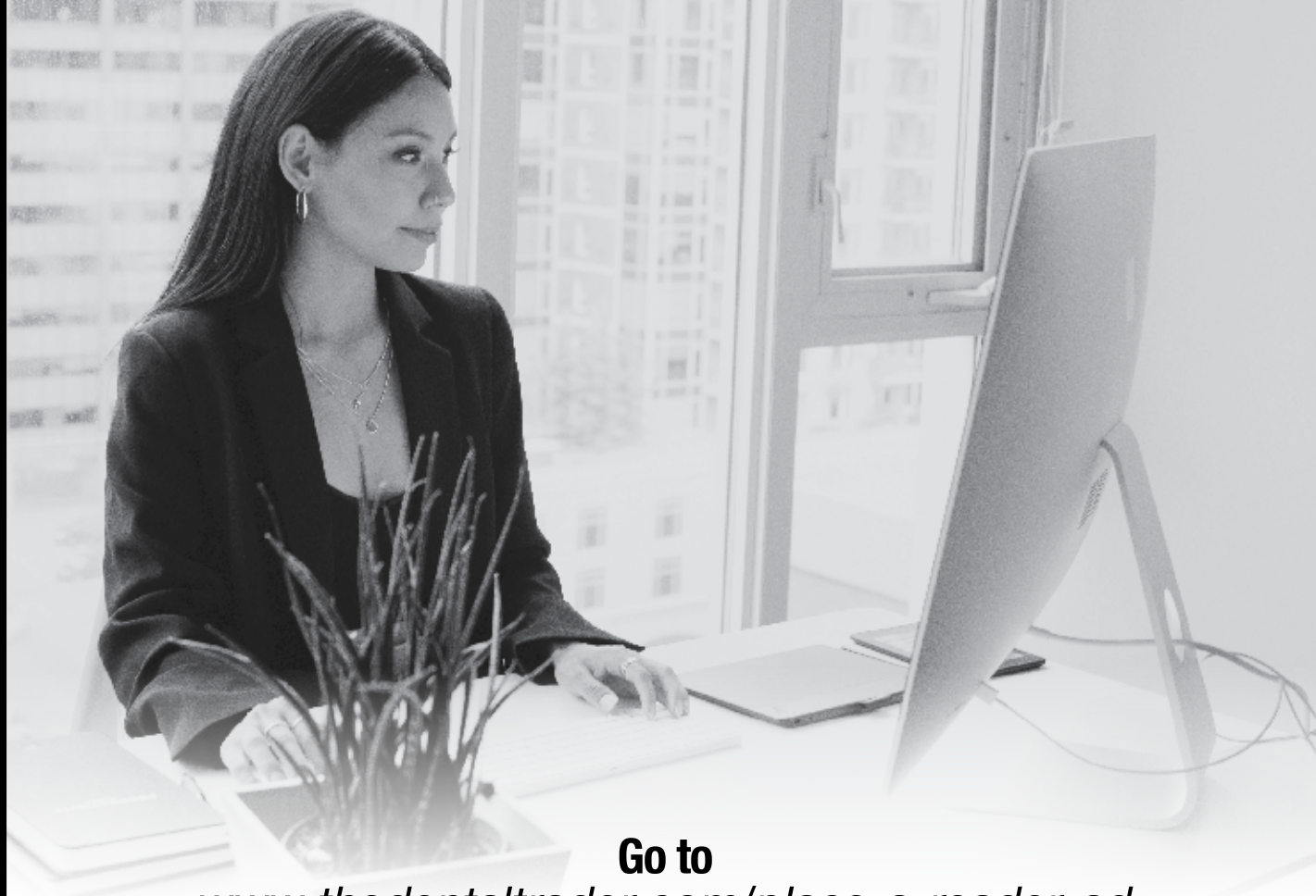
La Jolla Practice For Sale \$649,000: High-end boutique GP in city center! 5-operators, natural light, elegant architecture. info@integritypracticesales.com (855) 337-4337

Make your ad stand out. Put it in a black box with white lettering. Place your ad now by visiting <https://www.thedentaltrader.com/place-a-reader-ad/>. Don't be surprised if it generates immediate response, our advertisers often get calls and emails within hours/days of placement. :-)

COPYRIGHT 2023 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
and follow instructions on page

Your ads post instantly to Ad Board!
Mailed to 40,000 doctors statewide

Deadline is midnight on the 10th of preceding month.

dentaltrader.com



Professional Practice Sales of The Great West

Specialists in the Sale of California Dental Practices since 1966

These Are The Best of Times For Private Practice

Historically, the path to generate a livelihood after dental school was to hang out one's shingle, acquire a practice or find an association. This changed with the advent and growth of Dental Service Organizations. There are now options available that your peers never had. *Strangely, the DSO industry has many believing that the best of times for Private Practice is ending. Not so at all! This is the "Best of Times" for those who wish to excel.* The number of Private Practices is declining rapidly. Couple this with consumers who seek superior customer care and trusted relationships as they maintain their oral health. They will never go to a DSO.

The opportunity to own and operate an Oral Healthcare Center of Excellence has never been greater if you are inclined to muscle-up.

Outstanding Lifestyle Opportunities

6207 CALIFORNIA'S LAKE TAHOE PRACTICE WHERE YOU PLAY!!!

Long for the outdoors and the activities that go along with it? This 6-op office was designed to maximize efficiency while fitting perfectly in the alpine environment. Sophisticated lodge design and large window views of the mountain landscape from every room. 2021 Collections totaled \$857,000 with Available Profits of \$328,000. **2022 trending close to \$900,000 on 20 hour Doctor week with Available Profits of \$375,000.** 4-days of Hygiene with room to grow! **Full Price \$225,000.**

6212 SACRAMENTO'S LOWER SIERRA FOOTHILLS ALONGSIDE INTERSTATE 80

Great family community with unlimited outdoor activities right in your backyard. Highly regarded. 5-days of Hygiene. 4-day week. Delta PPO practice is trending \$590,000 in 2022. Well cared for 4-op office reflects Seller's ownership of stand alone building. Great curbside appeal and best location. Building also available for purchase.

6208 SAN LUIS OBISPO COUNTY OUT-OF-NETWORK

This Opportunity positions the Successor for a rewarding career in Private Practice as its DNA is that of an "out-of-network" practice. The focus here is to maintain a "work / life balance" minimizing stress, enjoying a rewarding practice and having time to do what one likes. Work Smart - Live Better! This is evidenced per Owner's 23-hour work week coupled with 2-months of vacation. And per this model, the practice's 2021 stats were \$916,500 in Production, \$868,000 in Collections and \$355,000 in Available Profits. 2022 trending production of \$1 Million.

6217 LOWER FOOTHILLS SOUTHEAST OF SACRAMENTO

Delta PPO Practice. Averages 3.5 day work week. Strong hygiene department. Could operate 5-days a week. Collected \$784,000 in 2021 with Profits of \$369,000. 2022 on track to realize \$375,000 in Profits. Busy Hygiene schedule. 5-ops with 6th available. Live in this peaceful country setting or commute. **Full Price \$325,000.**

NORTHERN CALIFORNIA

415-899-8580 ~ Ray@PPSsellsDDS.com

6222 CONCORD Perfect foundation to grow into a busier practice. Long established. 2022 collected \$400,000. Paperless, digital Pano and 3-upgraded ops. Well maintained office owned by Seller. Dedicated staff includes long-termed Hygienist. Sale includes condo.

6220 PLACER COUNTY Relaxed country setting for Delta PPO practice. Realized 170+ new patients last 12-mths. Trending \$1,150,000 in collections; \$425,000+ in Available Profits. Beautiful office. **Full Price \$800,000.**

6219 SOUTHERN SONOMA COUNTY Delta PPO. 2022 collected \$1.2 Million. Available Profits of \$465,000+. Strong staff. 35+ new patients per month. Great family community.

6218 SACRAMENTO'S INTERSTATE 80 Delta PPO. 2021 produced \$1.26 Million, collected \$1.2 Million on 4-day week. 2022 shall again collect \$1.2 Million with Profits of \$385,000. 8.5-days of Hygiene. Beautiful facility. Bread & Butter practice. Successor should contract with specialists allowing additional income stream to pay for the practice. **Full Price \$775,000.**

6215 SANTA ROSA - ORAL SURGERY Long established OS provider. 2022 shall collect \$1.25 Million with Available Profits of \$575,000. Strong referral base. Cone Beam. **Full Price \$500,000.**

6211 SACRAMENTO'S FAIR OAKS Phenomenal exposure at busy intersection. 5-ops. \$500,000 per year performer by Owner's choice. Tremendous investment includes real estate. Perfect pedestal for a 6-day per week practice. Do your homework. Simply needs a different vision! **Full Price for Practice \$165,000.**

6209 MODESTO 5-ops with 6th available in signature building. Paperless, digital and CBCT. 2021 realized Available Profits of \$512,000 on Collections of \$1,222,800. **Full Price \$550,000.**

SOUTHERN CALIFORNIA

714-345-9659 ~ PPSincnet@gmail.com

BANNING Great staff. 4,900 charts Exceptional. Includes condo.

CARSON Shopping Plaza. Add HMO and DentiCal. This office did \$500-to-\$600,000 in past. Can do this again.

COVINA 9 ops equipped. Grossing near \$400,000. FP \$456,000.

CULVER CITY 2019 Grossed \$853,000. Referred 55 Endo; 28 perio; 60 OS & Implants. Merger candidate

GP INNOVATOR Gross \$1.7 - Net over \$1 Million. Unusual opportunity for DDS who wants to retire early.

KERN COUNTY Grosses \$1.4 million. Add Denti-Cal, gross \$2.5 million, Net \$1 million. Special fee arrangement yields high income.

KOREATOWN Low overhead, No Denti-Cal. PPO & Cash. Gross \$250,000. FP \$150,000.

LADERA RANCH Booming Shopping center. Did near \$1 Million for 25 years. Modern facility. Only \$150,000.

LAGUNA NIGUEL AREA Gross \$1,500,000 - Net \$500,000. Or move next door into new 8-op office. Gross 3 Million and net 1 Million.

MARINA DEL REY Seeks DDS who wants to Net \$1+ Million a year.

PALM DESERT Grosses \$300,000. Phenomenal upside. Disney acquired 600 acres near Sports/Entertainment Convention Center. Full Price \$200,000.

PASADENA 3-ops. Refers all endo. Averages 7 implant cases month.

RIVERSIDE Gross \$1 Million. Next to Walmart. Price \$850,000

SAN JUAN CAPISTRANO 3 Practices. (1) Gross \$450,000. 4 ops, CBCT, Cerec. FP \$350K. (2) 2 ops storefront \$150-to-\$200K. FP \$125k, (3) Absentee Gross \$1,600,000, Net \$600,000. FP \$1,450,000.

SAN PEDRO Gross \$800k, 3 Ops. FP \$675,000.

TORRANCE 70,000 cars drive by daily. HMO \$4,000/month. Grossing \$1+ Million. Has potential to do \$2 Million. Dream location.

TUSTIN / ORANGE Grossing \$260,000. Seller works one day. Pre-Covid Gross of \$400,000 on 3 days.



www.PPSsellsDDS.com

CA DRE License #1422122

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



**Unsubscribe/change
your address at
www.dentaltrader.com**

PRSR.T. STD
U.S. POSTAGE PAID
SAN DIEGO, CA
PERMIT No. 94



Ray and Edna Irving

Happy New Year!



Professional Practice Sales
of The Great West

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

(800) 422-2818

(415) 899-8580

Fax: (415) 899-8588

Ray@PPSsellsDDS.com

www.PPSsellsDDS.com

DRE License #01422122

Professional Practice Sales Celebrates Fifty-Seven Years Selling California Dental Practices

TODAY'S MARKETPLACE

There are more practices "For Sale"
now than at any previous time!

There are fewer Buyers in the Marketplace.

It is a Buyers' Market, not a Sellers' Market
unless you own a highly targeted practice with DSOs
knocking on your door, or a busy out-of-network
practice located in a highly coveted zip code.

OBSERVATION

The asking prices on many
"For Sale" practices are inflated.

SUMMARY

A glut of "For Sale" practices, fewer Buyers and inflated
asking prices. Logic and common sense are lacking.

THE PPS WAY

PPS is selective in our engagements. A proper analysis is performed in order to truly understand each practice and to determine the appropriate price based upon those variables associated with that practice. When we finally have the price discussion, this becomes a fact-based discussion. Having properly educated Clients with attainable expectations makes for a great partnership in these sale endeavors.

Further, a complete Toolbox is assembled before a practice is marketed. PPS subscribes to the tenet that the heavy lifting needs to be done on the front end. This takes considerable time. But it is the best investment any Seller can make before their practice goes to Market.