

THE Dental Trader

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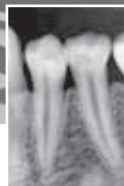
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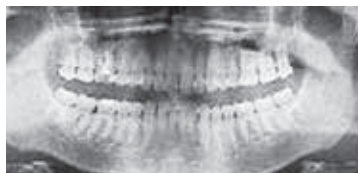
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FRESNO COUNTY

CENTRAL VALLEY/So. FRESNO CTY - (3) op comput. G.P. w newer refurb Belmont eqt, digital x-rays, & Dentrix s/w. In a town of 17,000 w very ltd. competition. Built out in mid 2009. Already collects \$10K+/mos on a ltd. sch. Cash/Ins/PPO. No HMOs or Denti-Cal. **[SOLD]**

KERN COUNTY

BAKERSFIELD #21 Bldg. & Pract. for Sale - (10) op comput. G.P. (3) ops fully equipped, (3) ops partially equipped & (4) add. plumbed. On a main St. w excell. exposure. Annual Gross Collect. \$500K on (3) - (4) days/wk. Cash/Ins/PPO/<1% Denti-Cal. Seller retiring. **[NEW]**

LOS ANGELES COUNTY

COVINA #2 - Reduced Again! Seller wants it sold Now! (4) op comput. G.P. (3) ops eqt'd/4th plumbed. Cash/Ins/PPO/Denti-Cal patient base. 2011 Gross Collect ~ \$220K on a (2) day wk. Located in a duplex free standing building with exposure & visibility. Seller is moving.

COVINA #3 - (3) op computerized G.P. w (52) years of Goodwill. Cash/Ins/PPO pt. base. 2011 Gross Collect ~ \$242K on an easy (3) day wk. Located in a small prof dental/medical bldg. on a main St. Free off St. parking. Low rent. Seller retiring, but will assist w transition. **[PENDING]**

GLENDALE #6 - (5) op state of the art, comput. G.P. (4) ops eqt'd/5th op plumbed. Dentrix s/w, networked ops, & digital x-rays. In a free stand bldg. on a main blvd. Prof. Designed & decorated. Excell exposure/signage & ample free pking in rear of bldg. Additional space in rear of suite for future expansion. Mixed pts base. Annual Gross Collect \$400K-\$500K.

GLENDORA - (3) op computerized G.P. located in a smaller professional building on a main blvd. Very low overhead office with steady growth. Cash/Ins/PPO with a very small % of Denti-Cal. 2011 Gross Collections \$296K+. (5-6) new patients/mos with no advertising. Digital X-Rays. Seller is moving, but will assist with the transition. **[NEW]**

HACIENDA HEIGHTS - (2) op p.t. G.P. located in a shop. ctr. w exposure/visibility & signage. Low overhead office w high % net. Cash/Ins/PPO pt. base. 2011 Gross Collect \$164K+ on 2 1/2 days/wk. Seller retiring from private practice to work for county. **[NEW]**

LOS ANGELES (SILVERLAKE - ATWATER AREA) - (3) op G.P. located in the trendy Silverlake - Atwater area of L.A. (28) years of Goodwill. Cash/Ins/PPO pts. 2011 Gross Collections ~ \$140K on a p.t. schedule. Retail store front w exposure/visibility. Seller owns bldg. & will grant Buyer first right to purchase in future. Seller retiring, but will assist w transition. **[NEW]**

RESEDA #6 - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$150K part time. Excell starter or 2nd office. **REDUCED. BRING ALL OFFERS!**

WEST HILLS - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Gross Collect \$305K on a part time schedule. Digital x-rays & Dentrix s/w. Newer leaseholds. Seller retiring but will transition. **[SOLD]**

RIVERSIDE COUNTY

SOLD OUT - Room for your Riverside County Listing Available.

ORANGE COUNTY

NEWPORT BEACH - (5) op comput. G.P. 4 ops eqt'd/5th op plumbed. Located in a low rise, high end, prof. bldg overlooking the marina. Cash/Ins/PPO & a small % of cap (approx \$1,000/mos). 2011 Collections ~ \$450K on (2) days/wk. Dentrix s/w, digital x-rays & intral oral camera. 25+ yrs of Goodwill. 30-35 new pts /mos. Seller has a second office in northern CA & is tired of the commute.

SAN BERNARDINO COUNTY

UPLAND #3 - (5) op comput. G.P. & Speciality Pract. located in a free stand bldg. Cash/Ins/PPO/HMO/Denti-Cal pt base. \$2K+/mos in Cap Ck. 2 days/wk G.P. 1-2 days/wk Endo. 1-2 days/mos O. S. and 1-2 days/mos Pedo. Excell situation for G.P. who likes to do Endo. Annual Gross Collect \$525K-\$625K. **Back on the Market.**

SANTA BARBARA COUNTY

SANTA BARBARA #2 - Located in a garden style prof. bldg w St. frontage, this comput. G.P. has (4) ops./ (3) eqt'd./4th plumbed not eqt'd. Pt. base is Cash/Ins. & PPO only. There are (4) days of hygiene/wk, approx. (20) new pts/mos. & is Pano eqt'd. Collects. are \$400K+/yr on a (4) day wk. Some Acc't Rev. included for immediate cash flow. Motivated seller. Priced to sell. **PRICE REDUCTION**

SANTA BARBARA #3 - (3) op comput. G.P. located in a dental/medical/prof. Bldg. Complex. 40 years of Goodwill. Cash/Ins/PPO pt. base. 8-10 new pts/mos. Annual Gross Collect. - \$250K/yr. on a relaxed (4) day wk. Digital x-ray equipped. Seller is retiring but will assist w transition. **PRICE REDUCTION**

TULARE COUNTY

So. TULARE COUNTY - PORTERVILLE AREA - (6) op comput. G.P. in a major shop. Ctr. w exposure & visibility. Cash/Ins/PPO/Kids Denti-Cal pt. base. Annual Gross Collect. \$500K+ on a (4) day wk. **[NEW]**

VENTURA COUNTY

OXNARD #6 - High End Office. (4) op comput. turnkey w some charts. (3) ops eqt'd with newer eqt./4th op plumbed. Digital x-rays. Located in a prestigious, landmark, class "A" high rise bldg. on a main thoroughfare. Great starter, second office, or speciality location. **[NEW]**

PORT HUENEME #1 - (3) op comput. G.P. in a strip ctr. On a heavily traveled thoroughfare. Exposure/visibility/signage. Cash/Ins/PPO & some Cap. Very low rent & overhead. Gross Collect. \$220K/yr on 2 1/2 days/wk. Does no advertising. Office is Associate run (2) days/wk. Seller works 2 days/mos. Seller attends speciality program, is graduating, & is buying a speciality pract. **[NEW]**

PORT HUENEME #2 - turnkey office w charts. (3) ops eqt'd. In a strip ctr w exposure, visibility, & signage. In an upscale beach area. Easy Dental s/w, digital tomograph, & digital x-ray. 2011 Goss Collect. \$200K+ first 6 mos. 2010 Gross Collect \$369K+ on an Associate run three day wk. Associate left July, 2011. Owner decided to fold pract. into his Camarillo office. Most pts did not transfer. Many are now waiting for a new practitioner at this office. What an opportunity! **[NEW]**

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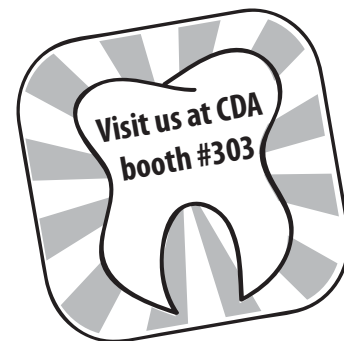


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- **ANAHEIM:** *For Sale*-General Dentistry Practice. This 3 op had \$253,000 in collections in 2011. There are 3 ops in this 864 sq. ft. office with 1.5 days of hygiene. Owner works 3 days per week. No welfare or HMO's. Laser, Dentrix Software and Intra-Oral Camera.
- **BISHOP:** *For Sale*-General Dentistry Practice and Building. After 29 years in the same location this retiring dentist is selling both his practice and building. Collections were \$1,000,243 in 2011 with \$387,000 Adjusted net income. There are 6 days of hygiene in this 5 op 1,800 sq. ft. building. 100% financing is available for both building and practice.
- **CHICO:** *For Sale*-General Dental Practice. The collections in 2011 were \$1,209,207. There are 7 days of hygiene in this 5 operator, 2,400 sq. ft. office. Equipment includes Laser, Intra-Oral camera, new Cone Beam X-ray and Dentrix software. This excellent practice has 1,824 active patients with 12 new patients a month.
- **EL DORADO HILLS:** *For Sale*-General dentistry practice. Gross Receipts of \$834K with adjusted net income of \$389K, 53% overhead. Office has five equipped operatories in 1485 sq.ft. Pano, Intra-oral Camera, Dentrix, 5 days of hygiene. Owner retiring.
- **FOLSOM:** *For Sale*-General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops, Digital, Dentrix, Intra-Oral Camera, Laser, 5-year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- **FOUNTAIN VALLEY:** *For Sale*-General Dentistry Practice. Gross Receipts \$284,000 with only 47% overhead. Practice has been in its present location for the past 37 years. There are two equipped operatories in this 5 op office. E2 2000 software. Doctor is retiring.
- **FREMONT:** *For Sale*-(General Dentistry Practice Facility and Equipment Sale) Beautiful Central Fremont office in upscale professional building. This is a facility sale with 4 fully equipped treatment rooms, panoramic x-ray, intra-oral camera and nitrous oxide plumbed throughout. Very modern design and efficient layout in approximately 1,400 sq. ft. Seller is relocation to a larger facility. Patients and goodwill are not included.
- **FRESNO:** *For Sale*-General Dentistry Facility. One of the best opportunities this year. This 3 op dental office comes equipped. It is in a great location and has about 200 active patients. Owner is in the process of completing his Orthodontic training and only works in the office 5 days a month. Complete pictures of the office and an inventory list of included furniture and fixtures are available. Everything included for only \$85,000
- You can't afford to pass this up. #14383
- **FRESNO:** *For Sale*-General Dentistry IV Sedation Practice. (MERGER OPPORTUNITY) Owner would like to merge his practice into another high quality general dentistry or IV sedation practice. The merger would be into Buyers office. Seller would like to continue to work as either a partner or associate after the merger. 2010 collections were \$993K with a \$422K adjusted net income. There are 7 days of hygiene. #14250.
- **GLENDALE:** *FACILITY SALE*-General Dentistry Office Space & Leasehold Improvements Sale- Office located in a medical plaza, 1760 sq. ft. 7 operatories, computerized equipment approximately 5 years old. Two 5-year options available. #14373
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho. Perio, Endo, Surgery. Intra-Oral Camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337.
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. GR 545K 3 days/wk (4 avail). 3 hygiene days/week. 5 Ops (6 Avail) 1,950 sq ft. Refers out most/all Ortho, Perio, Endo, Surgery. Office has Laser, Intraoral Camera, Pano, & Dentrix Software. Owner retiring. #14372.
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. Gross Receipts \$491K with an adjusted net income of \$130K. Overhead 73%. Office leased 1,555 sq ft. 4 equipped operatories 5 available. Laser, Intra-Oral Camera, Cerac, & Eaglesoft software. Owner would like to retire. #37108.
- **GREATER CHICO:** *For Sale*-General Dentistry Practice. Gross receipts in 2010 were \$584K, with an adjusted net income of \$152K. Approx 1,100 active patients. 4 operatories, Pano, Intra-Oral Camera. Easy dental software. Leased office 1,200 sq. ft. Owner is retiring. #14359.
- **HAWAII (MAUI):** *For Sale*-General dentistry practice. Gross Receipts of \$636K. Office has four equipped operatories in 1198 sq.ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 ½ days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise. #20101
- **HAYWARD:** *For Sale*-General Dentistry Practice. This practice consists of 1,600 sq ft with 4 treatment rooms in an excellent location. 2010 Gross was \$501,000 with a \$228K adjusted net income. Dental Vision software, Average age of equipment is 8 yrs. Approximately 1,200 active patients.
- **IRVINE & COSTA MESA:** *For Sale*-General Dentistry practice combined. Gross receipts combined \$781K with adjusted net of \$396K. Both office spaces are leased with 4-5 ops in each. Both are 1,600 sq. ft. Irvine is equipped with Intra-Oral Camera, Pano & Dentrix. Costa Mesa is equipped with Laser, Intra-Oral Camera, Pano and Dentrix. #14355.
- **LAKE COUNTY:** *For Sale*-General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral Camera, Pano, and Data Con software. Owner to retire. #14338
- **LANCASTER:** *For Sale*-General Dentistry Practice. This 4 operator office is located in 2,360 Sq Ft on the second floor of an attractive Medical Dental office building. Gross receipts were \$676,000 with a \$174K adjusted net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional operatories could be added to existing space. Great location. #14376.
- **LEMOORE/HANFORD AREA:** *For Sale*-General Dentistry Practice & Building. Owner has worked in this location since 1971. Gross Receipts were \$378K with \$139K adj. net income. There are 3 equipped operatories and 3 days of hygiene. Purchase of the building is optional to the Buyer. 100% financing is available for both building and practice. Excellent opportunity for new grad or satellite practice. #14375.
- **LINDSAY:** *For Sale*-General Dentistry Practice & building. Gross Receipts \$330K with adjusted net income of \$219K. Owner has operated in present location for 27 years. Office space 1,489 sq. ft., 4 equipped operatories, Intra-Oral Camera, Soft-Dent software, 3-hygiene days a week. Owner retiring. #14363
- **MODESTO-TRACY-STOCKTON AREA:** *For Sale*-Pediatric Practice. \$677,000 in collections in 2010 with a \$357,000 net income. This 3-chair office is located in approximately 1,250 sq ft & has recently been remodeled. Patient Base software. Office equipped for NO2 & IV sedation. Practice has operated in its present location for 20 years.
- **NEWPORT BEACH:** *For Sale*-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport Beach community. Three (3) hygiene days per week. Leased office space with 4 ops. in 1,450 sq. ft. Pano & Practice Works software. #14354.
- **NORTHERN FRESNO:** *For Sale*-General Dentistry Practice. This is a perfect starter or satellite practice. Excellent location in North Fresno. Gross Receipts in 2010 were \$173K. Approximately 450 active patients. 3 operatories. Dentrix software. Leased office 1,200 sq. ft. Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.

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- **NORTHERN CALIFORNIA:** *For Sale*-Endodontic Practice. This Endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq ft. There are 4 equipped treatment rooms with an additional 5th room available. Gross Receipts were \$638K with \$239K adjusted net income. Owner will stay for transition to introduce buyer. Owner is retiring. #14251
- **NORTHERN CALIFORNIA:** *For Sale*-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 1,160 sq ft panoramic X-Ray, Dexis Digital and Dentrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.
- **OCEANSIDE:** *For Sale*-Modern looking office, 4 op, office space and equipment only. Belmont chairs. Gendex x-ray system, intraoral camera, approx 1200 sq ft. Low overhead-Rent is \$1,900/month. And it's a 5 year lease. Staff is available for rehire-from desk \$15/hr, assistant 13/hr. Update all the computer systems after purchasing the office in 07. Computers and monitors in every room. #14346
- **PLUMAS COUNTY:** *For Sale*-3 equipped ops. Space available for 4th op. 1,245 sf office in good location. Gross Receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- **ROCKLIN:** *For Sale*-General Dentistry Practice. Gross Receipts \$593K in 2010 with \$240K adjusted net income. Office is 1,630 sq. ft., with 4 operatories equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral Camera, Dentrix software. Owner to retire.
- **ROSEVILLE:** *For Sale*-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 8 days hygiene/wk. Digital, Intra-Oral Camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- **SACRAMENTO:** Must be sold immediately. Well-established General Dentistry practice is desirable N. Sacramento location. Office is 1950 sq. ft. with 4 ops. plus fully functional dental lab. (porcelain oven, casting, splints) which can be converted into 2 additional ops., Digital x-rays and digital Pan. Practice Works software, 2010 Net receipts \$1,967,047. Don't assume anything about the purchase price. Inquire immediately. Purchase price is totally negotiable.
- **SACRAMENTO:** For Sale-General Dentistry Practice. Gross Receipts \$546K with adjusted net income of \$159K. Office is 2,400 sq ft with 7 operatories. Practice has been operating in the same location for the past 50 years. Pano, Softdent software. Owner to retire. #14374
- **SACRAMENTO/ROSEVILLE:** *For Sale*-One of many partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral Camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334
- **SAN BERNARDINO:** *For Sale*-General Dentistry Practice. GR \$972K. Practice has been in its present location for the past 35 years. Leased 4,500 sq ft of office space- 12 equipped operatories. Dentrix software, Pano and Cerac. Accepts HMO. Multi-specialty practice. Owner to relocate. #14377
- **SAN DIEGO:** *For Sale*-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft software. Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331
- **SAN FRANCISCO:** *For Sale*-General Dentistry Practice. This 1000 sq. ft. office is located in the heart of the financial district. It is a corner office with each of the 4 operatories looking out at the incredible views on Golden Gate side of the bay. The 2011 collections were \$1,200,000 with a low overhead. The practice averages approximately 15 new patients a month.
- **SAN LUIS OBISPO:** *For Sale* - Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$691K. The office has 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrix software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views. #14353.
- **SANTA BARBARA:** *For Sale*-General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K with steady increase every year. Practice has 6 days of hygiene. 1,690 sq. ft., 5 ops, Laser Intra-Oral Camera, Schick Digital X-Ray, Datacon software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333
- **SANTA BARBARA:** *For Sale*-General Dentistry Practice. Wonderful opportunity to live and work in one of California's most desirable areas. 2010 Gross receipts were \$974,000 with a \$370,00 adjusted net income. Six days of hygiene. Dentrix software, Intra-Oral Camera and Panoramic X-Ray. Owner is retiring. #14382
- **SANTA CLARA:** *For Sale* - BUILDING ONLY: This building is located just west of Westfield Mall and Santana Row. The building has two units. One side is designed and plumbed for dentistry and the other was a law office. There is 3,776 sq. ft. of office space. The dental office is approximately 1,800 sq. ft. with 6 operatories. The building has been recently re-roofed. Excellent opportunity for a startup practice or for the dentist that needs more space. Financing available through various dental lenders. #14368
- **SANTA CRUZ:** *For Sale*-General Dentistry practice. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. 3 equipped operatories. Intra-Oral Camera, Pano, Digital X-Rays, and Dentrix software. Practice has been in its present location since 1980. Owner retiring. #14358.
- **SANTA CRUZ:** *For Sale*-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361
- **TORRANCE:** *For Sale*-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14320
- **TORRANCE:** *For Sale* - General Dentistry Practice. Gross Receipts \$413K with an adjusted net income of \$203K. 50% overhead. Practice has been in its present location for the past 25 years. The office has been tastefully remodeled. Office is 800+ sq. ft. with 3 equipped operatories. 4 -hygiene days per week. Doctor is to retire. #14369
- **TRACY:** For Sale-Equipment, furnishings, and leaseholds only. In the Central Valley. Fully equipped including 4 Belmont Accutrak chairs, 2 Midmark chairs, 6 DCI rear delivery units, 3 Gendex x-ray units, 1 Sordex digital x-ray processor, 1 Statim 5000, 1 Harvey autoclave, 2,800 Sq ft, 6 Ops. New lease available from landlord. #14335.
- **TRI VALLEY PLEASANTON SAN RAMON AREA:** For Sale-ENDODONTIC PRACTICE. The adjusted net income was \$186,000 in 2011 in this 3 operatory, 1000 sq. ft. office. Includes Microscope, X-ray Scanner and PBS software. Transfer of referral base should be excellent. Ideal office for new endodontist or as a satellite practice for established practitioner. Dr. is retiring.

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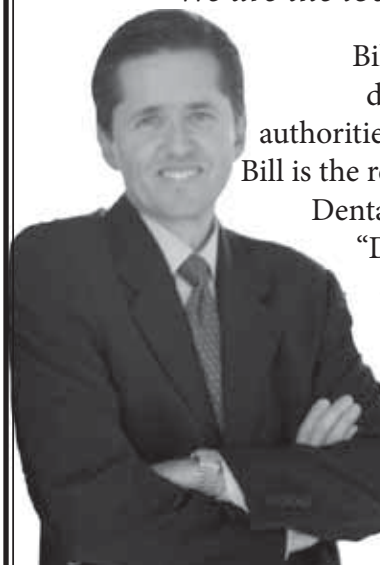
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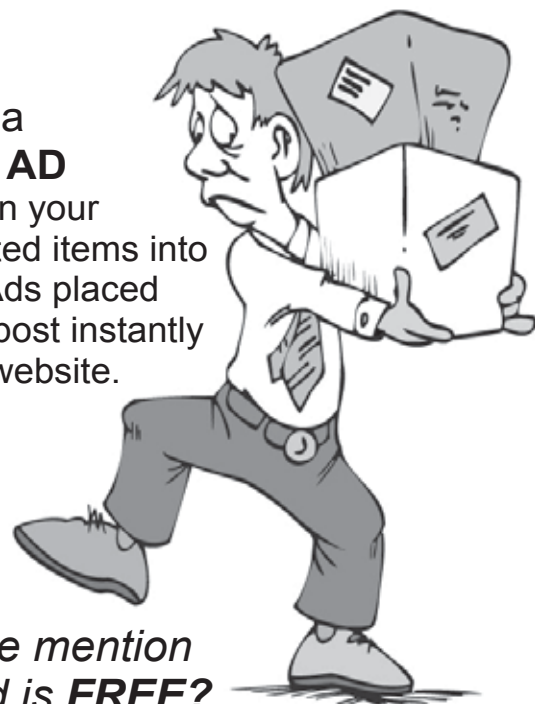
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27	28 MEMORIAL DAY	29	30	31		

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6017 WEST SAN JOSE - NEAR LOS GATOS 7-year old practice collected \$565,000 for 11-months ended 11/30/11. 2010's collection totaled \$540,000. Computer charting and digital radiography. \$388,000 total investment in equipment, technology, furnishings and leasehold improvements. Full price \$350,000.

6018 SAN JOSE'S CAMPBELL 30-year Partner in esteemed Group Practice is now retiring. Partner produced \$460,000 and collected \$420,000 in 2010 with Available Profits of \$198,000. Great opportunity to simply treat patients and go home as Administrator oversees all front-end operations.

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"When I decided to sell my ortho practice, I sought the services of a large company. Over the 12-month contract, I had one buyer visit. Word was out. It had a devastating effect on my bottom line. Fortunately, I found Ray and Edna Irving! When I finally sold, I choose between two good offers. My regret was the time and money lost with the other guys."

"When I signed the Listing on June 1st, Ray stated he would have the practice sold by Labor Day. The sale was concluded on Sept 1st, two days before Labor Day. Wow!"

"I will always remember your statement when I questioned your contract being only four months. You stated: 'If I can't sell your practice in that time, you should get someone else.' Well, you did with time to spare!"

"Before I called Ray, I had a listing with another prominent Broker. After eleven months without a sale, I called Ray. He sold it in about a month! Would I recommend Ray? Yes!"

"In April, I asked Ray Irving to sell my practice. At the same time my friend decided to sell his practice. He employed another firm. My practice sold June 22. My friend's practice still hasn't sold and he was putting his dreams on hold."

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