

# THE Dental Trader

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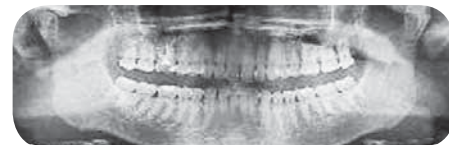
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1:00-3:00pm "DENTAL TRANSITIONS"

See **Jason Wood** Lecturing Saturday, August 24<sup>th</sup>:

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## FRESNO COUNTY

**CENTRAL VALLEY/SO. FRESNO CTY** - (3) op comput. G.P. w newer refurb. Belmont eqt. Digital x-rays & networked. Dentrux s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K+ on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A.

## KERN COUNTY

**BAKERSFIELD #21 Bldg. & Pract.** - (10) op comput. G.P. & free stand. bldg for sale. (3) ops fully eqt'd, (3) ops partially eqt'd & (4) additional plumbed not eqt'd ops. Located on a main street w excell. exposure/visibility & signage. Annual Gross Collect. \$500K+ on an easy (2 1/2 - 3) day week. (3) days of hygiene booked 6-12 mos out. Cash/Ins & PPO. Fully eqt'd "removable" dental lab w a full time technician. Seller retiring. **[SOLD]**

**BAKERSFIELD #25 BLDG. & PRACT.** - (4) op comput. G.P. & Duplex Free Standing Bldg. w signage. Cash/Ins/PPO pts. (3) days/wk of hygiene. 20+ yrs. of Goodwill. 2012 Gross Collect. \$400K+.

**BAKERSFIELD #26** - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. Suite (#1) is 2,300 sq. ft. and is fully eqt'd with a (5) op G.P. turnkey dental office including instruments & supplies! The second suite is also plumbed for dental but can be used for medical, chiropractic, accounting, insurance, etc. & has just been remodeled. The two suites could also be combined to make a larger single use dental or medical facility! The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of dental goodwill. **[NEW]**

**BAKERSFIELD #27** - Great startup opp. or 2nd office. (4) op comput G.P. in a smaller medical/dental bldg. On a main thoroughfare w signage. (2) ops of new eqt w (2) add plumbed. Cash/Ins/PPO/Denti-Cal pts. Open (1) year p.t. & Collects \$6-\$8K/mos. Seller is moving to be closer to family, but will assist w the transition. **[NEW]**

## LOS ANGELES COUNTY

**HACIENDA HEIGHTS #1 - BACK ON THE MARKET & REDUCED TO SELL** for less than build out costs! (2) op p.t. G.P. located in a shop ctr. w exposure & signage. Low overhead office w high net! Cash/Ins/PPO pts. Gross Collect \$140K p.t. Seller retiring. **[SOLD]**

**So. PASADENA - EMERGENCY SALE! SELLER PASSED AWAY!** (5) op comput. G.P. Newer remodeled office & some newer equipt. Fee for Service practice. (8) days of hygiene/wk. 1,500 + active patients. Digital x-rays & central nitrous. 2012 Gross Collect \$1.2M+. 40 years of Goodwill. **[SOLD]**

**TOLUCA LAKE** - Great startup opp. or second office! (4) op comput. G.P. (2) ops eqt'd w new eqt. (2) add plumbed. Digital x-ray. Located in a free stand. duplex bldg. on a well known main thoroughfare. Cash/Ins/PPO/HMO pts. \$1K/mos cap ck. Collect approx \$10K/mos on (1) day/wk. Seller to concentrate on other office. **[PENDING]**

**WESTLAKE VILLAGE** - (3) op complete turnkey office for sale. Gorgeous! On outer perimeter of a prof. bldg. w excell. exposure, visibility & signage. Newer eqt., Digital x-rays. Includes supplies, instruments, furniture, eqt. & rights to lease. **[SOLD]**

**WEST SAN FERNANDO VALLEY PEDO/ORTHO** - Comput. Pedo/Ortho office. On outer perimeter of a small prof bldg. w exposure/visibility. (3) op open bay & (1) op quiet room. Pano eqt'd. Digital x-rays. Cash/Ins/PPO. 30+ yrs of Goodwill. Annual Gross Collect. \$600K+. Seller retiring.

**WOODLAND HILLS #4** - (9) op comput. G.P. (6) ops of newer eqt. (3) add. plumbed. Located on a main thoroughfare in a busy shop ctr. w excellent exposure, visibility & signage. Cash/Ins/PPO & HMO pts. Mos. Cap Ck approx. \$2K/mos. 2013 Projected Gross Collections \$370K p.t. **[NEW]**

## ORANGE COUNTY

**Room for Your Orange County Practice Listing.**

## RIVERSIDE COUNTY

**CORONA** - Drop dead gorgeous, beautifully designed & appointed dental spa w all the special touches including: extensive art work, soft colors, french provincial waiting room furniture, free stand. waterfalls, plush carpeting, wood cabinets & flooring. There are (5) ops fully eqt'd w new eqt. In addition, there are two spa rooms, one set up for massage & the other for facials. The office is located in a two story 2,900 sq ft free stand. bldg. w exposure/visibility & signage. The bldg is also available for purchase. Digital x-rays, comput. & Pano eqt'd. Parking is convenient & free in the adjacent lot. Production of \$1.2M on a (4) day week. Owner/Doctor health compromised. **[NEW]**

## SAN BERNARDINO COUNTY

**Room for Your San Bernardino County Practice Listing.**

## TULARE COUNTY

**SAN JOAQUIN VALLEY** - (4) op comput. G.P. & Free Stand. Bldg. In a smaller town w limited competition. Cash/Ins/PPO pt base. Annual Gross Collect \$500K on 4 - 4 1/2 days/wk. 28+ years of Goodwill. 10-20 new pts/mos. Seller retiring. **REDUCED.**

## VENTURA COUNTY

**CAMARILLO #3** - (3) op computerized G.P. located in a large strip center with signage. On a main thoroughfare. There are (2) ops eqt'd with older eqt'd & a pano. The 3rd op is plumbed. Mostly Fee for Service with a small % of PPO's. No HMO and No Denti-Cal! 2012 Gross Collections were \$131K+ on a part time schedule. Excellent starter practice or a buy and combine opportunity. Low overhead office and a sales price much lower than build out costs! Seller retiring. Will go fast!

## EAST VENTURA COUNTY

**EAST VENTURA COUNTY** - (3) op comput. G.P. Located on a main thoroughfare w some visibility. Fee for Service pts. Pano eqt'd. Very low overhead. 2013 Projected Gross Collections \$525K. **[NEW]**

**OXNARD #7** - (5) op turnkey G.P. office located in a freestanding bldg. on a main thoroughfare w some exposure, visibility & signage. (4) ops fully eqt'd. (2) ops are newer & (2) ops are older. (5th) op is plumbed. Very low lease rate. Hispanic area w many walk-ins. Sale includes all eqt, leaseholds, furniture, some instruments & rights to office lease. No pt charts. Reasonably priced for immediate sale. Priced less than build out costs. **[NEW]**

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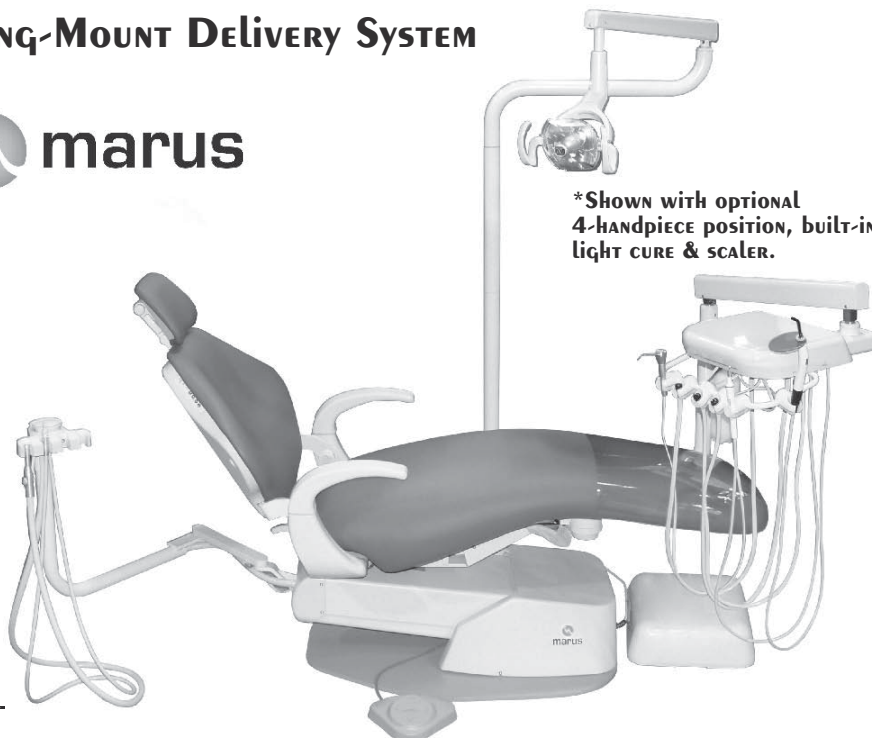
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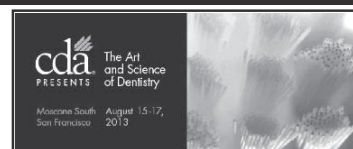
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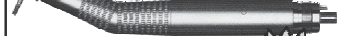


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TIMOTHY GIROUX  
DDS/BROKER

## ASK THE BROKER

Why are some practice transitions better than others?

I recently experienced a practice transition that I could easily use as a case study of what NOT to do during a practice transition: firing most of the staff, discontinuing immediate use of the seller's name on the door, webpage, advertising or phone service and basically changing everything in the practice for whatever reason, based on the buyer assuming “they could do it better”. Our standard advice to any buyer is to “ride the bike around the block” for a while before making any drastic changes. Most of us know that the “practice” of dentistry is about relationships with the staff as well as with the patients. These relationships foster trust and doctors who are capable of building trust quickly with their patients tend to have more successful practices. A new dentist in any practice must first concentrate on the staff relationships and the patient relationships will follow.

The new dentist may present EVERYTHING correctly during the first visit with a patient, but may overlook the fact that the patient will ALWAYS ask a staff member what they think of the new dentist. Of course this exchange usually occurs when the dentist isn't in the room. The point here is that even if staff changes or salary changes are inevitable, the new buyer needs to understand that this needs to be handled appropriately. Necessary changes should be done gradually, without making abrupt, sweeping changes from the very start.

“Trust builders” may not necessarily be the best clinical dentists. Obviously, dentists who possess outstanding clinical skills, communication skills and management skills will run the most profitable practices. However, the most important attribute that will usually define success is the ability to relate to people. Building trust will usually trump clinical skills as patients usually cannot judge the quality of dentistry they receive. Rightfully, our dental schools are geared toward producing dentists with a measurable clinical skill set, but may leave the interpersonal lessons to be learned at the “school of hard knocks.”

The truth is that some dental students inherently will be better at interpersonal skills than others. After being subjected to four years of judgment based solely on their clinical skills, they are thrown into a world that will judge them mostly on their interpersonal skills. For buyers, hiring the best dental attorney and best dental accountant is certainly good advice, but it will not guarantee success as much as treating people right!

Timothy Giroux, DDS owns Western Practice Sales and is a member of the nationally recognized dental organization, ADS Transitions.

Questions?

Contact Dr Giroux at [wps@succeed.net](mailto:wps@succeed.net) or 800.641.4179



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**Santa Maria:** Computerized office with excellent staff. Estimated annual buyer's net of \$120,036.

**Santa Maria:** Small stand-alone building with a great practice. Excellent potential for growth.

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**BAKERSFIELD #27** Great startup opp. or second office for sale! (4) op comput. G.P. (2) ops eqt'd. w new eqt. (2) add. plumbed. Cash/Ins/PPO/Denti-Cal pts. Open (1) yr. p.t. Collect \$6-8K/mos. Very low overhead. Pract. ready to be taken to the next step. Seller moving to be closer to family, but will assist w the transition. D&M Practice Sales 818.591.1401.

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When I first started practicing dentistry in 1998, my CPA at the time had me practicing as a C corporation, but while I was studying tax law in law graduate school, I realized a S corporation was a better fit for me, and I elected the S corporation entity for my own dental practice. Many doctors rely on the advice of their accountant but a CPA may only look at a portion of the equation. As a dentist and attorney, I have discovered that while both provide protections from liability, selecting the right type of corporation means avoidance of double taxation.

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Chester Jeng, DDS, JD, LL.M (Master Degree in Tax Law)  
Dentist and Attorney

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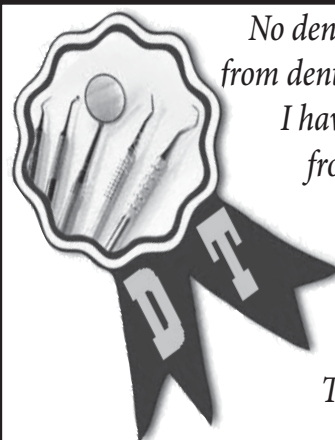
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Include words such as "dentist," "dental," and your city name in the description.
- 3. Pick proper categories.**  
Up to 3 categories are allowed. Pick them wisely.
- 4. Add pictures to your local profiles.**  
Pictures will make your profile stand out and attract more business.
- 5. Ask your good patients to leave positive reviews.**  
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## SOUTHERN CALIFORNIA PRACTICES FOR SALE

• **COASTAL ORANGE COUNTY:** *For Sale* - Gorgeous four operator General Dentistry practice in the most desirable location in America. Office was built almost four years ago by Henry Schein. Owner did not spare any expense. All high-end Pelton & Crane equipment. Kavo electric handpieces and implant systems in every operator. Dentrux and Dexis, 1,800 SF. Implant business makes up about 46% of business. 2011 Gross Receipts were \$1.2M. Great location to sell high-end dentistry. #CA520.

• **COASTAL ORANGE COUNTY PERIODONTAL:** *For Sale* - Periodontal Practice in Coastal Orange County, Southern California with five operatories, fully equipped. Retiring doctor works a three day week with four days of hygiene and 2011 Gross Receipts were just over \$400,000. Great location in professional building near freeway. #CAM533.

• **COASTAL ORANGE COUNTY:** *For Sale* - General Dentistry Practice in Coastal Orange County, Southern California, with four operatories, fully equipped. Great location near shopping center with 2012 Gross Receipts of over \$690,000. This is a modern, beautifully appointed office with high-end finishes. #CAM529.

• **INDIAN WELLS:** *For Sale* - This General Dentistry Practice has a strong emphasis in TMJ and is located in Indian Wells, Riverside County, Southern California. The suite is 4000 sq. ft. and was tastefully built under two years ago with six operatories, and all new equipment and fixtures. Practice was in the Palm Springs area for over three years and moved to nearby Indian Wells. 2011 Gross Receipts were over \$350,000 on just one doctor day per week. Practice has a CMT Pan/Ceph machine and a lecture room in the suite. #CAM530.

• **LANCASTER:** *For Sale* - General Dentistry Practice: This 4 op office is located 2,360 sq. ft. on the second floor of an attractive Medical-Dental office building. Gross Receipts were \$676,000 with a \$174,000 adjusted net income. Dentist is retiring after 39 years. Four days of hygiene. Additional operatories could be added to existing space. Great location. Asking price has been significantly lowered! #14376.

• **MURRIETA:** *For Sale* - General Dentistry Practice in Murietta, Riverside County, Southern California with four operatories. Practice is located in a professional building in a tastefully decorated 1,300 sq. ft. suite and includes a Pan/Ceph machine and uses Easy Dental software. Gross 2012 Gross Receipts were over \$530,000 with \$213,000 adjusted net. #CAM514.

• **NEWPORT BEACH:** *For Sale* - General Dentistry Practice in Newport Beach, Orange County, Southern California with three equipped operatories, high-end equipment is less than ten years old and includes ADÉC chairs, Kavo handpieces, two Dexis sensors, and Dentrux software. 2012 Gross Receipts of \$350,000 on 3 1/2 days per week. Located near hospital in a desirable area. #CAM534.

• **NORTH SAN DIEGO COUNTY:** *For Sale* - New listing of a large legacy practice. Twelve equipped operatories. This is an HMO practice with CAP checks in a desirable area of North San Diego County. Call our office for more information.

• **ORANGE:** *For Sale* - General Dentistry Practice in Orange, Orange County, Southern California, with five operatories, fully equipped in a centralized location near Anaheim Hills/Villa Park. 2011 Gross Receipts of over \$775,000. Practice is located in a professional building near shopping and freeways. Retiring doctor has 47 years of goodwill. #CAM533.

• **ORANGE COUNTY PERIODONTAL:** *For Sale* - Orange County Perio Office - Doctor moving out of state. 2012 Gross Receipts \$450,000 on a four-day week. Practice has five operatories, fully equipped, one plumbed, not equipped in a great location on the first floor near freeway, hospital, and shopping. #CAM536.

• **PALM SPRINGS:** *For Sale* - General Dentistry Practice in the heart of Palm Springs, Riverside County, Southern California with four operatories. This practice is located on a main street, and has been established since 2005. Seller is moving out of the area. This is a PPO/Fee For Service practice, no HMO with 2012 Gross Receipts of \$348,000. #CAM538.

• **SAN GABRIEL VALLEY:** *For Sale* - General Dentistry Practice the San Gabriel Valley, Southern California, with 2012 Gross Receipts of \$950,000. Practice has four operatories, fully equipped, thirteen computers, paperless office, state-of-the-art sterilization room, in a free-standing building. #CAM537.

• **SAN GABRIEL VALLEY:** *For Sale* - General Dentistry Practice in the San Gabriel Valley, Los Angeles County, Southern California, with four operatories, fully equipped, This office utilizes a laser and digital radiography with one sensor. 2011 Gross Receipts of over \$590,000 on a 3 1/2 day week. #CAM541.

• **SAN JUAN CAPISTRANO:** *For Sale* - General Dentistry Practice in San Juan Capistrano, South Orange County, Southern California, with four operatories, fully equipped, this practice utilizes digital x-rays with one sensor. Gross Receipts of \$650,000 in 2012. Doctor is retiring after twenty eight years in this location. #CAM539.

• **WEST LOS ANGELES PERIODONTAL:** *For Sale* - New listing of a Periodontal Practice. Four operatories in a well-established practice with a strong referral base. Beautifully appointed office in a highly desired location. Seller may be willing to work back as an associate.

• **WESTWOOD:** *For Sale* - Amalgam-free General Dentistry Practice in Westwood, Los Angeles County, Southern California with five equipped operatories, in a building near UCLA. Retiring doctor had over \$630,000 in Gross Receipts in 2011. #CAM542.

• **YORBA LINDA:** *For Sale* - General Dentistry Practice in Yorba Linda, Orange County, Southern California, with five operatories. This well-appointed practice is on a main street in a desirable area. Practice has been established for twenty eight years in this family community. Practice has three days of hygiene and three doctor days per week. #CAM531.

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## CENTRAL AND NORTHERN CALIFORNIA PRACTICES FOR SALE

• **BAKERSFIELD and SMALL FARM COMMUNITY:** *For Sale* – New listing of two practices 30 minutes apart from each other, staff and doctor work both locations. Strong patient base in both practices, room for growth, communities are underserved. This is a rare opportunity to own two practices.

• **BISHOP:** *For Sale* – General Dentistry Practice & Building: After twenty nine years in the same location, this retiring dentist is selling both his practice and the building. Collections were \$1,000,243 in 2011 with \$387,000 adjusted net income. There are 6 days of hygiene in this five op, 1,800 sq. ft. building. 100% financing available for both building and practice. Owner has reduced price below valuation price. #14390.

• **CENTRAL COAST:** *For Sale* – Prosthodontic Practice in California's Central Coast area with four operatories, a full in-house lab with IOS, mill, casting ovens, and ceramic ovens, in a beautiful area near shopping area. Doctor had over \$1.1M in Gross Receipts in 2011. # CAM535.

• **CENTRAL COAST:** *For Sale* – Pedodontic Practice in California's Central Coast area with four operatories, fully equipped. Doctor is moving out of the area. Gross Receipts of over \$775,000 on a 4 day work week. Practice is in a great location with over 800 new patients in 2012. # CAM546.

• **CHICO:** *For Sale* – General Dental Practice: Owner retiring: 2012 Collections of \$1,385,222 with seven-eight days of hygiene. This excellent, well-established practice in free-standing building has 1,800+ active patients with an average of 15 new patients per month. Equipment includes new Digital Cone Beam X-ray, Digital X-rays, Lasers, and Dentrux software. Buyer can purchase or lease building. Don't miss out on this excellent practice. Owner will consider an associate leading to purchase of practice. #14392.

• **DANVILLE:** *For Sale* – FACILITY ONLY. Professionally designed office located in the affluent community of Danville. Office has 5 fully equipped & furnished ops with computers in each room. Digital X-ray, Digital Panoramic X-ray, and central Nitrous Oxide/Oxygen. Seller relocating to a new building after 27 years of practice. Photos available upon request. # CA548.

• **GRASS VALLEY:** *For Sale* – General Dentistry Practice: Gross Receipts of \$491K with an adjusted net income of \$130K. Overhead 73%. Office leased 1,555 sq. ft., four equipped ops, five available. Laser, Intra-oral Camera, Cerec, and Eaglesoft software. Owner would like to retire. #14379.

• **GRASS VALLEY:** *For Sale* – General Dentistry Practice: Owner retiring. 2012 GR of \$442,736 on a three day week. six ops, three days hygiene, Dentrux software, Panoramic X-ray, Laser, Intra-oral Camera, long time cash practice. Approximately 1,950 sq. ft. office condominium available to purchase. #14372.

• **GREATER SACRAMENTO:** *For Sale* – Associate to Owner Opportunity: 2012 GR of \$879,000. Well-appointed 1,400 sq. ft. office with five ops, Intra-oral Cameras, Laser, Cerec, four days hygiene, Softdent software. Associate to work two days a week in 2013 & 2014 then purchase practice. Equipment is about five years old. Owner to work back two days per week for two years after purchase. #CA525.

• **LINCOLN-ROSEVILLE:** *For Sale* – General Dentistry Practice. 2012 Gross Receipts of \$787,000 with an Adjusted Net Income of \$358,000. Four operatories in a 1,268 sq. ft. office. # CA545.

• **NORTH OF SACRAMENTO:** *For Sale* – General Dentistry Practice: 2012 Gross Receipts of \$521,000 in well-designed, 1,650 sq. ft. office with four ops. This office has a low overhead of only 52%, has four days of hygiene, Easy Dental software, and 1,600+ patients. Most Endo, O.S., Perio, all Ortho, and Implant Placement are referred out. Owner is retiring. #CA528.

• **RIDGECREST:** *For Sale* – General Dentistry Practice and Dental Building: This four op office is located in 1,536 sq. ft. office building. Owner has worked in same location for thirty two years and is now retiring. This small practice grossed about \$175,000 in 2012. Pictures of the building are available upon request. Lots of potential. #CA523.

• **SACRAMENTO:** *For Sale* – General Dentistry Practice. Owner retiring. 2012 GR of \$642,507 with low 54.2% overhead. Eight available operatories, 1,600 sq. ft. office building, located in one of Sacramento's historic, well established neighborhoods. Sofident software. #CA549.

• **SAN JOSE:** *For Sale* – Beautiful Blossom Valley Professional location near Oakridge Mall and Whole Foods Market. Three fully equipped treatment rooms in approximately 1,200 SF, including digital sensor, Eaglesoft software and full computer network. Avoid the expense of leasehold improvements and equipment with this ready-to-move-in office. Owner is relocating just in time to start your own dreams. #CA515.

• **SAN FRANCISCO:** *For Sale* – General Dentistry Practice: This gem in the heart of Union Square boasts three fully equipped ops with fiber optics, Intra-oral Camera, and plumbed NO2 in 648 sq. ft. 2012 collections were \$314,000 in only 130 business days with great upside potential for an owner offering a full time schedule. Office has been in same location for 21 years and owner is retiring from private practice. Great lease and even greater views from the 16th floor! #CA527

• **SAN RAMON:** *For Sale* – Modern office in upscale professional building. 2012 Gross Receipts of \$926K with an adjusted net income of \$340K in 180 doctor days, 6 days of hygiene per week. Five treatment rooms, plus a sixth plumbed, in approximately 2,000 SF with CAD/CAM, Digital X-Ray, Digital Panoramic, Laser and Intraoral Camera. Owner is retiring after 34 years. This is an excellent opportunity! #CA547.

• **SAN RAMON:** *For Sale* – FACILITY ONLY. Great location, includes equipment, leaseholds, and furnishings only. 1,400 sq. ft. with four equipped operatories and two additional plumbed rooms. Great opportunity. #CA511.

• **TURLOCK:** *For Sale* – General Dentistry Practice: Doctor's Gross Receipts in 2012 were over \$950,000 with only 54% overhead, or \$443,777 adjusted net income. There are eight days of hygiene, Intra-oral Camera, Panoramic X-ray, Digital X-rays, and Dentrux software. Owner is retiring. #CA506.

• **WALNUT CREEK PROSTHODONTIC:** *For Sale* – \$395,000-For Sale - Prosthodontic Practice in Walnut Creek, Contra Costa County, Northern California with three (3) operatories, fully equipped, two-desk laboratory, administrative office, and private office near a retirement community. Doctor retiring, twenty eight years in the same location. #CAM540.

### OUTSIDE OF CALIFORNIA

• **HAWAII (Maui):** *For Sale* – General Dentistry Practice: Gross Receipts of \$636,000. Office has four equipped ops in 1,198 sq. ft. Panoramic X-ray, Laser, Intra-oral Camera, Fiber Optics, 2 1/2 days hygiene. Owner retiring. Don't miss this opportunity to live and work in paradise. #20101.

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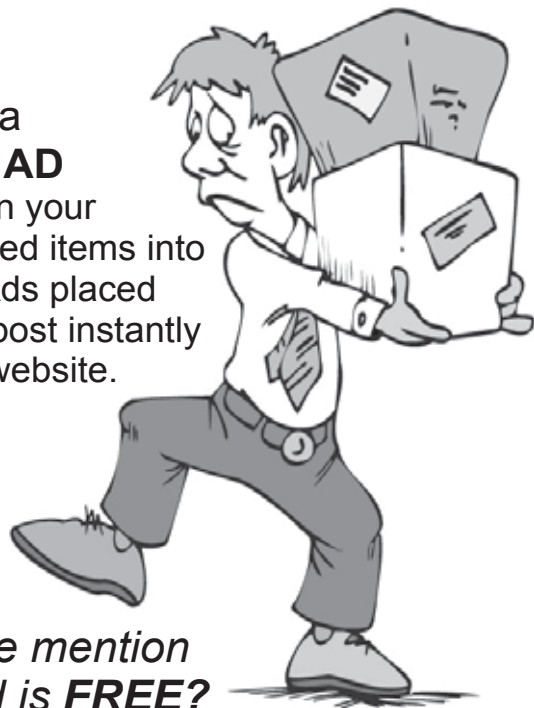
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**FN-181 NORTH COAST:** Well respected FFS GP. Stable patient base. 1,000 sf w/3 ops **SELLER MOTIVATED! \$150k (25% int. in bldg. avail.)**



Timothy Giroux, DDS



Jon B. Noble, MBA



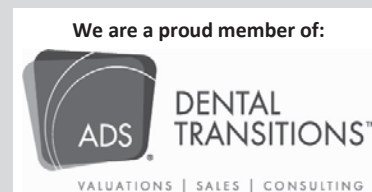
Mona Chang, DDS



John M. Cahill, MBA



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## NORTHERN CALIFORNIA CONTINUED

**FN-087 LAKE COUNTY:** Quality practice, friendly staff & Cerec 2,400 sf w/3+ ops **\$699k**

**FN-148 MENDOCINO CO:** "Gateway to the Redwoods!" Quality care in 4 ops **\$325k**

**FN-185 UKIAH:** Street-level office/desirable area. 900 sf w/ 3 ops **\$275k**

**GG-140 CHICO VICINITY:** Selling for less than 50% of gross! 1,200 sf w/4ops. **Reduced! \$195k**

**GN-058 YUBA CITY:** Known for quality dental care. 1,704 sf w/ 4 ops **Reduced! \$359k**

**GN-134 REDDING:** Stellar reputation, quality care and location! 2,264 sf w/4 ops. **\$500k**

**GN-149 YREKA:** Quality FFS, Warm & Caring. 900 sf w/ 3 ops **\$200k/Real Estate \$110k**

**GN-166 CHICO:** Well Respected Practice, loyal patient base. 1,800 sf w/4 ops. **\$395k (or \$450k w/ Cerec)**

**GN-177 CHICO/OROVILLE:** Spacious and spectacular! 2,500 sf w/6 ops **\$399k**

## CENTRAL VALLEY

**HN-059 LASSEN CO:** Quality, well-established, family-oriented. 1,600 sf w/3 ops **\$120k**

**HN-169 SONORA AREA:** Nestled in Pines East of Sonora. 1,800 sf w/3 ops + 1 Add'l **\$250k**

**I-9721 STOCKTON:** Prof. complex. 1,450 sf w/ 3 ops & plumbed for 1 add'l **\$75k**

**IG-067 STOCKTON:** Fully computerized, paperless, digitalized. 5,000 sf w/10 ops **Now \$425k**

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**I-9461 CENTRAL VALLEY Orthodontics:** 1,650 sf w/5 chairs/bays & plumbed for 2 add'l **\$180k**

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7 to 8 am Continental Breakfast,  
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12 to 1 pm Buffet Lunch and Visit Exhibitors

## *Presentation Synopsis*

The morning presentation relates the most fundamental and unchanging endodontic issues—pulp, dentin, root, and root canal anatomy—to principles of treatment, simplifying our choices among evolving procedural technologies.

A diagnostic regimen is shown that can definitively rule endo in or out, and if pain is of endo etiology, it can definitively discover which tooth is referring the pain. The use of cone beam CT imaging is shown as a diagnostic as well as a treatment planning tool, finishing with a logical plan that clinicians can use when considering whether to save the tooth with further treatment or to replace it with an implant fixture.

The afternoon presentation shows Dr. Buchanan's most current treatment methods, shown in HD through clear tooth replicas and during treatment of live patient cases. Procedures covered include guided-access cavities, rotary negotiation, shaping canals with one to three files, bug-jarring irrigation and 3D obturation accomplished in seconds.



## *About Our Speaker*

**L. Stephen Buchanan, DDS, FICD, FACD**

Dr. Buchanan, is a diplomate of the American Board of Endodontics and an assistant clinical professor at the post-graduate endodontic programs at USC and UCLA. He maintains a private practice limited to endodontics and implant surgery in Santa Barbara, California and is the founder of Dental Education Laboratories, a hands-on training center serving general dentists and endodontists, upgrading their skills in new endodontic and implant technology.



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