

THE Dental Trader

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UPCOMING SEMINAR:
***Navigating the Dental
Transition Minefield***

Friday, December 3, 2010
7 C.E. Credits • 9:00am - 4:00pm
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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. Town is loaded w cash & PPO pts who work @ the prisons & hospital. This is a gold mine for the right full time Buyer. Seller's plans have changed. **[NEW]**

KERN COUNTY

BAKERSFIELD #22 - (5) op computerized G.P. (3) ops fully eqt'd, 4th eqt'd with chair and x-ray, 5th plumbed. Retail location with exposure/visibility and signage. Cash/Ins/PPO/Denti-Cal. Gross Collect approx \$200K/yr on (2) days/wk. Seller to concentrate on other practice.

BAKERSFIELD #23 - (12) op comput. G.P. Prime retail ctr. w excellent exposure/visibility & signage. Cash/Ins/PPO pt. base. Gross Collect. \$2.0M+/yr. Digital X-rays & Pano, paperless office, fully networked, & efficient modern design. Excellent advertising campaign in place with tons of new pts. Excellent long term experienced staff in place to assure Buyer's success. Will also consider a 50% Partnership. **[NEW]**

BAKERSFIELD #24 - (4) op comput. G.P. located in a strip center w exposure/visibility & signage. (2) ops eqt'd w newer eqt., (2) add. plumbed ops. Cash/Ins/PPO pt. base. Gross Collect \$200K+/yr on (3) - (4) days/wk. Low rent. Seller retiring, but will assist w transition. **[NEW]**

LOS ANGELES COUNTY

ALHAMBRA #2 - (2) op G.P. located on the street front side of a small one story medical/dental building. Some exposure and signage. Mostly cash pts with some Ins and PPO. 2009 Collections of \$140K on a very limited schedule due to seller's health. Seller quotes 600+ active pts. Seller retiring but will assist in the transition.

GLENDAL #2 - (5) op state of the art, comput. G.P. (4) ops eqt'd/5th plumbed. Dentrix s/w, networked ops, intra oral camera system & digital x-rays. Prof. designed & decorated. Street level location in a two story free stand. bldg on a major blvd. Bldg has excel. signage & ample & free parking in rear. Additional space included in rear of office for expansion. Cash/Ins/PPO & small % of kids Denti-Cal. 2010 projected Gross Collections of \$500,000+. **[NEW]**

NORTHL.A. CTY - (5) op comput. G.P. located in a shop. ctr. w excellent exposure/visibility & signage. Great parking! Limited competition! Annual Gross Collections in the range of \$800K+ to \$975K+. Cash/Ins/PPO/HMO & very small amount of Denti-Cal. Mos Cap checks \$5K+. Seller retiring. **[NEW]**

NORTHBRIDGE - (4) op comput. G.P. located in a smaller prof. bldg. on a heavily traveled main blvd. Bldg. is easily accessible & has ample free parking in rear. Cash/Ins/PPO pt. base. (17) years of Goodwill. 2010 Gross Collect projected at \$440K+. Selling due to health. Seller will assist w transition. **[NEW]**

TEMPLE CITY - (3) op turnkey office for sale. Located in a strip center w exposure/visibility & signage. (4) year old eqt. Location has been a dental office for 13+ years. Many walk-ins. Previous successful DDS @ this location bought a bldg. **[NEW]**

WEST HILLS - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Projected Gross Collect \$360K+ on a part time schedule. Digital x-rays & Dentrix s/w. Newer leaseholds. Seller retiring but will transition. **[NEW]**

VALLEY VILLAGE (SHERMAN OAKS) - (4) op computerized G.P. located in a free standing bldg. on a major boulevard. Cash/Ins/PPO patient base. Annual gross collections \$475K+ on a 3 1/2 day/week. Seller is a 1-800 DENTIST Provider. Seller retiring but will assist in transition. **PRICE REDUCED.**

RIVERSIDE COUNTY

LAKE ELSINORE - pride of ownership, state of the art (4) op comput. G.P. located in a shop. ctr w exposure, visibility & signage. (3) ops eqt'd w nearly new Belmont eqt, 4th op is plumbed. Networked ops, digital x-rays & a Quick Vision Imaging System. Cash/Ins/PPO & HMO pt. w mos. CAP of \$1.2K. Approx (20) new pts/mos. 2010 Projected Gross Collect of \$300K p.t.

SAN JACINTO (HEMET) - (4) op computerized. G.P. Absentee owned HMO practice with \$6K/mos Cap Check. No Denti-Cal! 2009 Projected Gross Collect \$450K+ on a (3) day week with a projected owner/operator net of ~ \$180K. **[SOLD]**

ORANGE COUNTY

ANAHEIM #1 - (3) op computerized G.P. Low overhead office. Cash/Ins/PPO/Denti-Cal patient base. Annual Gross Collections exceed \$260K/yr on p.t. schedule. **REDUCED.**

ANAHEIM #2 - (4) op computerized G.P. and free standing building. Located on a major blvd. with heavy traffic. Excellent exposure/visibility/parking. Cash/Ins/PPO/Kids Denti-Cal patient base. New equipment. Dentrix s/w & intra oral camera. Digital ready. 2010 Projected Gross Collections \$240K+ on a 3.5 day week.

SAN BERNARDINO COUNTY

HIGHLAND #1 - (3) op G.P. 2 ops eqt'd with newer eqt, 3rd op plumbed and eqt'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. No HMO's & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. **[SOLD]**

VENTURA COUNTY

WESTLAKE VILLAGE #2 - (4) op computerized G.P. in a very desirable upscale area. (3) ops of newer eqt/4th op plumbed. Very upscale office with vaulted ceilings, marble floors and counters, pastel colors etc. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. 2009 Gross Collections \$600K+. **[SOLD]**

WESTLAKE VILLAGE #3 - Well maintained (4) op comput. G.P. located in a smaller prof. bldg. w ample free parking. (3) ops eqt'd/4th plumbed. Newer eqt. digital x-ray, eye illumination system & central nitrous. (47) yrs of Goodwill. Cash/Ins/PPO & Smile Saver pt. base. 2009 Gross Collect \$200K+ p.t. Seller retiring but will assist w transition. **[SOLD]**

VENTURA - (3) op computerized G.P. and free standing bldg. Located in a highly desirable area. Cash/Ins/PPO patient base with (1) HMO that pays \$1,800/mos. Seller is a 1-800-DENTIST Provider. Dentrix software and Pano equipped. Averaging 20-25 new patients per month. Annual Gross Collections \$400K+. **REDUCED.**

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PRACTICES FOR SALE – December, 2010

Attention SELLERS: We have many qualified Buyers desiring to purchase a practice in San Diego County. Call today for a complimentary consultation.

SAN DIEGO–CLAIREMONT Area – Situated in strip center in a heavily populated residential community. This **GENERAL** Practice has 3 equipped Ops, and Digital PA and Pan X-Rays. Owner desires quick sale and practice is priced accordingly!!

TEMECULA – TENANT IMPROVEMENTS & EQUIPMENT. 5 Ops total (4 with ADEC Cabinetry). 2 periapical X-rays. Situated on the first floor of two-story Professional Building. Owner anxious for immediate sale. ONLY 80k!!!

SANTEE – Doctor retiring from this **GENERAL** Practice established in 1971. Currently practicing approximately 20 hrs per week. PPO and Cash Patients. Situated in freestanding building along major artery in growth area. 6 Ops in 1900 sq. ft.

SANTEE – Very well-established **GENERAL** Practice situated in single story Professional Bldg. ALL Fee-for-Service (insurance and cash). 4 Ops. Equipment in excellent condition. Very consistent revenue. Very high quality practice. **SOLD!!**

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- APTOS:** *For Sale* - General Dentistry Practice. Highly desirable location. 2008 Gross Receipts over \$1Mil. w/adjusted overhead at 51%. 3-operatories in 1,000 sq. ft. Pano & Modi computerized software. 9-hygiene days per week. Practice operated for past 33 years in same location. Open 5 days a week. Owner willing to work back for new owner 2 days/wk. #14305
- ATWATER:** *For Sale* - General Dentistry Practice. Gross receipts \$177K with adjusted net income of \$77,495. Practice has been in its present location for the past 10 years. 1,080 sq. ft. 2-equipped operatories. Owner to retire. #14307
- CENTURY CITY:** *For Sale* - Office Space, equipment and leaseholds only. Opportunity for low cost startup practice and or satellite. Asking \$100K.
- CENTURY CITY/BEVERLY HILLS AREA:** *For Sale* - Office space, equipment and leaseholds only. 1,100 sq. ft. 3 operatories. digital x-ray system. Remodeled 4 years ago. Shows well. Located in a professional building. Owner has relocated.
- EL DORADO HILLS:** *For Sale* - General Dentistry Practice. 2009 GR \$790,758 adjusted net income of \$12K. Intra-Oral camera, Pano, Sofidem software, 4-equipped ops. 6-hygiene days. Practice has been in its present location for past 18 years. Owner retiring. #14324
- FOLSOM:** *For Sale* - General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. 2009 Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops. Digital, Dextrix, Intra-Oral camera, Laser, 5+ year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- FOLSOM:** *For Sale* - General Dentistry Practice 2009 Collections \$513K. Adjusted net income \$184K. 4 ops (plumbed for 5), Intra-Oral camera, fiber optics all ops. Patient base software. Owner retiring. #14329
- GRASS VALLEY:** *For Sale* - General Dentistry Practice. 2009 GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho, Perio, Endo, Surgery. Laser, Intra-oral camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337
- GRASS VALLEY:** *For Sale* - This Periodontic Practice is located in a very desirable growing community. Practice has been in its present location for the past 28 years. Office consists of 1,500 sq. ft. 3 ops. Intra-oral camera. Practice has 5 days of hygiene. #14272
- GREATER SACRAMENTO AREA:** *For Sale* - Gross Receipts in excess of \$1.1 Million dollars for the past three years. Adjusted net \$450K. 2,400 sq. ft. office-5 ops. Hygiene days-6. Owner works 32 hours per week. Eagle Soft, Laser, Pan, Intra Oral camera, fiber optics. Owner retiring.
- LAKEPORT:** *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, Sedation, and Data Con software. Owner to retire.
- LIVERMORE:** *For Sale* - General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nice 1,082 sq. ft. office space. Dextrix software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- LOS ANGELES:** *For Sale* - General Dentistry Practice: This practice 80% Identical and has approximately 2000 active patients. Owner has operated in same location for 31 years. 2009 receipts were \$900K. 6 equipped tx rms, laser, Intra-Oral camera Pano and Ceph. Call for details. #14319
- MODESTO:** *For Sale* - General Dentistry Practice. 5 operatories. 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$140K. Dextrix, Cerec, and Intra-Oral camera. Owner to retire. #14308
- NORTHERN CALIFORNIA:** *For Sale* - Pediatric practice. Owner has operated in same location for 32 years. Approx. 1,760 active patients, 1,160 sq. ft., Panoramic X-ray, Dexis Digital and Dextrix software in this 3-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for details.
- OROVILLE:** *For Sale* - General Dentistry Practice. Owner dentist recently deceased. 2009 Collections \$770K. Very nice stand alone dental building on 1.5 acre. 7 ops. digital x-ray 5 days of hygiene. Bldg 3,000 sq. ft. basement 540 sq. ft. Temporary Dentist in place. #14310
- PALM SPRINGS:** *For Sale* - General Dentistry Practice. Fee for Service. 2009 Gross Receipts \$282K with adjusted net income of \$157K. 1,280 sq. ft., 3 equipped operatories. Intra-Oral camera, Pano, Practice-NEB software. Doctor willing to transition by working 1-2 days a week. #14332
- PLUMAS COUNTY:** *For Sale* - 3 equipped ops. Space available for 4th op. 1,245 sq. ft. office in good location. 2009 gross receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- REDDING:** *For Sale* - Owner looking for Assoc. trans. into Partnership w/Buy-Out. GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- RENO:** *For Sale* - General Dentistry Practice and Dental Building. 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/wk. 1,800 sq. ft. with 6 equipped ops. (7 Avail), Dextrix software, Pano. Practice has been in its present location for 40 years. Owner retiring.
- 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, Intraoral camera, Dextrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- 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 FRANCISCO:** *For Sale* - Patient Base for Sale - Owner passed away last June and the practice has continued on 4 days a week with an associate. Lease can't be renewed. There are approx. 1,000 active patients in the practice. The patient base can be purchased at no risk to buyer since the purchase price is paid according to the receipts collected on the patients that transfer. #14312
- SAN DIEGO:** *For Sale* - General Dentistry Practice. This office is plumbed for 4 ops. 3 ops. are equipped with Promo Equipment. Lease is \$2,200 per month, 2009 receipts were \$185,645, PPO and Fee for service practice. #14315
- SAN DIEGO:** *For Sale* - General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office space has 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$250K. Doctor would like to phase out then retire. #14331
- SAN DIEGO/CITY HEIGHTS:** *For Sale* - General Dentistry practice. Owner has operated in same location for 12 years. Approx. 1,000 active patients, Panoramic X-ray, Intra-Oral camera, in this 3-chair office. #14321
- SAN JOSE:** *For Sale* - 3 op office space & equipment only in south valley area of San Jose. Fully equipped including hand instruments. If you are going to start up a practice or add a satellite practice you can save hundreds of thousands of dollars. New lease available from landlord with the option to purchase suite. #14330
- SANTA BARBARA:** *For Sale* - General Dentistry Practice. This excellent practice's 2009 gross Receipts \$580K 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, Datason software. Doctor has been practicing in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring.
- SOUTH LAKE TAHOE:** *For Sale* - General Dentistry Practice. Office is 647 sq. ft. w/3 ops. Practice has been in its present location for the past 26 years. Owner to retire. #14277
- TORRANCE:** *For Sale* - General Dentistry Practice: Owner has operated in same location for 20 years. Approx. 1,000 active patients, 1,080 sq. ft., Brian System, and Camsight software in this 2 equipped, 3 available-chair office. 2009 Gross receipts \$434K with 38% overhead. Owner relocating. #14320
- TRACY:** *For Sale* - Equipment, furnishings, and leaseholds only. In the Central Valley. Fully equipped including 4 Belmont Accutrac chairs, 2 Midmark chairs, 6 DCI rear delivery units, 3 Genex X-ray units, 1 Soridex digital x-ray processor, 1 Statim 5000, 1 Harvey autoclave, 2,800 sq. ft., 6 Ops. New lease available from landlord.

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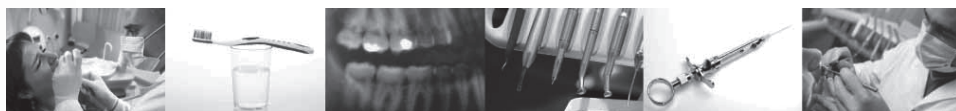
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I-685 TURLOCK - 1700sf, 7 ops. Avgs 14 patients & 11 Hyg Pats/day! Practice recently remodeled. Highly attractive free standing building. Mostly Adec Eqpmt. **REDUCED! \$305k**

I-889 MERCED- Quality practice well-known for providing comprehensive and full spectrum of dental care. Located in the heart of town, bustling with activity and foot traffic - in well-maintained Medical Professional building complex. 3 fully equipped ops **\$265k**

I-9171 STOCKTON-Long Established, Family Practice near major freeway. 2 story medical prof bldg. 750sf w/2 ops & plumbed for 1 add'l. **Practice: \$135k. Real Estate also available for \$135k**

CENTRAL VALLEY CONTINUED

I-923 MODESTO—1495sf/ 4op+1 Newer, All digital. **\$295k**

SOUTHERN CALIFORNIA

K-735 ALISO VIEJO FACILITY - Upscale 2 story Prof Bldg. 1,800sf/4 ops. \$4k sublet income too! **\$225k**

K-816 MISSION VIEJO-Reputation as one of the best dentists in this vibrant OC Comm. Top-notch office in popular Rtl Shp Ctr. Close proximity to Gov. amenities & schools. 1,300 sf & 2 ops. **\$290k**

K-887 ESCONDIDO-Beautifully landscaped office is conveniently located in a highly visible, free-standing, single-story Dental Professional building. 1,705 sf w/5 fully equipped ops. **\$175k**

K-900 LA HABRA- 1700sf w/4 ops. Plumbed for 2 add'l. Newer EQ and Improvements **\$250k**

K-916 SANTA MARIA—Location and reputation are only two of the winning attributes of this stunning practice! 1,545 sf, w/ 4 fully equipped ops, **\$300k Real Estate also available!**

NEVADA

LV-910 BOULDER CITY- Affluent, clean, safe, non-gaming community forms the backdrop for this quality practice. In beautiful downtown, recently remodeled, spectacular office with sophisticated "boutique" décor and antique furnishings. 1,600sf & 3 ops **\$440k**

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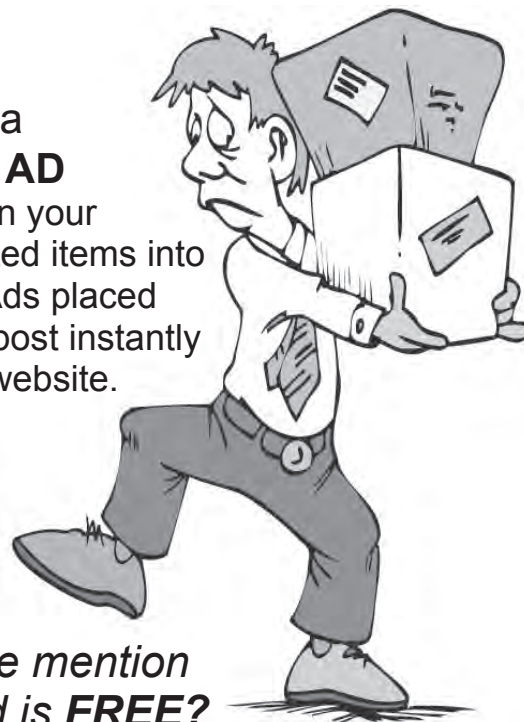
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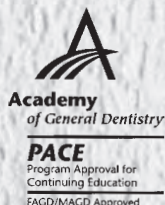
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*Timothy G. Giroux
DDS/Broker*

ASK THE BROKER

Question:

What can I do as a buyer to help me in my negotiations with a seller?

Stan K., DDS

First of all, it may sound like common sense, but the best thing a Buyer can do is to put your best foot forward with the Seller the moment you first meet. Forget that you are nervous about paying all that money for goodwill and old equipment. The most valuable assets you are buying are the patient base, patient-doctor relationships, staff relationships and office location.

Even if, in your opinion, the practice is grossly overpriced, your job is to impress the Seller that you are going to perform amicably during the transition. If you convince the Seller that you will preserve the patient and staff relationships the Seller will practically want to give you the practice for free!!! All kidding aside, the more the Seller is impressed with you, the easier negotiations will proceed.

Most Sellers are very emotional about their practices and perceive the practice as if it was their infant child. If you start attacking the price or even something as simple as old equipment that needs repair, they view it as an attack on a loved one.

You should take note of all the concerns you have with the practice that need to be addressed. **However, rather than risk offending the seller, address those concerns with the Broker at a later date.**

There are many issues that will arise during the negotiation and transition that will be more likely to go in your favor if you begin the relationship on a positive note. Even though you might be the one bearing all the stress and future risk, you need to go into the first meeting as though you are applying for a job that has many more qualified candidates applying for that position.

Rework issues may be a concern for some Sellers, but mature Buyers know that those issues, if handled properly, can build trust in the existing patient base in the future.

We will address this issue separately in our next column.

Timothy G. Giroux, DDS is currently the Owner & Broker at **Western Practice Sales** (westernpracticesales.com) and a member of the nationally recognized dental organization, ADS Transitions. A graduate of Creighton University, School of Dentistry (1983), he and his wife, Mona Chang, DDS (LLUSD 1984) were in private practice together for 15 years in Scottsdale, AZ, before establishing their home in northern California.

Questions? Email them directly to Timothy G. Giroux, DDS:
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5994 CALIFORNIA'S LAKE TAHOE

Well established practice tracking \$800,000+ in 2010 collections with Profits of \$430,000. Averages 20+ new patients per month. 4-days of Hygiene, 90% Insurance, low AR balance, great staff and beautiful office.

5995 WALNUT CREEK MANAGED CARE PRACTICE

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5996 MONTEREY BAY AREA'S SALINAS

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5997 FREMONT

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5998 DOWNTOWN SAN RAFAEL

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5999 PLEASANTON

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