How much is Your **Practice Worth?**





Wally Murray, Thomas Fitterer & Dean George Ray and Edna Irving - 110 yrs of experience. 3,000 Sales - 30,000 Appraisals



(R)

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- I want immediate attention on a Practice to buy.

Location @

Grossing \$_____

- I want to sell my practice.

Name:_____

WINDOW OF OPPORTUNITY

If your not now securing 20 to 30 new patients a month and achieving a \$500,000 gross or more perhaps you're in the wrong place, or perhaps you do not have a marketing system that provides you enough patients to fill a 4 day practice. New patients are the driving force behind a thriving practice.

There are numerous methods of marketing and some are effective in one location and not in another location. Trial and error sometimes is necessary to find the most effective method for your location. P.P.S., Consultants are available to help you prepare your practice for sale as well as give you options that have been effective for others.

Scores of individual dentists have tried marketing, spending Thousands of Dollars with little success and then decided marketing was not for them, and learned to be happy with what they have been able to generate without marketing.

Marketing rarely worth the effort if it is done with no goals or no plans for success. Marketing is a function not only of money but also the period over which you spend your marketing dollar. In other words a successful marketing program is a function of both time and money. It is better to divide your marketing money over 52 weeks and do something each week. To a certain extent you can tweak your marketing programs over time to zero in on an effective marketing campaign for practices.

Dean, Wally, Ray, Edna and I have literally visited thousands of offices and believe we can help you sell your practice as it exists now or can help better prepare you for a future sale when your practice is groomed for the maximum selling price.

Window of Opportunity – This is the best time in history to cash in on your practice. You can take advantage of what you know works for you and apply your skills in a new location with more favorable demographics or retire.

Register on our Web site for immediate notification of a new practice for sale <u>www.PPSDental.com</u> - So. CA <u>www.PPSsellsDDS.com</u> - No. CA

> Tom Fitterer President





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COSMETIC DENTISTRY FOR GENERAL DENTIST

BY.

Dr. RONALD PERRY

ON

FEB 26^{TH} , 2006 (SUNDAY)

9.00 am till 5.00 pm (AGD & CA Board 7hrs C.E. units)

at

FREMONT MARRIOTT

46100 LANDING PARKWAY, FREMONT, CA 94538

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Dr Ronald Perry

Dr. Perry graduated summa cum laude with a B.S. from Boston College. He earned his doctorate in dentistry from Boston University. He completed his MS in Dental research at Tuft University school of dental medicine. He is a "Dawson Institute" graduate,holds fellowship in four different academies, has published over 40 articles and 55 abstracts, and lectured nationally and internationally.

This seminar will cover:

Basic principles of adhesion – Attendees will gain essential knowledge of dentin and enamel histology, and how these tissues interact with modern resin bonding systems. All classes of adhesive chemistry will be discussed, and key steps to guaranteed success will be discussed with each. Issues such as controlling sensitivity, the role of "bases" in modern adhesion, and pulp capping will be covered.

Indirect Anterior Ceramic Restorations

- · Basic principles of smile design
- Soft tissue management Includes minor gingivectomies, ovate pontic site development, when and how to use
 gingival retraction, and hemorrhage/crevicular fluid control
- · Preparation designs for modern ceramic systems
- · Impression techniques that generate consistent results
- Provisionalization basic and advanced provisional protocols for crowns and veneers will be discussed along
 with the utilization of preoperative wax-ups and silicone matrices for larger cases. The methods taught will
 demonstrate full arch temps made in minutes, not hours.
- · Cementation fast, easy, predictable methods achieved in minutes.
- · Includes dozens of cases, demonstrating what to do, as well as what not to do.

Direct Anterior Composite Veneers

- Indications... and limitations of direct composite veneers.
- Making the shift from using one shade to stratified layering.
- · Thinking like a ceramist, not a dentist
- · Using a silicone index for speed and accuracy
- · Mylar and wedges... a recipe for disaster in bonding
- Everything from class 3 and 4's... to full arch smile reconstructions will be demonstrated. All generating
 exquisite results.
- The focus will be on achieving optimal esthetics in a clinically reasonable amount of time.

Direct Posterior Composites

- The backbone of the esthetic practice
- · Indications and contraindications these are NOT your amalgam substitute
- Preparation designs Forget GV Black
- · Utilizing proper adhesive techniques to minimize post-operative sensitivity
- · Controlling polymerization stress, C-Factor, and the role of low modulus liners
- Simplified esthetics using the same two shades... for every tooth!







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Presents

A Must attend seminar for you and your staff

Aesthetic dentistry for general dentist

BY

Dr Lou Graham

ON

March 26th, 2006 (SUNDAY) 9.00 am till 5.00 pm (AGD & CA Board 7 hrs C.E. units)

at

Embassy Suites Hotel

900 EAST BIRCH STREET, BREA, CA 92821

(Please print in capital letters or attach your business card) Name Dr/RDH/RDA/DA Lic. no Circle one first middle initial Last Address city state zip Phone no fax no ARE YOU A PDS MEMBER YES NO Membership no REGISTRATION FEE Before Mar 18TH, 2006 After Mar 19TH, 2006 DENTIST NON MEMBERS \$ 89.00 \$ 99.00 MEMBERS \$ 79.00 \$ 89.00 HYGIENIST/ R.D.A \$ 69.00 NON MEMBERS \$ 79.00 \$ 59.00 \$ 69.00 MEMBERS **COMPLIMENTRY LUNCH & PARKING INCLUDED** FOR REGISTRATION / MEMBERSHIP / STAFF DISCOUNT OVER THE PHONE PLEASE CALL TOLL FREE 1-866-422-5573 (1-866-4-CALL-PDS) OR 909-933-9076 We accept Visa, Master card, American Express & Discover FOR REGISTRATION & PAYMENT VISIT WWW. PDSOCIETY. COM Make check payable to PDS 1361 E. 4TH STREET. **ONTARIO, CA. 91764**





Dr Lou Graham

Dr. Graham is extensively involved in lecturing and continuing education, focusing on incorporating current clinical advancements through "conservative dentistry". He is the cofounder of Dental Team Concepts a continuing education company whose philosophy and programs use contemporary, interactive formats to integrate time-proven conservative dentistry with 21st century materials and techniques.

Dr. Graham's courses emphasize: diagnosis, evidence-based treatment, dental materials, adhesion and cosmetic dentistry, customized approaches to periodontal care, implants and laser dentistry. He lectures nationally and internationally and is a published author in numerous leading dental journals. Dr. Graham is a graduate of Emory Dental School and is in private practice in Chicago, IL he holds a part time faculty position at the University of Chicago. He is a member of the ADA, AACD, AGD, AO, CDS and IDA.

Dr. Graham's programs are filled with an undeniable passion for his trade, tons of practical information and great clinical stories and case presentations.

Program Highlights:

Part 1 - Updates on Direct Composites

- What is the #1 reason for sensitivity and adhesion failure
- What are the next 9 issues regarding long term success
- From glass ionomers to composites and everything in between
- How to use today's materials given all your clinical conditions
- Self etch versus Total etch: Is the debate over?
- Class 1's and 2's, size and shape all come into account for how you restore
- Step by step casework in creating beautiful restorations
- Billing for time and not for procedure
- Polishing made simple: 3 steps to luster and seal

Part 2 - Updates on Indirect Onlays: The ultimate in conservative dentistry

- Which materials are indicated and for where
- Step by step guidelines regarding preparation and why these preparations save tooth structure
- Impression taking made simple: From traditional cord, to lasers, come understand the necessities
- When and where to use fast set impression materials and regular set and even a product that is flexible with time
- Cementation is the key; the latest on cements and techniques
- Part 3 Advancing Conservative Concepts
 - Direct Pulp Capping: How much would you pay NOT to root canal your tooth?
 - Indirect Pulp Capping: When do you stop drilling? How do you treat caries affected dentin or deep dentin?
 - Soft tissue lasers, yes soft tissue lasers and how they work in the above situations
 - Adhesion Endodontics: You've bonded all day, now it's about obturating with superior seals and creating the "monoblock"

