

THE Dental Trader

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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.

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.

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. **[PENDING]**

NORTH L.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. **[SOLD]**

NORTHRIDGE - (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. **PRICE REDUCED. [PENDING]**

RESEDA #6 - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$200K part time. Excell starter or 2nd office. **[NEW]**

SANTA CLARITA - (6) op comput G.P. in a free stand. bldg. (4) ops eqt'd w newer Belmont eqt. w (2) add. plumbed not eqt'd. ops. EZ Dental s/w, networked ops, digital pano & x-rays. Mixed pt. base. Gross collect \$20K-\$25K/mos & growing. Shares waiting room w M.D. who refers many pts. **[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.

WEST HILLS - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Projected Gross Collect \$325K 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. **[PENDING]**

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 Gross Collect approx. \$300K p.t.

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. (18) new pts./mos. Annual Gross Collect. approx \$250K. **[SOLD]**

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. **[NEW]**

SAN DIEGO COUNTY

NORTH COUNTY - (4) op computerized G.P. located in a shop ctr with excellent exposure/visibility and signage. Annual Gross Collections of \$900K+. Dentrix s/w. Digital x-rays, and paperless office. Cash/Ins/PPO/HMO patient base. Cap Cks of \$3-4K/mos. **[NEW]**

VENTURA COUNTY

WESTLAKE VILLAGE #2 - (4) op computerized G.P. (3) ops of newer eqt/4th op plumbed. Very upscale office. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. Gross Collections \$600K+. **[SOLD]**

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

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NORTH CTY. S.D. (4) op comput. G.P. for sale. In a shop ctr. Gross Collect \$900K+/yr. Digital & paperless. Cash/Ins/PPO/HMO pts. Cap Cks \$3-4K/mos. D&M Practice Sales 818.591.1401.

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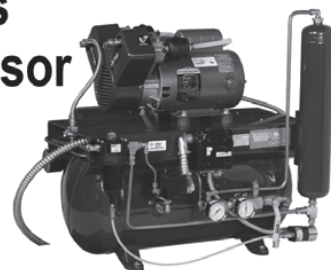
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Our firm placed a "Space for Lease" ad on the Dental Trader's website in November for the December edition (unnecessarily as it turned out) because we signed a lease with a new dentist/tenant who saw our ad online November 18th!! It was a great advertising decision.

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Legal Tip Are you sure your broker-provided contract protects your interests? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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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
- **BIG BEAR CITY:** *For Sale* - General Dentistry Practice. 26 years at current location. Gross Receipts \$428K. 3-equipped operatories. Doctor owns the building. New lease available or option to purchase.
- **EL DORADO HILLS:** *For Sale*-General Dentistry Practice. 2009 GR \$790,758 adjusted net income of \$12K. Intra-Oral camera, Pano, Sofident 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, Dentrux, 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 of \$11K. 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 Periodontal 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. #14343
- **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
- **LIVERMORE:** *For Sale* - General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely updated 1,082 sq. ft. office space. Dentrux 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. 1,200 sq ft 4ops, 29 yrs in present location. Gross Receipts \$274K with adjusted net income of \$89K. Owner to retire.
- **LOS ANGELES:** *For Sale* - General Dentistry Practice: This practice 80% Dential and has approximately 2000 active patients. Owner has operated in same location for 31 years. 2009 receipts were \$709,000. 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 \$346. Dentrux, Cerec, and Intra-Oral camera. Owner to retire. #14308
- **NAPA:** *For Sale* - General Dentistry Practice. Gross Receipts \$800K, with adjusted net income of \$250K. Fee for Service. 1300 sq ft 4 ops 6 hygiene days 38 yrs in present location, 30 yrs in previous location. Owner to retire.
- **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 Dentrux software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for details. #14322
- **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-front desk \$15/hr, assistant 13/hr. Update all the computer systems after purchasing the office in 07. Computers and monitors in every room. #14346
- **OROVILLE:** *For Sale* - General Dentistry Practice. Owner dentist recently deceased. 2009 collections \$770K. Very nice stand alone dental building with basement 7 ops digital x-ray 5 days of hygiene. Bldg 3,000 sqft Basement 540 sq ft. Temporary Dentist in place.
- **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 sf 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 ½ hygiene days/week. 1,800 sq. ft. with 6 equipped ops. (7 Avail). Dentrux software, Pano. Practice has been in its present location for 40 years. Owner retiring.
- **ROCKLIN:** *For Sale*-General Dentistry Practice. Gross Receipts: \$560K in 2010. 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 ½ days of hygiene. Intra-Oral camera, Dentrux 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, Intraoral camera, Dentrux, 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 bought. 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 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 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
- **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 Dental 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
- **TORRANCE:** *For Sale*- General Dentistry Practice: Owner has operated in same location for 20 years. Approx. 1,000 active patients, 1,080 sq. ft., Brican 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 Gendex 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. #14335
- **VISALIA:** General Dentistry Practice. Gross Receipts \$616 with an adjusted net income of \$ 321K. Office is 1,380 sq ft with 3 equipped operatories, Intra-oral camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

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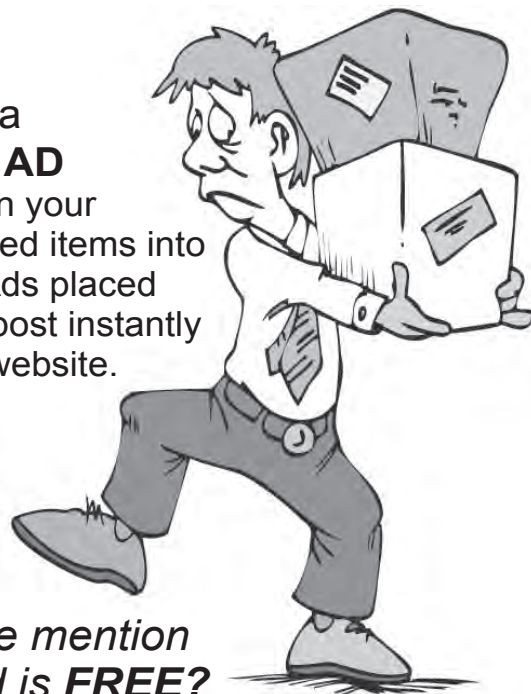
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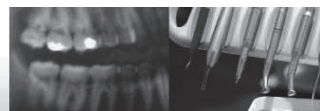
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A-8911 SAN FRANCISCO— Don't hesitate! in a renowned building in one of the areas most prestigious addresses! 2,073 sf, 4 ops + plumbed for 1 add'l op. This practice has it all! **\$585k**

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B-9381 OAKLAND - GP in Bustling Area! 1148 sf w/2 ops. **Only \$75k**

C-7811 SOLANO CO - 2,997 sf w/6 fully equipped ops + 2 Hyg ops + 1 add'l op! Buy the whole practice for \$1.3m or only 50% for \$650k. **Call for Info!**

D-842 PLEASANTON —General Dentistry. 1,488sf w/ 2 ops **\$295k**

C-8901 SANTA ROSA— Residential area. 40+ new pats/mo. Highly Visible! 1291sf & 3 fully equipped ops. Plumbed for 1 additional op. **\$475k**

C-880 PETALUMA— HMO practice in an attractive, well-maintained Professional medical plaza. Doctor averages 10 patients per day. 800sf 2 ops, **\$295k**

D-845 SAN JOSE - Facility -Attractive office. Traditional décor. Retail Plaza. 2,240 sf & 5 ops. **\$150k**

D-939 SAN JOSE - Doctor averages 5 patients daily. Office is ~1,522 sf and has 5 fully equipped ops, **Only \$195k**

BAY AREA CONTINUED

D-877 LOS ALTOS - Located in a spectacular and pristine Professional plaza. Office is ~ 2,400sf and consists of 6 fully equipped ops **2009 Collections - \$819k!! Asking only \$425K**

D-9091 Atherton - Assume Lease or Space Sharing Facility - Turnkey operation. This "turn key" facility would cost nearly twice our asking price to duplicate. 969 sf & 3 ops **Call for Details!**

D-912 SALINAS—Doctor averages 8 patients w/ 8 Hygiene patients per day and generates ~20+ new patients per month by location and reputation! ~1,200 square feet and consists of 3 ops. **\$275k**

D-925 SANTA CLARA - Family-oriented office. 35+ new patients/month by internal marketing: word-of-mouth referrals of quality care and relationships. In the heart of the Silicon Valley. 1,500 sf & 3 ops **\$499k**

D-926 FREMONT -Tucked among bus—y commercial amenities in desirable neighborhood is this remarkable opportunity. Doctor averages 10 patients per day and generates ~ 20 - 25 new patients per month. Office is ~2,000sf w/ 4 ops. **\$500K**

D-9331 SARATOGA— FACILITY Open to General Dentistry & Specialists! State of the Art Equipment in excellent condition 1,187sf w/3 ops **\$98k**

NORTHERN CALIFORNIA

E-729 AUBURN - Busy retail shp ctr w/ excellent signage & good traffic flow. Well maintained FFS practice. 1750sf, 4ops. Plumbed for 2 add'l ops **\$250k**

NO CALIFORNIA CONTINUED

E-7121 SACRAMENTO AREA - Largely FFS. 1800sf, 4ops (+2 add'l plumbed). 2-story Prof bldg. **\$695k**

E-818 SACRAMENTO—Increase the part-time, relaxed workweek and watch the practice grow! Loyal Patient Base. Collections over \$350k in 2007. 1,200sf & 4 ops. **Building previously appraised @ \$260k in 2004. \$315k for Practice AND Building**

E-881 SACRAMENTO—State-of-the-art Practice with growing patient base. Professional plaza w/ ample parking. 2,400 sf & 3 fully equipped ops. Plumbed for 3 additional ops **\$250k**

E-915 ELK GROVE— Located in an attractive, single-story professional building. 1,200sf 4 equip. ops. **\$650k**

E-8641 SACRAMENTO-FACILITY Fast Growing Area w/easy access to Tahoe and SF Bay! Single Story office near county buildings. 2,100+ sf w/ 3 ops & plumbed for 1 add'l **\$50k**

G-751 RED BLUFF/CHICO— Known for special sense of community & small town living. Complete remodel ~5 yrs ago. FFS GP. 2350sf / 4 ops equipped. Plumbed for 2 add'l. **Current Lender Willing to Carry Qualified Buyer. Practice: \$175k / Real Estate: \$250k**

G-875 YUBA CITY— Sets the bar for excellence! Established 30 + years, GP, FFS, 3575 sf / 9 ops, great location. **\$1.5m—Associate Buy Opportunity!**

G-883 CHICO VICINITY - Quality, fee-for-service practice w/ large, stable, patient base. Attractive Prof. Plaza. 1,990 sf w/ 5 fully equipped ops **\$535k**

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NO. CALIFORNIA CONTINUED

H-668 NE CALIFORNIA - GP with over 30 yrs goodwill. 4 ops 1600sf office. 2007 gr rcpts exceed \$650k **\$395k**

H-856 SOUTH LAKE TAHOE Live and Practice in the Beautiful and Unique Tahoe Area! This GP accepts over 50 new patients each month! Respected and Growing! 1568 sf & 4 ops **\$425k**

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I-772 Facility STOCKTON-Desirable, affluent health care area. 2,140sf/4 ops **REDUCED!! NOW ONLY \$150k**

I-685 TURLOCK - 1700sf, 7 ops. Avgs 14 patients & 11 Hyg Pats/day! Practice recently remodeled. Highly attractive free standing building. Mostly Adec Eqpmnt. **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-923 MODESTO—1495sf/ 4op+1 Newer, All digital. **\$295k**

J-928 ATWATER - Well-established & respected for gentle treatment. Prof Bldg in desirable area. 1,313 sf w/3 spacious ops **\$230k**

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. Free-standing, single-story Dental Prof Bldg. 1,705 sf w/5 ops **\$175k**

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!**

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LV-910 BOULDER CITY- Affluent, clean, safe, non-gaming community. In beautiful downtown, recently remodeled, w/sophisticated “boutique” décor & antique furnishings. 1,600sf & 3 ops **\$440k**

LV-911 LAS VEGAS - This remarkable practice is the standard we all strive for! ~ 50 new pats/mo. Professional building - desirable commercial area. 3,000sf & 7 ops w/ plumbing for 2 add'l **\$900k**

LV-800 LAS VEGAS-Well Established FFS practice. Emphasis on prevention. Seasoned Staff. 3350 sf & 6 ops. **\$785k**

NEVADA CONTINUED

LV-861 LAS VEGAS— FFS Quality Practice—Stable Patient Base & Seasoned Staff. Professionally Remodeled 1750sf, 5 op office. **\$180k**

LV-932 LAS VEGAS - History in excess of \$1 million ~3 years ago. Phenomenal opportunity. Would cost nearly DOUBLE to duplicate! **\$175k**

SPECIALTY PRACTICES

I-7861 CTRL VLY ORTHO- 2,000sf, open bay w/8 chairs. Garden View. Antique Exam Room. 45 years of goodwill. FFS practice sees 60-70 patients daily. Prof Plaza. **\$370k**

D-892 MORGAN HILL ORTHO-Remarkable Oppty! Floor to Ceiling Windows—wooded courtyard. 1900sf & 6 chairs in open bay. **\$275k**

H-913 ORTHO- SIERRA FOOTHILLS —Strong, loyal base referral base. Practice averages 30 - 60+ pats/day. Pristine, remodeled building w/ ample parking. 2,600 sf w/ 5 chairs/bays **\$500k**

K-929 SANTA MARIA - PROSTHODONTICS - Where “the patient comes first”. Professional building w/large floor-to-ceiling, picturesque windows. 1,400+ sf & 3 ops **\$450k**



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DOCTOR QUESTIONNAIRE

Your **anonymous participation** is greatly valued and appreciated.
This information will be used to provide dental marketers a better understanding
of how dentists are adjusting to the current economy.

1. Have you attended any dental conventions in the past 10 years?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
2. Have you ceased walking the exhibits floor at dental conventions in the past few years?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
3. Have you been a member of the dental association?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
4. Are you currently a member of the dental association?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
5. Do you currently find yourself purchasing dental supplies more frequently in recent years, perhaps in smaller lots because of cash flow constraints?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
6. Have you made significant changes to the cash flow management of your practice?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
7. Do you and your staff "shop around" before committing to purchase?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
8. Have you ever advertised in The Dental Trader?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
9. If you have advertised in The Dental Trader, were you satisfied with the results?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
10. Do you personally go through every piece of promotional mail sent to your office?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
11. How often do you read nationally circulated dental magazines (DPR, Dental Economics, Dentistry Today, etc)?	<input type="checkbox"/> Rarely <input type="checkbox"/> Infrequently <input type="checkbox"/> Frequently <input type="checkbox"/> Monthly	
12. Do you review a dental company's website before making a purchase?	<input type="checkbox"/> Never <input type="checkbox"/> Frequently <input type="checkbox"/> Infrequently <input type="checkbox"/> Always	

Additional Comments: _____

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Timothy G. Giroux
DDS/Broker

ASK THE BROKER

Question:

I recently bought a practice where the selling doctor cut the "co-payment" for many of the patients. What are my issues as the buyer in this situation?

Every dentist that accepts insurance with a fee schedule has, at some point, waived a portion of their fee for a friend, family member or a patient who came into some financial hardship after the procedure has been completed. Chances are that they did not inform the insurance company that they extended that discount. Cutting co-pay technically puts the doctor in violation of the contract they signed with the insurance provider if they do not extend the discount along to the insurance company.

During the due diligence process, the buyer should be able to ascertain whether the practice "waives co-pay" on a large scale by simply looking at the basic financials. Since the UCR fee will usually be entered into the computer for the production, the production/collection percentage will be drastically lower compared to practices that don't waive co-pay. The normal lab and dental supply categories would appear higher if the practice waives co-pay. *In any event, the financials for the practice remain valid and there are no issues concerning the value of the practice at the time of the sale.*

The only problem moving forward is that those patients who are not accustomed to paying their co-pay may become upset if they are now asked to pay when the new doctor takes over. My sage advice is that the buying doctor should not change normal operating procedures in the practice as it may adversely affect the goodwill or revenue streams for the practice. Eventually the practice will adapt to the management philosophies of the new buyer.

There are certain neighborhoods where the patient base in that area expects the dentists to simply "accept what the insurance pays". One should always consult their attorney on the contractual ramifications of "cutting co-pay", and then decide how best to deal with the issue in their particular circumstance. There are some practices that do NOT enter into the PPO contracts, but then advertise that they will accept what the insurance pays. This is perfectly legal, but normally the insurance company then pays the patient directly and not the dentist. Normally, waiving co-pay on a large scale occurs with lower income patients that may not otherwise be able to afford dental care.

In my humble opinion, we (dentists, attorneys in the field and the dental society) should band together to fight the language in these contracts that places the dentist in violation. The insurance companies have already maintained their cost containment by limiting the fee schedule, usually paying less than 80% of the standard UCR in the area. (I eventually dropped all PPO's from my practice.) Dentists should be free to accept and negotiate whatever financial arrangement they can with the patient.

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.

Questions? Email them directly to Timothy G. Giroux, DDS:
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5999 PLEASANTON

Adjacent to Hacienda Business Park. 2010 collected \$690,000+. Anticipated Profits of \$360,000. 3-ops with 2 more plumbed. Digital radiography with computers in the Ops. Great visibility. This can be a \$1+ Million/year practice with application.

6000 MILLBRAE

Phenomenal location, perfect facility. Great opportunity for Dentist seeking the perfect Mid San Francisco Peninsula practice. Completely digitized and computerized. 3-Ops with 4th wired and plumbed. Impeccable suite. 2010 collected \$720,000. Available Profits should top \$370,000+.

6002 SAN JOSE'S SILVER CREEK

Rare opportunity to acquire a practice in very desirable upscale area. Busy Hygiene schedule. Generates revenues of \$600,000 per year. 4-ops.

6003 WESTERN CONTRA COSTA COUNTY

Long established. Collected \$700,000 in 2010. Doctor realized \$260,000+ in Profits on his production of \$495,000. Excellent Recall System, busy Hygiene Department. Attractive location and suite.

6004 SAN JOSE'S SANTA TERESA AREA

Beautiful 3-Op office. Approximately \$200,000 invested here 10/09. Digital and paperless. Opened in 11/09, fast growing practice collected \$277,000 in 2010 with \$190,000+ in Available Profits. 2011 shall approach \$400,000.

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"I had a very disappointing experience with another broker the year before we started working together. The experiences were like night and day, and I can't thank you enough for the very professional way you handled the sale of my practice."

Pamela Swenson, DDS, Turlock

"I had a listing agreement with another prominent Northern California Broker. After 11-months without a sale, I called Ray. He sold it in about a month. Would I recommend Ray?... Yes!"

Donald Foulk, DDS, Campbell

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

John Fenn, DDS, Santa Cruz

"Before PPS, I dealt with other brokers who couldn't get done what they were hired to do. Ray did what was asked of him. He brought prospective buyers as he assured me he would. He got my practice sold in a minimum of time."

Alan Siedman, DDS, San Leandro

"When I decided to sell my ortho practice, I sought the services of a large company in the area. Over the twelve month contract, I only had one prospective buyer visit my office. Word was getting out that I was selling and it began to have a devastating effect on my bottom line. Fortunately, I found Ray Irving and what a difference! He and Edna found numerous orthodontists who were interested. When I sold, I was able to choose between two good offers. My only regret is all the time and money I lost with the other guys."

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