

THE Dental Trader

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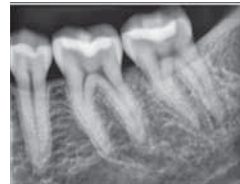
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 AND PROTECTING THE DENTAL COMMUNITY

A *look* BACK AT OUR 2012 *events*

JANUARY 12 & 13, 2012

“ASSOCIATESHIPS, PARTNERSHIPS,
 ACQUISITIONS, OHH... MY!!”
 University of San Francisco Dental School

JANUARY 14, 2012

“CALIFORNIA DENTAL PRACTICE ACT”
 Southwest Dental Conference, Dallas Texas

JANUARY 22, 2012

“DENTAL LAW & INFECTION CONTROL”
 Inland Empire Dental Society “Launch”

JANUARY 29, 2012

“CALIFORNIA DENTAL LAW, INFECTION
 CONTROL & RISK MANAGEMENT”
 Punjabi Dental Society

FEBRUARY 4, 2012

“NAVIGATING THE DENTAL
 TRANSITION MINEFIELD”
 San Jose, California

FEBRUARY 9, 2012

“CALIFORNIA DENTAL PRACTICE ACT”
 Sacramento Dental District Society
 2012 Midwinter Convention

MARCH 1 & 2 2012

“LEGAL UPDATE”
 American Dental Sales

MARCH 4, 2012

“CALIFORNIA DENTAL PRACTICE ACT”
 Punjabi Dental Society

MARCH 8, 2012

“ASSOCIATESHIPS, PARTNERSHIPS &
 TRANSITIONS”
 Western University Dental School

APRIL 10, 2012

“DENTAL PRACTICE TRANSITIONS”
 Redwood Empire Dental Society

APRIL 27, 2012

“PLANNING A PRACTICE TRANSITION:
 AN OWNER’S PERSPECTIVE”
 Townie Meeting, Las Vegas, Nevada

JUNE 2, 2012

“2012 JOB FAIR AND SPEED PAIRING”
 Los Angeles Dental Society

JUNE 14, 2012

“ASSOCIATESHIPS, PARTNERSHIPS &
 YOUR FIRST 5 YEARS AS A DENTIST”
 University of Southern California Dental School

JUNE 29, 2012

Western University Golf Tournament

JULY 14, 2012

“ASSOCIATESHIPS, PARTNERSHIPS &
 YOUR FIRST 5 YEARS AS A DENTIST”
 San Fernando Valley, Western Los Angeles
 and Los Angeles Dental Societies

JULY 29, 2012

“CALIFORNIA DENTAL PRACTICE ACT”
 Punjabi Dental Society

SEPTEMBER 6, 2012

“HOW TO GROW, MANAGE & SELL
 YOUR DENTAL PRACTICE”
 Butte Sierra District Dental Society

SEPTEMBER 18, 2012

“HOW TO GROW, MANAGE &
 SELL YOUR DENTAL PRACTICE”
 Santa Barbara-Ventura County Dental Society

OCTOBER 5, 2012

“BUYING AND SELLING A DENTAL PRACTICE”
 Fresno-Madera Dental Foundation

OCTOBER 6, 2012

“BUYING & SELLING YOUR DENTAL
 PRACTICE AND AVOIDING MALPRACTICE”
 University of the Pacific Dental School

OCTOBER 10, 2012

“BUYING OR SELLING YOUR DENTAL
 PRACTICE AND PRACTICE MANAGEMENT”
 Punjabi Dental Society

NOVEMBER 1-3, 2012

Legal Update
 “PRACTICE VALUATION STUDY
 GROUP-FALL MEETING”
 Boston, Massachusetts

NOVEMBER 30, 2012

“NAVIGATING THE DENTAL
 TRANSITION MINEFIELD”
 La Jolla California

DECEMBER 1, 2012

“NAVIGATING THE DENTAL
 TRANSITION MINEFIELD”
 Irvine, California

DECEMBER 5, 2012

“CALIFORNIA DENTAL PRACTICE ACT”
 Annenberg Center for Health Sciences

DECEMBER 14, 2012

“CALIFORNIA DENTAL PRACTICE ACT”
 Santa Barbara-Ventura County Dental Society

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Manteca CA Part Time Associated Wanted. All phase of dentistry. Fax CV to (209)823-1137 or Email to blue.ox.22@gmail.com.

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CA REPRESENTATIVE FOR THE NATIONAL
ASSOCIATION OF PRACTICE BROKERS (NAPB)

FRESNO COUNTY

CENTRAL VALLEY/SO. FRESNO CTY - (3) op comput. G.P. w newer refurb. Belmont eqt. Digital x-rays & networked. Dentrix 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. **BACK ON THE MARKET**

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+. **NEW**

LOS ANGELES COUNTY

ANTELOPE VALLEY - (7) op comput. G.P. located in a highly visible, easily accessible, free standing bldg. on a main boulevard. All ops are digital x-ray equipped. There is a Pano and a Ceph., an experienced staff, and room to grow. (20-30) new pts/mos. (50+) years of Goodwill. Cash/Ins and some PPO pt base. Annual Gross Collections of \$1.5M+. Projecting \$1.6M+ Collections in 2012. A Real Money Maker!

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. **NEW**

HACIENDA HEIGHTS #2 - (3) op comput. G.P. located in a two story prof. bldg. w excellent signage & parking. Cash/Ins/PPO pt base. 4 1/2 days/wk of hygiene. (38) yrs of Goodwill. (10) new pts/mos. 2012 Projected Gross Collect. \$525K+. Seller retiring. **SOLD**

SAN FERNANDO VALLEY ORTHO PRACTICE - UPCOMING Comput. ortho office with a (4) chair open bay, plus (2) private ops. Located in a (1) story professional bldg. with ample parking and monument signage. (42) years of goodwill. Annual gross collections \$450K+ on 2.5 days per week. Cash/Ins/PPO. (10-12) new starts/mos. Excellent referral base. Will introduce. **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. Digital X-rays & Dentrix s/w. Excell starter or 2nd office. **REDUCED PENDING**

VALENCIA - Drop Dead Gorgeous! (6) op comput. G.P. Newer build out & equipt. Cash/Ins/& a few PPO's. 2012 Gross Collect. \$780K+ on 4 days. Digital x-rays & Pano. Dentrix & Dexis. Cerec. All the bells & whistles! 22+ years of Goodwill. (4) days of hygiene/wk. (1-2) days/mos of Perio. Seller has a degenerative condition & is calling it quits before it worsens. Great opp for an experienced, quality oriented DDS looking for a larger, higher end practice. Re-Priced!

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. **PENDING**

WEST SAN FERNANDO VALLEY PEDO/ORTHO - Comput. Pano/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. **NEW**

RIVERSIDE COUNTY

Room for your Riverside County Practice Listing.

ORANGE COUNTY

ANAHEIM #3 - (3) op comput. G.P. in a one story prof. bldg. on a well known, major blvd. Abundant off St. parking. Dr. works 2.5 days/wk & collects approx \$20K/mos. Does no advertising. Can produce/collect more w some advertising & more days. Cash/Ins/PPO w no Denti-Cal or HMO's. Low rent & overhead. Great starter or second location.

IRVINE - (3) op comput. turnkey office. Some charts included but not guaranteed. Located in a shop. ctr. w exposure/visibility & signage. Pano equipped. Plumbed for central nitrous. Digital x-rays. Location has been a dental office since 1992.

SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

SANTA BARBARA COUNTY

SANTA BARBARA #3 - (3) op comput. G.P. located in a dental/medical/prof. bldg. complex on the 1st floor w easy access to parking. Dr. retiring after 40 years. Significant goodwill available in the charts. Does little Peds even though many kids are attracted to the complex. Refers all specialties. 8-10 new pts/mos. 6-8 pts/day. Ave. Annual Gross Collect. \$250K on a 4 day wk. Cash/Ins/PPO pts. Digital X-rays. Support during transition. Very attractive price. **PENDING**

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.

VISALIA - (4) op comput. G.P. and Triplex free standing bldg. (3) ops fully eqtd. Dr. works 2 days/wk & collects approx \$20K/mos. Cash/Ins/PPO and some kids Denti-Cal. Can do much more w more chair time. Seller slowing down. **NEW**

VENTURA COUNTY

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. **SOLD**

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Cerec for sale Please contact drelbert@oakssmiledeign.com or (805)492-3553 for more information

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SAN JOAQUIN VALLEY (4) op comput. G.P. & free stand. bldg. for sale. 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. D&M Practice Sales 818.591.1401.

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PACIFIC BEACH—GENERAL Practice started in 1969. All Fee-for-Service. 4 Ops (3 equipped) in 1100 sq.ft. Situated in Professional Bldg. near main street and businesses. **[NOTE:** could be combined with the following listing.

PACIFIC BEACH—Owner retiring from GENERAL Practice with 4 Ops (3 equipped) in approx. 1000 sq.ft. Professional Bldg. Panorex. **[NOTE:** could be combined with previous listing]

SAN DIEGO—Imperial Beach area. Estab in 1997 this **GENERAL** Practice has 3 Ops in 1200 sq.ft. Situated in Busy strip center with Macdonalds and KFC. Close to fwy 805.

OCEANSIDE—NEW LISTING!! Estab. **GENERAL** Practice situated in commercial/residential area. Digital X-Rays. Paperless practice. 3 Ops in approx. 1000 sq.ft.

TEMECULA—Dr. joining AcademiaSOLD!!

POWAY—NEW LISTING!! Retiring from **GENERAL** Practice estab in 2006. Outstanding LOCATION at busy intersection. 3 Ops in approx. 1150 sq. ft., in freestanding building.

VISTA—FOR LEASE. Approximately 2650 sq. ft. of divisible ground floor space. Situated in highly visible medical-dental bldg. along highway 78. Previously occupied by dental practice. Generous tenant improvement allowance, flexible terms and affordable rental rates.

OCEANSIDE/CARLSBAD—PERIODONTAL PRACTICE. Long-established Insurance and Cash practice. Doctor practices 2-3 days/wk. Situated in freestanding building on very busy thoroughfare. Excellent lease.

CARLSBAD—FOR LEASE. Fully built-out dental office situated in 2-suite Dental Bldg. Approx. 1700 sq.ft. with lots of windows. 4 Ops. Very spacious office!!

IMPERIAL BEACH---NEW!! Satellite **ORTHODONTIC PRACTICE.** 3 treatment Ops, 2 Consult Rooms. Situated in attractive Prof. Bldg. on main street.

TEMECULA—GENERAL Practice established 2003. 8 Ops (4 equipped) in 2400 sq.ft., in retail center. Close to 15 fwy in "Old Town."

ESCONDIDO—NEW LISTING!!—GENERAL Practice and **BUILDING.** Started in 1995, currently part-time due to disability. 75% PPO. 5 equipped Ops (3 more plumbed). Freestanding Building situated in residential & professional area. 1705 sq.ft.. Lots of dentistry referred out.

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Watsonville Long-standing practice in it's own building. Estimated buyer's net \$161,000. Four operatories in an up and coming town near the beach. Integrity Practice Sales, Broker Bill Kimball, DDS (855) 337-4337.

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VALLEJO DENTAL PRACTICE FOR SALE – Gross ~ \$650K. Digital office located in major retail shopping center. Excellent visibility. 4 fully ops, 1 additional plumbed. Approx. 1,500 sq. ft. Approx. 20-25 new patients per month.

OAKLAND STARTER PRACTICE FOR SALE – Asking \$69K. 5 eq. ops. Renovated 2 yrs ago. ~1,932 sq. ft. in professional bldg.

REDWOOD CITY DENTAL PRACTICE FOR SALE – Gross ~ \$399K. 2 ops, 1 additional plumbed. All digital, paperless. Great visibility. Across from major retail store. Approximately 70% PPO, 20% Cash, 10% Capitation.

NEW LISTING! SAN JOSE PRACTICE FOR SALE – 5 operatories, 1 additional plumbed, approximately 2,200 sq. ft. Located inside busy retail plaza on a major street with excellent signage. There is a side variety of tenant mix in the plaza, including restaurants, retail shops, hair salon, pharmacy, travel, etc. Close to 101 Freeway. #0110SJ.

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SAN JOSE PRACTICE FOR SALE – Gross ~ \$200K. GP located in shopping center. 3 eq. ops., 1 plumbed ~1,270 sq. ft

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NEW LISTING! RIALTO DENTAL PRACTICE FOR SALE - Asking \$79K or Lease Practice. Starter Practice in Stater Brothers/Pep Boys/Burger King plaza. Corner of Foothill Blvd. and North Acacia. Office next door to Stater Brothers. Excellent visibility. Newly refurbished equipment with 6 month warranty. ~ 1,365 sq. ft, 2 fully eq. ops, 2 additional plumbed.

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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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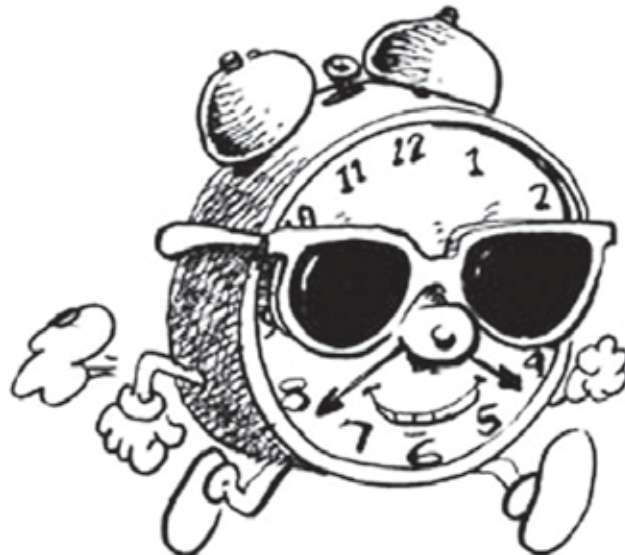
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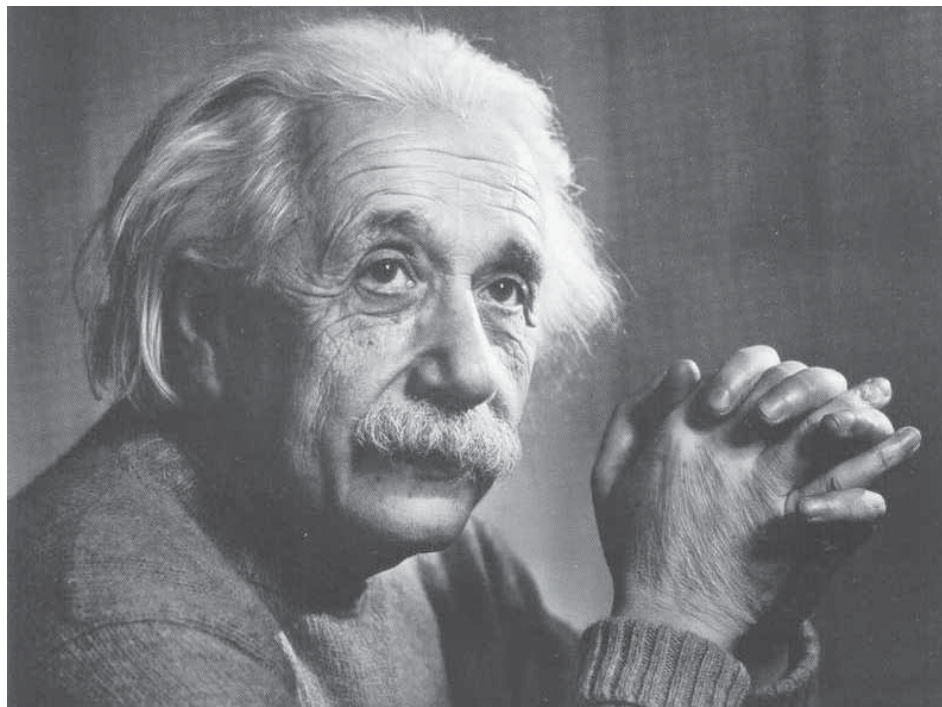
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- MODESTO AREA:** For Sale-General Dentistry Practice. Owner is a senior partner in a practice set up to share expenses and reduce overhead. Each partner has their own patients, operatories, etc. Selling partner's gross receipts in 2011 were over \$950,000 with only 54% overhead or \$443,777 adj. net income. There are 8 days of hygiene. Intra-oral camera, Panoramic X-ray, digital X-rays, and Dentrix software. Owner is retiring. #CA506
- MODESTO-TRACY-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.
- MOUNTAIN VIEW:** For Sale-General Dentistry Practice: This 2 day per week satellite office is located the heart of Silicon Valley, surrounded by most of Mountain View's largest employers. 2 fully equipped treatment rooms (expandable to 4), Pano, Digital Processor and Dentrix Software in approx. 1500 sq. ft. With household names as your neighbors, few opportunities are this good! #14398
- MORGAN HILL:** For Sale-General Dentistry Practice & Building. DECEASED DENTIST AS OF JUNE 6TH, 2012. The office and equipment are only 5 years old. The office is beautifully decorated and efficiently laid out with 5 operatories. The condominium space is located in highly visible, upscale, professional office building. 2011 gross receipts were \$846,000. Intra-oral Camera, Panoramic X-Ray and Digital X-Ray. Staff and hygiene are working daily with out-of-the-area doctor covering. Approximately 1,700 active patients. #14399
- NEWPORT BEACH:** For Sale-General Dentistry Practice. This 4 operatory practice is located in beautiful Newport Beach and is part of a larger office complex. Gross receipts were \$490K in 2011, with an average of 20 new patients per month. The office is 920 sq. ft. with Dentrix software, Dental laser, and up-to-date equipment. #14397
- 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.
- NORTH OF SAN FRANCISCO:** For Sale - PERIODONTAL PRACTICE. Owner retiring: Great opportunity for a Periodontist with experience in dental implant placement. This well-appointed practice is located in a 1,300 sq. ft. office with 4 operatories along the busy 101 corridor north of San Francisco. 2011 gross receipts of \$558,000. DSN software. Buyer will be the only full-time periodontist in an area with the population of approximately 60,000. #14396
- ORINDA:** For Sale-FACILITY SALE. If you are thinking about relocating or building out a new office in a prime location, then you need to look at this opportunity. At half the cost or less, you can have an outstanding, fully furnished, 3 operatory office (2 additional plumbed) in a great location with good parking in an upscale building. Pictures and a complete list of equipment and furnishings are available. Office is suitable for Endo, Oral Surgery, or General Dentistry. #CA508
- REDDING:** For Sale-General Dentistry Practice. Owner retiring. 2011 GR of \$548K on 4 day, 30 hr week schedule. Well-established practice in well-designed, 5 op. office, with 6 days of hygiene. Intra-Oral Camera and Dentrix. #CA514
- ROSEVILLE:** For Sale-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 6 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:** For Sale-General Dentistry Practice. **Ideal start-up or satellite practice.** This is a satellite practice of the owner. this is a 5 op. office that includes Intra-oral camera, Panoramic X-ray, and Soft Dent software. 2011 gross receipts were \$202,000. Average age of equipment is 5 to 10 years. Purchase price is far less than purchasing equipment and paying for leasehold improvements in a new location. This office also comes with approximately 450 active patients that provides an immediate cash flow. #CA507
- 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, Sofdnt software. Owner to retire. #14374
- 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 JOSE:** For Sale - FACILITY SALE ONLY - NO PATIENTS: Exclusive Willow Glen district offering 4 fully equipped treatments rooms, 2 additional plumbed, in approximately 1,900 sq. ft.. Digital Scanner, Intra-Oral Camera in a very elegant setting. This facility only sale offers favorable lease terms as well. #CA504
- 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 2331 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.
- SAN RAMON:** For Sale-FACILITY SALE. Great San Ramon location in professional complex: equipment, leaseholds & furnishings only. 1,400 sq. ft. with 4 equip. treatment rooms (2 additional plumbed), Pano X-ray, Computer Server & Workstations w/Dentrix, Intra-oral Camera & wired for digital. Priced to sell in an upscale community that's home to Chevron, AT&T, Robert Half International, Accenture and Safeway Stores. #CA511
- SANTA BARBARA:** For Sale-General Dentistry Practice. Wonderful opportunity to live and work in one of California's most desirable areas. 2011 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 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. 1000 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
- VICTORVILLE:** For Sale - General Dentistry Practice. This practice is worked just on a three day a week schedule. There are 3 operatories with 10 off-street parking spaces. Practice has high visibility. The practice was acquired from previous owner in 2002. #14393

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**Tip of the month:*

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.

For many dentists an S corporation is preferable to a C corporation. This is because S corporations are tax reporting entities, and C corporations are tax paying entities. S corp earnings are reported on the owner's tax return (similar to a Partnership) and taxed at the owner's individual tax rate. A C corp is preferred over an S corp when a choice of ending of fiscal year is desired instead of the fixed ending date of December 31. Obviously the size and scope of your dental practice determines which option makes the most sense, both from a liability as well as a tax perspective. If you are unsure which option best suits your particular situation, call me for a complimentary consultation. I'm here to help.



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

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The Dental Trader

Buy, Sell or Trade all things Dental

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Check enclosed Visa/MC
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 All Bold Type: Add \$10.(add option: \$10) _____
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 Total # of words.....(first 20 words free-add \$1 per word after first 20 words) _____
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The Dental Trader

Buy, Sell or Trade all things Dental

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Form of Payment:

Check enclosed Visa/MC
 American Exp. Discover
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 Total # of words..(first 20 words \$20-add \$1 per word after first 20 words) _____
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 City _____ State _____ Zip _____
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Professional Practice Sales of The Great West

Specialists in the Sale and Appraisal of Dental Practices

If you want your practice "For Sale", we are not the firm for you.

If you want your practice "SOLD", contact us!

For complete details on any of these opportunities, go to www.PPSsellsDDS.com

- 6008 MENDOCINO COAST - FORT BRAGG** Nestled in desirable cultural haven. 4-days of Hygiene. 2011 collected \$725,000 on 3-day week. Owner could work more but would rather play. Great technology. If you seek relief from stresses of practicing and living in busy urban environment, this is your answer.
- 6020 PEDO PRACTICE - ATTRACTIVE FAMILY COMMUNITY** 2012 trending \$570,000+ with Available Profits of \$290,000+. Remarkable office with investment topping \$345,000. Computerized charting with digital Pano and Ceph. Best location in community. Building has landmark status. Full price \$240,000.
- 6025 MARIN COUNTY - SAN ANSELMO** Well established practice. Collected \$490,000 in 2011 on 3-day week. 3-Ops and 2+ days of Hygiene. This is a very sound opportunity for that Successor who will spend the time to cultivate trust with patients and staff.
- 6026 SACRAMENTO** 2011 collected \$825,000 on 3-day week. Owner could work more but chooses not to. Practice coupled with facility and location can do more. Bring in specialists. Next Owner will have enjoyable career as our Client has as we sold this practice to him in 1983.
- 6029 NORTHEAST CALIFORNIA** Trade in smog and congestion for soaring mountains and close-knit communities. Collected \$550,000 in 2011 on 3-day week with 5-weeks off. 3.5-to-4 days of Hygiene. 3-ops with Adec delivery systems. Be busy, be happy and take vacations. No worries here. Full price \$185,000.
- 6030 SANTA ROSA AREA** 2012's collections tracking \$850,000+. Strong profits. 4-days of Hygiene per week. Beautiful office. Digital radiography. Building optional purchase. This is something special.
- 6031 MODESTO** Owner retiring. 2012 tracking \$430,000 in collections. 2011 realized \$198,000 in profits. 4-Ops.
- 6032 MODESTO** 2011 collected \$535,000. 3-days of Hygiene. 4-Ops. Attractive 1,568 sq.ft. office for \$2,625/month.
- 6034 SAN LEANDRO AREA** Did \$650,000 in 2011. Owner had to reduce time in 2012. Shall collect \$475,000. 5-ops. Nice Hygiene schedule.
- 6035 WALNUT CREEK - ORTHO** Great location. Part-time practice collected \$425,000 in 2012 on 2-day week. Simply needs more attention.
- 6036 SAN JOSE DENTAL OFFICE - 827 BLOSSOM HILL ROAD** Conveniently located off Highway 85 and Guadalupe Expressway, and sandwiched between Highways 17 and 101. 1,500 sq. ft. fully equipped and furnished 5-Op suite with Digital Radiography. Asking price \$60,000.
- 6037 SAN FRANCISCO'S UNION SQUARE - RESTORATIVE PRACTICE** Optimum opportunity for Dentist seeking high-end practice in Downtown San Francisco. 5-days of Hygiene. 2012 collected \$750,000+ with Available Profits of \$325,000+. Great views.

For complete details on any of these opportunities, go to www.PPSsellsDDS.com

Professional Practice Sales of The Great West

Ray and Edna Irving
(415) 899-8580 ~ (800) 422-2818
www.PPSsellsDDS.com

Thinking on selling your practice? Call "PPS of The Great West" today.
This shall be the best decision you make regarding this important change in your life!

"I listed with a competitor for 12 months. Had two people visit my practice. First weekend PPS had my listing, I had 3 people visit and an offer by the end of the first week. Thank you for allowing me to move on to the next step of my life."

"It was a pleasure to work with PPS. I had to sell because of health complications. Mr. Irving listed my practice on Jan 1st, we closed escrow on Feb 27th. It took him less than 60 days to complete the sale as promised."

"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."

PPS of The Great West's reputation is built upon grounded ethics and effectiveness. Our trademark "client services" include accurate assessments, impeccable marketing plans, complete transparency, generating quick responses, realizing multiple Offers, securing 100%+ financing in days, expert papering of our transactions and sound counsel. Everything is done to protect our Client and to effect a successful transfer. Our intent is simply to provide the best service imaginable for this very important engagement.



Is it Time to Sell Your Practice?



Ray and Edna Irving



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of The Great West

*Specialists in the
Appraisal and Sale of Dental Practices
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(800) 422-2818

(415) 899-8580

Fax: (415) 899-8588

Ray@PPSsellsDDS.com

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“As I approach the time to sell my practice, this is what I have determined...”

There is way too much to risk by selling the practice myself. This is not about finding a buyer; it is about finding the “right” successor.

I need someone to shepherd me from start to finish. I want an advocate who has cut their teeth on hundreds of concluded transactions as I cannot afford my sale to be someone’s learning curve. I require my advocate to spend the necessary time with me as I get ready for this career changing event. This is not another sale. It is my one-and-only sale! I expect my advocate to properly prepare my practice for sale. If that means multiple meetings, interfacing with my accountant and sitting down with my spouse and I, this is what I expect. I do not want someone to puff me up with false expectations. I require candid answers for what I can expect.

I would like to meet with an interested candidate after they have submitted an Offer along with their Resume. And I would like to consider a number of candidates as I make this important decision as to what is best for my patients, my staff and me.

I expect my advocate to do the heavy lifting from start to finish as that is why I have engaged them. I do not want someone to be delegating this exercise to different parties, nor do I want to be chasing them for progress reports. I want to be in control from start to finish. As I have placed my practice “For Sale”, I would like it “Sold” in a timely manner.

Finally, I want the best risk management protection which money can buy.

I only have one chance to get this right!”

A commission paid to PPS of The Great West is your insurance premium that your sale was handled properly.