

THE Dental Trader

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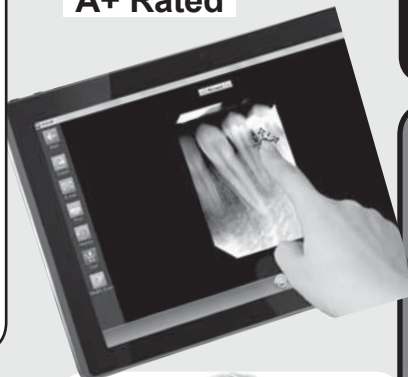
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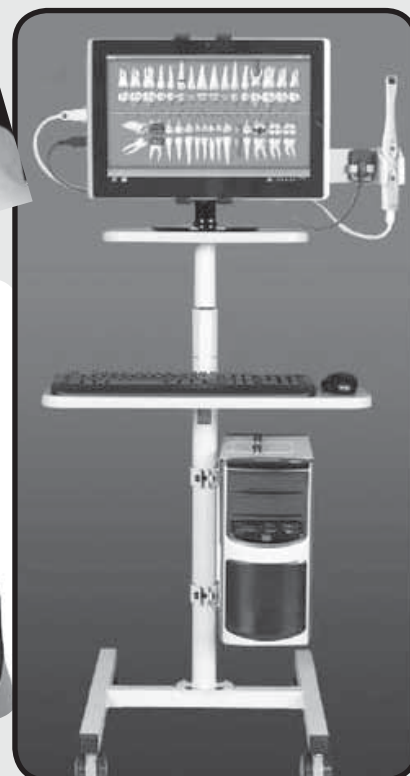
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KERN COUNTY

BAKERSFIELD #29 - (4) op comput. G.P. (3) ops eqt'd, (4th) plumbed. Located in a free stand bldg. Cash/Ins/PPO pts. Digital x-rays. Annual Gross Collect \$300K+ on a part time schedule. Seller moving. **[NEW]**

So. KERN COUNTY - (6) op comput. G.P. located in a Bakersfield suburb in a small strip ctr. with exposure/visibility. Pano eqt'd. Limited competition. Cash/Ins/PPO pts. Annual Gross Collect. approx \$350K part time. Seller is moving and is motivated. **[NEW]**

LOS ANGELES COUNTY

CANOGA PARK - (5) op comput. G.P. located in a strip center with exposure/visibility/signage. (4) ops eqt'd/5th plumbed. Cash/Ins/PPO patient base. Presently taking no Denti-Cal. Practice is located in an area of high Denti-Cal usage & could be added to significantly increase Gross Collections. 2014 Projected Gross Collections of \$250K+. Dentrix s/w. Digital x-rays - Dexis. Seasoned staff. Seller Retiring. **[PENDING]**

ENCINO - (3) op comput. G.P. located in a prof. bldg on a main thoroughfare. Part time practice w older eqt'd. Cash/Ins/PPO pts. Annual Gross Collect \$164K+. Below market Lease. Beautiful Valley views from ops. Great starter pract., part time pract., buy & combine pract. or satellite office. Seller retiring.

LANCASTER - (5) op computerized G.P. and single use free standing bldg. located on a main thoroughfare with exposure/visibility and parking. Be your own Landlord! (3) ops eqt'd (2) add. plumbed. Digital x-rays, Easy Dental s/w. Pano eqt'd. 39 years of goodwill. Cash/Ins/PPO pts. 2014 Gross Collect of approx. \$300K+ on a (2) day week! Total mos. payment of \$4K w \$30K down! WOW! Seller retiring but will assist w the transition. **[NEW]**

LA VERNE - (6) op comput G.P. (3) ops eqt'd/(3) add. plumbed. Newer eqt'd. Located in a busy shop ctr. on a main thoroughfare w excell. exposure/visibility/signage & parking. Exhibiting health growth. 2014 Gross Collections of approx. \$385K. Digital x-rays. Cash/Ins/PPO pts. Seller moving. **[NEW]**

PASADENA - Magnificent upscale, (3) op comput. turnkey office with included charts. (1) year old build out w newer Belmont eqt. On a main thoroughfare in a well known medical bldg next to the hospital. Only DDS in the bldg. Digital x-rays. Easy Dental s/w. Many built in referral sources. Seller to concentrate on other office. **[NEW]**

SHERMAN OAKS #4 - (3) op comput G.P. located in a well known medical/professional building on a main thoroughfare. Cash/Ins/PPO patient base. Annual Gross Collect of approx. \$180K on a (3) day week. Great starter, satellite or buy and combine opportunity. Seller retiring. **[NEW]**

VAN NUYS/SHERMAN OAKS - Bldg. & Practice - (5) op comput. G.P. (4) ops eqt'd, (5th) op plumbed. Located in a free stand. single use bldg. on a main thoroughfare w excell. exposure, visibility & parking. 50+ years of Goodwill. 2013 Gross Collect \$425K+ on a (4) day week. Seller does no advertising. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller retiring. **[SOLD]**

WEST SAN FERNANDO VALLEY - (4) op comput G.P. Located in a smaller, well known, prof. bldg. on a main thoroughfare. Excell. signage & ample free parking in rear lot. Annual Gross Collect \$750K+ on a (4) day week. Digital x-rays & soft tissue laser. Cash/Ins/PPO pts. (10+) new pts/mos. Lower overhead office w excell. long term lease in place. Seasoned staff. **[SOLD]**

ORANGE COUNTY

TUSTIN - (4) op comput. G.P. (3) ops eqt'd/4th plumbed. Located in a busy Shop Ctr. w exposure/visibility & signage. Digital x-rays & CEREC. Cash/Ins/PPO pts. Annual Gross Collect \$460K+ on an easy (4 1/2) day wk. Growth potential. **[NEW]**

RIVERSIDE COUNTY

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SAN BERNARDINO COUNTY

RANCHO CUCAMONGA - (4) op comput. G.P. (3) ops eqt'd/4th plumbed. Located in a strip center w exposure/visibility/signage & parking. Annual Gross Collect \$185K p.t. Cash/Ins/PPO/ pts. Averaging (7-9) new pts/mos. Seller does no advertising. Seller moving. **[NEW]**

SAN DIEGO COUNTY

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TULARE COUNTY

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

VENTURA COUNTY

CAMARILLO - (5) op comput G.P. located in a prof. bldg. with signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day week. Newer eqt. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller moving out of state. **[SOLD]**

EAST VENTURA COUNTY #2 - Bldg. & Practice - This is the one that you've been waiting for! (3) op computerized G.P. & single use bldg. 2013 Gross Collect \$560K+ & growing. Cash/Ins/PPO/HMO pts. Mos. Cap ck. \$2K+. Averaging (28) new pts/mos. Some newer eqt'd.

EAST VENTURA COUNTY #3 - (5) op comput G.P. located in an upscale prof. bldg. w excell off street free pking. (4) ops fully eqt'd 5th op partially eqt'd. Digital x-rays, CEREC and Pano. Cash/Ins/PPO pts. Under market lease rate. Annual Gross Collect \$600K+ on a (4) day wk. (3) days of hygiene. Seller refers out diff O.S., all Endo, Implant Placement, Perio Surgery & Ortho. Seller moving.

SIMI VALLEY #3 - (4) op comput. G.P. located in a strip ctr. with excellent exposure/visibility and signage. Cash/Ins/PPO patient base. Annual Gross Collections of approx. \$600K. Digital X-Rays. Excellent Lease. Low Overhead. **[NEW]**

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- Excellent Street Visibility
- 4 Operatories, ~ 1,200 sq.ft.

Garden Grove - Featured Listing!

- Professional Building for Sale
- 10 Rentable Units
- ~ 15,600 Sq.ft.
- Busiest street in area

Mission Viejo - Featured Listing!

- Real Estate & Practice for Sale
- Collection \$530K
- Recently Remodel
- 3 Eq Ops + 2 add't plumbed
- Approx. 2,700 sq.ft.

Newport Beach - New Listing!

- Walk distance to Water Front
- Comfortable, relaxing atmosphere
- 3 Operatories, ~ 1,100 sq.ft.

Anaheim - New Listing!

- Collection ~\$183K
- Busy Intersections, Strip Mall
- Excellent Street Visibility
- 3 Eq Ops + 1 add't plumbed
- Approx. 1,100 sq.ft.

Garden Grove - New Listing!

- Shell Practice
- Located on busy street
- Approx. 2,600 sq. ft.
- 3 Eq. Ops + 5 add'l plumbed

Dental Practice Listings

Fontana

- Starter Practice
- Approx. 1,350 sq. ft
- 4 Eq. Ops + 1 Add'l plumbed
- Approx. 1,350 sq.ft.

Murrieta - Starter Practice

- Located in Retail Plaza
- Approx. 1,400 sq. ft.
- 2 Eq. Ops + 2 Add'l plumbed

La Jolla

- Gross Approx. \$350K
- 2 Eq. Operatories
- Close to Major Shopping Center

Dental Practice Listings Los Angeles County

Gardena - New Listing!

- Busy Intersections, Strip Mall
- Excellent Street Visibility
- 4 Operatories, ~ 2,100 sq.ft.

Long Beach - New Listing!

- Projected Collections ~\$510K
- 20 Years of Goodwill
- 5 Operatories, ~1,300 sq.ft.
- Mixed Income & Patient Base

Los Angeles - New Listing!

- Projected Collections ~\$356K
- Medical Building
- 4 Operatories, ~ 1,397 sq.ft.

Santa Monica

- Collections ~\$356K
- Medical Building
- 4 Operatories, ~ 1,397 sq.ft.

Valencia - Featured Listing!

- Real Estate & Practice for Sale
- Collections ~\$570K
- Medical Building built in 2007
- 6 Operatories, ~ 2,200 sq.ft.
- Mostly PPO/Cash

Covina - Starter Practice

- Beautiful, Newly Renovated
- 3 Eq. Ops + 1 Add'l plumbed
- Approx. 1,100 sq. Ft.

Downey - Spacious Office

- Located in Shopping Center
- 7 Eq. Ops 6 1 add't plumbed
- Approx. 3,400 sq. Ft.

South Gate

- Excellent Street Visibility
- 4 Eq. Ops + 1 Add'l plumbed
- Approx. 1,500 sq.ft.

Panorama City

- 2013 Gross Approx. \$240K
- 3 Eq. Operatories
- Located in Strip Mall
- Approx. 970 sq. Ft.

Dental Practice Listings

Oceanside - Price Reduced!

- 4 Eq. Operatories
- Located in Strip Mall
- Approx. 1,200 sq. ft.
- Mostly Cash/PPO

Dental Practice Listings Northern California

Mountain View - New Listing!

- Collection ~\$400K+
- Busy shopping mall with major store anchors,
- 5 Operatories, ~ 1,500 sq.ft.

San Bruno - New Listing!

- Projected Collections ~\$520K
- Freestanding Building
- Excellent Visibility
- 5 Eq Ops + 1 add't plumbed

San Francisco

- Dental Office & Condo Unit
- Newly Renovate
- Medical Professional Building
- Plumbed for 3 Operatories

San Jose - Starter Practice

- Newly Remodeled
- Low Rent
- 3 Eq. Ops, ~ 1,000 sq. Ft.

Hayward - Featured Listing!

- 2013 Gross Approx. \$575K
- Located in Shopping Center
- Mostly Cash and PPO
- 4 Eq. Ops + 1 add'l plumbed
- Approx. 1,800 sq. Ft.

Modesto

- 2013 Gross Approx. \$636K
- Located in Strip Mall
- 7 Eq. Ops + 1 Add'l plumbed
- Spacious, Approx. 3,200 sq. ft

Fresno

- Approx. 2,000 sq. ft.
- 3 Eq. Ops + 1 Add'l plumbed
- Excellent Street Visibility
- Ample Parking Space

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BAKERSFIELD #29 (4) op comput. G.P. for sale. (3) ops eqt'd (4th) plumbed. On a main thoroughfare in a free stand bldg. Digital x-rays. Cash/Ins/PPO. Annual Gross Collect \$300K+ on a (2) day wk. Seller moving and is motivated. D&M Practice Sales 818.591.1401.

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SAN LEANDRO 2014 trending \$450,000. 2013 realized Profits of \$228,000 on collections of \$467,000. Attractive 3 op office with tranquil views of garden setting. Digital radiography includes Panorex. To learn more, go to www.PPSsellsDDS.com.

Premium Beautiful Modesto General Dental Practice For Sale: 2013 had Collections of \$766,000 which Produced \$387,000 in Taxable Income!! As of 10/1/14, the owner Estimates Collections to be \$805,000 in 2014!! The location is one of the best in Modesto, most desirable, premium, high-traffic retail complex. Only PPO and FFS patients. Contact: 2900dentist@gmail.com.

SO MARIN CO Perio 1,142 sf w/ 3 ops. Meticulously maintained! \$270k (CC-346) WPS/800-641-4179.

PRACTICE & BUILDING FOR SALE San Marcos. 40+ yr estab GP plus BUILDING. 5 Ops (3 equipped). SDPS: 760-599-7828.

FOLSOM Facility Only- 1,200 sq. ft. w/ 3 Ops, Digital, Digital Pan, computers in all Ops, patient education television, new compressor. HSPPT-Thomas Wagner-916-812-3255 #CA209.

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SOUTHERN SAN LUIS OBISPO COUNTY New Listing! 5 ops. 2013 Collections over \$700k. Great location. Busy practice with room for growth. Call today! IntegrityPracticeSales.com, Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

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YUBA CITY Well-established practice & building! 2670 sf w/ 6 ops + 1 add'l \$325k (RE: \$450k) (GN-354) WPS/800-641-4179.

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DENTAL MEDICAL / PROFESSIONAL BUILDING FOR SALE IN GARDEN GROVE – Featured Listing! Asking \$3.65 Mil. Medical Plaza located in Garden Grove busiest street corner. ~15,600 sq ft building, 10 rentable units. One unit is a vacant/plumbed dental office. Individual units available for lease. Call Loc Pham, Broker at LCF Financial, Inc. 714-550-7494 or practice@lcfinc.com | <http://lcfpracticesales.com>.

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CAMARILLO 2013 Collections over \$1 Million. 4 ops. Great retail location with easy parking. Beautiful practice in newly constructed office. IntegrityPracticeSales.com, Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

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EAST VENTURA COUNTY #3 (5) op comput. G.P. for sale. (4) ops eqt'd/5th plumbed. Located in a Prof. Bldg. Digital x-rays & CEREC. Cash/Ins/PPO. Annual Gross Collect \$600K+ on a (4) day wk. Seller moving. D&M Practice Sales 818.591.1401.

HAYWARD Practice AND Real Estate Available! 1,800sf w/ 4 ops! Call for Details! (BG-362) WPS/800-641-4179..

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REDDING Perio: Be one of two in the area! 3,737 sf w/ 5 ops. \$350k RE: \$1.2M (GN-372) WPS/800-641-4179.

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Legal Tip: Buyers Is your deposit refundable if you can't get your loan? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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GREATER SACRAMENTO General Practice. 1,250 sq. ft., 3 equip. Ops, 1 add'l plumbed. Digital, Dentrix. 2013 GR \$794K. Thomas Wagner-916-812-3255 #CA177.

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MODESTO AREA Priced at Only 52% of Collections! 1,600 sf w/ 4 ops. Now Only \$395k (IG-356) WPS/800-641-4179.



TIMOTHY GIROUX
DDS/BROKER

ASK THE BROKER

I am buying a practice, but now my dentist friend says it is priced too high. What do I do?

Great Question. I firmly believe that only *YOU* can determine if it is priced too high. At first glance, that may sound ridiculous as you should have input from consultants and friends on this important decision, but let me explain.

PRICE

Price is generally a function of the local marketplace. A friend of mine recently purchased a 1,500 sq ft home for \$1.1m after looking for more than a year. Someone from Kansas would think this is absurd. However, this house was in Marin County and truly might have been a great buy! The same holds true for dental practices. The price is usually dictated by the market. In an active market, this number usually falls into a "rule of thumb" range.

PRICE IS PROBABLY THE LEAST OF THE FACTORS THAT DETERMINES SUCCESS!

VALUE

The buyer's perception of value vs. price makes the practice either a good or poor decision for him/her. That value can ultimately only be determined by the individual buyer and is specific to that buyer. (Therefore generic PROJECTED incomes for the practice are worthless unless they are done for a specific buyer and his/her skill set). Of course, the buyer needs to do all the due diligence necessary to determine the value for his/her unique circumstances. The buyer also needs to understand exactly how the practice generates its revenues and determine how the practice might perform in their own hands. If they determine that they fall short on "filling the shoes of the older dentist", then they need a plan on how to deal with that. This could include working more hours, offering later appointments, signing up for more plans or a host of other ways to generate additional revenue. This is a long-term decision which needs to be addressed in a larger context.

IT'S NOT ABOUT THE PRICE - IT IS ABOUT THE OPPORTUNITY

I have seen practice transitions that were resounding successes even when priced well over 100% of gross receipts. In one particular case, the buyer's accountant and friends even advised her not to buy. However, she doubled the size of the practice in the first year! I have also seen practices fail that were practically given away and everybody thought it was a steal. So what's the difference? Your advisors and friends may not be aware of what kind of dentistry the Seller was doing. In addition to that, they may not know what type of dentistry you are capable of. You might hear of a dentist's horror story on a transition or a scratch start. In another dentist's hands, the result might have been totally the opposite.

CONCLUSION: Price will be dictated by the market. Value or opportunity is in the eyes of the beholder.

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

Questions?

Contact Dr Giroux at wps@succeed.net or 800.641.4179

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Jeng and Associates have represented me in buying 3 offices and multiple lease reviews and negotiations. Their professionalism is unbeatable and Dr Jeng is always available to answer my questions by phone or email.

Dr. L. Kong, Daly City, Ca

I highly recommend Dr Jeng as a dental attorney. His experience as a dentist combined with his legal experience gave me the confidence to enter into a share office arrangement. He was always available to answer my calls and addressed all my concerns and questions.

Dr. P Tran, Burbank, Ca

Dr. Chester Jeng represented me in my last two dental office purchases. Very professional and helpful. He is my go to lawyer for my legal needs.

Dr. K Chou, Hacienda Heights, Ca



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*Disclaimer: Monthly tip is not legal advice and in no way attorney-client privilege has been created.
Consult a CPA or attorney if you need tax or legal advice.

Modesto Practice For Sale 2013 Collections of \$766,000 which Produced \$387,000 in Taxable Income. Chartless office, all equipment less than 5 years old. 5 ops and 37 new patients per month. Health forces sale. Asking \$625,000. Contact Joe Hruban 530-746-8839 or joe@omni-pg.com.

GREATER SAN JOSE Periodontal Practice. Fiscal-year GR \$1.3M. 5 Ops, 2 add'l plumbed, same loc. for 28 years. Av. 35 NP/month. HSPPT – Dennis Hoover 209-605-9039 #CA219.

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PRACTICE FOR SALE Fallbrook. GP estab 18 yrs. Single story Prof Bldg on main road. SDPS: 760-599-7828.

MENDOCINO COAST General Practice. 2,376 sq. ft., 4 Ops. Dentrux, Intra-Oral, CAD/CAM. 2013 GR \$1.025M. HSPPT-Thomas Wagner-916-812-3255 #CA181.

SALE Clio Digital X-Ray Sensor: Increased Durability, Fully Compatible, Highest Diagnostic Quality. Adult: List: \$8,995; Sale: \$6,495. Pedit: List: \$7,995; Sale: \$5,495. Comes with ClioSoft Imaging Software w/10 workstation license. Visit site for more info: www.ez2000dental.com; then click on Products link, then click on Clio Digital XRay Sensor. Follow instructions. Or call today 800-273-5033.

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Motivated Buyer looking for Dental Practice & Real Estate in Riverside! Established patient base. 1,500+ sq. ft. Grossing \$600-800K. Retail shopping center is preferable. Sellers call Loc Pham, Broker at LCF Financial, Inc. BRE #01875780. (714) 550-7494 or practice@lcfinc.com | <http://lcfpracticesales.com>.

TUSTIN (4) op comput. G.P. for sale. (3) ops eqt'd/4th plumbed. Located in a busy Shop Ctr. w exposure/visibility & signage. Digital x-rays & CEREC. Cash/Ins/PPO. Annual Gross Collect \$460K+ on an easy (4½) day wk. Growth potential. D&M Practice Sales 818.591.1401.

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NORTH COAST Endodontic Practice. 6 Ops (5 equipped) in 3,300 sq. ft. w/Digital X-ray, Microscopes, Endovision Software, equipment age~10 years. HSPPT-Jim Engel 925-330-2207 #CA214.

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NORTHERN CALIFORNIA

BAY AREA - Periodontal Practice. Periodontal in leased office with 2,120 sq. ft., 6 Ops, Digital X-rays, Pulse Oximeter, Endoscope, Piezosurgery, and Dentrix software. 2013 GR \$1M. Open for almost 20 years. #CA167-Thomas Wagner - 916-812-3255.

EASTERN SIERRAS - General Dentistry - 2013 GR \$463,806. Well-designed, 4 Op, 1,600+ sq. ft. office, low overhead, w/4+ days of hygiene. Seller refers out most OS, Perio, Endo, and all Ortho. Great opportunity in a nice community not saturated with dentists. Owner retiring. #CA528-Thomas Wagner - 916-812-3255.

FOLSOM - FACILITY ONLY - Well-designed, modern, fully equipped, 1,200 sq. ft. dental office with 3 Ops, digital x-rays, digital pan, computers & monitors in all ops, high & low speed handpieces, cavitrons, and Statim 5000. Nobel Vision TV, Danserau vacuum, and a new 2.5 hp compressor. Owner is willing to include about 400 HMO patients with the facility sale, if buyer is interested. #CA209-Thomas Wagner - 916-812-3255.

FREMONT - Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Owner is downsizing multiple practices. #CA553-In Escrow. Jim Engel - 925-330-2207.

GREATER LINCOLN/ROSEVILLE - General Practice. 2,150 sq. ft. suite in shopping center. 3 equip. Ops (2 add'l plumbed). Intra-Oral, Digital X-ray, Laser, Eaglesoft software. 2013 GR of \$528K. #CA165-Thomas Wagner - 916-812-3255.

GREATER PITTSBURG AREA - PRICE REDUCED by \$122,000 - General Dentistry. Est. for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2012 GR of \$885K with overhead under 70%. Building to be sold with Practice. #CA108-In Escrow. Thomas Wagner - 916-812-3255.

GREATER ROSEVILLE/ROCKLIN/LINCOLN - General Dentistry- 2013 GR of \$350,671. Well-designed, tastefully decorated 1,887 sq. ft. office with 2 equipped Ops (3 additional plumbed). 3 day hygiene, equipment is approx. 7 years old, Eaglesoft. #CA154-Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO - General Dentistry - Well-designed 3,079 sq. ft. office (shared w/2nd dentist - separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2013 GR of \$947K w/low overhead. Owner retiring after 35+ years in same location. #CA140-In Escrow. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO - General Dentistry - Well-est. GP in 1,600 sq. ft. office with 5 equipped ops (1 additional plumbed). Eaglesoft, E4D, Intra-Oral, and Pano. 9 days Hyg/week. 2012 fiscal year GR of \$888K+. Seller refers out most specialties. Owner retiring. #CA156-Thomas Wagner - 916-812-3255.

GREATER SAN JOSE AREA-NEW LISTING - Periodontal Practice - Receipts for fiscal year ending in Sept. 2014 were \$1.3M. Practice has been the same location for 28 years in a medical-dental complex on a busy thoroughfare. 5 Ops with the potential for 2 more. Equipped with Digital X-rays, Pano, Cone Beam, Laser, and Intra-Oral. Practice averages 35 new patients per month. Owner would like to work back 1-2 days per week. #CA219-Dennis Hoover - 209-605-9039.

MENDOCINO COAST - General Dentistry - Stand-alone professional building and practice in a medical area on the beautiful Mendocino Coast. 2,376 sq. ft. with 4 equip Ops. Dentrix, Intra-Oral camera, CAD/CAM. 2013 GR of \$1.025M every year since 2007 on av. 15 days/mo. 4½ days hygiene, averaging 25 new patients per month. #CA181-Thomas Wagner - 916-812-3255.

MILPITAS - General Dentistry- Beautiful, updated office on main street in well-maintained professional building. 5 Ops in 1,650 sq. ft., Pano, Intra-Oral Camera, and Laser. 2013 GR of \$935K with 7 days of Hygiene. Owner retiring after 35 years in present location, 45 in the community. #CA180-Jim Engel - 925-330-2207.

NORTH COAST-NEW LISTING - Endodontic Practice - Humboldt County: Well-established, high performing practice boasts 6 Ops (5 equipped) in 3,300 sq. ft. with Digital X-ray, Microscopes, and EndoVision software. Average age of equipment is 10 years. Very low overhead with excellent referral base. Owner will help buyer with transition period as needed. Owner retiring after 38 years in the community. #CA214-Jim Engel - 925-330-2207.

NORTH OF SACRAMENTO - General Dentistry- 5 Op practice in 2,050 sq. ft. 2012 GR of \$1.2MM+ with overhead of only 54%. Dentrix, Intra-Oral Cameras, Digital X-rays, Imaging System, and Pano. Est. 15+ years. #CA106-In Escrow. Thomas Wagner - 916-812-3255

NORTHERN CALIFORNIA - Periodontal Partnership Opportunity: One of two partners is retiring from a long-est., very successful Perio Practice. 1,500 sq. ft., 6 Ops, and Dentrix software. Owner financing with acceptable down payment. Sale to new partner is subject to approval by current partner. #CA168-Thomas Wagner - 916-812-3255

NORTHERN CALIFORNIA - Endodontic Practice: Well-est. satellite endodontic practice with 3 ops (1 additional plumbed) in 1,200 sq. ft. Two microscopes, Digital. 2013 GR \$319,865. #CA158-In Escrow. Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA - Endodontic Practice: 1,021 sq. ft. with 4 equipped Ops, 1 add'l available. 3 surgical microscopes, Dentrix software. 2013 GR of \$337K, in current location for 30+ years, owner retiring. #CA169-Thomas Wagner - 916-812-3255.

OAKLAND-NEW LISTING - General Dentistry: Piedmont District - Well-established downtown charmer w/GR of \$453,000. 3 treatment rooms in shared office totaling 1,600 sq. ft. Off-street parking w/5 days of hygiene, 8 new patients per month. Owner retiring after 27 years at this location. #CA217-Jim Engel - 925-330-2207.

PITTSBURG - General Dentistry- Well-est. practice on city's busiest thoroughfare. 3 year avg. GR of \$236K w/60% overhead. 5 ops in 1,400 sq. ft. with Pano, Fiber Optics. 12 NP/mo. and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. #CA133-Jim Engel - 925-330-2207.

PLEASANTON - Facility Only Sale: Former Endo office but also perfect for a GP startup in this high-demand neighborhood. 2 fully equipped Ops, Computers Microscope, 3rd Op plumbed and partially equipped. 975 sq. ft. in a Professional Complex with Perio, Ortho, and GPs. Below market rent and ready to move in. Call for photos and more details on this great location with almost new equipment! #CA195-Jim Engel - 925-330-2207.

PLUMAS COUNTY - PRICE REDUCED - General Dentistry: 2013 GR of \$546,429 working 4 days, 37+ weeks/year in great retirement location - not saturated with dentists. 5 Ops available (4 equipped) in newly-remodeled office with Pan, Fiber Optics, EZ Dental software. 2 1/2 days hygiene per week. Great opportunity! Owner retiring. #CA558-Thomas Wagner-916-812-3255.

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SACRAMENTO – General Practice- Leased, stand-alone professional building on busy thoroughfare. 1,250 sq. ft. with 3 equip Ops, 1 add'l plumbed, remodeled less than 10 years ago. Digital X-rays, Dentrrix. 2013 GR of \$794K. #CA177-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: 2,400 sq. ft. w/7 equipped Ops, 1 add'l plumbed. Located in one of Sacramento's historic, well-est. neighborhoods. Intra-Oral Camera, Digital X-ray, Pano, Softdent. 2013 GR \$711,014. Owner retiring. #CA182-Thomas Wagner - 916-812-3255.

SAN FRANCISCO – FINANCIAL DISTRICT – General Practice. Beautiful, modern office with 1,744 sq. ft. with 5 Ops, 4 equipped. 2013 GR of \$906K in 177 Dr. days with Adj. Net of \$388K, 6 days of Hyg. Pano, Digital X-ray, Intra-oral camera, Softdent software. Owner retiring due to health issues. #CA162-Jim Engel - 925-330-2207.

SAN FRANCISCO – General Practice. Located close to Union Square, this has shown steady increase every year. 2013 GR were \$854K with only 55% overhead. 4 days of hygiene. Owner moving out of Bay Area. #CA191-Dennis Hoover - 209-605-9039.

SAN JOSE – General Practice- Nestled between the Evergreen and Silver Creek districts, this high traffic professional center boasts 3 **SOLD** 200 sq. ft. with Pano and Eaglesoft. 2013 GR of \$370K on 30 hour work week with 2 days of Hygiene. #CA178-Jim Engel - 925-330-2207.

SAN JOSE – Facility Only. North Valley, well-est. location featuring 7 ops in approx. 1,400 sq. ft. Fully equipped with all you need at 1/3 the price of a new start up. One block from VTA stop, beautiful landscaping and newly re-furnished interior. Pano, Digital Scanner, and 5 station computer network included. #CA190-Jim Engel - 925-330-2207.

SAN MATEO - General Practice: Professionally designed office across from shopping area with 5 Ops plumbed, 4 equipped in 2,150 sq. ft. **SOLD** of \$708K with 5 days of Hygiene. Dentrrix, Digital, Film based Pano, Intra-Oral Camera, and 9 years new, top-of-the-line equipment. Owner is retiring. #CA179-Jim Engel - 925-330-2207.

SANTA CRUZ COUNTY - General Dentistry in a Professional building with 3 Ops. Approx. 1,100 sq. ft., near the beach. GR of \$338K on 2 days/wk with approx. 1,100 active patients and 10 new patients/month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dentrrix Software. Seller is moving. #CA550-Jim Engel - 925-330-2207.

SANTA MARIA – This Central Coast beauty boasts 42 years in the community, 16 years at current location. 4 Ops in 1,500 sq. ft. Easy Dental software, Dexis Digital X-ray, and Intra-oral cameras. 2013 GR of \$523K in 180 Dr. days. 5 days of hygiene. Close to hospital, Comm. College, and freeway. Seller owns the suite and is retiring. #CA166-Jim Engel - 925-330-2207.

SANTA ROSA – This 3 Op office is part of a larger complex, owner selling interest in building. 4 days of hygiene seeing 10-12 patients per day, booked 6 months in advance. 2013 GR were \$542K with \$182K Adjusted Net. Practice was started by present owner in 1968, owner is retiring. #CA200-Dennis Hoover - 209-605-9039.

SANTA ROSA – This 3 Op office is located in a retirement community where 70% of the patients are private pay. Intra-Oral Camera, Schick Digital X-ray, Discus NV laser, Eaglesoft software. Most Endo, Pedo, Ortho, and Oral Surgery is referred out. 3 days of hygiene. 2013 GR of \$437K with \$173K Adjusted Net. Practice was started by present owner in 1998, owner is retiring. #CA201-Dennis Hoover - 209-605-9039.

WALNUT CREEK – Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice had over \$530K in GR in 2012. #CAM540-Jim Engel - 925-330-2207.

CENTRAL CALIFORNIA

CENTRAL COAST: NEW LISTING – General Practice in the Central Coast area. 31 years of goodwill. 6 Ops, 8 days of hyg/week. 2013 GR of \$2.3M and Adj. Net of \$840K. Dentrrix, Digital. Paperless, Intra-Oral Camera, Laser. #CA208-Kerri McCullough - 949-300-0312.

FRESNO – General Dentistry. This 5 Op, 2,000 sq. ft. office is in North Fresno. Started in 1997. There are 5 days of hyg./wk. with 23 new patients per mo. 2013 GR of \$789K. Equipment is approx. 5 years old. Owner is retiring. #CA171-In Escrow. Dennis Hoover - 209-605-9039.

FRESNO - General – Partnership Interest. Partner in well-est., highly regarded, 5 dentist group in the North Fresno Area is selling his interest. Intra-Oral Camera, Digital Pan, Kodak sensors, SoftDent software. 7,500 active patients. 2013 Partnership GR were \$4,708,000. Selling Partner's Net Income 2013 \$368K. #CA196-Dennis Hoover - 209-605-9039.

FRESNO – General Dentistry. This 1,739 sq. ft. office has 4 Ops with 6 days of hyg.GR have averaged \$760K per year with low 61% overhead. Gendex X-rays & Scanner, Soft Tissue Laser, Intra-Oral, Digital Pan, and Cerec CAD/CAM. Owner is retiring after 31 years in the same location. #CA202-Dennis Hoover - 209-605-9039.

PORTERVILLE – NEW LISTING – General Dentistry with 6 Ops in a 2,600 sq. ft. suite. 2013 GR of \$344K. Call for more information on this new listing. #CA223-Steve Caudill - 951-314-5542.

TUOLUMNE COUNTY - General Dentistry Practice & Building. The GR averaged over \$1M in 2013, 2012, & 2011 with just 59% overhead, and 8 days of hygiene. There are 6 Ops in approx. 2,000 sq. ft., equipment average age is 3-4 years. The building is well-maintained with storage and upscale interior décor. 45 minutes from population centers with 200,000+ people. #CA197-Dennis Hoover - 209-605-9039.

SOUTHERN CALIFORNIA

ANAHEIM - General Dentistry Practice & Building with 6 Ops, 3 Equipped, 3 Plumbed. Near Disney. Est. 39 yrs. with great visibility on a busy street. #CA186-Jaci Hardison - 714-318-4911.

ANAHEIM – General Practice with 4 Ops equipped and an additional 5 Ops available. SoftDent Kodak Digital, and a Digital Pan. 2013 GR of \$237K. Retiring doctor works only 3 days per week- room to grow! Great central Anaheim location. #CA207-Tinh Tran - 949-533-8308.

BAKERSFIELD – General Dentistry - 8 Ops, 4 Equipped, 4 Plumbed in a 2,400 sq. ft. suite. 2013 GR of \$521K. Practice has been est. for 20 years. #CA193-Kerri McCullough - 949-300-0312.

BALDWIN PARK – General Dentistry - 5 Ops, 4 Equipped in a 1,500 sq. ft. suite. \$317K GR and \$163K Adjusted Net in 2013. Seller is relocating out of state. #CA176-Kerri McCullough - 949-300-0312.

BANNING – General Dentistry - 6 Ops in 1,873 sq. ft. Digital x-rays, EagleSoft, and is paperless. 8 days of hygiene per week. 2013 GR of over \$1.5M. #CA183-Steve Caudill - 951-314-5542.

BEVERLY HILLS – NEW LISTING-Leasehold Improvements plus some patients-2 Ops, 1 Equipped, Open Dental with computer, Digital x-rays with 2 sensors, vacuum, and sterilizer. #CA215-Mario Molina - 323-974-4592.

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BEVERLY HILLS – NEW LISTING – General Dentistry Practice with 5 Ops in 1,500 sq. ft. EagleSoft, Digital, CEREC, equipment ~7 years old. 4 days hyg/week, long-term staff. 2013 GR \$1.2M+ with Adj. Net of \$406K. #CA210-Kerri McCullough - 949-300-0312.

CAMARILLO – NEW LISTING – General Practice -Retiring dentist has been in practice 34 years. Retail location with good anchor stores and near a huge retirement community. Untapped implant opportunities. Doctor refers most of the specialty work. 4 Ops. 1-2 more Ops available. GR of \$568K in 2013. #CA204-Thinh Tran - 949-533-8308.

GREATER LOS ANGELES AREA - Periodontal Practice-5 Ops, Dentrux, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, long-time staff and 34 Years of Goodwill. #CA173-Kerri McCullough - 949-300-0312.

HUNTINGTON BEACH – NEW LISTING – General Dentistry- 3 Ops, Dentrux, Digital X-rays, intra-oral camera. 50% PPO, 50% HMO. \$252K GR in 2013. #CA194-Thinh Tran - 949-533-8308.

HUNTINGTON BEACH – General Dentistry -Est. for 18 years. Spacious suite with 5 Ops, 3 Equipped in a great location near ocean. #CA155-In Escrow. Jaci Hardison - 714-318-4911.

LOS ANGELES – NEW LISTING-General Dentistry - 9 Ops, 6 Equipped in a retail center with high visibility. Est. for 16 years. Dentrux, Digital X-Rays, Pano, Intra-Oral Camera. 2013 GR of \$824K with \$355K Adj. Net. Higher numbers projected for 2014. #CA197-In Escrow. Kerri McCullough - 949-300-0312.

LOS ANGELES – NEW LISTING –This General Practice is located in a multi-story professional building, 1200 sq. ft. with 4 Ops, 3 Equipped, this practice has been est. for 60+ years. 2013 GR of \$256K on a 2 day work week. Room to grow. #CA211-Thinh Tran - 949-533-8308.

MURRIETA – General Dentistry with 7 Ops, Schick Digital X-rays, CEREC, Dentrux. 2013 GR of over \$1.4MM and over \$512K Adj. Net. #CA163-Kerri McCullough - 949-300-0312

NEWPORT BEACH - General Dentistry -3 Ops, high-end equipment <10 yrs old: ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrux software. 2012 GR of \$350K on 3½ days per week. Located near hospital in a desirable area. #CAM534-In Escrow. Thinh Tran - 949-533-8308.

NORTH HOLLYWOOD – General Dentistry - 5 equipped Ops, 1 plumbed. Free-standing building, Dentrux, Dexis, Pano, Laser, and the office is paperless. 2013 GR of \$845K with \$296K Adj. Net. #CA187-In Escrow. Kerri McCullough - 949-300-0312.

NORTH ORANGE COUNTY – General Dentistry - 7 Ops, 6 Equipped in a 2,700 sq. ft. suite. GR of \$601K with \$244K Adj. Net on a 3 day work week. EagleSoft, Intra-Oral Camera, Schick Digital X-rays, and Pano. #CA189-Kerri McCullough - 949-300-0312.

ORANGE COUNTY – Periodontal Practice - 6 Ops, 5 Equipped. 2013 GR of \$479K with \$164K Adj. Net on a 4 day week. Great OC location near freeway, hospital, and shopping. #CA172-Kerri McCullough - 949-300-0312.

REDLANDS – General Dentistry -3 Ops, has been est. for 48 years. \$364K GR of \$164K Adj. Net on 3 hygiene days per week. #CA160-Thinh Tran - 949-533-8308.

RIDGECREST - General Dentistry Practice & Building: 4 Ops in 1,536 sq. ft. Est. at this location for 32 years, retiring. This small practice grossed \$168K in 2012. Pictures of the building are available upon request. #CA523-Steve Caudill - 951-314-5542.

SAN BERNARDINO – General Dentistry -4 Ops, 30+ years goodwill, street sign, average GR \$265K the last 3 years, Dr. is retiring. Great office location with growth potential. #CA150-Steve Caudill - 951-314-5542.

SAN FERNANDO VALLEY – General Dentistry -3 Ops, 2 Equipped, est. 30+ years. EagleSoft and Schick Digital X-rays. 2013 GR \$177K. #CA159-Russ Okihara - 619-694-7077

SANTA ANA – NEW LISTING - This General Dentistry Practice has been established for 35 years on a main street. Features 6 Ops in 1,750 sq. ft. suite with Dentrux software, Dexis Digital X-Rays, Intra-Oral camera, Pano, and Laser. 2013 GR of \$1,031,433 with higher numbers projected for 2014. #CA221-Kerri McCullough - 949-300-0312.

SANTA MONICA - This General Dentistry Practice with 3 equipped Ops is in a 900 sq. ft. suite. The office utilizes Dentrux with 5 workstations, and most equipment is 3-5 years old. The location is near residential, shopping, and restaurants. GR of \$223K for 2013 with room to grow. #CA203-Kerri McCullough - 949-300-0312.

SOUTH BAY, LOS ANGELES – NEW LISTING - General Dentistry Practice with 4 Ops in a beautiful commercial/residential neighborhood. This paperless practice features Dentrux, Dexis digital x-rays with 3 sensors, and Pano. This mostly fee for service practice has newer equipment and most specialty work is referred out. Practice has 8 days of hygiene per week with 2013 GR of \$1.1M and similar numbers for 2014. #CA218-Kerri McCullough - 949-300-0312.

SOUTH ORANGE COUNTY – NEW LISTING – Pediatric Dentistry with 4 Ops, 1 year new equipment, OpenDental, Digital X-Rays, and Pano. \$236K GR on 4 days/week with room to grow. #CA222-Thinh Tran - 949-533-8308.

SOUTH ORANGE COUNTY - General Dentistry -5 Ops. EagleSoft, Schick, Intra-Oral Camera. \$400K in Gross Receipts in 2013, with similar numbers for 2014. #CA192-Kerri McCullough - 949-300-0312

TEMECULA – General Dentistry -26 years of Goodwill and 6 Ops. EagleSoft with 14 workstations, digital, Pano, CEREC, and Intra-Oral Camera. Long-term staff and 4 days of hygiene/wk. \$794K GR and \$290K Adj. Net. #CA174-In Escrow. Kerri McCullough - 949-300-0312

THOUSAND OAKS – FACILITY ONLY - Move-in ready - 4 Ops in 1,325 sq. ft. Modern design, Dentrux with 4 workstations, business ofc, and sterilization area. Great start-up, satellite office or Specialist location - .7 General Dentists in the building. Full inventory and photos available. Buyer will have first opportunity to purchase real estate in the future. #CA137-Mario Molina - 323-974-4592.

TORRANCE – NEW LISTING – General Dentistry with 3 Ops, 2 Equipped. Practice is near hospital and in professional area. Practice established 19+ years. 2013 GR of \$333K with \$176K Adj. Net. DentiSoft Software. #CA213-Thinh Tran - 949-533-8308.

VICTORVILLE – General Dentistry - 3 Ops plus 3 plumbed for expansion, 2,150 sq. ft., SoftDent, 2013 GR of \$313K with \$147K Adj. Net, Est. 34 years. #CA149-Kerri McCullough - 949-300-0312.

WEST HOLLYWOOD – NEW LISTING – General Dentistry – 4 Ops, Professional Building, 9 years of goodwill. Mediadent Software, Intra-Oral Camera, Digital, Laser. Equipment average age is 5 years old, 2013 GR of \$539K with higher projected GR for 2014. #CA212-Kerri McCullough - 949-300-0312.

SAN DIEGO

CHULA VISTA - General Dentistry- Est. 50 years ago, seller acquired 35 years ago. 4 Ops, 3 1/2 days of hygiene, Dentrux Software. \$493K 2013 GR, seller is retiring. #CA109-Russ Okihara - 619-694-7077.

LA MESA – NEW LISTING – General Dentistry - 4 Ops, Dentrux, Digital X-rays, Intra-Oral Camera, and Pano. Est. for 28 years. 2013 GR of \$501K. #CA205-Russ Okihara - 619-694-7077.

LA MESA – This 3 Op Practice is located in 2,000 sq. ft. in a prof. building. GR of \$403K in 2013 with similar numbers for 2014. Dentrux, Laser, and Digital X-Rays. #CA127-Russ Okihara - 619-694-7077.

SAN DIEGO – Retiring Dentist in a convenient, highly-desirable area of San Diego. 3-Ops, with the dentist utilizing 2-ops. Small, quality FFS, PracticeWorks. Ideal starter or additional boutique location. #CA161-Russ Okihara - 619-694-7077.

SOUTH BAY AREA, SAN DIEGO – General Dentistry practice with 3 Ops and 4 days of hyg/week. Located in a well-visited retail center with great visibility. Dentrux and Digital Pano, this is a PPO and Fee For Service Practice with 2014 Projected Gross Receipts of \$562K. #CA206-Russ Okihara - 619-694-7077.

OUTSIDE OF CALIFORNIA

MAUI, HAWAII - PRICE REDUCED - General Dentistry- GR of \$636K. Office has 4 Ops in 1,198 sq. ft., Pano, Laser, Intra-Oral camera, Fiber Optics, and 2 1/2 days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. #20101-Thomas Wagner - 916-812-3255 or Russ Okihara - 619-694-7077.

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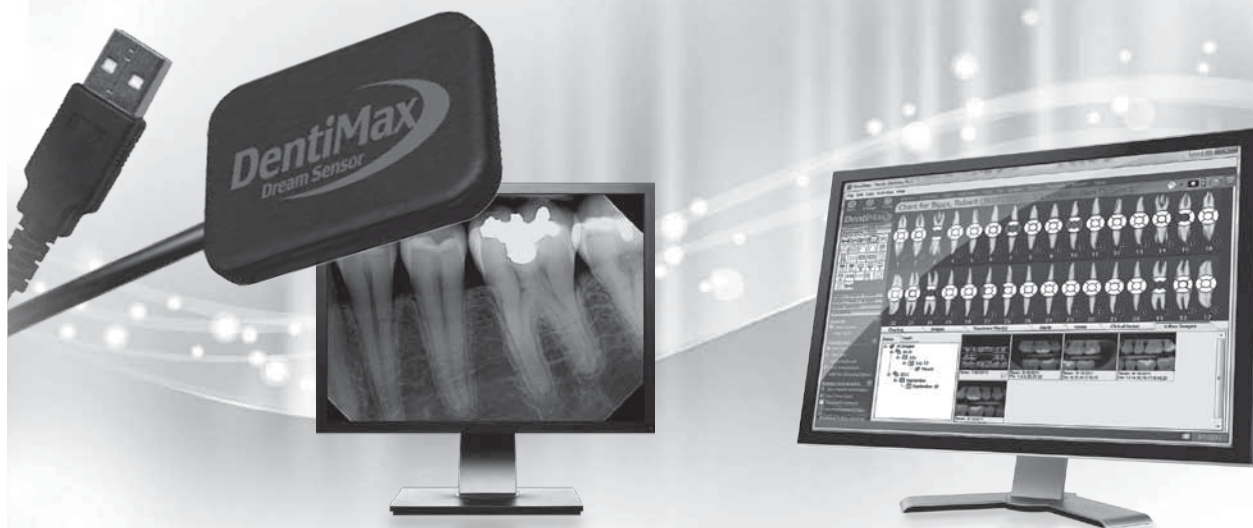
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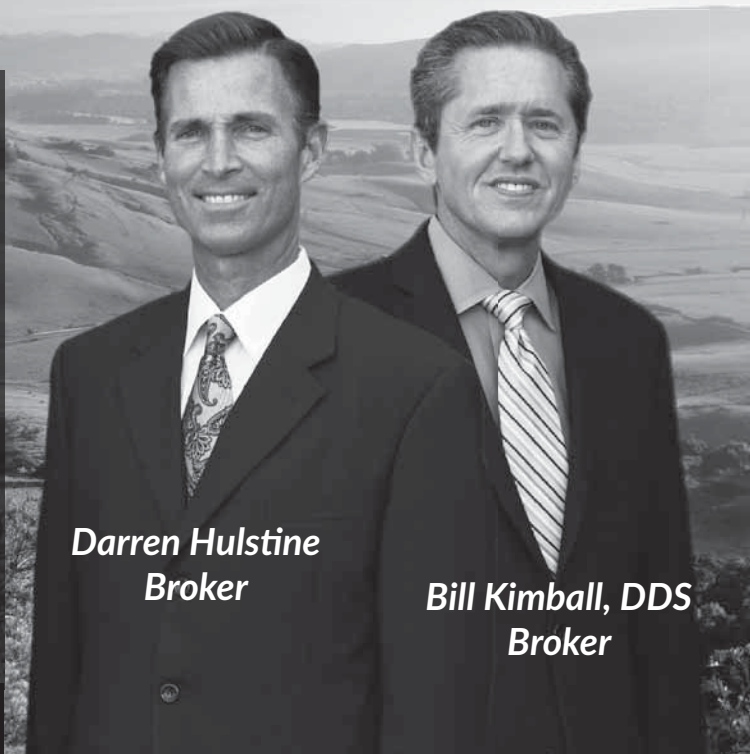
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CA DRE #00491323

DEFERRED SALE – A WARM WAY TO TRANSITION

Practice transitions typically involve selling your practice and walking away. It can be emotionally draining to the seller, buyer, staff and patients if not done correctly. An often overlooked method to transition out of a practice is to do a deferred sale. This allows the seller to bring on an associate to work in the practice part or full time.

The associate then has an option to purchase the practice after a set period of time. The staff and patients get to know the new guy over a period of time and fall in love with the new dentist. When the seller is ready to transition completely out, the buyer is already in the practice. It is a warm hand off to the buyer.

There is a high failure rate in this method if not done correctly. The key is to not jump in too quickly. You need to “date” first before you enter into an agreement. You then need to hire an attorney that specializes in working with dentists to put together an iron clad agreement. The buyer also needs to have some skin in the game. They need to have a deposit on hand to keep them focused and locked in to moving forward with the transition.



There are many ways to transition out of a practice. Deferred sales are one of our areas of expertise. For more information on Deferred and other practice transition strategies, give us a call. We are here to help.

Listings:

Santa Clara Practice For Sale - Full service practice with general dentistry, orthodontics, etc., with average annual collections of over \$950,000 per year. Six operatories with great street visibility. Contact Joe Hruban 530-746-8839 CalBre #01821307.

Santa Clara Dental Office- Free Standing- 4 tenants- 4,000 sq. ft.- asking \$1.4 million

San Jose Practice for Sale – Average annual collections of over \$300,000, four fully equipped ops, room for up to 5 more ops, close to Apple headquarters, great potential for growth. Contact Joe Hruban 530-746-8839 CalBre #01821307.

San Jose Dental Office - strip center - 2,200 sq.ft. - asking \$695,000.

Palo Alto Dental Office- approx. 1,300 sq. ft. - asking \$1.26 million

Concord, Ca. Dental Office- approx. 1,900 sq.ft.-asking \$990,000

Premium Modesto General Dental Practice for Sale – 2013 Collections of \$766,000, paperless office is networked with 11 computers, 5 ops, digital pano, 40 new patients per month, one of the best locations in Modesto. Contact Joe Hruban 530-746-8839 joe@omni-pg CalBre #01821307

Visit Us at the Sacramento Mid-Winter Convention Feb. 19-20 at Booth 64



Joe Hruban

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Buy it! Sell it!! Trade it!!!

Want to buy scanX, phosphate plates, extraction instruments, non-digital pano/ceph combo, dental chair with units, dental cabinets. ltruedds@hotmail.com.

NEW HYGIENE INSTRUMENTS for sale. Multiple cassettes filled with instruments, syringe, sharpening stone. Email for photos and detail list. Patriciapetrusan@aol.com.

SANTA ROSA General Practice/Building. 3 Ops, selling interest in bldg. 4 days Hyg, 10-12/day. 2013 GR \$542K w/\$182K Adj. Net. HSPPT-Dennis Hoover 209-605-9039 #CA200..

2 used Belmont Dental Chairs with cuspidor, all attachments, no units, needs oil, minor repair, \$150 each. call (714)848-8433.

WOOD & DELGADO "Jason Wood helped me through this process, which helped tremendously. Always with a timely response. He basically created a contract and walked all over the seller's non-dental attorney." Dr. Vishal Advani, D.D.S. www.dentalattorneys.com 800.499.1474.

Dental Lab Technician with experience needed in-house dental office. Acrylic, metal work, waxing, knowledge of setting teeth send resume DrTGonzales@aol.com.

AUBURN Fantastic Location, unprecedented exposure, well-respected. 2,700 sf w/ 4 + ops \$625k (EG-376) WPS/800-641-4179.

Freedom Line 8 gal. air compressor. Recently overhauled. Quiet. Bulletproof. \$1500 Santa Barbara. Email for pictures and more info. terrygiff@juno.com.

CASSETTES for sale Stores dental instruments safely. 7 various sizes, email for photos. \$40-\$60 each Patriciapetrusan@aol.com.

FREE CLINIC (501c3) needs dental DONATIONS (equipment, instruments & supplies) for clinic &/or fairs. Email echoe@LestonnacFreeClinic.org with inquiries. THANK YOU!

BOARD CERTIFIED ORAL SURGEON SINCE 1998 AVAILABLE FOR FULL SCOPE ORAL, SOFT, HARD TISSUE RECONSTRUCTIVE, IMPLANT SURGERY, SEDATION. CALL 209 626 6366.

Two complete Articulators 1980 Hanau \$150 1980 Whipmix with Facebow \$200 Location: Ventura County Contact: (805) 807-6230.

CAVITRON ultrasonic scaler, excellent condition, for sale \$1000. 14 insert tips for sale \$800. Email me for photos Patriciapetrusan@aol.com.

Amalgamator New Digital, plus 2x5ml (one-step) bottles of I-dental Bonding agent \$ 175.00(for all) email for more info shain349@gmail.com.

BIOLASE Waterlase dental laser - yr. mfr. 2005. Fully functional. No damages. Needs software update. \$9,500 OBO 909-946-7800.

CHANGE OF ADDRESS FORM

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Dentist's Name _____

Calif. Dental License # _____

Address _____

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Phone _____ Fax _____

E-mail _____

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WINE COUNTRY Prosthodontist: Call for Details! Collections ~ \$1m \$725k (CG-375) WPS/800-641-4179.

ULTRASONIC CAVITRON Like New with 14 compatible (30K) insert tips \$1,800 email me for photos or more information. Patriciapetrusan@aol.com.

2 Delivery Systems Forest (rear or side) (\$2,853 new). Four yrs. old, hardly used. Best offer. (714)569-1128 lee@ingersolldds.com.

Wanted part-time GENERAL DENTIST with 3yrs experience in Salinas, CA Please fax resume to (831)424-0549 email caldent@gmail.com.

Female DDS looking for dentist associate position in the greater Sacramento area. Full or part time. Please call (760)2611757.

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Hu-Friedy 151 Lower Universal Forceps, excellent condition! \$70 ea. Have multiple for sale! Will ship sameday if possible. thebayareadentist@gmail.com.

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The deadline for submitting ads online is always the 7th of the month.



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

- 6077 PERIO PRACTICE - SAN FRANCISCO'S NORTH BAY** Highly regarded and located in phenomenal family community. On 3.5 day week, revenues were \$1 Million in 2014. Beautiful facility with 4-ops.
- 6076 FREMONT** Store front location on Fremont Boulevard. Great signage. Beautiful digital & paperless office. 3-ops with 2 more available. 2014 Collected \$243,000 on limited schedule with Profits of \$104,000. Full time Successor shall do well.
- 6075 MONTEREY BAY AREA - Best of the Best!** Digital, paperless and well positioned for future. 2014 collected \$1.47 Million with Profits of \$690,000.
- 6074 FREMONT** 2014 shall collect \$650,000. 4 day Hygiene schedule booked 6-months out. Beautiful office.
- 6072 MODESTO** 2014 collections tracking \$450,000. 2013 collections totaled \$640,000. When Management devotes attention, practice performs better. Digital 5 ops with digital Panorex. Nice blend between PPO & HMO.
- 6071 CHICO** Strength is 4-day Hygiene schedule. Retiring DDS focuses on restorative. Endo, OS, Perio & Pedo referred. 2014 projects \$450,000 in collections. Beautiful 4 op office. Full price \$175,000.
- 6070 VISALIA** Well established, performing at enviable levels, plenty of room to grow. Strong Hygiene Department, beautiful facility, well equipped. Digital throughout. Not a Delta Premiere practice. Well positioned for future.
- 6068 KINGSBURG** Great family community 20-minutes south of Fresno. Owner works relaxed schedule doing restorative dentistry. Endo & OS referred. 2013 collected \$293,000 with \$154,000 in Profits. 3 ops. Full price \$135,000.
- 6067 MONTEREY - ADVANCED RESTORATIVE PRACTICE** Strong foundation for DDS desiring quality restorative practice. \$310,000 invested here. Digital and paperless. 2013 produced \$525,000 and collected \$458,000. "Out-of-network" practice. Considerable transition assistance available. Full price \$185,000.
- 6066 SOUTH SACRAMENTO** \$1 Million location at stop light intersection with Kaiser across street. Great signage advertising office 24/7. Client bought building in Elk Grove and is relocating patients. Admits this is better location. 6 equipped ops, digital radiography. Open doors and be busy. Replacement cost \$600,000? Full price \$130,000.
- 6065 SAN LEANDRO** 2014 trending \$450,000 on 2.5 day week. 2013 realized Profits of \$228,000 on collections of \$467,000. Attractive 3 op office with tranquil views of garden setting. Digital radiography includes Panorex.
- 6064 BERKELEY'S ALTA BATES MEDICAL VILLAGE** Strong performer on Owner's 24 hour week. 2014 collected \$668,000. 4-days of Hygiene. Lots of work referred. Renowned Medical Village has regional draw.
- 6061 LODI** Beautiful digital 5 ops, Panorex & paperless. 16 years left on Lease. 2-day week shall collect \$160,000 in 2014. Will see immediate improvement with Successor who devotes full attention here. \$340,000 invested. Full price \$200,000.

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

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

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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.