

THE Dental Trader

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"Happy New Year"

FRESNO COUNTY

CENTRAL VALLEY/So. FRESNO CTY - (3) op comput. G.P. w newer refurb Belmont eqt, digital x-rays, & Dentrux 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. Seller quotes 600+ active pts. Seller retiring but will assist in the transition.

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. **[PENDING]**

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.**

RESEDA #5 - (6) op turnkey office. (5) ops eqt'd 6th plumbed. Located in a strip center with exposure, visibility and signage. Location has been a DDS office for 15+ years. Plenty of walk-ins. Combine with RESEDA #6 and grow. **[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 \$250K part time. Combine with RESEDA #5 and grow. **[NEW]**

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

WEST HILLS - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Projected Gross Collect \$360K+ on a part time schedule. Digital x-rays & Dentrux 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 Projected Gross Collect of \$300K p.t.

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

ORANGE COUNTY

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

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

SAN BERNARDINO COUNTY

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

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

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

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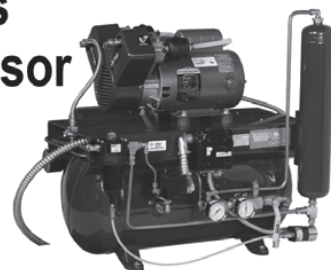
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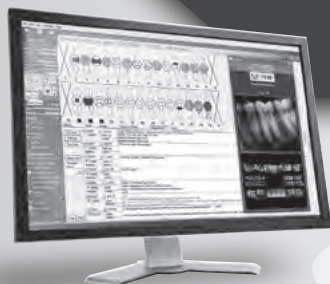


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B-920 CONTRA COSTA COUNTY- Practice Collecting over ~\$60k/month in first year! Tremendous potential for growth. 11 ops, 3000sf. **\$620k**

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-869 NAPA VALLEY AREA - Quality, fee-for-service practice. Relaxed lifestyle & gorgeous scenery! Dental Prof Bldg w/ ~ 800 sq. ft. and 2 fully equipped ops. Option for 3rd op. **\$450k**

BAY AREA CONTINUED

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-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-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**

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

NO CALIFORNIA CONTINUED

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-888 AUBURN - Highly esteemed FFS practice. Very desirable free standing building. Practice offers unparalleled dental care! 1,480sf w/3 ops. **Call for Details!**

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

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

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

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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**

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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 – PROSTHO-DONTICS - Where "the patient comes first". Professional building w/large floor-to-ceiling, picturesque windows. 1,400+ sf & 3 ops **\$450k**



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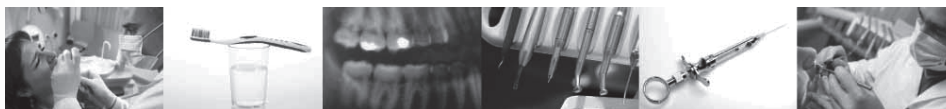
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- **BIG BEAR CITY:** *For Sale* - General Dentistry Practice. 26 years at current location. Gross Receipts \$428K. 3-equipped operatories. Doctor owns the building. New lease available or option to purchase.
- **CENTURY CITY:** *For Sale*-Office Space, equipment and leaseholds only. Opportunity for low cost startup practice and/or satellite. Asking \$100K.
- **CENTURY CITY/BEVERLY HILLS AREA:** *For Sale*-Office space, equipment and leaseholds only. 1,100 sq ft 3 operatories, digital x-ray system. Remodeled 4 years ago. Shows well. Located in a professional building. Owner has relocated.
- **EL DORADO HILLS:** *For Sale*-General Dentistry Practice. 2009 GR \$790,758 adjusted net income of \$12K. Intra-Oral camera. Pano, Softdent software, 4-equipped ops. 6-hygiene days. Practice has been in its present location for past 18 years. Owner retiring. #14324
- **FOLSOM:** *For Sale* - General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. 2009 Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops, Digital, Dextrix, Intra-Oral camera, Laser, 5-year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- **FOLSOM:** *For Sale* - General Dentistry Practice 2009 Collections \$513K. Adjusted net income \$184K. 4 ops (plumbed for 5), Intra-Oral camera, fiber optics all ops. Patient base software. Owner retiring. #14329
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. 2009 GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho. Perio, Endo, Surgery. Laser, Intra-oral camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337
- **GRASS VALLEY:** *For Sale*-This Periodontal Practice is located in a very desirable growing community. Practice has been in its present location for the past 28 yrs. Office consists of 1,500 sq. ft. 3 ops, Intra-oral camera. Practice has 5 days of hygiene. #14272
- **GREATER SACRAMENTO AREA:** *For Sale*-Gross Receipts in excess of \$1.1 Million dollars for the past three years. Adjusted net \$450K. 2,400 sq ft office-5 ops. Hygiene days-6. Owner works 32 hours per week. Eagle Soft, Laser, Pan, Intra Oral camera, fiber optics. Owner retiring.
- **LAKEPORT:** *For Sale*-General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral camera, Pano, Sedation, and Data Con software. Owner to retire.
- **LIVERMORE:** *For Sale* - General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely updated 1,082 sq. ft. office space. Dextrix software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- **LOS ANGELES:** *For Sale* - General Dentistry Practice. 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% Dental 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. Dextrix, 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 Dextrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for details.
- **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.
- **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). Dextrix software, Pano. Practice has been in its present location for 40 years. Owner retiring.
- **ROSEVILLE:** *For Sale* - General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 8 days hygiene/wk. Digital, Intraoral camera, Dextrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- **SACRAMENTO/ROSEVILLE:** *For Sale* - One of many partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334
- **SAN FRANCISCO:** *For Sale*-Patient Base for Sale-Owner passed away last June and the practice has continued on 4 days a week with an associate. Lease can't be renewed. There are approx. 1,000 active patients in the practice. The patient base can be purchased at no risk to buyer since the purchase price is paid according to the receipts collected on the patients that transfer. #14312
- **SAN DIEGO:** *For Sale*-General Dentistry Practice. This office is plumbed for 4 ops. 3 ops. are equipped with Promo Equipment. Lease is \$2,200 per month. 2009 receipts were \$185,645. PPO and Fee for service practice. #14315
- **SAN DIEGO:** *For Sale*-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office 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
- **SAN JOSE:** *For Sale* - 3 op office space & equipment only in south valley area of San Jose. Fully equipped including hand instruments. If you are going to start up a practice or add a satellite practice you can save hundreds of thousands of dollars. New lease available from landlord with the option to purchase suite. #14330
- **SANTA BARBARA:** *For Sale* - General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K, with steady increase every year. Practice has 6 days of hygiene 1,690 sq. ft., 5 ops, Laser, Intra-Oral camera, Schick Digital X-Ray, Datacon software. Doctor has been practicing in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring.
- **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.

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Panoramic Digital X-Ray Machine on sale for \$24,000 or lease to own @ \$530/mo. for 60 mos. With zero down, zero pymts for 90 days and one dollar buyout. Rotograph by Dent-X. Brand New from L.A. area Dealer. Free imaging software included. Retail: \$ 41,995. Call 800-273-5033.

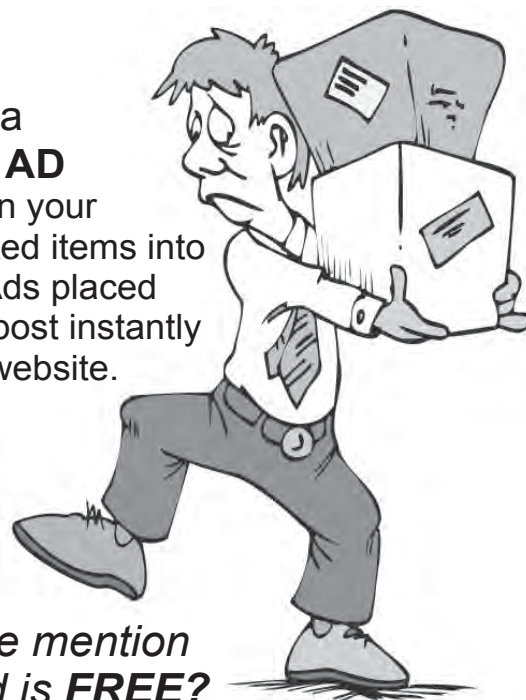
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by John Kanca, DMD
- **Infection Control**
by Nancy Andrews
- **California Law**
by Lee Maddox DDS, Attorney at Law
- **Risk Management**
by Mike Mooney & Dan Meager

CE Lecture Units 14.5

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Adhesive Dentistry - by John Kanca, DMD

This course will cover the most important aspects of adhesive dentistry and the performing of all types of bonding procedures. Among the topics covered will be: The truth about tooth whitening, resin adhesives, composites, techniques for class I, II, IV, V composites, pulp therapy, ceramics, ceramic bonding and repair.

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Fees

\$375 - AGD Members. • \$495 Non Members.

Course includes Gala Dinner Saturday night - 7:00pm

\$100 - Staff Tuition - for meetings only.

\$80 each - Additional Gala Dinner tickets for staff and spouse before January 15, 2011.

NOTE: The Annual Meeting course tuition is for the entire weekend.



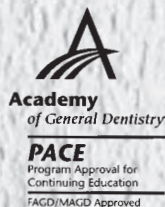
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Timothy G. Giroux
DDS/Broker

ASK THE BROKER

Question:

What do you predict in the way of practice sales for next year?
Hu C, DDS

The last two years have been slow for practice transitions. Most doctors are holding onto their practices for a few extra years since they are uncertain about the future of our economy. Some have lost equity in their homes and realize that the stock market could experience another 4000 point drop as it did in 2008. The net proceeds on the sale of their practices only result in about two years' worth of income, so why not work a little longer if your health is still good?

Unfortunately, the economy has also reduced gross receipts for most dentists. Not only are lower revenues another reason a doctor may defer retirement, but this also translates into fewer and lower paying associate positions. I remember hearing "doom and gloom" predictions for my graduating class of 1983 due to 15+ % interest rates. Eventually the economy pulled us out of those times. I look back now and feel that my class experienced some of the best times of dentistry. Hopefully the same will be true of the young dentists out there struggling to find a job in these tough economic times.

While the "rule of thumb" multiples for pricing practices remain fairly constant, decreasing revenues translates into lower prices. Lenders are not averaging multiple years to determine value, but are using the standard multiples on the last year's tax return. If the revenues have increased, the lenders are very generous with the loan amounts. If the revenues have decreased by more than 15%, not only will the price reflect the corresponding decrease, they may not even be interested in lending on the practice until the receipts have stabilized.

The good news is there is currently a backlog of dental work being created by patients who are putting off dental care. This corresponds to the backlog of practices that eventually will make their way to the market.

My New Year's wish is that the economy turns around, patients once again seek dental care and doctors decide it is time to retire. If it does not happen this year, hopefully it will happen next year!!! Who knows? This group of graduating dental students may eventually be as lucky as my generation of graduates.

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

Questions? Email them directly to **Timothy G. Giroux, DDS:**
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TEMECULA - Projected annual production approx. \$276K. New Equipment in 1,200 sqft, 3 ops office located in shopping ctr with 2 major stores as anchors. Lots of foot traffic. Good street visibility. Asking \$165K. #527T

GLENDALE - This modern, well designed, efficient dental practice with 3 ops, approx. 1,200 sq. ft. located on main street in shopping center/strip mall with marquee sign. Excellent visibility and accessibility. #120NEG

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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
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5996 MONTEREY BAY AREA'S SALINAS

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5997 FREMONT

3-day practice wants to do more. Great location. Collected \$355,000+ on part-time schedule in 2009 with \$143,000 in Profits. 2010 tracking \$160,000 in Profits.

5999 PLEASANTON

Adjacent to Hacienda Business Park. 2010 is tracking \$650,000+ in collections with \$350,000+ in Profits. 3-ops with 2 more plumbed. Digital radiography with computers in the Ops. Great visibility.

6000 MILLBRAE

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6001 SANTA CRUZ BAY AREA

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6002 SAN JOSE'S SILVER CREEK

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"We have had occasion to deal with every major dental brokerage firm in the state in our quest for purchasing a large, successful dental practice. We have dealt with all the prominent firms in Northern California in connection with the sale of a practice. None, in our experience, even approach the professional integrity of PPS."

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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."

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"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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