

# THE Dental Trader

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PRACTICE SALES AND LEASING *Happy New Year!*Paul Maimone Broker/Owner  
CA Broker #01172430**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, & Dentrix s/w. In a town of 17,000 w very ltd. competition. Built out in mid 2009. Already collects \$10K+/mos on a ltd. sch. Cash/Ins/PPO. No HMOs or Denti-Cal. Town is loaded w cash & PPO pts who work @ the prisons & hospital. This is a gold mine for the right full time Buyer. Seller's plans have changed. **[SOLD]**

**KERN COUNTY**

**BAKERSFIELD #21 Bldg. & Pract. for Sale** - (10) op comput. G.P. (3) ops fully equipped, (3) ops partially equipped & (4) add. plumbed. On a main St. w excell. exposure. Annual Gross Collect. \$500K on (3) - (4) days/wk. Cash/Ins/PPO & small % of Denti-Cal. Seller retiring. **[NEW]**

**LOS ANGELES COUNTY**

**COVINA #2 - Reduced Again! Seller wants it sold!** (4) op comput. G.P. Can purchase w or w/o the duplex bldg. (3) ops eqt'd/4th plumbed. Cash/Ins/PPO/Denti-Cal patient base. 2010 Gross Collect \$251K+ on a (3) day wk. The duplex bldg. can be purchased or you can rent the dental suite. Bldg. is 2,150 sq. ft., is free standing, & has exposure & visibility. Seller is moving.

**COVINA #3** - (3) op computerized G.P. w (52) years of Goodwill. Cash/Ins/PPO pt. base. 2010 Gross Collect \$242K+. Projected 2011 Gross Collect \$242K+ on an easy (3) day wk. Located in a small prof dental/medical bldg. on a main st. Free off st. parking. Low rent. Seller retiring, but will assist w transition. **[NEW]**

**GLENDAL #6** - (5) op state of the art, comput. G.P. (4) ops eqt'd/5th op plumbed. Dentrix s/w, networked ops, & digital x-rays. In a free stand bldg. on a main blvd. Prof. Designed & decorated. Excell exposure/signage & ample free pking in rear of bldg. Additional space in rear of suite for future expansion. Mixed pts base. 2010 Gross Collect. \$490K+. Projecting \$500K+ for 2011.

**LOS ANGELES (SILVERLAKE - ATWATER AREA)** - (3) op G.P. located in the trendy Silverlake - Atwater area of L.A. (28) years of Goodwill. Cash/Ins/PPO pts. 2011 Projected Gross Collections ~ \$140K on a p.t. schedule. Retail store front w exposure/visibility. Seller owns bldg. & will grant Buyer first right to purchase in future. Seller retiring, but will assist w transition. **[NEW]**

**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+. Mixed pts base. Mos Cap checks \$5K+. Seller retiring. **[SOLD]**

**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. Excell starter or 2nd office.

**WEST HILLS** - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Gross Collect \$305K on a part time schedule. Digital x-rays & Dentrix s/w. Newer leaseholds. Seller retiring but will transition. **Back on The Market.**

**RIVERSIDE COUNTY**

**SOLD OUT** - Room for your Riverside County Listing Available.

**ORANGE COUNTY**

**NEWPORT BEACH** - (5) op comput. G.P. 4 ops eqt'd/5th op plumbed. Located in a low rise, high end, prof. bldg overlooking the marina. Superb location w easy fwy access, impeccable views, & plentiful parking. Cash/Ins/PPO & a small % of cap (approx \$1,000/mos). 2011 Projected Gross Collections \$450K+ on (2) days/wk. Can do much more w additional hours. Dentrix s/w, digital x-rays & intral oral camera. 25+ yrs of Goodwill. 30-35 new pts /mos. Seller has a second office in northern CA & is tired of the commute. **[NEW]**

**SAN BERNARDINO COUNTY**

**UPLAND #3** - (5) op comput. G.P. & Speciality Pract. located in a free stand bldg. Cash/Ins/PPO/HMO/Denti-Cal pt base. \$2K+/mos in Cap Ck. 2 days/wk G.P. 1-2 days/wk Endo. 1-2 days/mos O. S. and 1-2 days/mos Pedo. Excell situation for G.P. who likes to do Endo. Annual Gross Collect \$525K-\$625K. **Back on the Market.**

**SAN DIEGO COUNTY**

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

**SANTA BARBARA COUNTY**

**SANTA BARBARA #2** - Located in a highly sought after & desirable area, this G.P. is in a garden style prof. bldg w St. frontage. The comput. office has (4) ops/(3) eqt'd/4th plumbed not eqt'd. Pt. base is Cash/Ins. & PPO only. There are (4) days of hygiene/wk, approx. (20) new pts/mos. & is Pano eqt'd. Collects. are \$400K+/yr on a (4) day wk. Some Acc't Rcv. included for immediate cash flow. Motivated seller. Priced to sell. **PRICE REDUCTION**

**SANTA BARBARA #3** - (3) op comput. G.P. located in a dental/medical/prof. Bldg. Complex. 40 years of Goodwill. Cash/Ins/PPO pt. base. 8-10 new pts/mos. Annual Gross Collect. - \$250K/yr. on a relaxed (4) day wk. Digital x-ray equipped. Seller is retiring but will assist w transition. **PRICE REDUCTION**

**SOLANO COUNTY**

**VACAVILLE** - (3) op computerized G.P. turnkey office w charts. Located in this growing under served community. Located in a small prof. dental/medical bldg. w low rent. Practice has been shunted for (5) mos. Phone is still ringing and patients still looking for service. Low sale price. GREAT Opportunity!! **[NEW]**

**VENTURA COUNTY**

**OXNARD #5 - PRICE REDUCTION!** (4) op comput. G.P. Can purchase w or w/o the single use free standing bldg. Mixed patient base. 2011 Projected Gross Collect ~ \$447K on a 3-4 day wk. Located on a heavily traveled main road w pole signage. (12-14) new pts/mos w no advertising. Excell growth potential in an up & coming area. Seller moving.

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**Legal Tip: Sellers** Does your non-competition agreement waive bond for injunctive relief? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

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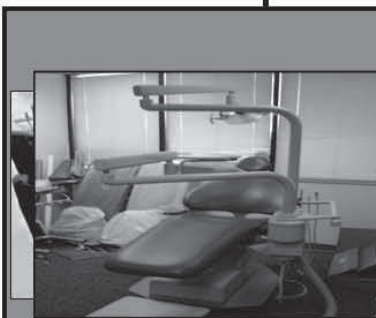
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*Our firm placed a "Space for Lease" ad on the Dental Trader's website in November for the December edition (unnecessarily as it turned out) because we signed a lease with a new dentist/tenant who saw our ad online November 18th!! It was a great advertising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

Linda Schwartz-Wright  
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Office Manager & Director of Operations/Facilities

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**BAKERSFIELD** – Small /part-time 3 ops practice catering to HMO patients. First floor location. Seller relocating from area. Excellent starter or merger opportunity.

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**BEVERLY HILLS** – Starter practice or merger opportunity. Over 35 years of goodwill! Owner retiring. 3 Ops. Most specialty procedures referred out. Private patients only. Transition available. Professional building.

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**LONG BEACH** – Cap Practice with revenues of over \$20k/month on part-time schedule. 1st floor location in professional building. Priced right!

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**LOS ANGELES** – Small Capitation Practice with revenues of nearly \$20k/month. Looking for aggressive practitioner to take this practice to the next level! Currently no advertising & seller working limited sched. Low overhead.

**MONTEBELLO** – Turnkey Practice Opportunity. First floor location in Major Shopping Center – just off 60 Fwy.! Very busy site across from B of A branch. 2ops equipped/3rd plumbed. Excellent started opportunity.

**NORTH HOLLYWOOD** – Practice with over 14 years of goodwill. First floor location in Major Shopping Center with busy anchor tenants. 3 ops equipped. Seller retiring. Sign. Visibility. Walkins.

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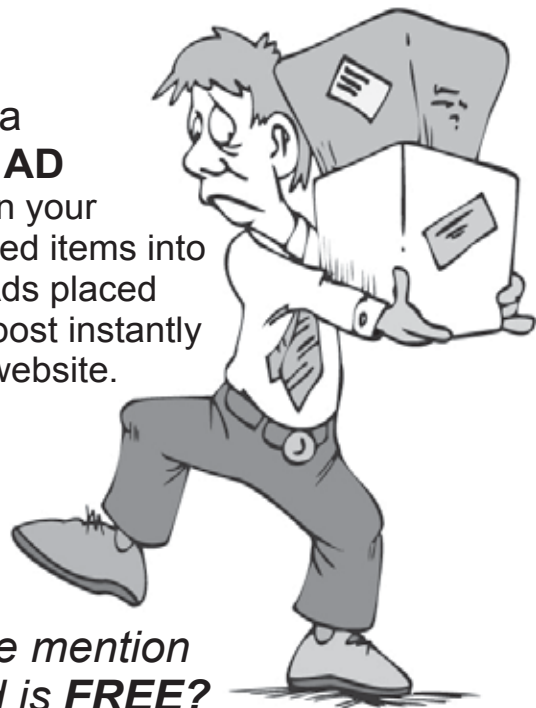
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**NAPA VALLEY ENDO** Gorgeous state-of-the-art 1,450 sq. ft. facility w/4 fully-equipped ops & microscope in every op. Single story professional building. Well-established w/seasoned & loyal staff. Avg. GR over \$1M past 3 years w/4.5 doctor days. Excellent referral sources and upside opportunity. Asking price \$469K. Call Carroll & Company (650) 403-1010 for details.

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 Patient Record Sales

- EL DORADO HILLS:** *For Sale*-General Dentistry Practice. 2009 GR \$790,758, adjusted net income of \$312K. 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. **SOLD**
- EL DORADO HILLS:** *For Sale*-General dentistry practice. Gross Receipts of \$834K with an adjusted net income of \$389K, 53% overhead. Office has five equipped operatories in 1485 sq.ft. Pano, Intra-oral Camera, Dentrrix, 5 days of hygiene. Owner retiring. **SOLD**
- FOLSOM:** *For Sale*-General Dentistry Practice. Gross Receipts in 2010 were \$703K with an adjusted net income of \$300K. 5 days of hygiene and approx 100 active patients. Leased Office is 2,000 sq ft with 4 equipped operatories-5 possible. Patient Base software. Owner to retire. **SOLD**
- FOLSOM:** *For Sale*-General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 4 ops. Digital, Dentrrix, Intra-Oral Camera, Laser, 5+year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336 **SOLD**
- FOUNTAIN VALLEY:** *For Sale*-General Dentistry Practice. Gross Receipts \$284,000 with only a 47% overhead. Practice has been in its present location for the past 37 years. There are two equipped operatories in this 5 op office. E2 2000 software. Doctor is retiring.
- FRESNO:** *For Sale*-General Dentistry IV Sedation Practice. (MERGER OPPORTUNITY) Owner would like to merge his practice into another high quality general dentistry or IV sedation practice. The merger would be into Buyers office. Seller would like to continue to work as either a partner or associate after the merger. 2010 collections were \$993K with a \$422K adjusted net income. There are 7 days of hygiene. #14250.
- GLENDALE:** *FACILITY SALE*-General Dentistry Office Space & Leasehold Improvements Sale- Office located in a medical plaza, 1760 sq. ft. 7 operatories, computerized equipment approximately 5 years old. Two 5-year options available. #14373
- GRASS VALLEY:** *For Sale*-General Dentistry Practice. GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho. Perio, Endo, Surgery. Intra-Oral Camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337.
- GRASS VALLEY:** *For Sale*-General Dentistry Practice. GR \$45K 3 days/wk (4 avail). 3 hygiene days/week. 5 Ops (6 Avail) 1,950 sq ft. Refers out most/all Ortho, Perio, Endo, Surgery. Office has Laser, Intraoral Camera, Pano, & Dentrrix Software. Owner retiring. #14372.
- GRASS VALLEY:** *For Sale*-General Dentistry Practice. Gross Receipts \$491K with an adjusted net income of \$130K. Overhead 73%. Office leased 1,555 sq ft. 4 equipped operatories 5 available. Laser, Intra-Oral Camera, Cerac, & Eaglesoft software. Owner would like to retire. #37108.
- GREATER CHICO:** *For Sale*-General Dentistry Practice. Gross receipts in 2010 were \$584K, with an adjusted net income of \$152K. Approx 1,100 active patients. 4 operatories, Pano, Intra-Oral Camera. Easy dental software. Leased office 1,200 sq. ft. Owner is retiring. #14359.
- GREATER SAN JOSE AREA:** *For Sale*-General Endodontic Practice. 2009 Collections were \$1,187MIL with an adjusted net income of \$696K. There are 4 ops in this nicely decorated 1,400 sq ft office space. 4 microscopes. Owner has been in same location for 26 years with long-term employees. Owner is retiring but will continue to work 1 1/2 to 2 years through the transition with the buyer. **SOLD**
- HAWAII (MAUI):** *For Sale*-General dentistry practice. Gross Receipts of \$636K. Office has four equipped operatories in 1198 sq.ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 1/2 days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise. #20101
- HAYWARD:** *For Sale*-General Dentistry Practice. This practice consists of 1,600 sq ft with 4 treatment rooms in an excellent location. 2010 Gross was \$501,000 with a \$228K adjusted net income. Dental Vision software, Average age of equipment is 8 yrs. Approximately 1,200 active patients. **SOLD**
- IRVINE & COSTA MESA:** *For Sale*-General Dentistry practice combined. Gross receipts combined \$781K with adjusted net of \$396K. Both office spaces are leased with 4-5 ops in each. Both are 1,600 sq. ft. Irvine is equipped with Intra-Oral Camera, Pano & Dentrrix. Costa Mesa is equipped with Laser, Intra-Oral Camera, Pano and Dentrrix. #14355.
- LAGUNA NIGUEL:** *For Sale*-General Dentistry Practice. 2010 gross receipts were \$503k. 4 operatories, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring. #14352
- LAKE COUNTY:** *For Sale*-General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral Camera, Pano, and Data Con software. Owner to retire. #14338
- LANCASTER:** *For Sale*-General Dentistry Practice. This 4 operator office is located in 2,360 Sq Ft on the second floor of an attractive Medical Dental office building. Gross receipts were \$676,000 with a \$174K adjusted net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional operatories could be added to existing space. Great location.#14376.
- LEMOORE/HANFORD AREA:** *For Sale*-General Dentistry Practice & Building. Owner has worked in this location since 1971. Gross Receipts were \$378K with \$139K adj. net income. There are 3 equipped operatories and 3 days of hygiene. Purchase of the building is optional to the Buyer. 100% financing is available for both building and practice. Excellent opportunity for new grad or satellite practice. #14375.
- LINDSAY:** *For Sale*-General Dentistry Practice & building. Gross Receipts \$330K with adjusted net income of \$219K. Owner has operated in present location for 27 years. Office space 1,489 sq. ft., 3 operatories available (2 equipped), Intra-Oral Camera, Soft-Dent software. 3-hygiene days a week. Owner retiring. #14363.
- LIVERMORE:** *For Sale*-General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely decorated 1,082 sq. ft. office space. Dentrrix software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326 **SOLD**
- 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. #14348
- MARIN COUNTY:** *For Sale*-General Dentistry Practice. This is a small 650 sq.ft. office with three treatment rooms. The practice has a very low overhead of only 48%. 2010 gross receipts were \$179,000 with \$90,000 adjusted net. Practice includes Panoramic X-ray and Easy Dental Software. Refers out O.S., Perio., & Endo. Practice has been in its present location for 30 years. This is an ideal practice for the new grad or satellite practice for the established dentist. Owner is retiring. #14370
- MODESTO-TRACY-STOCKTON 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. **SOLD**
- NEWPORT BEACH:** *For Sale*-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport Beach community. Three (3) hygiene days per week. Leased office space with 4 ops. in 1,450 sq. ft. Pano & Practice Works software. #14354.

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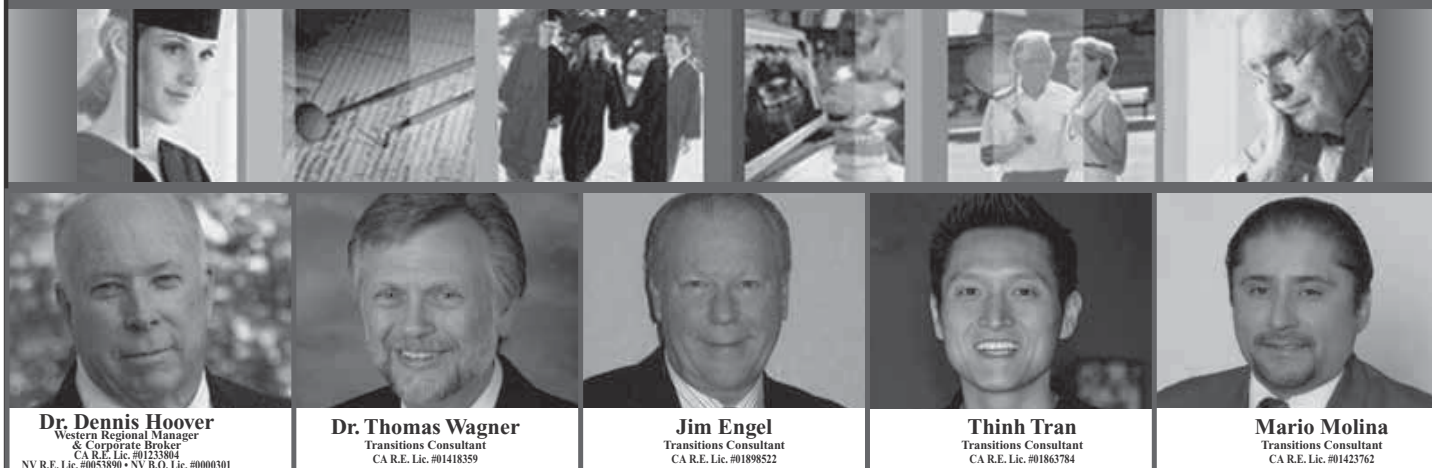
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- **NORTHERN FRESNO:** For Sale-General Dentistry Practice. This is a perfect starter or satellite practice. Excellent location in North Fresno. Gross Receipts in 2010 were \$173K. Approximately 450 active patients. 3 operatories. Dentrix software. Leased office 1,200 sq. ft. Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.
- **NORTHERN CALIFORNIA:** For Sale-Endodontic Practice. This Endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq ft. There are 4 equipped treatment rooms with an additional 5th room available. Gross Receipts were \$638K with \$239K adjusted net income. Owner will stay for transition to introduce buyer. Owner is retiring. #14251
- **NORTHERN CALIFORNIA:** For Sale-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 1,160 sq ft, and 400 line X-Ray, Dexis Digital and Dentrix software in this 3-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 200 sq ft. Low overhead-Rent is \$1,900/month, and it's a 5 year lease. Staff is available for rehire-front desk \$15/hr, assistant 13/hr. Update all the computer systems after purchasing the office in 07. Computers and monitors in every room. #14346
- **PLEASANTON:** For Sale-General Dentistry Practice. Owner has other practice in Bay Area only in Pleasanton 1 day/wk. 300 active patients. Excellent location-beautiful 1600 sq.ft. 5-op office. Equipment like new, intra-oral camera, pano, Easy Dental software. Must See. #14364.
- **PLUMAS COUNTY:** For Sale-3 equipped ops. Space available for 4th op. 1,245 sf office in good location. Gross Receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- **RENO:** For Sale-General Dentistry Practice and Dental Building: 2009 Gross Receipts \$177K with adjusted net income of \$165K. 4 1/2 hygiene days per week. 1,800 sq. ft. with 6 equipped ops. (7 Avail). Dentrix software, Pano. Practice has been in its present location for 40 years. Owner retiring
- **ROCKLIN:** For Sale-General Dentistry Practice. Gross Receipts \$593K in 2010 with \$240K adjusted net income. Office is 1,630 sq. ft., with 6 operatories equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral Camera, Dentrix software. Owner to retire.
- **ROSEVILLE:** For Sale-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 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. 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, Softdent software. Owner to retire. #14374
- **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 BERNARDINO:** For Sale-General Dentistry Practice. GR \$972K. Practice has been in its present location for the past 35 years. Leased 4,500 sq ft of office space- 12 equipped operatories. Dentrix software, Pano and Cerac. Accepts HMO. Multi-specialty practice. Owner to relocate. #14377
- **SAN DIEGO:** For Sale-General Dentistry practice. Gross Receipts \$414K. Practice has been operated by the same owner for the past 6 years. Leased 950 sq. ft. office with 3 equipped operatories. Dentrix software, Intra-Oral camera, Panoramic X-Ray. Owner to relocate. #14356.
- **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
- **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, Datacan software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333
- **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 2,331 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.
- **SANTA CLARA:** For Sale - BUILDING ONLY: This building is located just west of Westfield Mall and Santana Row. The building has two units. One side is designed and plumbed for dentistry and the other was a law office. There is 3,776 sq. ft. of office space. The dental office is approximately 1,800 sq. ft. with 6 operatories. The building has been recently re-roofed. Excellent opportunity for a startup practice or for the dentist that needs more space. Financing available through various dental lenders. #14368
- **SANTA CRUZ:** For Sale-General Dentistry practice. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. 3 equipped operatories. Intra-Oral Camera, Pano, Digital X-Rays, and Dentrix software. Practice has been in its present location since 1980. Owner retiring. #14358.
- **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. 2000 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
- **TORRANCE:** 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. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14320
- **TORRANCE:** For Sale - General Dentistry Practice. Gross Receipts \$413K with an adjusted net income of \$203K. 50% overhead. Practice has been in its present location for the past 25 years. The office has been tastefully remodeled. Office is 800+ sq. ft. with 3 equipped operatories. 4 -hygiene days per week. Doctor is to retire. #14369
- **TRACY:** For Sale-Equipment, furnishings, and leaseholds only. In the Central Valley. Fully equipped including 4 Belmont Accutrac chairs, 2 Midmark chair DCI rear delivery units, 3 Gendex x-ray units, 1 Softendigital x-ray processor, 1 Statim 5000, 1 Harvey autoclave. 2,800 Sq ft, 6 Ops. New lease available from landlord. #14335.
- **VISALIA:** For Sale- General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$ 321K. Office is 1,380 sq ft with 3 equipped operatories. Intra-Oral Camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

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**WILDOMAR DENTAL PRACTICE FOR SALE** – 4 fully eq. ops, ~ 1,300 sq. ft. Approximately 50% PPO, 40% Cash, 10% Capitation. Located in plaza along with Rite Aid, Starbuck, and restaurants. Close to 15 Fwy.

**LOS ANGELES PRACTICE & FREESTANDING BUILDING FOR SALE** – 7 fully equipped ops, approx. 2,200 sq.ft. 2010 Gross ~ \$530K. Good signage & bill board. Great visibility. Major street. Close to 5 Fwy.

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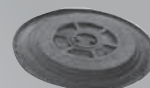
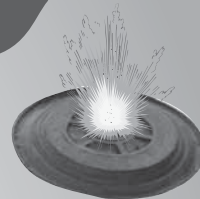
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Dentist's Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

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Dentist's Name \_\_\_\_\_

Calif. Dental License # \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Authorizing signature \_\_\_\_\_

#### PLEASE MAIL TO:

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or Fax this form to 949.498.1198

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# READER AD FORM FOR DENTIST & STAFF ONLY

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#### Form of Payment:

Check enclosed ☐ Visa/MC ☐

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Card # \_\_\_\_\_

3 Digit Security Code (on back of card)

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Exp. Date \_\_\_\_\_

**FREE Reader Ads** offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc)  
**For Commercial Reader Ad Rates**, (to promote a business) please use form below.

This ad is for (check one): ☐ So. Calif. ☐ No. Calif. ☐ So. & No. Calif.

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Total # of words.....(first 20 words free-add \$1 per word after first 20 words) \_\_\_\_\_

**Total** \_\_\_\_\_

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# COMMERCIAL AD FORM FOR BUSINESSES

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

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

- 6008 MENDOCINO COAST - FORT BRAGG** Nestled in desirable cultural haven creates attractive lifestyle. 4-days of Hygiene. 2011 shall top \$700,000 in Collections on Owner's 3-day week. He could work a fourth day but he would rather play. Great technology. If you wish to seek relief from the stresses of practicing and living in an urban environment, this is your answer.
- 6012 FREMONT** Well established as evidenced by 6+ days of Hygiene. Recall booked 11+ months. Collects just shy of \$900,000 per year. Total Available Profits in 2010 were \$360,000. 5 Ops.
- 6014 SAN FRANCISCO'S INNER MISSION DISTRICT** Best location in area that has become hip and trendy. Tracking \$420,000 in 2011 collections on 3-day week with Profits of approximately \$200,000. Owner selling to focus on other business ventures. Near BART and building has private garage for tenants.
- 6015 SONOMA COUNTY'S HEALDSBURG** Small town practice enjoys advantages that few communities can boast. Vibrant economy, historic Downtown, dynamic tourist industry and great quality of life! Minutes from Santa Rosa and short drive to San Francisco. Revenue streams tracking \$540,000 in collections for 2011 with Available Profits of \$225,000. 4-days of Hygiene.
- 6016 BERKELEY** Collections on 3-day week are averaging \$30,000/month. Did far better when Owner was able to work more. Attractive profits tracking \$140,000+ for 2011. Excellent for Dentist who can't work full time, nearby Dentist looking for new home or dentist wanting to roll up their sleeves and grow into a busier practice.
- 6017 WEST SAN JOSE - NEAR LOS GATOS** 7-year old practice collected \$565,000 for 11-months ended 11/30/11. 2010's collections totaled \$540,000. Computer charting and digital radiography. \$388,000 total investment in equipment, technology, furnishings and leasehold improvements. Full price \$350,000.
- 6018 SAN JOSE'S CAMPBELL** 30-year Partner in esteemed Group Practice is now retiring. Partner produced \$460,000 and collected \$420,000 in 2010 with Available Profits of \$198,000. Great opportunity to simply treat patients and go home as Administrator oversees all front-end operations.
- 6019 ALAMEDA** Best location and adjacent to upscale neighborhoods. Owner works very relaxed pace. Attractive 2-Op office with 2-more Ops available. Excellent upside. Asking price warrants immediate investigation.
- 6020 "COMING UP" - PEDO PRACTICE - SACRAMENTO AREA** Generates \$500,000 per year. Beautiful office. Shall be available shortly. Phone 415-899-8580 to register interest.

*For complete details on any of these opportunities, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)*

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Ray and Edna Irving  
(415) 899-8580 ~ (800) 422-2818  
[www.PPSsellsDDS.com](http://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?



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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.**