

THE Dental Trader

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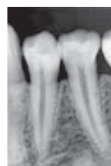
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LOOKING FORWARD TO ANOTHER YEAR OF HELPING AND PROTECTING THE DENTAL COMMUNITY

A look BACK AT OUR 2012 events

JANUARY 12 & 13, 2012

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

JANUARY 14, 2012

"CALIFORNIA DENTAL PRACTICE ACT"
Southwest Dental Conference, Dallas Texas

JANUARY 22, 2012

"DENTAL LAW & INFECTION CONTROL"
Inland Empire Dental Society "Launch"

JANUARY 29, 2012

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

FEBRUARY 4, 2012

"NAVIGATING THE DENTAL
TRANSITION MINEFIELD"
San Jose, California

FEBRUARY 9, 2012

"CALIFORNIA DENTAL PRACTICE ACT"
*Sacramento Dental District Society
2012 Midwinter Convention*

MARCH 1 & 2, 2012

"LEGAL UPDATE"
American Dental Sales

MARCH 4, 2012

"CALIFORNIA DENTAL PRACTICE ACT"
Punjabi Dental Society

MARCH 8, 2012

"ASSOCIATESHIPS, PARTNERSHIPS &
TRANSITIONS"
Western University Dental School

APRIL 10, 2012

"DENTAL PRACTICE TRANSITIONS"
Redwood Empire Dental Society

APRIL 27, 2012

"PLANNING A PRACTICE TRANSITION:
AN OWNER'S PERSPECTIVE"
Townie Meeting, Las Vegas, Nevada

JUNE 2, 2012

"2012 JOB FAIR AND SPEED PAIRING"
Los Angeles Dental Society

JUNE 14, 2012

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

JUNE 29, 2012

Western University Golf Tournament

JULY 14, 2012

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

JULY 29, 2012

"CALIFORNIA DENTAL PRACTICE ACT"
Punjabi Dental Society

SEPTEMBER 6, 2012

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

SEPTEMBER 18, 2012

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

OCTOBER 5, 2012

"BUYING AND SELLING A DENTAL PRACTICE"
Fresno-Madera Dental Foundation

OCTOBER 6, 2012

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

OCTOBER 10, 2012

"BUYING OR SELLING YOUR DENTAL
PRACTICE AND PRACTICE MANAGEMENT"
Punjabi Dental Society

NOVEMBER 1-3, 2012

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

NOVEMBER 30, 2012

"NAVIGATING THE DENTAL
TRANSITION MINEFIELD"
La Jolla California

DECEMBER 1, 2012

"NAVIGATING THE DENTAL
TRANSITION MINEFIELD"
Irvine, California

DECEMBER 5, 2012

"CALIFORNIA DENTAL PRACTICE ACT"
Annenberg Center for Health Sciences

DECEMBER 14, 2012

"CALIFORNIA DENTAL PRACTICE ACT"
Santa Barbara-Ventura County Dental Society

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looking for an x-ray machine or service to repair existing machine, call 949-683-5411.

Practice for sale in San Andreas, CA. Collected \$205K in 2012 with 30% OH. Asking \$125K. Email agapedentist@gmail.com.

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FRESNO COUNTY

CENTRAL VALLEY/SO. FRESNO CTY - (3) op comput. G.P. w newer refurb. Belmont eqt. Digital x-rays & networked. Dentrux s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K+ on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A.

KERN COUNTY

BAKERSFIELD #21 Bldg. & Pract. - (10) op comput. G.P. & free stand. bldg for sale. (3) ops fully eqt'd, (3) ops partially eqt'd & (4) additional plumbed not eqt'd ops. Located on a main street w excell. exposure/visibility & signage. Annual Gross Collect. \$500K+ on an easy (2 1/2 - 3) day week. (3) days of hygiene booked 6-12 mos out. Cash/Ins & PPO. Fully eqt'd "removable" dental lab w a full time technician. Experienced staff. Seller retiring. **BACK ON THE MARKET**

BAKERSFIELD #25 BLDG. & PRACT. - (4) op comput. G.P. & Duplex Free Standing Bldg. w signage. Cash/Ins/PPO pts. (3) days/wk of hygiene. 20+ yrs. of Goodwill. 2012 Projected Gross Collect. \$400K+. **[NEW]**

LOS ANGELES COUNTY

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

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

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

RESEDA #6 - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$150K part time. Digital X-rays & Dentrux s/w. Excell starter or 2nd office. **REDUCED [PENDING]**

VALENCIA - Drop Dead Gorgeous! (6) op comput. G.P. Newer build out & equipt. Cash/Ins/& a few PPO's. 2012 Projected Gross Collect \$775K-\$800K on 4 days. Digital x-rays & Pano. Dentrux & Dexis. Cerec. All the bells & whistles! 22+ years of Goodwill. (4) days of hygiene/wk. (1-2) days/mos of Perio. Seller has a degenerative condition & is calling it quits before it worsens. Great opp for an experienced, quality oriented DDS looking for a larger, higher end practice. Re-Priced!

WESTLAKE VILLAGE - (3) op complete turnkey office for sale. Gorgeous! On outer perimeter of a prof. bldg. w excell. exposure, visibility & signage. Newer eqt., Digital x-rays. Includes supplies, instruments, furniture, eqt. & rights to lease. **[NEW]**

WEST SAN FERNANDO VALLEY PEDO/ORTHO - Comput. Pedo/Ortho office. On outer perimeter of a small prof bldg. w exposure/visibility. (3) op open bay & (1) op quiet room. Pano eqt'd. Digital x-rays. Cash/Ins/PPO. 30+ yrs of Goodwill. Annual Gross Collect. \$600K+. Seller retiring. **[NEW]**

RIVERSIDE COUNTY

"Room for Your Riverside County Practice Listing"

ORANGE COUNTY

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

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

SAN BERNARDINO COUNTY

"Room for Your San Bernardino County Practice Listing"

SANTA BARBARA COUNTY

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

TULARE COUNTY

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

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

VENTURA COUNTY

PORT HUENEME #2 - turnkey office w charts. (3) ops eqt'd. In a strip ctr w exposure, visibility, & signage. In an upscale beach area. Easy Dental s/w, digital tomograph, & digital x-ray. **[SOLD]**

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TEMECULA—Dr. joining AcademiaSOLD!!

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

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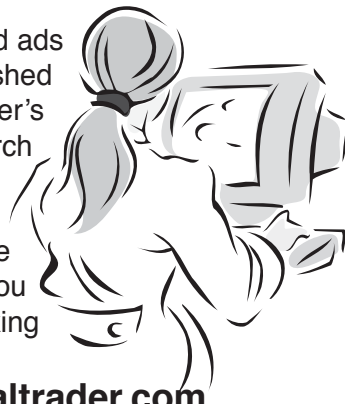
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- **ANAHEIM:** *For Sale*-General Dentistry Practice. This 3 op had \$253,000 in collections in 2011. There are 3 ops in this 864 sq. ft. office with 1.5 days of hygiene. Owner works 3 days per week. No welfare or HMO's. Laser, Dentrix Software and Intra-Oral Camera.
- **BISHOP:** *For Sale*-General Dentistry Practice & Building. After 29 years in the same location this retiring dentist is selling both his practice and building. Collections were \$1,000,243 in 2011 with \$387,000 adjusted net income. There are 6 days of hygiene in this 5 op., 1,800 sq. ft. building. 100% financing available for both building and practice. Owner has reduced price below valuation price. #14390
- **CHICO:** *For Sale*-General Dentistry Practice. The collections in 2011 were \$1,209,207. There are 7 days of hygiene in this 5 op., 2,400 sq. ft. office. Equipment includes Laser, Intra-Oral Camera, new Cone Beam X-ray and Dentrix software. This excellent practice has 1,824 active patients with 12 new patients a month. Owner will consider an Associate to Buy-In position leading to the purchase of this practice. #14392
- **EAST BAY:** *For Sale*-ENDODONTIC PRACTICE. The adjusted net income was \$186,000 in 2011 in this 3 operatory, 1000 sq. ft. office. Includes Microscope, X-ray Scanner and PBS software. Transfer of referral base should be excellent. Ideal office for new endodontist or as a satellite practice for established practitioner. Dr. is retiring.
- **FRESNO:** *For Sale*-General Dentistry Practice: \$935K in collections in 2011, w/adjusted net income of \$337K. Office is 2,300 sq. ft. and is located in north Fresno in a highly visible professional office complex on a main thoroughfare. There are 6 equipped operatories, owner reports average age of equipment is 4 years. Practice has been operating in present location for over 20 years. Eaglesoft software, owner is retiring. #CA502
- **FRESNO:** *For Sale*-General Dentistry Facility. One of the best opportunities this year. This 3 op dental office comes equipped. It is in a great location and has about 200 active patients. Owner is in the process of completing Orthodontic training and only works in the office 5 days a month. Complete pictures of the office and an inventory list of included furniture and fixtures are available. Everything included for only \$85,000 You can't afford to pass this up. #14383
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. Gross Receipts of \$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. #14379
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. GR 545K 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, & Dentrix Software. Owner retiring. #14372.
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. Owner relocating. 2011 gross receipts \$505K on 4 days per week with 5 days of hygiene. This well-established practice with approximately 1,300 active patients is located in an 1,100 sq. ft. office with 4 ops, Dentrix software, Panoramic X-ray, Cerec, Intra-oral Camera, and X-rays in all ops. #CA509
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. Owner retiring. Well-designed 1,550 sq. ft. office with 4 ops plumbed, 3 ops furnished. Gross Receipts for 2011 were \$309K on easy 3 days/wk with low (47+%) overhead. Practice refers out Endo, Perio, Surgery & Ortho. Pano, PBS software. May be able to merge with another existing practice that will also be for sale in the near future. This merger would result in \$800,000 gross annually. #CA503
- **GREATER CHICO/YUBA CITY:** *For Sale*-General Dentistry Practice. 2011 GR \$592,520 on 4 days. 1,200 sq. ft. office with 4 equipped ops. Intra-Oral Camera, Pano, 1,100+ patients. Owner retiring after 33+ years in this picturesque and prosperous community with abundant recreation, close to the mountains and near one of the largest lakes in N. CA. #14359
- **GREATER SACRAMENTO:** *For Sale*-Periodontal Practice: Retiring owner is the only Periodontist in a community of 50+K with a draw area of 100K. Implant experience a must. Great opportunity to work closely with a Prosthodontist and an Endodontist. Nicely appointed 1,500 sq. ft. office with 5 operatories, Digital X-rays and Dentrix software. 2011 gross receipts of \$719K. #CA500.
- **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.
- **LANCASTER:** *For Sale*-General Dentistry Practice. This 4 operatory 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.
- **LAS VEGAS:** *For Sale*-General Dentistry Practice. This 4 operatory practice is in a great location in a high-end professional building with a view of the city of Las Vegas. It is equipped with an Intra-oral camera, Pano, Laser, and Dentrix software. There are 2 days of hygiene. The staff is well trained to efficiently run this low overhead office with great potential for further growth, 2011 gross receipts were \$727K with adj. net income of \$331K. Doctor moving out of state. #NV500
- **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.
- **MERCED:** *For Sale*-General Dentistry Practice. This is a tastefully done, 4 op., 1,550 sq. ft. office with 4 and 1/2 days of hygiene/week. All equipment is less than 10 years old and includes 2 Lasers, Intra-oral Camera, Panoramic X-ray, Digital X-rays, and Dentrix Software. Molar endo and involved oral surgery cases referred out. Basic general (non-amalgam) type dentistry. 2011 gross was \$878,000 with 4 weeks out as a result of a medical issue. 2010 collections were \$956,000. Excellent location. Seller retiring. #CA512
- **MILLBRAE:** *For Sale*-General Dentistry Practice. This beautiful, well-established office is located on the main thoroughfare of the North Peninsula, offering great exposure that generates 25-30 new patients per month. 5 treatment rooms (6th plumbed) in approx. 1,500 sq. ft. equipped with Digital Pan, Digital Imaging and Intra-Oral Camera. 2011 gross receipts of \$651,000 with \$230,000 adjusted net income. Owner is retiring. Don't delay, this won't last long! #14395
- **MODESTO:** *For Sale* - General Dentistry Practice. Collections have been approximately \$700K a year with a 62% overhead on 3 days per week schedule. Six days of hygiene in this 4 op. office. Eaglesoft software and Panoramic X-ray. Approximately

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• **MODESTO AREA:** *For Sale*-General Dentistry Practice. Owner is a senior partner in a practice set up to share expenses and reduce overhead. Each partner has their own patients, operatories, etc. Selling partner's gross receipts in 2011 were over \$950,000 with only 54% overhead or \$443,777 adj. net income. There are 8 days of hygiene. Intra-oral camera, Panoramic X-ray, digital X-rays, and Dentrix software. Owner is retiring. #CA506

• **MODESTO-TRACY-AREA:** *For Sale*-Pediatric Practice. \$677,000 in collections in 2010 with a \$357,000 net income. This 3-chair office is located in approximately 1,250 sq. ft. & has recently been remodeled. Patient Base software. Office equipped for NO2 & IV sedation. Practice has operated in its present location for 20 years.

• **MOUNTAIN VIEW:** *For Sale*-General Dentistry Practice: This 2 day per week satellite office is located the heart of Silicon Valley, surrounded by most of Mountain View's largest employers. 2 fully equipped treatment rooms (expandable to 4), Pano, Digital Processor and Dentrix Software in approx.. 1500 sq. ft. With household names as your neighbors, few opportunities are this good! #14398

• **MORGAN HILL:** *For Sale*-General Dentistry Practice & Building. DECEASED DENTIST AS OF JUNE 6TH, 2012. The office and equipment are only 5 years old. The office is beautifully decorated and efficiently laid out with 5 operatories. The condominium space is located in highly visible, upscale, professional office building. 2011 gross receipts were \$846,000. Intra-oral Camera, Panoramic X-Ray and Digital X-Ray. Staff and hygiene are working daily with out-of-the-area doctor covering. Approximately 1,700 active patients. #14399

• **NEWPORT BEACH:** *For Sale*-General Dentistry Practice. This 4 operator practice is located in beautiful Newport Beach and is part of a larger office complex. Gross receipts were \$490K in 2011, with an average of 20 new patients per month. The office is 920 sq. ft. with Dentrix software, Dental laser, and up-to-date equipment. #14397

• **NORTHERN CALIFORNIA:** *For Sale*-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 1,160 sq ft, panoramic X-Ray, Dexis Digital and Dentrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.

• **NORTH OF SAN FRANCISCO:** *For Sale* - PERIODONTAL PRACTICE. Owner retiring: Great opportunity for a Periodontist with experience in dental implant placement. This well-appointed practice is located in a 1,300 sq. ft. office with 4 operatories along the busy 101 corridor north of San Francisco. 2011 gross receipts of \$558,000. DSN software. Buyer will be the only full-time periodontist in an area with the population of approximately 60,000. #14396

• **ORINDA:** *For Sale*-FACILITY SALE. If you are thinking about relocating or building out a new office in a prime location, then you need to look at this opportunity. At half the cost or less, you can have an outstanding, fully furnished, 3 operator office (2 additional plumbed) in a great location with good parking in an upscale building. Pictures and a complete list of equipment and furnishings are available. Office is suitable for Endo, Oral Surgery, or General Dentistry. #CA508

• **REDDING:** *For Sale*-General Dentistry Practice. Owner retiring. 2011 GR of \$548K on 4 day, 30 hr week schedule. Well-established practice in well-designed, 5 op. office, with 6 days of hygiene. Intra-Oral Camera and Dentrix. #CA514

• **ROSEVILLE:** *For Sale*-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 6 days hygiene/wk. Digital, Intra-Oral Camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327

• **SACRAMENTO:** *For Sale*-General Dentistry Practice. **Ideal start-up or satellite practice.** This is a satellite practice of the owner. This is a 5 op. office that includes Intra-oral camera, Panoramic X-ray, and Soft Dent software. 2011 gross receipts were \$202,000. Average age of equipment is 5 to 10 years. Purchase price is far less than purchasing equipment and paying for leasehold improvements in a new location. This office also comes with approximately 450 active patients that provides an immediate cash flow. #CA507

• **SACRAMENTO:** *For Sale*-General Dentistry Practice. Gross Receipts \$546K with adjusted net income of \$159K. Office is 2,400 sq ft with 7 operatories. Practice has been operating in the same location for the past 50 years. Pano, Softdent software. Owner to retire. #14374

• **SAN FRANCISCO:** *For Sale*-General Dentistry Practice. This 1000 sq. ft. office is located in the heart of the financial

district. It is a corner office with each of the 4 operatories looking out at the incredible views on Golden Gate side of the bay. The 2011 collections were \$1,200,000 with a low overhead. The practice averages approximately 15 new patients a month.

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• **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 is 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.

• **SAN RAMON:** *For Sale*-FACILITY SALE. Great San Ramon location in professional complex: equipment, leaseholds & furnishings only. 1,400 sq. ft. with 4 equip. treatment rooms (2 additional plumbed), Pano X-ray, Computer Server & Workstations w/Dentrix, Intra-oral Camera & wired for digital. Priced to sell in an upscale community that's home to Chevron, AT&T, Robert Half International, Accenture and Safeway Stores. #CA511

• **SANTA BARBARA:** *For Sale*-General Dentistry Practice. Wonderful opportunity to live and work in one of California's most desirable areas. 2010 Gross receipts were \$974,000 with a \$370,00 adjusted net income. Six days of hygiene. Dentrix software, Intra-Oral Camera and Panoramic X-Ray. Owner is retiring. #14382

• **SANTA CRUZ:** *For Sale*-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft. with 4 operatories with room for one additional. There are approximately 1,000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361

• **VICTORVILLE:** *For Sale* - General Dentistry Practice. This practice is worked just on a three day a week schedule. There are 3 operatories with 10 off-street parking spaces. Practice has high visibility. The practice was acquired from previous owner in 2002. #14393

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**Tip of the month:*

As we enter 2013, I have been asked a few times if the 2.3% Medical Device Tax will affect dental practices.

The answer to that question is YES! Pursuant to the Federal Health Care Legislation of March 2010, a new section 4191 was added to the Internal Revenue Code. This new code section provides for an excise tax of 2.3% on sales of medical devices exempting Class 1 Medical Devices. Example of exempted devices are eyeglasses, contact lenses, hearing aids, and other medical devices purchased, at retail, by the general public for individual use. Unfortunately, it does not apply to dental offices.

The amount is based on a 2.3% excise tax that will be levied on the total revenues of a company, regardless of whether a company generates a profit. The application of this new excise tax takes effect for sales by the manufacturer, producer, or importer of medical devices after December 31, 2012. So far, many dental manufacturers and retailers I have talked to have not decided how they will handle this increase yet, but my guess is that someone will have to absorb this 2.3% increase. Do I think the manufacturers or retailers will absorb the cost? Of course not, because I think they will simply see this as an increase in cost of doing business, and let the customers absorb the cost. So, my opinion is YES, we will see the effect of this 2.3% tax affecting dentistry with an increase cost of supplies and equipment purchases by dental practices. So get ready folks, cost of doing business has just gone up some more starting January 1, 2013!



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Dentist and Attorney

Law Offices of Jeng and Associates
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MODESTO 2012 tracking \$430,000 in collections. 4-ops. Owner retiring. Go to www.PPSsellsDDS.com. View under CURRENT LISTINGS.

A/T ScanX Classic never used with new plates and eraser, perfect condition, pano capable, \$7,900. E-mail for pictures scanx4sale@yahoo.com.

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

DENTAL PRACTICE WANTED Buyer looking for practice grossing from \$500K to 1 mil, established patients, high visibility, retiring seller, open to any price range. SELLERS call Loc Pham, Broker (714) 550-7494 or quickbiz4-e@yahoo.com.

Needed Denture technician certification in dentures preferred but not necessary icon_dental@hotmail.com or call Judi@ 818-749-6268, Roger 818-355-7865.

ORAL SURGERY IN YOUR OFFICE Stop referring out. Oral Surgeon (DDS, MD) with experience in all aspects of Oral Surgery will perform all your surgical procedures in your office (3rd Molar Extractions, Dental Implants, Bone Grafting, Sinus Lifts). IV Sedation & General Anesthesia available. Will bring assistant + all the necessary instruments & equipment. Flexible hours. Please call (818) 606-7598.

LANCASTER: For Sale General Dentistry Practice. This 4 operatory 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 HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

NEW LISTING-GD PRACTICE South Bay, Southern CA, 4 Ops, great location, fully digital and paperless. Call MPG (888)685-8100.

Are you an SPECIALIST? We offer FREE operatory space, great location in El Monte with plenty of parking. Choose your own days and hours. Bring in your own patients. We will even share in the cost of marketing your services. We will just charge a small percentage of your collections. Please email: uicdds@yahoo.com.

WANTED used Airtechnique or Gendex phosphor plates. Also can use a used Airtechnique Scanx. Please email bavafa@earthlink.net.

Office in Dallas, TX for sale!! Office deeply discounted for quick sale. E-mail: refreshingdentalcare@gmail.com for details.

Sterilizer/autoclave Pelton and Crane, Validator plus. Digital. \$950. Large capacity. Includes trays. Call Yosi: 310-922-5666 Email: lovemydentist@yahoo.com.

2 Royal Dental Chairs Complete with unit & lights. Lt gray. \$1975 each. Good Condition. Pictures available. Torrance (310) 502-4619 John.

CHANGE OF ADDRESS FORM

THE Dental Trader
Buy, Sell or Trade all things Dental

OLD ADDRESS

Dentist's Name _____

Address _____

City/State/Zip _____

NEW ADDRESS

Dentist's Name _____

Calif. Dental License # _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

E-mail _____

Authorizing signature _____

PLEASE MAIL TO:

PO Box 2631, Capistrano Beach, CA 92624
or Fax this form to 949.498.1198
on or before the 1st of the month.

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www.dentaltrader.com

Keep referrals in your practice. Will do OS in your office. Very experienced. Sedation optional. Charge low % of production. drwat3@hotmail.com.

Associate wanted for busy San Luis Obispo Central Coast Area, with option to purchase. Opportunity to experience Implants, orthodontics and endodontics. getfitorfat70@gmail.com, 805 709 6117.

Looking for an old ad from way back? The Dental Trader has a special search engine to our Archives page at <http://thedentaltrader.com/archive.htm> so now you can search our entire website and archive for anything you may need. Search results appear in seconds.

GENERAL DENTAL/PERIODONTICS (Orange County) - Previously Grossing \$500K, 3 Ops. 100% Financing Available. Call ProMed 888-277-6633 www.promed-financial.com RE#00662298.

Perio Pro X-ray Processor (Air Technique). Working condition. \$250. Pick up either at Van Nuys or San Gabriel location. (818)-744-5795.

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READER AD FORM FOR DENTIST & STAFF ONLY

The Dental Trader

Buy, Sell or Trade all things Dental

Post Office Box 2631, Capistrano Beach, CA 92624

Submit this form online at: www.dentaltrader.com or Fax: 949-498-1198
We do not accept anonymously submitted ads

Type or print ad copy clearly: _____

PAYMENT MUST BE SUBMITTED WITH THE AD

Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐ Discover ☐

Card # _____

3 Digit Security Code (on back of card)

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.

Reader Ad Rates:

☐ 20 words or less - *FREE.....(\$1 per word, thereafter-65 words maximum) _____

☐ All Bold Type: Add \$10.(add option: \$10) _____

☐ All Bold Type with Bold Border: Add \$15.(add option: \$15) _____

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

Total _____

Advertiser's Name _____

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Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month

COMMERCIAL AD FORM FOR BUSINESSES

The Dental Trader

Buy, Sell or Trade all things Dental

Post Office Box 2631, Capistrano Beach, CA 92624

**Submit this form online at: www.dentaltrader.com,
 mail w/check or Fax submissions
 (accepted w/charge card payment only) to 949-498-1198**

Type or print ad copy clearly: _____

PAYMENT MUST BE SUBMITTED WITH THE AD

Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐ Discover ☐

Card# _____

3 Digit Security Code (on back of card)

Exp. Date _____

This ad is for: ☐ So. Calif. ☐ No. Calif. ☐ So. & No. Calif.

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☐ All Bold Type.....(add option: \$10) _____

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Total _____

Name: _____

Charge Card Billing Address: _____

City _____ State _____ Zip _____

Phone _____ Fax _____

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Professional Practice Sales of The Great West

Specialists in the Sale and Appraisal of Dental Practices

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

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

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

- 6008 MENDOCINO COAST - FORT BRAGG** Nestled in desirable cultural haven. 4-days of Hygiene. 2011 collected \$725,000 on 3-day week. Owner could work more but would rather play. Great technology. If you seek relief from stresses of practicing and living in busy urban environment, this is your answer.
- 6020 PEDO PRACTICE - ATTRACTIVE FAMILY COMMUNITY** 2012 trending \$570,000+ with Available Profits of \$290,000+. Remarkable office with investment topping \$345,000. Computerized charting with digital Pano and Ceph. Best location in community. Building has landmark status. Full price \$240,000.
- 6024 PERIO PRACTICE - SAN FRANCISCO'S SOUTH BAY** Owner devotes part-time attention due to other commitments. On 19-hour week with 7-weeks off, collected \$600,000 with Profits of \$237,000 in 2011. 2012 trending Profits of \$270,000. Full price \$150,000. 100% financing shall dictate annual loan payments of less than \$20,000/year.
- 6025 MARIN COUNTY - SAN ANSELMO** Well established practice. Collected \$490,000 in 2011 on 3-day week. 3-Ops and 2+ days of Hygiene. This is a very sound opportunity for that Successor who will spend the time to cultivate trust with patients and staff.
- 6026 SACRAMENTO** 2011 collected \$825,000 on 3-day week. Owner could work more but chooses not to. Practice coupled with facility and location can do more. Bring in specialists. Next Owner will have enjoyable career as our Client has as we sold this practice to him in 1983.
- 6029 NORTHEAST CALIFORNIA** Trade in smog and congestion for soaring mountains and close-knit communities. Collected \$550,000 in 2011 on 3-day week with 5-weeks off. 3.5-to-4 days of Hygiene. 3-ops with Adec delivery systems. Be busy, be happy and take vacations. No worries here. Full price \$185,000.
- 6030 SANTA ROSA AREA** 2012's collections tracking \$850,000+. Strong profits. 4-days of Hygiene per week. Beautiful office. Digital radiography. Building optional purchase. This is something special.
- 6031 MODESTO** Owner retiring. 2012 tracking \$430,000 in collections. 2011 realized \$198,000 in profits. 4-Ops.
- 6032 MODESTO** 2011 collected \$535,000. 3-days of Hygiene. 4-Ops. Attractive 1,568 sq.ft. office rents for \$2,625/month.
- 6034 SAN LEANDRO AREA** Did \$650,000 in 2011. Owner had to reduce time in 2012. Shall collect \$475,000. 5-ops. Nice Hygiene schedule.
- 6035 SAN FRANCISCO'S EAST BAY - ORTHO** Part-time practice grossing \$350,000 per year. Very desirable location.
- 6036 SAN JOSE DENTAL OFFICE - 827 BLOSSOM HILL ROAD** Conveniently located off Highway 85 and Guadalupe Expressway, and sandwiched between Highways 17 and 101. 1,500 sq. ft. fully equipped and furnished 5-Op suite with Digital Radiography. Asking price \$60,000.
- 6037 SAN FRANCISCO'S UNION SQUARE - RESTORATIVE PRACTICE** Optimum opportunity for Dentist seeking high-end practice in Downtown San Francisco. 5-days of Hygiene. 2012 collected \$750,000+ with Available Profits of \$325,000+. Great views.

Professional Practice Sales of The Great West

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

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

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

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

"When I decided to sell my ortho practice, I sought the services of a large company. Over the 12-month contract, I had one buyer visit. Word was out. It had a devastating effect on my bottom line. Fortunately, I found Ray and Edna Irving! When I finally sold, I choose between two good offers. My regret was the time and money lost with the other guys."

"When I signed the Listing on June 1st, Ray stated he would have the practice sold by Labor Day. The sale was concluded on Sept 1st, two days before Labor Day. Wow!"

"I will always remember your statement when I questioned your contract being only four months. You stated: 'If I can't sell your practice in that time, you should get someone else.' Well, you did with time to spare!"

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

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

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



Is it Time to Sell Your Practice?



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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.