

# THE Dental Trader

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### A LOOK BACK AT OUR 2013 EVENTS

January 27th, 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Punjabi Dental Society

*Patrick J. Wood*

February 7th & 8th, 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Sacramento Dental District Annual Convention

*Patrick J. Wood*

February 24th, 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Punjabi Dental Society

*Patrick J. Wood*

March 21, 2013

"ASSOCIATESHIPS, PARTNERSHIPS,  
ACQUISITIONS, OH...MY!"

Sacramento Dental District Society

*Jason P. Wood*

April, 9, 2013

"HOW TO GROW, MANAGE & SELL YOUR  
DENTAL PRACTICE", "DENTAL TRANSITION"

United States Dental Tennis Association

*Patrick J. Wood & Jason P. Wood*

April 11-13, 2013

California Dental Association

Anaheim Convention Center

April 17 & 18, 2013

"TOWNIE MEETING"

Planet Hollywood Hotel & Casino

May 3, 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Santa Barbara-Ventura County Dental Society

*Jason P. Wood*

June 27, 2013

"ASSOCIATESHIPS, PARTNERSHIPS, & YOUR  
FIRST 5 YEARS AS A DENTIST"

University Of Southern California School of Dentistry

*Patrick J. Wood*

July 19th 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Santa Barbara-Ventura County Dental Society

*Jason P. Wood*

July 28th 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Punjabi Dental Society

*Patrick J. Wood*

August 15-17, 2013

California Dental Association

San Francisco, California

August 16, 2013

"HOW TO VALUE DENTAL & MEDICAL  
PRACTICES"

California Society of CPA's Forensics Section

*Patrick J. Wood*

August 23-24, 2013

"CALIFORNIA DENTAL PRACTICE ACT",  
"DENTAL TRANSITION", "BUYING & SELLING  
YOUR DENTAL PRACTICE"

CEA Dental Society

*Patrick J. Wood & Jason P. Wood*

September 13, 2013

"DENTAL TRANSITION" & "HOW TO GROW,  
MANAGE & SELL YOUR DENTAL PRACTICE",  
"CALIFORNIA DENTAL PRACTICE ACT"

Fresno-Madera Dental Society

*Patrick J. Wood & Jason P. Wood*

September 17, 2013

"DAVE WILHELM STUDY GROUP"

Glidewell International Technology Center

*Patrick J. Wood*

October 10-12, 2013

PRACTICE VALUATION STUDY GROUP-  
"LEGAL UPDATE"

Hotel Del Coronado

*Patrick J. Wood & Jason P. Wood*

October 13, 2013

"DENTAL TRANSITIONS"

Peruvian Dental Society

*Patrick J. Wood*

October 15th & 16th, 2013

"LUNCH AND LEARN"

University of Los Angeles School of Dentistry

*Jason P. Wood*

October 18th, 2013

"PASSPORT TO YOUR DENTAL  
TRANSITION DESTINATION"

US Bank-Huntington Beach, California

*Patrick J. Wood*

October 25th, 2013

"HOW TO GROW, MANAGE & PROTECT YOUR  
DENTAL PRACTICE"

Ken Rubin Client Appreciation Day

*Patrick J. Wood*

November 1-2, 2013

American Dental Association

New Orleans, LA

November 1-2, 2013

"CALIFORNIA DENTAL PRACTICE ACT",  
"DENTAL TRANSITION", "HOW TO GROW,  
MANAGE & SELL YOUR PRACTICE"

San Diego Dental Convention

*Patrick J. Wood & Jason P. Wood*

November 7th, 2013

"THE LEGAL DEAL OF THE YEAR: \$6K WORTH OF  
LEGAL ADVICE FOR THE PRICE OF ADMISSION"

Sacramento Dental District Society

*Jason P. Wood*

November 12th & 13th

"ASSOCIATESHIPS, PARTNERSHIPS,  
ACQUISITIONS, OH MY..."

UCSF Dental School

*Jason P. Wood*

December 4th, 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Annenberg Center for Health Sciences

*Patrick J. Wood*

December 13, 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Santa Barbara-Ventura County Dental Society

*Jason P. Wood*

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**GOLETA** dental office for sublease 2-3 days/week. Call (805)967-1231.

**SACRAMENTO** X-ray viewer Dentsply Rinn. Excellent condition \$120. Call: (916)420-5811.

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**SACRAMENTO** GT DENTSPLY Obturator oven \$220. Excellent condition Call (916)420-5811.

**3 - Gendex GX** 770 Units Currently in use \$1700 each 858-344-8283.

**Pacdent** FMX clear film mounts 1 pkg of 100+ \$28, call 408-871-0877.

**Orthojet** orthodontic acrylic 100g powder 118 ml liquid \$50, call 408-871-0877.

**SUNNYVALE, CA** patient base practice for sale. Great start up Last year's collection \$35K Asking prize \$25K. Call: 650 4651348.

**Dexis Digital X** ray sensor with software for sale Please Call 4085234030 or e mail [BBcim@yahoo.com](mailto:BBcim@yahoo.com).

**Dentsply WaveOne** Files \$50 Pack. GuttaCores \$8.50 each. Thermafil & GT \$6 each. ProTaper GP F1, F2, F3 \$19 pack. Obturators Ovens \$300. [theendodontist@yahoo.com](mailto:theendodontist@yahoo.com).

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*Happy New Year!*

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ASSOCIATION OF PRACTICE BROKERS (NAPB)

### FRESNO COUNTY

**CENTRAL VALLEY/SO. FRESNO CTY** - (3) op comput. G.P. w newer refurb. Belmont eqt. Digital x-rays & networked. Dentrux s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K - \$50K on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A.

### KERN COUNTY

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

**BAKERSFIELD #26** - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. Suite (#1) is 2,300 sq. ft. and is fully eqt'd with a (5) op G.P. turnkey dental office including instruments & supplies! The second suite is also plumbed for dental but can be used for medical, chiropractic, accounting, insurance, etc. & has just been remodeled. The two suites could also be combined to make a larger single use dental or medical facility! The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of goodwill. **[PENDING]**

**BAKERSFIELD #27** - Great startup opp. or 2nd office. (4) op comput G.P. in a smaller medical/dental bldg. On a main thoroughfare w signage. (2) ops of new eqt w (2) add plumbed. Cash/Ins/PPO/Denti-Cal pts. Open (1) year p.t. & Collects \$6-\$8K/mos. Seller is moving to be closer to family, but will assist w the transition.

### LOS ANGELES COUNTY

**BEVERLY HILLS** - Great startup opportunity or 2nd office. (2) ops fully eqt'd. Turnkey office; no charts. In a smaller professional bldg. on a well know main thoroughfare. Seller has had success here, & is moving to larger facilities.

**ENCINO** - (4) op comput. G.P. Located in a modern, well known, easily accessible, recently remodeled professional bldg. on a main thoroughfare. Magnificent panoramic Valley views from (3) ops. Cash/Ins/PPO pt. base. Annual Gross Collect \$600K on a (4) day wk. Digital X-Rays & Laser eqt'd. Refers out all Endo. Seller moving, but will assist w Transition. **[PENDING]**

**HAWTHORNE** - (7) op comput G.P. In a free stand, single use bldg, on a main thoroughfare. Exposure/visibility & signage. Large off street parking lot. (6) ops fully eqt'd w 7th op plumbed. Digital X-Rays. Cash/Ins/PPO pt. base. Many walk ins. Pano eqt'd. Pract started (7) mos ago & already collecting \$30K+/mos. Location has been a DDS office for 50+ years. Seller to concentrate on other office. **REDUCED**

**So. PASADENA - EMERGENCY SALE! SELLER PASSED AWAY!** (5) op comput. G.P. Newer remodeled office & some newer equipt. Fee for Service practice. (8) days of hygiene/wk. 1,500 + active patients. Digital x-rays & central nitrous. 2012 Gross Collect \$1.2M+. 40 years of Goodwill. **[SOLD]**

**SANTA CLARITA VALLEY** - Cash/Ins/PPO Bread & Butter Practice. (4) ops eqt'd. Located in a medical/dental/professional bldg. complex. Crown & Bridge, dentures & implants. 40+ years of Goodwill. Financials Pending (call for Details). Seller retiring, but will assist with an orderly and successful Transition.

**TOLUCA LAKE** - Great startup opp. or second office! (4) op comput. G.P. (2) ops eqt'd w new eqt. (2) add plumbed. Digital x-ray. Located in a free stand. duplex bldg. on a well known main thoroughfare. Cash/Ins/PPO/HMO pts. \$1K/mos cap ck. Collect approx \$10K/mos on (1) day/wk. Seller to concentrate on other office. **[SOLD]**

**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.

**WOODLAND HILLS #4** - (9) op comput. G.P. (6) ops of newer eqt. (3) add. plumbed. Located on a main thoroughfare in a busy shop ctr. w excellent exposure, visibility & signage. Cash/Ins/PPO & HMO pts. Mos. Cap Ck approx. \$2K/mos. 2013 Projected Gross Collections \$370K p.t. **[SOLD]**

### ORANGE COUNTY

Room for Your Orange County Practice Listing.

### RIVERSIDE COUNTY

**CORONA** - Drop dead gorgeous, beautifully designed & appointed dental spa w all the special touches including: soft colors, free stand. waterfalls, plush carpeting, wood cabinets & flooring. There are (5) ops fully eqt'd w new eqt. In addition, there are two spa rooms, one set up for massage & the other for facials. The office is located in a two story 2,900 sq ft free stand. bldg. w exposure/visibility & signage. The bldg is also available for purchase. Digital x-rays, comput. & Pano eqt'd. Parking is convenient & free in the adjacent lot. Previous production of \$1.0M+ on a (4) day week. Partnership dissolution. **NEW/BACK ON THE MARKET.**

### SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

### TULARE COUNTY

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

### VENTURA COUNTY

**EAST VENTURA COUNTY** - (3) op comput. G.P. Located on a main thoroughfare w some visibility. Fee for Service pts. Pano eqt'd. Very low overhead. 2013 Projected Gross Collections \$500K. **[SOLD]**

**OXNARD #7** - (5) op turnkey G.P. office located in a freestand bldg. on a main thoroughfare w some exposure, visibility & signage. (4) ops fully eqt'd. (2) ops are newer & (2) ops are older. (5th) op is plumbed. Very low lease rate. Hispanic area w many walk-ins. Sale includes all eqt, leaseholds, furniture, some instruments & rights to office lease. No pt charts. Reasonably priced for immediate sale. Priced less than build out costs.

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**MIRA MESA-NEW LISTING!!** 20+ year GENERAL Practice has 6 Ops in approx.. 1300 sq.ft. Situated on corner of busy intersection. Primarily PPO.

**LEMON GROVE-JUST LISTED!!** GENERAL Practice in high traffic strip mall. 4 Ops in 1100 sq.ft., has digital. Cash, PPO, Cap. Absentee owner.

**LA JOLLA-NEW!!** Retiring from this 30 yr estab GENERAL Practice. 2 Ops in Prof Bldg on highly visible corner. All FFS. Possibility to expand office.

**CARMEL Mtn/PENASQUITOS-NEW LISTING!!** This GENERAL Practice has 3 Ops and is situated in a strip center. Cerec and Laser are included.

**CLAIRMONT**-Retiring from GP situated in Prof Bldg, on busy thoroughfare. 4 Ops (2 equipped) in approx. 800 sq ft. Primarily PPO. **SOLD!!**

**LA JOLLA-GENERAL** Practice situated in well-known, attractive Prof Bldg. Close to fwy 5 and UCSD. 2 Ops. Nicely appointed office.

**LA MESA**-Well-established (40 yrs) GENERAL Practice in Prof Bldg along busy thoroughfare. 4 Ops, ADEC cabinets and units. Digital Pan and 1 digital X-Ray.

**OCEANSIDE-OFFICE CONDO FOR SALE.** Situated in Medical-Dental Bldg., next to TriCity Hospital. Approx 1980 sq.ft. Lots of natural light!

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

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## ASK THE BROKER

**When is the best time to put my practice on the market?**

Believe it or not, January is usually the best time to list a practice. I say this based on previous years' history. We have been in the business for thirty years and experience dictates my answer. I can only assume the reason for this is because the New Year usually brings resolutions and the commitment to big decisions. Dentists who have been associating for a while finally decide it is time to purchase and own their practice rather than associate.

High buyer demand is critical for our Sellers. Our business goes full tilt towards the end of January, slows down during the summer, picks up again from Labor Day until mid-November and then goes into hibernation for the holidays. Therefore, it is best to get the ball rolling in January as it takes several weeks to digest all the practice financials and establish the practice on the market.

Many dentists think that the best time to list a practice is when students are graduating from dental school. This is not true! New dental graduates entering the job market right after graduation usually cannot qualify for a loan until they have practiced for at least a year or two. Of course, there are exceptions for graduates with family funds, parents who will co-sign, or spouses with excellent income-producing jobs.

Historically, January kicks off the New Year with pent-up buyers who have been contemplating their decision for two months during the holidays, coinciding with new buyers who have been associating for the past 18 months after graduation. We are anticipating stronger than normal activity this spring as we are seeing an influx of buyers coming back into the market after deciding that they can no longer postpone their dreams because of a slow economy.

When I was a practicing dentist, I did not particularly care for attorneys or dental brokers. However, now that I own Western Practice Sales, I am constantly amazed at how many dentists try to sell their practices on their own. While it can be done under the perfect circumstances, an experienced broker can help navigate all the pitfalls which dentists are unaware of. Since they are constantly developing a data base of buyers, they normally make up for their commission in making sure they get the full market value and a better fit for the practice. Most of us would never sell a house on our own and that would be WAY easier than selling a dental practice!!! In addition, most of us hire a CPA to prepare our taxes compared to a bookkeeper or those large corporate entities that provide "cookie cutter" tax returns. I would also apply this concept to discount brokers or trying to sell on your own. **Why trust your most cherished asset in the care of anything less than an experienced, full-service brokerage firm.**

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

**Questions?**

**Contact Dr Giroux at [wps@succeed.net](mailto:wps@succeed.net) or 800.641.4179**

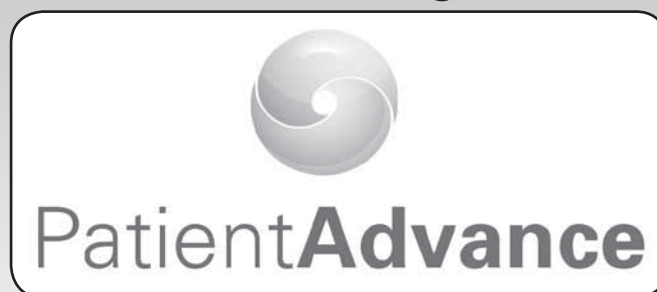


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**The Dental Trader** is now removing certain ads placed by dentists. Those placing free statewide ads for staff, selling a dental practice or seeking employment in So. Calif. will be automatically removed from the No. Calif. edition and vice versa. Both editions may be read online at [dentaltrader.com](http://dentaltrader.com).

**Legal Tip** Does it matter whether the sale closes this or next year? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**HAWTHORNE** (7) op comput G.P. for sale. Located in a free stand, single use bldg, on a main thoroughfare. Exposure/visibility & signage. Large parking lot. (6) ops fully eqt'd/7th op plmbd. Digital X-Rays. Cash/Ins/PPO pts. Many walk ins. Pano eqt'd. Pract started (9) mos ago & already collecting \$30K+/mos. Location has been a DDS office for 50+ years. D&M Practice Sales 818.591.1401.

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**Thomas Sudhijo, DMD** (Tustin, CA)-Law Offices of Jeng and Associates is definitely one law firm that I will continue to use for my legal needs. Dr. Jeng was very helpful addressing my questions and was on top of things and kept me informed in every step. Call Jeng & Associates 714-858-0536.

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**TURLOCK** General Practice -2012 GR \$950K+ w/\$443 Adj. Net. Intra-oral, Pano, Digital X-ray, Dentrrix. HS PPT - Dennis Hoover 209-605-9039 #CA506.



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**Toothmaster** 10 inch Orthodontic Model Trimmer. \$300. 989-390-1998.

**San Luis Obispo** County Buyer's net on a 10 year loan estimated at \$235,674. Building for sale also. Small beach town, great opportunity! Integrity Practice Sales, Broker Bill Kimball, DDS (855) 337-4337.

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**CHULA VISTA** General Practice – GR of \$528K, 4 Ops, Dentrux, 50 years Goodwill. HS PPT – Thinh Tran 949-533-8308 #CA109.

**NO MORE GRAFTS!** Learn to treat gum recession in one appointment with no grafts, incisions or sutures and overnight recovery period! See Pinhole Surgical Technique flier in this issue or visit [pinholesurgicaltechnique.com](http://pinholesurgicaltechnique.com).

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### CENTRAL AND NORTHERN CALIFORNIA LISTINGS

**BAKERSFIELD:** General Dentistry Practice with 8 Ops, 7 fully equipped, 1 plumbed, in a 3,650 sq. ft. suite. Practice features Digital X-rays and Intra-Oral camera in a growing area of Bakersfield with \$453K Adj. Net on \$1.2M GR. Practice #CAM554, Contact Kerri McCullough - 949-566-3056.

**BAKERSFIELD & SMALL FARM COMMUNITY:** New listing of 2 practices 30 minutes apart from each other, staff and doctor work both locations. Strong patient base in both practices with room for growth; communities are underserved. This is a rare opportunity to own 2 practices with GR of \$588K and \$278K combined Adj. Net. Practice #CAM557, Contact Kerri McCullough - 949-566-3056.

**BISHOP:** After 29 years in the same location, this retiring dentist is selling both his practice and building. 2011 Collections were \$1,000,243 with \$387K Adj. Net. There are 6 days hyg./wk in the 5 Op, 1,800 sq. ft. building. 100% financing is available for both building and practice. Practice #14390, Contact Dr. Dennis Hoover - 209-605-9039.

**CENTRAL COAST:** Prosthodontic Practice with 4 Ops, a full in-house lab with IOS, mill, casting ovens, and ceramic ovens, in a beautiful area near shopping. Doctor had over \$1.1MM in GR in 2011. Practice #CAM535, Contact Jim Engel, 925-330-2207.

**CHICO:** Collections in 2011 \$1.2MM with 7 days/hyg. in this 5 Op, 2,400 sq. ft. practice. Intra-Oral camera, Cone Beam X-Ray, Dentrrix. Practice #14392, Contact Dr. Thomas Wagner - 916-812-3255.

**COALINGA:** General Dentistry Practice with 3 Ops, 1,100 sq. ft., 1,000 active patients, remodeled in 2011. Owner completing Orthodontic program in Texas while averaging 2 days/wk in office. Owner will relocate to Texas when the program is completed. Excellent opportunity for a new dentist or an established dentist looking for a satellite office. Practice #CA564, Contact Dr. Dennis Hoover - 209-605-9039.

**DANVILLE: FACILITY ONLY** - Professionally designed office located in this affluent community. 5 fully equipped Ops with computers in each. Digital x-ray, Digital Pano, and central Nitrous/Oxygen. Seller relocating to a new building after 27 years of practice. Photos available upon request. In Escrow. Practice #CA548, Contact Jim Engel - 925-330-2207.

**FOLSOM/EL DORADO HILLS:** Like-new office with 1,200 sq. ft. and 4 Ops. 2012 GR of \$405K. 2½ days of hyg./wk. Practice utilizes Dentrrix, Laser, Digital X-Rays and Intra-Oral cameras. Owner is selling to pursue other interests. Practice #CA103, Contact Dr. Thomas Wagner - 916-812-3255.

**FREMONT:** Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Average equipment age is 13 years, owner is downsizing multiple practices. In Escrow. Practice #CA553, Contact Jim Engel - 925-330-2207.

**GRASS VALLEY:** GR \$491K with an Adj. Net of \$130K. Overhead 73%. Office leased 1,555 sq. ft. 4 equipped Ops, 5 available. Laser, Intra-Oral camera, CEREC & Eaglesoft software. Owner retiring. In Escrow. Practice #14379, Contact Dr. Thomas Wagner - 916-812-3255.

**GRASS VALLEY:** Owner retiring, 2012 GR of \$442,736 on 3 day week. 6 Ops, 3 days hygiene, Dentrrix software, Pano, Laser, Intra-Oral camera, long time cash practice. 1,950 sq. ft. office condo available to purchase. In Escrow. Practice #14372, Contact Dr. Thomas Wagner - 916-812-3255.

**GREATER CHICO/REDDING:** General Dentistry Practice. Owner retiring. Well-established Op office with Intra-Oral camera, Pano, Imaging System and Patient Education Software. 2012 GR of \$252K. Practice #CA104, Contact Dr. Thomas Wagner - 916-812-3255.

**GREATER SACRAMENTO:** Associate to Owner Opportunity. 2012 GR of \$879K. Well appointed 1,400 sq. ft. office with 5 Ops, Intra-Oral cameras, Laser, CEREC and Softdent Software. 4 days of hygiene. Associate to work 2 days in 2013 & 2014 then purchase practice. Equipment is about 5 years old. Owner to work back 2 days per week for 2 years after purchase. Practice # CA525, Contact Dr. Thomas Wagner - 916-812-3255.

**GREATER SACRAMENTO:** Orthodontic Practice - Like-new 2,300 sq. ft. office with extensive leasehold improvements and 6 chairs. 220 active patients in phase 1. Practice #CA551, Contact Dr. Thomas Wagner - 916-812-3255.

**GREATER SACRAMENTO:** General Dentistry Practice and Building, 2,316 sq. ft. with 6 Ops, EZ Dental Software, Pano, and 8 days Hyg/wk. \$900K in production in the last 3 years. Very nice office in a great location. In Escrow. Practice #CA560, Contact Dr. Thomas Wagner - 916-812-3255.

**HOLLISTER: FACILITY ONLY:** Great shopping center location, 3 Ops and 2 more plumbed with cabinets. Adec chairs, units, and lights, Dexis, Easy Dental, and Pano in approx. 1,800 sq. ft. Owner relocating. Practice #CA563, Contact Jim Engel - 925-330-2207.

**MILPITAS:** General Dentistry Practice in a 1,440 sq. ft. professionally designed suite is located on a major thoroughfare in the business district. 4 Ops with Intra-Oral cameras and computers in each Op plus a Pano X-ray. Great upside potential for a young and energetic buyer. Owner is retiring after 46 years, 34 at this location. Practice #CA562, Contact Jim Engel - 925-330-2207.

**NORTH OF SACRAMENTO:** General Dentistry Practice, owner retiring. 2012 GR of \$515K on 32 hours/week, working about 37 weeks/year. EZ Dental Software, Pano, Fiber Optics. Newly remodeled with 4 Equipped Ops, 5 Available. Approx. 1,500 active patients, 20 hrs Hyg. per week. Building available for purchase. Practice #CA558, Contact Dr. Thomas Wagner - 916-812-3255.

**NORTH EAST BAY: NEW LISTING** - General Dentistry Practice established for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2012 GR of \$885K with overhead under 70%. Building to be sold with practice. Practice #CA108, Contact Dr. Thomas Wagner, 916-812-3255.

**NORTH OF SACRAMENTO: NEW LISTING** - General Dentistry 5 Op practice in 2,050 sq. ft. 2012 GR of \$1.2MM+ with overhead of only 54%. Dentrrix, Intra-Oral Cameras, Digital X-rays, Imaging System, and Pano. Practice established at current location for over 15 years. #CA106, Contact Dr. Thomas Wagner - 916-812-3255.

**NORTH OF SACRAMENTO:** GR of \$521K in well-designed, 1,650 sq. ft. office with 4 Ops. Low overhead

of only 52%, 4 days of hygiene. Easy Dental software and 1,600+ patients. Most Endo, OS, Perio, all Ortho and Implant Placement are referred out. Owner is retiring. Practice #CA528, Contact Dr. Thomas Wagner - 916-812-3255.

**RIDGECREST:** General Dentistry Practice and Dental Building: This 4 Op practice is located in 1,536 sq. ft. building. Retiring owner has worked in same location for 32 years and had GR of \$175K in 2012. Pictures of the building are available upon request. Lots of Potential. Practice #CA523, Contact Dr. Dennis Hoover - 209-605-9039.

**SACRAMENTO:** 2012 GR of \$642K with low 54.2% overhead. 8 available Ops with 7 equipped in 2,400 sq. ft. office/building, located in one of Sacramento's historic, well-established neighborhoods. Softdent software. Owner to retire. Practice #CA549, Contact Dr. Thomas Wagner - 916-812-3255.

**SAN JOSE: FACILITY ONLY:** Elegant Blossom Valley office with 6 Ops in approx. 3,700 sq. ft. Digital X-rays, computers in every room, reception with flat screen TV, equipped business office, sterilization, and conference room. Great start-up location or satellite office. Full inventory and photos available. Practice #CA565, Contact Jim Engel 925-330-2207.

**SAN RAMON FACILITY ONLY:** Great San Ramon location in professional complex: equipment, leaseholds & furnishings only. 1,400 sq. ft. with 4 equipped Ops (2 add'l plumbed), Pano X-Ray, Computer server & workstations w/Dentrrix, Intra-Oral camera & wired for digital. Priced to sell in an upscale community. Practice #CA511, Contact Jim Engel - 925-330-2207.

**SANTA CRUZ:** Endodontic Practice: Attractive 850 sq. ft. office; ideal for the established Endodontist looking for a satellite practice. Seller will work for new buyer 1 to 1 1/2 days per week. Practice is located in a large medical/dental complex. 2 Ops with Schick Digital X-rays. GR have been \$350K-\$400K with only 55% overhead. Practice #CA102, Contact Dr. Dennis Hoover - 209-605-9039.

**SANTA CRUZ COUNTY: ILLNESS FORCES IMMEDIATE SALE** - General Dentistry Practice with 2012 GR of \$465K on 4 day week. 5 Ops in 1,500 sq. ft. office. 3 days of Hyg/week and 12 NP/mo. CAD/CAM Intra-Oral cameras, Pano, and Datacon Software. Owner has been in same location for 32 years - will help buyer during the transition. Practice #CA105, Contact Jim Engel 925-330-2207.

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

**TURLOCK:** Doctor's GR in 2012 were over \$950K with only 54% overhead or \$443K Adj. Net. 8 days of hyg/wk. Intra-Oral camera, Pano X-Ray, Digital, and Dentrrix software. Owner is retiring. Practice #CA506, Contact Dr. Dennis Hoover - 209-605-9039.

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

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### SOUTHERN CALIFORNIA LISTINGS

**ANAHEIM:** General Dentistry Practice is perfect for a merger or satellite office. The seller is retiring and refers out most specialty procedures. This 3 Op practice is nicely appointed and modern. Gross collections of \$423K and an Adj. Net of \$140K. Practice established for 39 years, room to grow! Practice #CA101, Contact Kerri McCullough - 949-566-3056.

**CERRITOS:** General Dentistry Practice with 7 Ops, 6 fully equipped, 1 plumbed in a 1,500 sq. ft. suite with Digital X-rays and SoftDent software. Practice has been established for 39 years and is near shopping, residential and freeway. 2012 Adj. Net was \$140K with \$408K of collections. Most specialty work is referred out, room to grow. Practice #CA100, Contact Kerri McCullough - 949-566-3056.

**CHULA VISTA: NEW LISTING** - This General Dentistry Practice was started 50 years ago, seller acquired the practice 35 years ago. 4 Ops, 3½ days of hygiene, Dentrix Software. \$528K 2012 Gross Collections. In years past, the office was consistently collecting over \$700K/year, retiring doctor has slowed down throughout the years. Practice #CA109, Contact Thanh Tran - 949-533-8308.

**CLAREMONT: NEW LISTING** General Dentistry Practice with 6 Ops in 2,200 sq. ft. suite. Established for over 44 years with 8 days of hyg./week. Practice uses Softdent, Digital X-rays, and refers out most specialty procedures. Gross Collections of \$581K in 2012. Practice #CA114, Contact Thanh Tran - 949-533-8308.

**COASTAL ORANGE COUNTY:** Retiring doctor spent \$500K in 4 new Ops of Pelton & Crane chairs and cabinetry in addition to the TIs. Dentrix and Dexis, Digital Pano. Close to the ocean - dream location! Gross collections over \$600K in 2011 and \$500K in 2012. Practice #CAM566, Contact Thanh Tran - 949-533-8308.

**COASTAL ORANGE COUNTY:** Gorgeous 4 Op General Dentistry practice in the most desirable location in America. Office was built almost 4 years ago, no expense spared. All high-end Pelton & Crane equipment. Kavo elec. handpieces and implant systems in every Op. Dentrix and Dexis, 1,800 sq. ft. Implant business makes up about 46% of production. 2011 GR were \$1.2M. Great location to sell high-end dentistry. In Escrow. Practice #CA520, Contact Thanh Tran - 949-533-8308.

**COASTAL ORANGE COUNTY:** Periodontal Practice with 5 Ops, fully equipped. Retiring doctor works a 3 day week with 4 days of hygiene and 2012 GR of \$343K. Great location in professional building near freeway. Practice #CAM533, Contact Kerri McCullough - 949-566-3056.

**HUNTINGTON PARK: NEW LISTING** - Retiring General Dentist with a large group practice that was started in 1984. 15 Ops and Dentrix/Dexis with 25 computer stations. E4D CAD/CAM machine. 2012 Collections of over \$1.1MM in 2012. Seller owns the building. Practice #, Contact Thanh Tran - 949-533-3056.

**INDIAN WELLS:** This General Dentistry Practice has a strong emphasis in TMJ in a 4,000 sq. ft. suite. Built 2 years ago with 6 Ops, and all new equipment and fixtures. Practice was in

the Palm Springs area for over 3 years and moved to nearby Indian Wells. 2011 GR were over \$350K on just 1 doctor day per week. Practice has a CMT Pan/Ceph machine and a lecture room in the suite. Practice #CAM530, Contact Mario Molina - 323-974-4592.

**LANCASTER:** This 4 Op office is located in 2,360 sq. ft. on the second floor of an attractive medical dental building. GR were \$676K with a \$174K Adj. Net. Dentist is retiring after 39 years. 4 days hyg./wk. Additional Ops could be added to existing space. Great location. Practice #14376, Contact Dr. Dennis Hoover - 209-545-2491.

**LOS ANGELES: NEW LISTING** - General Dentistry Practice with 4 equipped Ops, 1 add'l plumbed. Great LA location on the West side with GR of \$342K on just 2 doctor days per week. Room to grow! #CA117, Contact Kerri McCullough - 949-566-3056.

**MURRIETA: NEW LISTING** - General Dentistry Practice with 5 Ops. 2012 Gross of \$1.5MM and \$875K Adj. Net. Practice has 8 days of hyg/wk and has been established over 20 years in this family community. Practice #CA107, Contact Kerri McCullough - 949-566-3056.

**MURRIETA:** General Dentistry Practice with 4 Ops. Practice is located in a professional building in a tastefully decorated 1,300 sq. ft. suite and includes a Pan/Ceph machine and uses Easy Dental. 2012 GR were over \$530K with \$213K Adj. Net. Practice #CAM544, Contact Kerri McCullough - 949-566-3056.

**NEWPORT BEACH:** General Dentistry Practice with 4 Ops near Newport Center/Fashion Island. Practice utilizes Dentrix software. Gross Collections over \$256K with \$58K Adj. Net. Seller refers out most specialty work, room to grow. Practice #CAM559, Contact Thanh Tran - 949-533-8308.

**NEWPORT BEACH:** General Dentistry Practice with 3 equipped Ops, high-end equipment is less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrix software. 2012 GR of \$350K on 3½ days per week. Located near hospital in a desirable area. Practice #CAM534, Contact Thanh Tran - 949-533-8308.

**NORTH ORANGE COUNTY:** Endodontic Practice with 5 Ops, fully equipped and 3 Zeiss ceiling-mounted microscopes. Practice has been established for over 30 years. GR of \$370K and Adj. Net of over \$172K on a 3 day work week. PBS Endo software. Practice #CAM561, Contact Jaci Hardison - 714-318-4911.

**NORTH SAN DIEGO COUNTY:** General Dentistry Practice has 12 equipped Ops. Located in a free-standing building in a desirable area and established for 35 years. CAP and PPO contracts with \$1.2MM in GR in 2012 with \$405K Adj. Net. Practice #CAM555, Contact Kerri McCullough - 949-566-3056.

**ORANGE:** Small General Dentistry Practice in a retail location. Doctor has been at this location for over 20 years. 3 Ops, 750 sq. ft. with low rent of \$1,080/mo. Practice utilizes EasyDental and 2012 GR of \$168K. Practice #CA110, Contact Thanh Tran - 949-533-8308.

**ORANGE: NEW LISTING** - This General Dentistry Practice

in a retail center has an emphasis on Dentures and Partial. Practice #CA, Contact Kerri McCullough - 949-566-3056

**ORANGE:** General Dentistry Practice with 5 Ops, fully equipped in a centralized location near Anaheim Hills/Villa Park. 2012 GR of over \$500K. Practice is located in a professional building near shopping and freeways. Retiring doctor has 47 years of goodwill. Practice #CAM543, Contact Kerri McCullough - 949-566-3056.

**RIVERSIDE:** General Dentistry Practice - Deceased doctor. 4 Ops, priced for immediate sale. Contact Kerri McCullough for more information - 949-566-3056.

**RIVERSIDE: NEW LISTING** - This General Dentistry Practice with 5 Ops has been established for 50 years and utilizes Dentrix, Digital Pano, and CT Scan. Dental equipment is 8 years old and has 20+ new patients/mo. Practice #CA, Contact Kerri McCullough - 949-566-3056.

**SAN GABRIEL VALLEY:** General Dentistry Practice with 4 Ops, fully equipped, This office utilizes a laser and digital radiography with 1 sensor. 2012 GR of over \$570K on a 3½ day week. Practice #CAM541, Contact Kerri McCullough - 949-566-3056.

**SOUTH ORANGE COUNTY: NEW LISTING** - General Dentistry Practice with 4 Ops in a 1,350 sq. ft. suite in a coastal location. Practice utilizes Dentrix. Practice # CA, Contact Kerri McCullough - 949-566-3056.

**SOUTH ORANGE COUNTY:** General Dentistry Practice with 5 Ops, 4 fully equipped, 1 plumbed. Practice utilizes EagleSoft, Laser, Digital Pano, and an Intra-Oral camera. Most specialty work is referred out. 2012 Adj. Net of \$324K on \$793K collections. Practice #CAM556, Contact Kerri McCullough - 949-566-3056.

**THOUSAND OAKS: NEW LISTING** Retiring General Dentist, established for 37 years with 6 Ops and 8 days of hygiene/week. Practice uses Dentrix/Dexis and GR of \$589K in 2012. Practice #CA118, Contact Thanh Tran - 949-533-8308

**YORBA LINDA:** General Dentistry Practice with 5 Ops. This well-appointed practice is on a main street in a desirable area. Practice has been established for 28 years in this family community. Practice has 3 days of hygiene and 3 doctor days per week. Practice #CAM531, Contact Thanh Tran - 949-533-8308.

### OUTSIDE OF CALIFORNIA

**MAUI HAWAII:** General Dentistry Practice with GR of \$636K. Office has 4 Ops in 1,198 sq. ft., Pano, Laser, Intra-Oral camera, Fiber Optics, and 2½ days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. Practice #20101, Contact Dr. Thomas Wagner - 916-812-3255.

**HENDERSON, NV:** Deceased Dentist, Pediatric Practice - 2011 Collections of \$875K and 2012 Collections of \$766K. 2013 Collections in first 9 months were \$688K. 6 Ops, Dentrix, and Pano. Available for immediate sale. In Escrow. Practice #NV100, Contact Dr. Dennis Hoover, 209-605-9039.

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## *\*Tip of the month:*

When I first started practicing dentistry in 1998, my CPA at the time had me practicing as a C corporation, but while I was studying tax law in law graduate school, I realized a S corporation was a better fit for me, and I elected the S corporation entity for my own dental practice. Many doctors rely on the advice of their accountant but a CPA may only look at a portion of the equation. As a dentist and attorney, I have discovered that while both provide protections from liability, selecting the right type of corporation means avoidance of double taxation.

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



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

## Law Offices of Jeng and Associates (714) 858-0536 Jenglaw@yahoo.com

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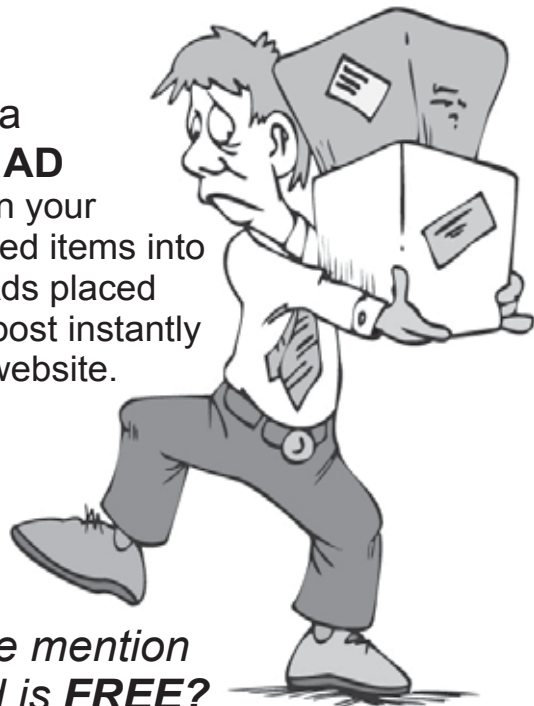
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*Our program will begin with a Sunday night wine and cheese party. There will be a mid-week Nastar Race. The final event will be our Friday night awards banquet. We will be staying at the Top of The Village Condominiums, a ski-in, ski-out location. Our accommodations will be largely two and three bedroom units. These units will have daily maid service, fully equipped kitchens with all utensils, VCRs, DVDs, washers and dryers in each unit, indoor pools, whirlpools, sauna, steam room, fitness center, daily coffee service, free shuttle service around Snowmass and all taxes and service charges.*



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The dental continuing education program will be conducted each morning and each afternoon for four days in the Office Clubhouse within 150 feet of the condominiums. 16 units of continuing education will be available through the AGD in category one. The seminar fees are as follows:

**Dentists @ \$255; Auxiliaries who are not dentists @ \$110.**

Ski.com, once again, will be handling our travel arrangements. Ski.com can be reached at 800-525-2052, Extension 3045. Ask for Martha Perez. For reservations and a complete brochure of information for registration contact Ski.com or Robert Garfield, DDS, executive director, Southern California Academy of General Dentistry (SCAGD): 2720 Aqua Verde Circle, Los Angeles, CA 90077-1502, or call 310-471-4916. Email: drrobertgarfield@aol.com.

**Ritter dental** operatory chair. Mustard color, good condition. \$300.00 OBO, Call (818)609-8655.

**Associate Dentist** PT great opportunity in the Sacramento area. 2 locations, send your resume to: Dentistrytoday@sbcglobal.net.

**PRACTICE FOR SALE** Vista. Established GP in Medical Bldg. 4 Ops in approx. 1700 sq. ft.

**How to bring jobs back** (NON POLITICAL). This Video is less than 4 minutes. It is simple and to the point and is exactly the message we need to spread across America. [https://youtube.googleapis.com/v/4FrGxO2Fn\\_M](https://youtube.googleapis.com/v/4FrGxO2Fn_M).

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**Oral surgeon** needed in Sacramento 1-2 days per month. \$2500-6000 per day opportunity. email resume to [manager@scripps dentalgroup.net](mailto:manager@scripps dentalgroup.net).

**Sleep Medicine**-Pharyngometer/Rhinometer and Embletta X100 Sleep Recorder. Rarely used. 3 yrs. old. \$15,000 OBO. [slf05@live.com](mailto:slf05@live.com).

**SAN JOSE** Watch your production increase by maximizing your office hours from its current relaxed schedule. High traffic Retail Shopping Center with unbeatable signage. 2,847 sf w/ 7 ops \$925k (DG-222) WPS/800-641-4179.

**SLEEP MEDICINE** Pharyngometer, Rhinometer, and 2 Watermark Home Sleep Tests for \$19,000. 9 months old, perfect condition. Retails for \$27,000. 310-270-8080.

**Lot of high speed** hand pieces. Most need repair. But all function semi-ok. Have about 30+ Sac. \$200 [molarman111@hotmail.com](mailto:molarman111@hotmail.com).

**Dental digital scope** Camsight Explorer. This dental digital imaging scope is in perfect conditions. Contact me for more info: [ktisbs@yahoo.com](mailto:ktisbs@yahoo.com).

**DENTAL PRACTICE WANTED** in San Diego, La Jolla. Buyer looking for an established family dental practice with lots of patients. 2-4 chairs. Paperless/digital. Gross \$500 - \$1 million. SELLERS call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or [practice@lcffin.com](mailto:practice@lcffin.com) | [www.lcffin.com](http://www.lcffin.com).

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**GENERAL DENTISTRY** PRACTICE WANTED EAST BAY AREA. DDS MAGD with 10 years experience. SELLERS please call (415) 690-6683 or [upn2k1@yahoo.com](mailto:upn2k1@yahoo.com).

**Well located corner** with great street visibility, Dental practice facility for sale in Salinas, four ops, low rent, [dreamdentalpractice@yahoo.com](mailto:dreamdentalpractice@yahoo.com).

**WOODLAND** Look no further for your dream opportunity! The office is located in an immaculate, free-standing and is ~ 1,000 sf w/ 3 ops. \$210k (EG-215) WPS/800-641-4179.

**25-YO** DANSEREAU CHAIR/BELMONT LIGHT, GOOD COND. TORRANCE. \$425 OBO 310-326-5499.

**Legal Tip** Does your attorney provide his cell phone number for emergencies? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

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### BAY AREA

**AG-194 SAN FRANCISCO:** Established ~ 25 years. State-of-the-art equipment. Modern, spacious and spectacular office. Richmond District off Land's End. 3,410 sf w/ 7 ops **\$1.925m**

**BC-175 EAST CONTRA COSTA:** Vast employment, shopping & activities! 1,995 sf w/5ops **\$300k**

**BC-221 EAST CONTRA COSTA:** Well Respected w/ loyal patients, Seller is retiring! 1900 sf w/ 4 ops **\$325k**

**BN-218 UNION CITY:** Modern and attractive office building. Large, efficiently designed office ~ 2,404 sf w/ 5 ops **\$495k**

**BN-183 HAYWARD:** *Kick it up a notch by increasing the current very relaxed work schedule!* 1,300 sf w/ 3 ops **\$150k**

**BG-226 ANTIOCH (Real Estate):** OWN your dental facility! Priced to move quickly at less than \$100/ft. ~ 1,500 sf w/ up to 5 ops **\$137k**

**BN-233 ALAMEDA:** If real estate and space are what you've been looking for, here's your practice! ~ 3,139 sf w/ 8 ops. **\$275k, RE: \$825k**

**CC-151 SANTA ROSA:** Stable patient base, well-respected, close to Memorial Hospital. 2,262 sf w/ 6 ops **\$875k Real Estate avail.**

**CC-170 SOLANO COUNTY:** Minutes from nearby wine country! 950 sf w/3 ops **\$225k**

**CC-220 MILL VALLEY:** In attractive Dental Professional Condo w/in block of Hwy 1. 1,200 sf w/ 3 ops **\$499k & take over Cerec pmnts**

**CN-189 ANTIOCH VICINTY:** In the heart of the beautiful California Delta! 3 ops **\$275k**

**DC-164 WATSONVILLE:** Shopping complex/main thoroughfare. Modern & Attractive. 2,365 sf w/ 6 ops **\$395k**

**DG-116 SALINAS AREA:** Large, loyal & stable patient base! Popular Retail Center. 1,400 sf w/5 ops. State-of-the-art Equipment **\$195k**

**DG-124 MILPITAS:** Highly visible. Desirable area. 960 sf w/ 2 ops + 1 add'l **\$130k**

### BAY AREA CONTINUED

**DG-156 SAN JOSE:** Hardwood Floors & plenty of windows! 1,160 sf w/ 3 ops (+2 add'l) **REDUCED! \$125k**

**DG-161 FREMONT:** Beautiful office generating 40+ new pts/mo. 1,440 sf w/ 4 ops **\$215k**

**DC-191 MOUNTAIN VIEW:** Rare opportunity! High quality, potentially large-scale practice. Heart of Silicon Valley. 2,000 sf w/7 ops (+1) **\$950k**

**DG-222 SAN JOSE:** High traffic Retail Shopping Center with unbeatable signage. 2,847 sf w/ 7 ops **\$925k**

**DG-223 SUNNYVALE:** **Seller Relocating!** Popular Retail Shopping Plaza with major anchor tenants. 2,000 sf w/ 6 ops +1 **\$475k**

**DG-202 SARATOGA Facility:** Affluent, upscale area. Great Location & Excellent Visibility! Across from major shopping center/Starbucks. Call for Details! 1,568 sf w/ 4 ops **REDUCED! Now Only \$145k**

**DG-212 FREMONT:** Courtyard Garden welcomes patients. Your talent and skill keeps them! 2,181 sf w/ 3 ops **REDUCED! Now Only \$175k**

**DG-214 CUPERTINO:** Seller highly motivated and will consider all reasonable offers! Opportunity to own property in the future. Highly desirable commercial corridor. 1,200 sf w/ 3 ops +1 \$100k obo

**DG-232 SANTA CRUZ:** Large, well-established Medical/Dental Prof complex! 1,063 sf w/ 3 ops **\$345k**

**DG-224 SANTA CRUZ:** Fully computerized & digital upgraded. Exudes serenity w/ relaxed beach theme, enclosed courtyard. 904 sf w/3 ops **\$375k**

### NORTHERN CALIFORNIA

**EG-198 SACRAMENTO:** Tucked in well established "Pocket Area" in highly desirable corridor. 1,112 sf w/3 ops **REDUCED! \$125k**

**EG-237 ROCKLIN:** Seller Moving out of the Country! Would cost over \$300k to duplicate! Spacious & spectacular. State-of-the-art, top-of-the-line equipment. 1,000 sf w/ 2 ops. Plumbed for 2 add'l **\$245k**





Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

### NORTHERN CALIFORNIA CONTINUED

**FN-181 NORTH COAST:** Well respected FFS GP. Stable patient base. 1,000 sf w/3 ops **SELLER MOTIVATED! \$150k (25% int. in bldg. avail.)**

**FN-148 MENDOCINO CO:** "Gateway to the Redwoods!" Quality care in 4 ops **\$325k**

**FN-185 UKIAH:** 900 sf w/ 3 ops. Seller Willing to Negotiate! **\$250k**

**GN-134 REDDING:** Stellar reputation, quality care and location! 2,264 sf w/4 ops. **\$500k**

**GN-196 CHICO:** Appealing location! ~2,510 sf w/4 ops **\$150k**

**GN-149 YREKA:** Quality FFS, Warm & Caring. 900 sf w/ 3 ops. Now Only: **\$180k/Real Estate \$110k**

**GN-177 CHICO/OROVILLE:** Spacious 2,500 sf w/6 ops **\$399k**

**GN-201 CHICO:** Beautiful practice located on major thoroughfare with stellar reputation! 1,400 sf w/ 4 ops & room for another **\$425k**

**GN-228 CHICO/PARADISE AREA:** A reputation built on quality care and personalized service in a warm and caring atmosphere. Office ~ 898 sf w/ 3 ops. **\$250k**

**HN-213 NORTH EAST CA:** Close to the Oregon Border, this FFS practice is ~2,200 sf w/ 3op +1 add'l **\$145k**

**HN-197 EAST LODI FOOTHILLS:** Two practices for one great price! Call today for details! **\$595k**

### CENTRAL VALLEY

**I-9721 STOCKTON:** Prof. complex. 1,450 sf w/ 3 ops & plumbed for 1 add'l **\$75k**

**IG-067 STOCKTON:** Fully computerized, paperless, digitalized. 5,000 sf w/10 ops **Now \$425k**

**IG-165 TURLOCK:** Well established Shared/Solo Group Practice. 10 ops (shared) **\$428k**

**IN-193 Modesto Facility:** Recently remodeled! High foot traffic! Can be purchased with or without new equipment. 2,300 sf w/6 ops **\$199k**

**IN-205 STOCKTON Facility:** Desirable professional corridor. Newly remodeled. 1,565 sf w/ 4 ops **\$169k**

### CENTRAL VALLEY CONTINUED

**JG-188 FRESNO:** Loved, respected, Established! Net Profit over \$350k! 1,452 sf w/4 ops **\$390k**

**JN-219 TULARE:** Imagine working here in this highly esteemed **fee-for-service** practice! Office is ~ 1,500 sf w/ 4 ops. **\$425k**

**IN-211 MODESTO:** Located in a single story, multi-unit Professional building, 1,500 sf w/ 4 ops. **\$300k**

### SPECIALTY PRACTICES

**EG-131 ROSEVILLE Ortho:** Reputation, loyal patient base, seasoned staff & beautiful, spacious facilities. 1,100 sf w/ 4 chairs **\$95k**

**I-7861 CENTRAL VALLEY Ortho:** 2,000 sf, open bay w/ 8 chairs. Fee-for-Service. **\$370k**

**I-9461 CENTRAL VALLEY Ortho:** 1,650 sf w/5 chairs/bays & plumbed for 2 add'l **\$180k**

**IC-163 CENTRAL VALLEY Perio:** Well-respected FFS. 2,300 sf w/5 ops **\$175k (Bldg: \$250k)**

**EN-203 SACRAMENTO Oral Surgery:** This highly efficient office occupies ~ 3,000 sf w/ 4 fully equipped ops **\$325k**

**GN-209 SACRAMENTO VALLEY Endo:** Be the one to carry on the stellar reputation and tradition! 1,400 sf w/ 3 ops **\$350k**

**BC-230 CENTRAL CONTRA COSTA Perio:** Loyal patients @ 2 locations! **\$650k**

**EG-225 SACRAMENTO Ortho:** Well-maintained, single-story Medical/Dental professional complex. 1,200 sf w/ 4 chairs **\$95k**

**DN-229 EAST BAY Endo:** Strong referral & patient base. Attractive tree-lined street, mature landscaping and curb appeal. High foot traffic. 975 sf w/ 2 ops **\$250k**

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## Premium Practice Listings

### Coastal Southern California #1062

**PEDIATRIC** dental practice and office condo for sale, seller is retiring. 2012 revenues \$623,000.

**Practice Listed at \$425,000**

### Fresno County #1066

Fee-for-Service general practice, 36 years of goodwill, 4 ops, completely remodeled, digital 1,450 square feet, 2013 approx. \$523,721.

**MUST SEE!**

**Asking \$298,000**



### Pomona Valley #1065



Fee-for-service restorative dental practice, four treatment rooms, 1,336 sq. ft., 40 years of goodwill, ample parking, great visibility, and signage. Revenues for fiscal year ended 10/31/2012 \$745,258

**Asking \$649,000**



### Coastal North San Diego #1069



Private fee-for-service dental practice, five plumbed treatment rooms, 4 fully equipped, seller retiring, projected 2013 revenues \$468,000.

**Asking \$365,000**

### Rancho Cucamonga #1067

2013 revenues approx. \$400,000, 4 treatment rooms, drive and walk by exposure, Seller retiring, projected 2013 revenues \$388,076.

**Asking \$318,000**

### Coastal Orange County #1061

General practice, 1,044 square feet with pleasant courtyard, located in professional building, seller is moving out of the area, 2012 revenues \$316,753.

**Asking \$175,000**

### *Create a Practice Masterpiece- Seminar*

**Topic:** "Fight the Commodity Mindset"

**Date:** January 17, 2014

**Speakers:** Dr. Phil Potter & Kathleen Johnson

**Location:** Glidewell Laboratories  
 18551 Von Karmen Ave., Ste 201  
 Irvine, CA 92612

**Price:** \$69 before January 2, 2014, \$99 after January 2, 2014 for more details:  
[www.wppps.com](http://www.wppps.com) ~ 714-259-0505

### *Fraud & Embezzlement- Seminar*

**Topic:** "Not in my Dental Practice"

**Date:** January 24, 2014

**Speakers:** Mr. Allen Schiff, CPA, CFE

**Location:** Knott's Berry Farm Hotel  
 7675 Crescent Avenue  
 Buena Park, CA 90620

**Price:** \$129 before January 7, 2014, \$159 after, Spouse \$79 for more details:  
[www.wppps.com](http://www.wppps.com) ~ 714-259-0505

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**OROSI, CA** gp practice on sale, grossing 200K in 2days, very less overhead, very low rent. mandydd@yahoo.com (559)802-7597.

**Recently retired** Selling used dental equipments AS UNIT including dental chair, X-ray machine and more Crane light, autoclaves. E-mail dpdeberry@yahoo.com.

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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!*

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

- 6055 SACRAMENTO** 2013 collected \$900,000. 2012's Available Profits on \$924,000 in collections totaled \$515,000+. 6-Ops. Phenomenal location.
- 6054 TRACY** Great starter practice. 2013 should collect \$165,000+ on part-time schedule. 4-ops in shopping center location.
- 6053 SAN FRANCISCO'S SOUTH BAY PEDO PRACTICE** Long established. 2013 is tracking \$660,000 in production, \$650,000 in collections and \$255,000 in Available Profits. Great staff. 1,700 different patients seen last 24-months.
- 6052 BERKELEY** Trendy north side shopping area. Very strong foundation. 4-days of Hygiene. Beautiful hi tech office with great curb appeal. 2012 collected \$590,000. Lots of work referred out.
- 6051 FRESNO'S FIG GARDEN VILLAGE AREA** Not a Delta Premiere Practice. 2013 tracking \$435,000 in collections on 3.5-day week. 3.5-days of Hygiene.
- 6050 MERCED** Phenomenal foundation to build upon. Native son retiring. On relaxed pace 2013 trending \$360,000 in collections. 2012 collected \$350,000 with Profits of \$205,000. Owner refers Endo, OS & Perio. 2012 did 130 Amalgams and only 60 composites. This is a "Goldmine Practice!" This IS NOT a Delta Premiere Practice. Merced has a bright future anchored by UC Merced and agriculture. Full price \$125,000.
- 6049 SAN FRANCISCO'S EAST BAY** 2012 collected \$1.9 Million with Profits of \$1 Million. 2013 shall collect \$2.2 Million. Performance realized by One Dentist. Not close to realizing potential. Successor who tweaks practice where it needs to be tweaked shall create something special. Paperless & digital. Little competition with phenomenal upside. Enjoys very trendy location. Full price \$1.2 Million.
- 6048 SALINAS** Strong foundation. Great opportunity for two Dentists. 9.5 days of Hygiene per week. 6-Ops. 2012 collected \$1.1 Million. 2013 tracking \$1.2+ Million.
- 6047 STOCKTON** Located outside Brookside neighborhoods on West March Lane. 2012 collected \$500,000 with profits of \$198,000. 2013 trending \$545,000!
- 6046 PINOLE** Collects \$500,000. 4-days of Hygiene. Beautiful office. Refers Endo, OS, prosthodontics. Great Office Manager.
- 6045 MANTECA/MODESTO AREA: RIPON** 3 Ops, 2 more wired & plumbed. \$180,000 invested here. 2012 collected \$327,000 on 3-days with 5-weeks off. Should be \$500,000+ performer.
- 6044 MODESTO** Best north side Coffee Road location. Attractive & contemporary 1,105 sq.ft. 3-Op. \$100,000 in computers and monitors in Ops, new server, digital radiography. Collects \$380,000/year. 2 Hygiene days per week.
- 6043 WESTERN CONTRA COSTA COUNTY'S EL SOBRANTE** Highly visible location in stand-alone building on Appian Way. \$200,000/year practice on 3-day week. New Doc who improves signage, curb appeal and employs marketing shall see spike in performance. Building optional purchase. Full price \$75,000.
- 6041 PLEASANT HILL** Collected \$65,000 in 2012. Previous 3-years averaged collections of \$240,000 and Profits of \$180,000.

## Professional Practice Sales of The Great West



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

For complete details  
on any of these  
opportunities, go to  
[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?



*Ray and Edna Irving*



*Specialists in the  
Appraisal and Sale of Dental Practices  
Since 1966*

**(800) 422-2818**

**(415) 899-8580**

**Fax: (415) 899-8588**

**Ray@PPSsellsDDS.com**

**www.PPSsellsDDS.com**

***"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.**