



**PROFESSIONAL PRACTICE SALES**



## “How Much is Your Practice Worth?”

Sellers need to know the range of values, which may vary significantly. A fair price to one buyer may not be a price another Dentist could invest. Some sellers merely say, “Get me the top price.” Some Sellers want a Buyer whose dental philosophy is similar and will treat their patients as they have treated those same patients.

The cash flow predictable to a degree may not be the same for two different Dentists. Buyers need to be confident they can perform as the Seller has performed and hopefully more so as Buyers hopefully have energy levels that surpass a Seller's and are willing to do procedures that the Seller refers out and if necessary work more hours. All Buyers have different experiences. It is up to the Buyer to know when his/her experience matches a Practice Sale Opportunity.

In days past, young Buyers could enroll in “Dale Carnegie” classes to learn “street sense” to be empathetic with a patient's needs first, knowing that they are in practice for the long haul and not so concerned about an immediate big sale. Big sales occur for those who have gained the patients trust by first making a friend.

I like to tell the story of a Seller who sold his practice last year to a young lady Dentist. The Seller explained to the Buyer, “I love it when patients come to me from a competing HMO office with a full mouth diagnosis that adds up to ten to twenty thousand dollars.” The Seller said, I tell the patient, “Don't show me!”, “Don't show what the other Dentist says what you need.” First, tell me “Why did you come to see me?” What is your immediate need? Then the Seller says, he takes care of the immediate need, introduces the Buyer to his Hygienist for his/her next cleaning. In so many words, the patient walks out with his immediate need satisfied, plans for his next appointment with the Hygienist and the Seller has a new friend and a lifetime patient. That patient then is added to the Seller's **Gold Mine** list. The HMO office pre-sold cosmetic needs possible for that same patient. The Seller now has the advantage of determining where and when the patients dental IQ matches his economic abilities and does what he can when the patient has the ability to pay. It's called common sense.

Respectfully - Thomas M. Fitterer

### EMERGENCY SALES

Seller's recent Hospital stay necessitates Santa Margarita 3,000 sq.ft., 10 Op office and Beautiful 5 Op office downtown Riverside, for immediate sale. Call P.P.S.

### CONVENTION SPECIALS

East San Diego/El Cajon/La Mesa – Beautiful new like 10 Op. Shopping center. Merger Candidate. Absentee Seller invested \$400,000+. Bargain at \$385,000.

### HMO Offices

Rancho Cucamonga – Hesperia – Tustin – Riverside – Temecula – San Diego – Monterey Park – **Rialto Million Dollar Offices** (1) East Riverside – (2) La Quinta/Indio – (3) Monterey Park – (4) Temecula – (5) Rialto – (6) Bakersfield – (7) Laverne – (8) Rancho Cucamonga

### GOLD MINES - YET TO BE MINED

(1) Cucamonga/Alta Loma – Shopping Center with super large base of patients (2) Bakersfield – (3) Santa Ana /Tustin Gross \$800,000 with R.E. (4) Tustin Bird House dentally designed like a boat. Grossing \$450,000 – (5) Korean/Am. 101/Vermont – (6) Chinese American Monterey Park.

**PRACTICES WANTED – VENTURA to SAN LUIS OBISPO – ORANGE COUNTY – NEWPORT – SAN DIEGO – LARGE PRACTICES everywhere. SACRAMENTO – SAN FRANCISCO – EAST SIDE – WEST SIDE and all around the town.**



# **“When I sell my practice,**

**I want.....**

- ...to get the most money for my hard work,**
- ...to keep the “For Sale” status confidential,**
- ...the process to flow smoothly  
and quickly with my being in control,**
- ...and to talk to interested  
buyers right away.**

**I further want...**

- ...to protect my staff,**
- ...the most qualified  
successor possible,**
- ...to be properly protected  
after the sale,**
- ...and to look back and feel  
good about the decision  
which I made!”**

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40 years in carefully crafting the  
business of brokering dental  
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### **PROFESSIONAL PRACTICE SALES**

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**Please Visit Us at CDA Booth 1157 in Anaheim**





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Northern CA website: [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)

- 5880 - Downtown Oakland Hi rise - Collected \$588k in 2005 with very strong profits. 4 chair bay has 3-walls of glass. FP \$310,000
- 5890 - Santa Rosa - Memorial Hospital Medical Village. Great starter opportunity. 2 Op office w/12yr old equipment in great shape. \$135k/yr / FP \$75,000
- 5891 - Ortho Practice - San Francisco East Bay - Growing family community. \$375k yr on part time schedule. 5 chair bay plus Exam room. FP \$75,000
- 5895 - El Dorado County's Placerville - Long est. Collections of \$700k with profits of \$290k on 3.5/day wk. Strong Hygiene department. Well equipped.
- 5896 - Sacramento's El Grove - Great opportunity in fast growing area..Lots of patients.Well designed - FP \$160k
- 5898 - South San Jose - Intersection of Highways 85 & 101. Steady \$1,000,000/year performer. 6 days of Hygiene.
- 5899 - San Joaquin Valley's Merced. Community is growing with new UC Campus. Beautiful office with over \$180k invested. Not yet 3 years old.
- 5900 - Contra Contra Costa County - Long est. & very successful Managed care practice. Performing at the \$1.5 million/yr level w/great profits.
- 5901 - Southern Sonoma County - Collections in 2005 topped \$620k with \$300k in Profits. 3.5 days of Hygiene. Explosive growth occurring nearby.
- 5902 - Sacramento's Roseville - Right off interstate 80. 5 year old, custom designed suite. Computerized ops & digital radiography. Has averaged \$345k yr in collections the last 3 years.

Prospective Buyers - For Hot Releases Submit your

Resume by facsimile mail (714) 832-7858 or

E-mail [PPSIncnet@aol.com](mailto:PPSIncnet@aol.com)

PPS SO. CALIFORNIA - (714) 832-0230

Website - So. CA [www.PPSdental.com](http://www.PPSdental.com)

- 1005 - Hemet - Beautiful office - \$450k investment - Shopping ctr. F.P.\$350k
- 1017 - Palm Springs/La Quinta area- Estab 40 yrs. New owner 14 yrs. Like new 9 Ops. Hi tech office. Grossing \$1.4 mil. Fantastic opportunity. New DDS can achieve \$2.5 million first yr. FP \$1.2 Million
- 1069 - Irvine G.P.Grossing \$190k-Cap cks \$2k+/month. Lowest rent in Irvine
- 1078 - Nevada-Historic city. GP wants partner. Gross \$600k. F. P. \$550,000
- 1094 - 2 Practices near Bakersfield. Gross \$750k+.Free standing bldg included in sale.
- 2038 - San Bernardino shopping center location.1,500 sq.ft.4 Ops. Collects \$300k annually. Absentee run. A Bargain
- 2053 - Fontana area. Shopping center - GP. 3 Ops. Sees a lot of new patients. Collects over \$300k annually. 1,200 sq.ft - Good lease available
- 2063 - Down town LA. Estb GP collects \$10k mo. Property also available.
- 2065 - S.O.C. Are you losing your lease. Shopping center location in Aliso Viejo. Great opportunity. Seller will finance @ 6/1/2 % interest
- 2068 - Santa Ana/Costs Mesa - \$730k in contracts receivable. 8 ops.F.P.\$400k.
- 2079 - Downtown near Staples. Lady DDS gross \$350k working 3 1/2 days. More volume available. F.P. \$150k.
- 2099 - Huntington Park. Est. 20 yrs. 1 day only, produces \$10k/mo.
- 3005 - Temecula/Murrieta Hot Springs. HMO-Grossing \$1,400,000. w/\$13,500/mo HMO checks. Absentee owner.
- 3006 - Covina/West Covina HMO Grossing \$1,100,000 w/\$14k/mo. HMO cks. Newly renovated. FP. \$1,100,000, RE \$1,800,000. Absentee owner.
- 3007 - Lamont/Arvin- Practice with RE. Newly renovated. Beautiful bargain.

ORTHODONTIC BUYERS NEEDED 4 SO. CALIFORNIA

SELLERS-FREE APPRAISAL (800)695-2732

- 3012 - Apple Valley area - HMO - \$12k Cap checks per month. R.E. in newly renovated office available at \$1,385,000. Practice \$950k.
- 3020 - Anaheim - Harbor Blvd. - Hi identity. 1 year new. Great start. Great lease. 6 ops, 3 equipped. F.P. \$295k.
- 3022 - Riverside - G.P. Professional building. Gross \$394k. 4 Ops. F.P. \$350k
- 3023 - Hawthorne - HMO Practice. \$5k/month Cap. 4 Ops. Gross \$550k, net \$350k. F.P. \$385,000. Great price.
- 3024 - Rialto-HMO \$20k/mo Cap. Average \$800k Gross, \$500k Net.
- 3026 - Location in Santa Ana. 3 Ops in 900+ sq.ft
- 3029 - Montebello/Whittier/Pico Rivera - Super hi identity location within super market shopping center with low rent. 6 Ops, 4 equipped.
- 3030 - W. L.A. - Prestigious location. Seller Pado/Ortho. Also doing some G.P. Low overhead. F.P. \$285k.
- 3033 - Santa Ana/Tustin - Lady DDS since '81. 6 ops with \$1mil potential. Lots of cash . A bargain at \$450k.
- 3034 - San Diego - Hi Identity - 3,000 sq.ft.. Newly est. \$2,500/mo. HMO cks. Absolutely gorgeous. 9 ops, 6 equipped. Now grossing \$30k/mo.
- 3035 - San Marcos- Hi identity shopping ctr.Grossing \$300k+ Est. 8 yrs.
- 3036 - L.B./Paramount long estbd corner dental bldg. Now gross \$200k.
- 3039 - O.C. Beach location Only. 3 Ops equipped. Turn key location.
- 3040 - Apple Valley - Shopping center. Hi identity major intersection. 8 Ops. Grossing \$800k. Established 20+ yrs. F.P. \$695k.
- 3044 - So. OC GP. Est. in long time shopping ctr. Insurance only practice.
- 3045 - Cucamonga area. G.P. C&B. Gross \$400k, \$1 Million shopping center
- 3046 - Upland/Rancho Cucamonga. Beautiful HMO office. Collects \$800k/yr
- 3047 - Korean G.P.@ 101 & Vermont. Est 30+ yrs.Senior Seller refers out a lot.
- 3048 - Santa Ana/Tustin G.P. Gross \$800k+. Indemnity plus PPO. Estb 35 yrs.
- 3049 - S.F. Valley. Class AAA Shopping Ctr.Beautiful 7 ops.Specialty location.
- 3050 - Santa Margarita - Newly est.. 3,000 sq.ft. Lots of Options.10 ops.
- 3051 - Monterey Park. HMO GP. Est. 30 yrs. 1,350 sq.ft. 5 Ops. 4 Hygiene days
- 3054 - E. Riverside-Gross \$1.4 Mil.Refers out 20/Ortho cases/mo.\$2.5k 1<sup>st</sup> yr.

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Tom Fitterer, Dean George & Wally Murray

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Wally Murray  
Thomas Fitterer  
Dean George

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#### **I want immediate attention on a Practice to buy.**

Location \_\_\_\_\_ Grossing \$ \_\_\_\_\_

#### **I want to sell my practice.**

Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

E-mail \_\_\_\_\_ Phone \_\_\_\_\_ Mobil \_\_\_\_\_ Home \_\_\_\_\_