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CONDITIONS**

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CALL Ann now at (858) 550-9533 to register.**

**[www.dentox.com](http://www.dentox.com)**

**Fax your registration form on the back of this page**

## Course Registration Form:

Fax this page NOW to 858 550-9533. Contact person Ann Katz

Or mail to: Dentox Inc.

8654 Nottingham Place,  
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### **ADVANCED BOTULINUM TOXIN (BOTOX®) TRAINING FOR DENTO-FACIAL THERAPEUTICS**

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Dentists with California licenses may inject Botox therapeutically as a muscle relaxant to treat dentally related conditions. These include limiting the effects of parafunctional clenching, angular cheilitis, controlling detrimental orthodontic forces, controlling forces responsible for relapse and dental procedural failures.

Please circle your selections carefully in black ink.

<u>Courses</u>	<u>Locations</u>	<u>Dates</u>	<u>Venues</u>
.	Los Angeles	June 8	Hilton Beverley Hills
.	San Francisco	August 11	Four Seasons
.	San Diego	December 1	Hilton Torrey Pines

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CANCELLATION POLICY: Refundable until 30 days before meeting minus \$175 handling fee. Thereafter fee transferred to another date for an additional \$175. Course fees will be fully refunded if course is cancelled by organizers. No refund for not attending without canceling. No refund for course related expenses under any circumstances. Cancellation only accepted with written notification by course administrators.

REASONS FOR NO LATE REFUNDS: Registration is intentionally limited to small classes. There are expenses relating to each attendee whether you attend or do not attend. If you fail to attend without early cancellation your place could have been taken by another attendee

Signature \_\_\_\_\_ Please send copy of professional license with this application.



**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.

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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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- 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.

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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.

- 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 Pedo/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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Wally Murray  
Thomas Fitterer  
Dean George

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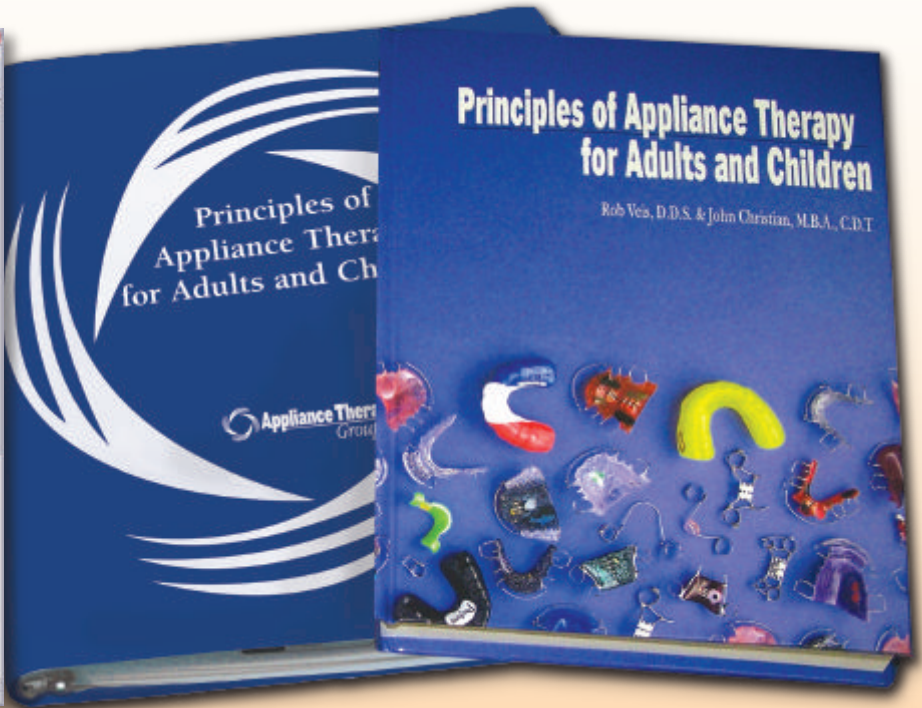


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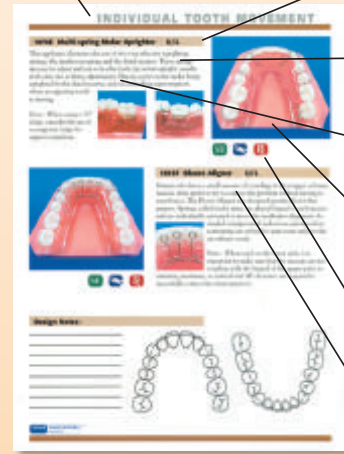
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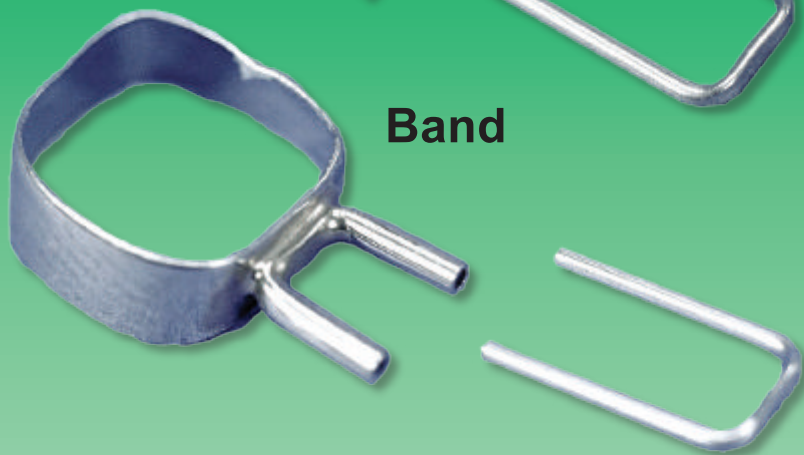
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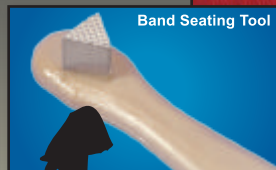
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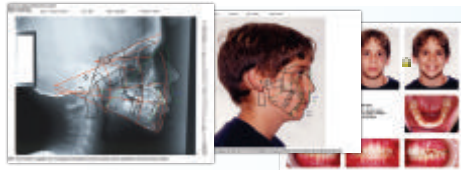
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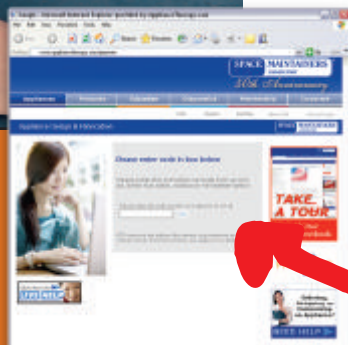
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