

THE Dental Trader

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- APTOS:** *For Sale* - General Dentistry Practice. Highly desirable location. 2008 Gross Receipts over \$1Mil. w/adjusted overhead at 51%. 3 operators in 1,000 sq ft. Pano & Modi computerized software. 9-hygiene days per week. Practice operated for past 33 years in same location. Open 5 days a week. Owner willing to work back for new owner 2 days/wk. #14305
- ATWATER:** *For Sale* - General Dentistry Practice. Gross receipts \$177K with adjusted net income of \$67,495. Practice has been in its present location for the past 30 years. 1,080 sq ft. 2-equipped operators. Owner to retire. #14307
- CENTURY CITY:** *For Sale* - Office Space, equipment and leaseholds only. Opportunity for low cost startup practice and or satellite. Asking \$100K.
- CITRUS HEIGHTS:** *For Sale* - General Dentistry Practice. Well-designed 6 operators with 1,500 sq. ft. office in professional building. Desirable location. 2-3 days hygiene. Owner is retiring. #14311
- COSTA MESA:** *For Sale* - Office Space, equipment and leaseholds only. Opportunity for low cost startup practice and or satellite. Asking \$155K.
- DIXON:** *For Sale* - General Dentistry Practice. '08 collections were \$122,894. 3 op 1,100 sq. ft. office. Owner has relocated out of state and is motivated. Good opportunity to build a practice in a growing community near Davis, CA. #14265
- EL SOBRANTE:** *For Sale* - General Dentistry Practice: Ideal for recent grad or DDS looking for satellite practice. 3 ops. w/potential of 5. '08 receipts \$93,50K, adj. net income \$124K. 3 days of hygiene, Pano, Easy Dental software. 1,300 sq. ft. Seller is retiring after 35 years in same location. #14302
- FRESNO AREA:** *For Sale* - Exceptional General Dentistry Practice. This outstanding practice has annualized collections of \$1,921,467, \$798K adj. net income. The office has Dentrix, Laser, Intra-oral camera, digital x-ray and Pano. Bldg. may be avail. for sale. Owner is retiring. #14283
- FRESNO:** *For Sale* - General Dentistry IV Sedation Practice. Collections \$1,064,500. Seller looking for either an outright sale or a buyer to purchase 1/2 of the practice. Buyer will need IV sedation skills or have been trained to provide IV sedation. Facility 1,500 sq. ft. w/5 equipped operators & 7 days of hygiene. #14250
- FRESNO:** *For Sale* - General Dentistry Practice. Owner has practiced in same location 31 yrs. 3 TX rooms, 1,000 sq ft. Located in a Medical/Dental Bldg. Owner to retire. 2008 collections were \$86K. Ideal for a new grad or satellite office.
- GRASS VALLEY:** *For Sale* - This Periodontal Practice is located in a very desirable growing community. Practice has been in its present location for the past 28 years. Office consists of 1,500 sq ft 3 ops, Intra-oral camera. Practice has 5 days of hygiene. #14272
- GREATER AUBURN AREA:** *For Sale* - General Dentistry Practice 7 Dental Building. Outstanding opportunity to purchase well established, very successful, 4 op Fee for Service practice. 1,800 sq. ft. dental bldg. in the Sierra Foothills. No PPO or HMO. '08 Collections \$763K on 3.5 days with 5.5 days of hygiene. Owner is retiring. #14304
- LAGUNA BEACH:** *For Sale* - General Dentistry Practice. 2008 Gross Receipts \$898K. 4 operator (5 ops available) 2,000 sq. ft. office. There are 4 days of hygiene. Practice has been in the same location for approx. 16 years. Owner is retiring.
- LAGUNA HILLS:** *For Sale* - General Dentistry Practice. Owner acquired practice in 1992. Office remodeled in 2004. 3 days of hygiene, 1,324 active patients, 20 new pts/mo, 6 operators, Eagle Soft software. Receipts were \$868 in 2008. Wonderful location.
- LAKE FORREST:** *For Sale* - General Dentistry Practice. This 4 operator, 1,200 sq. ft. office had gross receipts of 1.2 million in 2009. There are 5 days of hygiene and approx. 2,000 collective patients. Approx. 10% of receipts are from two HMO plans. Seller has practiced in the same location for approx. 30 years. Owner is retiring.
- MODESTO:** *For Sale* - General Dentistry Practice. 5 operators, 32-years in practice. Gross Receipts \$884K w/adjusted net income \$606K. Dentrix, Cerec, and Intra-oral camera. Owner to retire. #14308
- MURRIETA/TEMECULA:** *For Sale* - 2009 receipts were \$648,000. This 4 op, 1,500 sq. ft. office space with 4.5 days of hygiene. Average age of Dental Equip is 7 years. #14313
- NO. CA WINE COUNTRY: ENDO PRACTICE** *For Sale* - GR 958K adj net \$673K 4 Ops, 1,500 sq ft. Overhead 29% Owner to retire #14296
- OROVILLE:** *For Sale* - General Dentistry Practice. Owner dentist recently deceased. 300 collections \$770K. Very nice stand alone dental building with basement. 7 ops digital x-ray 5 days of hygiene. Bldg 3,000 sq ft Basement 540 sq ft. Temporary Dentist in place. #14310
- PALM SPRINGS:** *For Immediate Sale* - General Dentistry Practice. 2008 Gross Receipts \$906K with adj. net income of \$346K. Highly desire able location with 4 ops. Laser, and Intra-oral camera. 5 days of hygiene. Owner recently deceased.
- PORTERVILLE:** *For Sale* - One of two partners is retiring in this highly successful General Dentistry Practice. Receipts \$2Mil. adj. net \$1,257,000. 2,000 sq ft 6 ops. Intra-Oral camera, Pano, Dentrix. 10 days of hygiene. #14291
- RED BLUFF:** *For Sale* - General Dental Practice "REDUCED PRICE" Facility overlooks the Sacramento River, 3,500 sq ft, has 8 ops, 10 hygiene days. Appraised Value or Best Offer. Historically Gross Receipts have been over \$1 Mil per year. 100% financing available. Sale of Building (optional) #14252
- REDDING:** *For Sale* - Owner looking for Assoc. trans. into Partnership w/Buy-Out. GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- RENO: FOR IMMEDIATE SALE DECEASED DENTIST** - General Dentistry Practice. 2 ops, 17yrs. present location '07 GR \$763K with adj. net \$52,63K w/65% overhead. Bldg. also for sale. Owner deceased.
- ROSEVILLE:** *For Sale* - General Dentistry Practice. 2008 Receipts \$834K with adjusted net income of \$297,218. 64.4% overhead. Practiced in this present location for the past 7 years. 13-15 New Patients a month. 6-treatment rooms in 2,100 sq ft. Laser, Intra-oral camera, and digital radiography. Owner relocating out of office.
- SAN FRANCISCO:** Financial District 4 ops, 1,500 sq. ft. MERGER - Buyer needs to bring in Pt. base #14288
- SAN FRANCISCO:** *For Sale* - Patient Base for Sale - Owner passed away last June and the practice has continued on 4 days a week with an associate. Lease can't be renewed. There are approx. 1,000 active patients in the practice. The patient base can be purchased at no risk to buyer since the purchase price is paid according to the receipts collected on the patients that transfer. #14312
- SAN DIEGO:** *For Sale* - General Dentistry Practice. This office is plumbed for 4 ops. 3 ops. are equipped with Promo Equipment. Lease is \$2,200 per month. 2009 receipts were \$185,645. PPO and Fee for service practice.
- SOUTH LAKE TAHOE:** *For Sale* - General Dentistry Practice. Office is 647 sq ft w/4 ops. Practice has been in its present location for the past 26 years. Owner to retire. #14277
- YUBA CITY/ MARYSVILLE:** *For Sale* - General Dentistry Practice w/Bldg avail. Practice located in present (great) location over 30 years. 1,500 sq ft 5 ops 4 hygiene days. Owner to retire. #14273

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PRACTICES FOR SALE - May, 2010

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SANTEE – JUST LISTED!! Doctor retiring from this **GENERAL** Practice established in 1971. Currently practicing approximately 20 hrs per week. PPO and Cash Patients. Situated in freestanding building along major artery in growth area. 6 Ops in 1900 sq. ft.

SAN DIEGO–MIRA MESA – NEW LISTING!! GENERAL Practice located along busy thoroughfare in residential neighborhood, in strip center. 3 equipped Ops. in approx 950 sq. ft. Insurance and Cash patients.

SANTEE – Very well-established **GENERAL** Practice situated in single story Professional Bldg. ALL Fee-for-Service (insurance and cash). 4 Ops. Equipment in excellent condition. Very consistent revenue. Very high quality practice.

SOLANA BEACH – TENANT IMPROVEMENTS & EQUIPMENT. Approx 1000 sq. ft. office in single story Prof Bldg. near 5 freeway. 3 equipped Ops plus Panorex. Asking only \$35K plus **OWNER MAY FINANCE!**

SAN DIEGO–CARMEL VALLEY – Seller relocating his practice. **TENANT IMPROVEMENTS & EQUIPMENT.** 5 Equipped Ops. + 1 Plumbed in approx 1724 sq. ft. Turn-key Opportunity in Outstanding LOCATION!! Offered for 95K for quick sale. **SELLER MAY FINANCE!!**

SAN DIEGO–CHULA VISTA–EASTLAKE – ORTHODONTIC Practice established 2 years as satellite. **GORGEOUS** Office in Prof Bldg (several Gps in immed area) 5 treatment Ops, 1 private exam Op. Planmeca digital Pan-Ceph. Large windows with pleasant view. Once in a lifetime "turnkey" opportunity with existing cash flow!!

TEMECULA – Six year established **GENERAL** Practice comprised of Insurance, Cash and PPO patients. 25-30 new patients per month! Situated in close proximity to freeway, Mall and Old Town. Spacious 2400 sq. ft. Office with 8 Ops (4 equipped).

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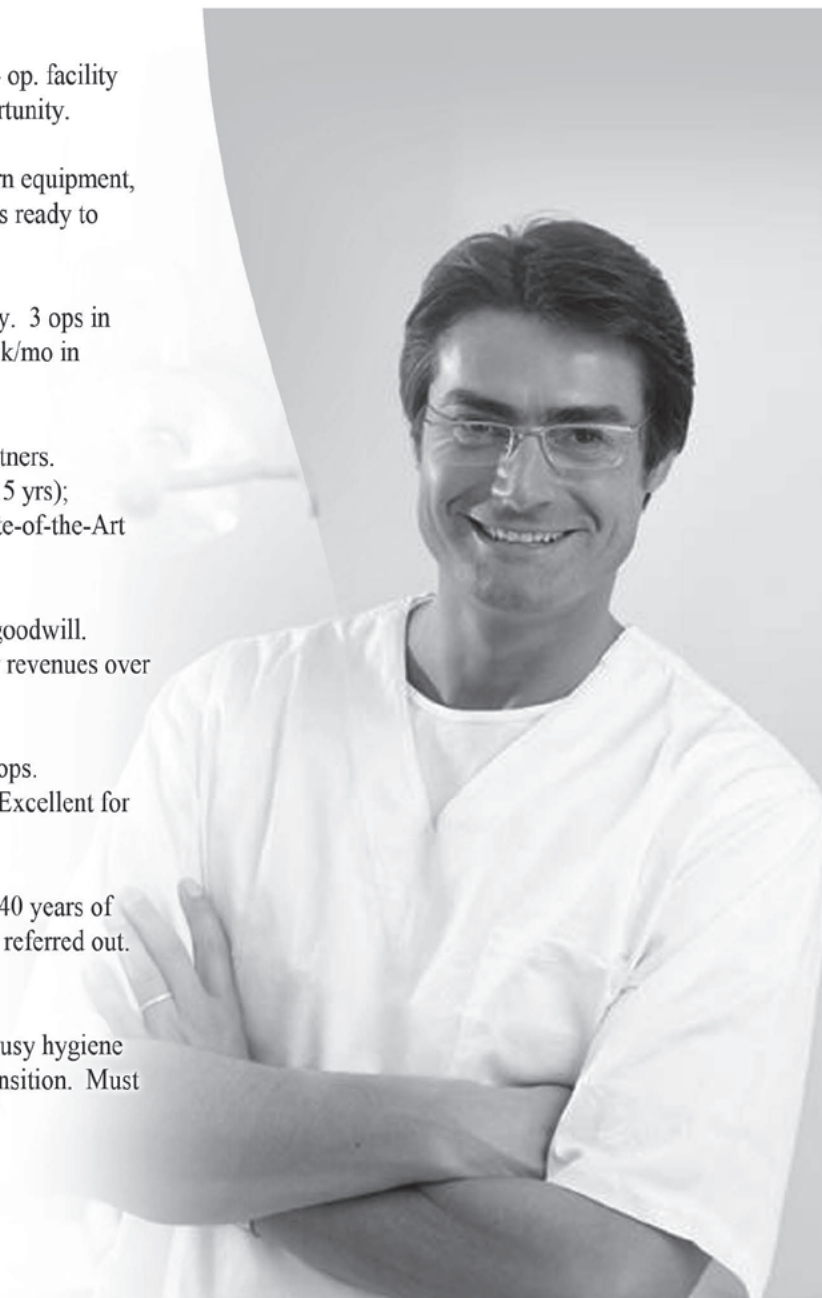
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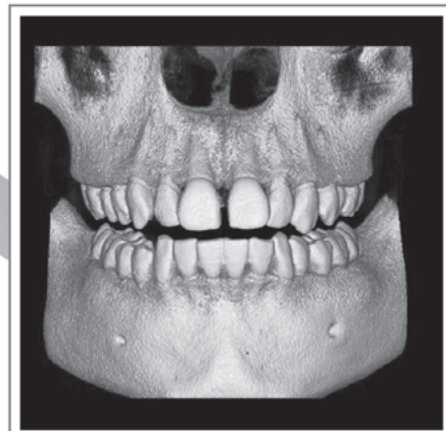
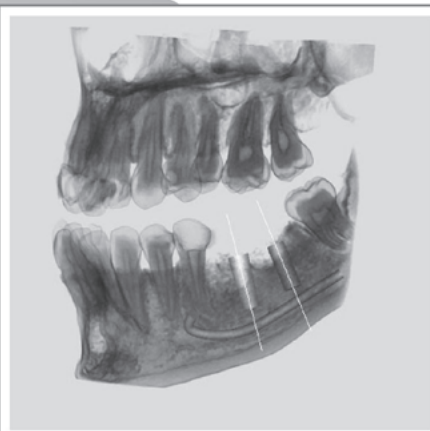
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ASSOCIATE OPPORTUNITY Part Time, Semi-Retired Dentist for small town practice. Near Sacramento and Stockton. Must be proficient in all specialties. riverdeltadental2@yahoo.com.



*I placed some unclassified ads in **The Dental Trader** to sell unwanted dental equipment and was besieged by so many telephone calls from readers that it became a problem.*

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Palm Desert/Palm Springs 3 investment condominiums for sale. Each is 2 beds 1 bath in gated country club. All newly re-modeled w/ granite and appliances. All rented with 1 year leases. Monthly income approx \$2800. Must buy all 3 as package deal. \$240,000 for all three. 909-856-1186.

PRACTICE FOR SALE Temecula— 6 year established GP. 8 Plumbed Ops (4 equipped) in 2400 sq. ft. 25+ new pts. Per month!! SDPS: 760-599-7828.

Panorex For Sale Gendex Orthorelix 9000 Pan/Ceph in perfect condition. We use it everyday. AT2000 Processor also. harbordental@baymoon.com.

Woodland Hills Private office located in a very well known medical building. 35 yrs of goodwill. Collected 570k 2008. PPO and cash only. 4 ops and Digital x-ray. email stevechadds@gmail.com.

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San Diego dental office for sale 1425 sf, 3 ops, digital, Beautiful, Sell \$295k Call/email for pics 909.255.6679, HappyGoLuckyDDS@gmail.com.



WESTERN PRACTICE SALES

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BAY AREA

A-6781 SAN FRANCISCO - New equipment-hardly used. VIRTUALLY NEW practice! 1,000 sf/3 ops. **\$65k**

A-7751 SAN FRANCISCO- Space Sharing. GP seeks DDS to share office in renowned 450 Sutter St bldg. **Call Now!**

NEW! A-807 SAN FRANCISCO - Well-known Medical/Dental Prof bldg in heart of downtown financial district. Quality, state-of-the-art practice. 800sf w/2 fully equipped ops. Plumbed for 1 add'l **\$250k**

A-817 BELMONT- Surrounded by dental specialties in a 2-story Prof. Bldg w/easy access to public transportation. 860sf w/ 2 ops & plumbed for 1 add'l. **\$210k**

A-829 SAN FRANCISCO Facility - Attractive Office w/traditional décor. 1600sf & 2 fully equipped ops. **ONLY \$49k**

NEW! A-8711 SAN FRANCISCO— Don't miss your opportunity to practice in a well-established, fee-for-service practice in a renowned building! 1,700 sf, 4 ops and plumbed for 1 add'l **\$725k**

B-7881 TRI VALLEY, CA - Facility Only - Location, Location, Location! 1070 sf, 4ops, ADEC chairs and equipment. Fully networked Dentrax computers. **\$325k**

B-846 OAKLAND- Long-established, fee-for-service practice. Excellent reputation. Dental Prof Bldg. 2,100sf w/ 3 fully equipped ops **\$325k**

C-7811 SOLANO CO- 2,997 sf w/6 fully equipped ops + 2 Hyg ops + 1 add'l op! Buy the whole practice for \$1.3m or only 50% for \$650k. **Call for Full Details!**

NEW! C-869 NAPA VALLEY AREA - Quality, fee-for-service practice. Relaxed lifestyle & gorgeous scenery! Dental Prof Bldg w/ ~ 1,000 sq. ft. and 2 fully equipped ops. Option for 3rd op. **\$450k**

BAY AREA CONTINUED

NEW! D-842 PLEASANTON -General Dentistry. 1,488sf w/ 2 ops **\$295k**

D-779 SUNNYVALE - Well established GP in heart of Silicon Valley! 4 ops, 1050sf. Call for more information! **\$225k**

D-790 MORGAN HILL FACILITY - SPECTACULAR! Dental Prof Plaza on busy intersection. 1,730 sf/5ops, 3 of which are fully equipped. **This is an Ideal Satellite Office for Specialty Practice!** **\$75k**

D-824 SANTA CLARA- GP - 35+ new pats/mo by word-of-mouth referrals. Just 6 years old w/ 1,500 sf & 3 fully equipped ops. Plumbed for 1 add'l op **\$485k**

D-8301 SAN JOSE- FFS - "One Stop Shop" w/multiple Specialists under one roof. Exc Pt Base. Amazing opportunity in a highly desirable, family-oriented community. 2,400 sf & 8 ops, **\$1.2m**

D-845 SAN JOSE - Facility -Attractive office. Traditional décor. Retail Plaza. 2,240 sf & 5 ops. **\$150k**

D-8521 SAN MATEO-Facility - SPECTACULAR office -Quality dental care - Modern facility. Just blocks off of Hwy. 92 and I-280. 2-Story Shp Plaza. 2,076 sf & 4 ops + 3 add'l **\$150k**

D-8541 SANTA CRUZ-Relaxed atmosphere. Well-established, modern practice. Free standing single story building. Affluent, desirable location. 1,650sf & 4 ops. Plumbed for 1 add'l. **\$430k**

D-8601 PALO ALTO—FACILITY- Ideally Suited for a Specialist. Highly desirable upscale community. Significant leasehold improvements! 1100sf w/3 fully equipped ops **\$390k**

NEW! D-863 SAN JOSE-Excellent location & Stellar Reputation! Professionally Decorated in Popular Retail Shopping Ctr. 1500sf & 3 fully equipped ops **\$495k**

BAY AREA CONTINUED

NEW! D-870 CUPERTINO— CAT6 fully computerized office. 2100sf & 3 ops. '09 collections over \$800k! **\$650k**

NEW! D-857 MOUNTAIN VIEW- Quality practice. Busy traffic flow. Significant walk-in patients-continuous growth. Free-standing bldg w/ ample exclusive patient parking. 3,400sf - 11 ops **\$620k**

NORTHERN CALIFORNIA

E-729 AUBURN - Busy retail shp ctr w/ excellent signage & good traffic flow. Well maintained FFS practice. 1750sf, 4ops. Plumbed for 2 add'l ops **\$300k**

E-7121 SACRAMENTO AREA - Largely FFS. 1800sf, 4ops (+2 add'l plumbed). 2-story Prof bldg. **\$695k**

E-818 SACRAMENTO-Increase the part-time, relaxed workweek and watch the practice grow! Loyal Patient Base. Collections over \$350k in 2007. 1,200sf & 4 ops.

Building previously appraised @ \$260k in 2004. \$315k for Practice AND Building

NEW! E-865 FOLSOM—Newly equipped Assoc Driven practice. Generate higher revenue w/owner dentist! Collections in '09 over \$600k! 1650sf, 5 ops office. **\$525k**

NEW! E-872 ROCKLIN— Remarkable opportunity! On pace to do \$800k in rev in 2010! 2450sf w/ 6 fully equipped ops. **\$495k**

NEW! E-873 ROSEVILLE-This remarkable practice Doctor averages 10 patients w/ 8 Hygiene patients per day and generates ~ 12-15 new patients per month. ~ 1,000 sf , 2 . Plumbed for 1 add'l op **\$380K**.

F-7651 COASTAL EUREKA AREA- Near Thriving University. Vibrant student/ staff population. Seller retiring. 2700sf, 6 ops. **\$480k**

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NO. CALIFORNIA CONTINUED

G-751 RED BLUFF/CHICO- Known for special sense of community & small town living. Complete remodel ~5 yrs ago. FFS GP. 2350sf / 4 ops equipped. Plumbed for 2 add'l. **Current Lender Willing to Carry Qualified Buyer. Practice Offered at \$175k / Real Estate \$250k**

NEW G-875 YUBA CITY- Sets the bar for excellence! Established 30 + years, GP, FFS, 3575 sf / 9 ops, great location. **\$1.5m**

F-7651 COASTAL EUREKA AREA- Near Thriving University. Vibrant student/staff population. Seller retiring. 2700sf, 6 ops. **\$480k**

G-751 RED BLUFF/CHICO- Known for special sense of community & small town living. Complete remodel ~5 yrs ago. FFS GP. 2350sf / 4 ops equipped. Plumbed for 2 add'l. **Current Lender Willing to Carry Qualified Buyer. Practice Offered at \$175k / Real Estate \$250k**

H-634 WEST OF RENO —On the Feather River in Plumas Co. 1500 sf / 4 ops, excellent location. Lease below market value. **\$250k**

H-668 NORTHEASTERN CA — GP with over 30 yrs goodwill. 4 ops 1600sf office. 2007 gr rcpts exceed \$650k **\$395k**

H-831 SUTTER CREEK -“Buy-in” opportunity during Seller’s eventual retirement plans. Dental Prof Bldg w/ ample parking on a busy scenic highway in desirable neighborhood. 4 ops. **\$160k**

NEW! H-856 SO. LAKE TAHOE Live and Practice in the Beautiful and Unique Tahoe Area! This GP accepts over 50 new patients each month! Respected and Growing! 1568 sf & 4 fully equipped ops **\$425k**

CENTRAL VALLEY

I-685 TURLOCK - 1700sf, 7 ops. Avgs 14 patients & 11 Hyg Pats/day! Practice recently remodeled. Highly attractive free standing building. Mostly Adec Eqpmt. **\$350k**

I-772 Facility STOCKTON-Desirable, affluent health care area. 2,140sf/4 ops **\$250k**

I-802 MODESTO - Facility. ~ 1500sf w/4 ops & room for 1 more. State of the art facility directly in front of Vintage Faire Mall **\$445k**

I-838 MODESTO- Retail Shopping Center adjacent to a popular Supermarket, drawing walk-in patients from traffic flow & word-of-mouth referrals. 1,200 sf & 4 fully equipped ops **\$295k**

I-840 TRACY- Must See to Appreciate! Major thoroughfare / desirable area. 2,165 sf & 6 ops. Plumbed for 1 add'l op. **REDUCED!! \$345k**

NEW! I-866 TRACY - This amazing opportunity can be yours! ~ 6-8 patients, 25-40 + new patient per month, 4 ops, ~ 1,300sf. **\$430k**

J-801 FRESNO- Facility. ~ 1300sf and 4 ops. Traditional Décor. **ONLY \$70k**

SOUTHERN CALIFORNIA

K-735 ALISO VIEJO FACILITY - Upscale 2 story Prof Bldg. 1,800sf/4 ops. \$4k sublet income at this location too! **\$225k**

K-762 INDIAN WELLS- Well Respected practice w/loyal patient base. Newly remodeled, 1400+ sf, 5 ops **REDUCED! NOW ONLY \$475k**

K-816 MISSION VIEJO-Reputation as one of the best dentists in this vibrant OC Comm. Top-notch office in popular Rtl Shp Ctr. Close proximity to Gov. amenities & schools. 1,300 sf & 2 ops **REDUCED! NOW ONLY \$290k**

NEW! K-858 CHATSWORTH- Seasoned Staff supported by Excellent Specialists. Stable Loyal Patient Base. 2150 sf & 4 + fully equipped ops **\$295k**

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LV-756 LAS VEGAS-Brand new 1,600sf/ 3 op office (Plumbed for 1 add'l op) Attractive & well-equipped in Rtl Shpg Ctr. **\$150k**

LV-796 HENDERSON - Master-planned community! Excellent location & easy freeway accessibility. Spacious, like-new office. 2,080 sf w/3 fully equipped ops & plumbed for 3 add'l ops **\$295k**

LV-694 LAS VEGAS - Well established, large GP. 2200 sf & 6 ops. Gross Receipts over \$900k. Equipment less than 5 years old. Office was recently painted and carpeted. **\$545k**

LV-800 LAS VEGAS-Well Established FFS practice. Emphasis on prevention. Seasoned Staff. 3350 sf & 6 ops. **\$785k**

NEW! LV-861 LAS VEGAS-FFS Quality Practice—Stable Patient Base & Seasoned Staff. Professionally Remodeled 1750sf, 5 op office. Call for Info! **\$180k**

R-810 DAYTON-Gross Rcpts over \$1mil in 08! Amazing, quality, well-estab w/loyal, stable patient base & seasoned staff. Excellent signage, easy freeway accessibility, ample parking. 1,500sf & 5 ops. **\$595k**

SPECIALTY PRACTICES

C-6821 SOLANO CO. PROSTHO- Personalized treatment in warm caring environment. 1040 sf with 3 fully equipped ops. **\$325k**

I-7861 CTRL VLY ORTHO- 2,000sf, open bay w/8 chairs. Garden View. Antique Exam Room. 45 years of goodwill. FFS practice sees 60-70 patients daily. Prof Plaza. **\$370k**

E-811 SIERRA FOOTHILLS ORTHO- Fast growing area. Patient Oriented, Well respected Ortho practice. Avg 30 pats/day. 1200 sf & 3 chairs in open bay. **\$175k**

NEW! I-8481 TWO Perio Practices CENTRAL VALLEY -Office¹: 1,100sf & 2 ops. Office²: 1,660sf & 2 ops **REDUCED TO ONLY \$90**



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dentist stool (2 new) x-ray processor excellent condition. for sale. 950 OBO. pick up. 818 6486582.

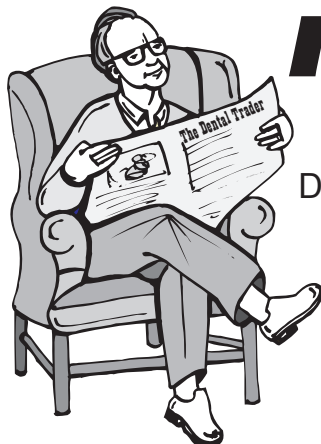
Modesto Dental Practice for Sale \$350K, GP, 1200 sf, 2009 collect 438K, no Medi-Cal, no HMO, Call 209-534-6750 or email kmt0533@clearwire.net.

Ellman DENTO-SURG 90 FFP Includes 2 pens, 1 ground, 12 loops, 1 ball, in good condition. (408) 356-3153.

GP FOR SALE IN LOS ANGELES ASKING \$135K. GROSS \$280K. 1,200 SQ FT. 5 OPS. 2 X-RAYS. LOC PHAM, BROKER 714-550-7494.

Harvey Hydroclave SC8 autoclave for sale. Great condition. Just serviced. (Just purchased a bigger unit) (818)518-7426.

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Registration Form

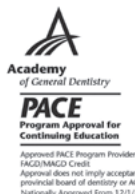
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Thanks again!

Dr. R.P., DDS

Redlands Main Street GP/Multi-Specialty practice for sale. Average annual collections of 2.6 million for past three years. Practice has endo, perio, ortho & OS in separate suite next door. Well established (over 20 years), 14 ops each equipped w/ Gendex X-ray, complete Schick Digital Syst., a computer w/ Eaglesoft. Expert, highly trained staff has been with practice a long time. Seller works 3 day/wk. Email offers/inquiries to buymypractice@yahoo.com.

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						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

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Timothy G. Giroux
DDS/Broker

ASK THE BROKER

Question:

Why do I need a broker?

Christine L., DDS

You've worked a lifetime building your dental practice. Your dental practice is one of your most valuable assets and it deserves the personal attention of experts.

Most of us will not consider selling our houses without a broker, and as a licensed real-estate broker in California, I honestly feel that it is easier to sell a house than a dental practice. A house is an inanimate object that can be easily compared to the other houses in the neighborhood.

A practice has multiple aspects which makes it more difficult. To make a good decision, you should consider: tax ramifications which depends on what type of entity your practice is; how the purchase price is allocated; the type of dentistry that is performed to achieve the value of the practice price; what premium or discount to apply based on the quality and age of equipment and leaseholds; the location of your practice; how to deal with retreatment issues, etc.

A broker should have an inventory of buyers interested in a particular area and theoretically, the broker with the most exposure should have access to the most possible buyers. Most brokers already know of doctors/buyers that are interested in a particular area. This should help get the best price and hopefully also the best fit for the practice. Finding the right buyer will significantly lessen the chance of legal issues after the sale. In our office, I would estimate we screen five candidates before a particular buyer meets the seller.

Even if you have a current associate or a dentist already in mind, I would still advise you to hire a broker. We generally will decrease our commission in this situation. This keeps the buyer honest in the negotiations and ensures their performance. Every year I end up listing several practices where the doctor was strung out for months or years waiting for the associate who expressed their desire to buy the practice but never did.

All practices need to be appraised or analyzed for any lender. We provide a rough draft of the contract of sale and navigate the negotiations between the attorneys and accountants. Most of our time and efforts occur *AFTER* there is an established buyer! In short, there is a good reason to hire an experienced broker!

**It allows you to do what you do best....
care for your patients!!**

Timothy G. Giroux, DDS is currently the Owner & Broker at **Western Practice Sales (westernpracticesales.com)** and a member of the nationally recognized dental organization, ADS Transitions.

Questions? Email them directly to Timothy G. Giroux, DDS :
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Robert P. Mueller, DDS

"...thank you both very much for the supremely professional, effective and caring way in which you marketed and sold my dental practice. Your empathy and understanding of my sense of vulnerability, as well as your patience were very much appreciated. I am now your biggest supporter!" **Lary W. Breitbarth, D.D.S., Retired**

Dear Mike and Bob,
"Thank you very much for the outstanding service that you provided in the sale of my practice. I had always thought that I could do this transaction on my own. I had no idea of the complexities of the dental practice sale. Dr. Fleming's hands on dental experience and Mike Hostler's extensive equipment background gave both me and the buyer confidence throughout the sale process. The transition has taken place beautifully. The approach was with a win-win objective, and that is how it worked out. I certainly would recommend any dentist that is buying or selling to seriously consider using your services. Again thank you very much for a job well done."

Donald Saba, D.D.S.

Dear Mike and Bob,
I want to take this time to thank you both for an amazing buyers experience in the purchase of my practice in Hillcrest.. Moving across the country and buying a Dental Practice is a very stressful event for anyone but because of all your support and professional help my experience was smooth and effortless. I really felt like I could trust you both with any and all questions. I couldn't have been more fortunate to do business with you both and I would not hesitate to recommend your services to any other Dentist who may be going through a similar transition. It's not everyday that you meet such an honest and professional team as San Diego Practice Sales. My sincerest thanks, **Rod Strober DDS**

I have known Bob and Mike for almost 20 years and they were the logical choice for me. They did a FANTASTIC job in selling my Vista practice. I sold my practice for a great price and they answered all of my questions before and after the sale. They have really helped me in my transition to a new situation. They are ethical, honest and hard working. Thanks for making my life so much easier! **Paul C. Simeteys, D.D.S.**



For More Information Call:

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

Linda Schwartz-Wright
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5975 SACRAMENTO FOOTHILL COMMUNITY

Located in Fastest Growing California City in 2009 per Business Week

Minutes from Roseville/Granite Bay. Another great year with collections of \$1+ Million. Nice Profits on Owner's 13-hour week. Great reputation, no marketing & sound prevention philosophy. Busy Hygiene Dept, 20+ new patients/mth. Great future here.

5980 LAKE TAHOE

Big City Practice in Tahoe Paradise. 2009 collected \$910,000 with great Profits. 2008 collected \$970,000. Attractive facility. This is a rare opportunity.

5985 PICTURESQUE NORCAL COAST

If operating a busy practice on the ocean in a desirable country setting (service area is approximately 25,000 people) sounds appealing, you should investigate this offering. High tech office topped \$675,000 in 2009 on Owner's 3-day week. Practice can easily expand to 4th day. Busy Hygiene schedule. Rare opportunity to operate a "Big City Practice" outside the Big City. This has been a consistent high performer.

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

5986 SAN JOSE

This practice was never impacted by the Recession. Conservative Owner continues to experience nice growth with 2009 producing and collecting \$400,000. Averaging 10+ new patients per month. Central location at intersection of Interstates 280 and 880.

5987 PEDIATRIC PRACTICE - NORTH SACRAMENTO VALLEY

Well established practice enjoys best location and operates out of a beautiful custom designed suite with everything only 5 years old. Great family community. 2009 collected \$514,000 despite Owner reducing time due to outside commitments. No Interceptive Ortho performed here, and Owner does not market practice to community GP's. This office could not be replicated for the price. Full price \$285,000.

5988 SOUTHERN SONOMA COUNTY - LOCATED ALONGSIDE HIGHWAY 101

This opportunity is well positioned for its Successor. This practice possesses a strong patient foundation, has a strong Recall System, enjoys a great drive-up location and occupies its own free-standing building. Has been operating on a deliberate 3-day week yet it could easily be expanded to 4+ days. 2009 produced and collected \$376,000. 3-ops and 3-days of Hygiene.

5989 SAN FRANCISCO'S AVENUES

Nice foundation to build upon. Enjoys a great sidewalk location on busy street. Has been a consistent \$400,000+ per year performer. With less attention per its 3-day schedule, 2009 collected \$360,000. With dedicated Successor, this could be a very busy practice.



**See PPS at Booth 1157
at the CDA Meeting in Anaheim**

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