

THE Dental Trader

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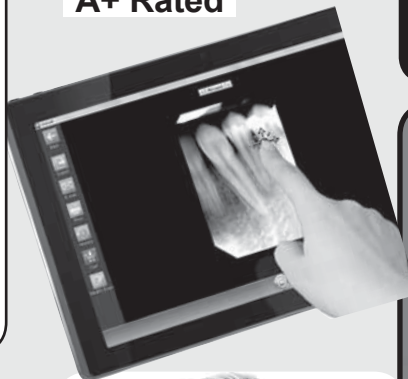
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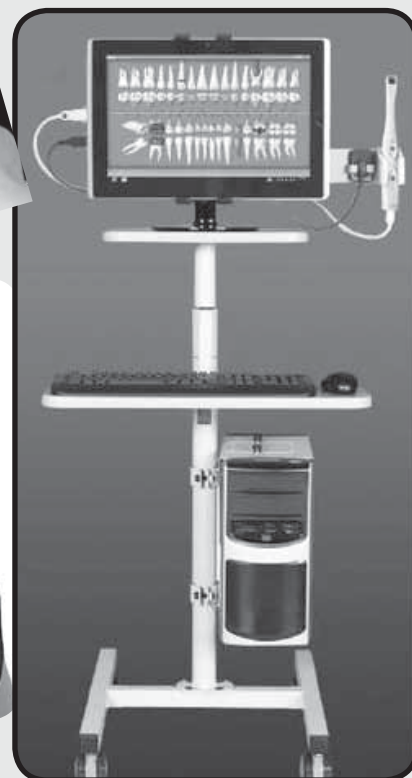
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RDA Hiring. FT. Vallejo (707)480-8867.

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KERN COUNTY

BAKERSFIELD #29 - (4) op comput. G.P. (3) ops eqt'd, (4th) plumbed. Located in a free stand bldg. Cash/Ins/PPO/HMO pts. Digital x-rays. Annual Gross Collect \$300K+ on a part time schedule. Seller is moving and is motivated. **[NEW]**

BAKERSFIELD #30 - (6) op computerized G.P. (5) ops eqt'd/(6th) plumbed. Absentee owned. Located in a shop ctr. with exposure/visibility/signage and excellent parking. Many walk ins. Cash/Ins/PPO/Denti-Cal pt base. 2014 Gross Collect \$600K+. **[NEW]**

So. KERN COUNTY - (6) op comput. G.P. located in a Bakersfield suburb in a small strip ctr. with exposure/visibility. Pano eqt'd. Limited competition. Cash/Ins/PPO/HMO Denti-Cal pts. Annual Gross Collect. approx \$350K part time. Seller is moving and is motivated. **[NEW]**

LOS ANGELES COUNTY

ARCADIA - (4) op computerized G.P. located in a well known Prof. Bldg. on a main thoroughfare. Cash/Ins/PPO pts. Annual Gross Collect \$300K+. **[NEW]**

ENCINO - (3) op comput. G.P. located in a prof. bldg on a main thoroughfare. Part time practice w older eqt'd. Cash/Ins/PPO pts. Annual Gross Collect \$164K+. Below market Lease. Beautiful Valley views from ops. Great starter pract., part time pract., buy & combine pract. or satellite office. Seller retiring.

LANCASTER - (5) op computerized G.P. and single use free standing bldg. located on a main thoroughfare with exposure/visibility and parking. Be your own Landlord! (3) ops eqt'd (2) add. plumbed. Digital x-rays, Easy Dental s/w. Pano eqt'd. 39 years of goodwill. Cash/Ins/PPO pts. 2014 Gross Collect of approx. \$300K+ on a (2) day week! Total mos. payment of \$4K w \$30K down! WOW! Seller retiring but will assist w the transition.

LA VERNE - (7) op comput G.P. (3) ops eqt'd/(4) add. plumbed. Newer eqt'd. Located in a busy shop ctr. on a main thoroughfare w excell. exposure/visibility/signage & parking. Exhibiting healthy growth. 2014 Gross Collections of approx. \$390K. Digital x-rays. Cash/Ins/PPO pts. Seller moving.

MONTEREY PARK - (6) op fully equipped computerized G.P. Located in a store front on a main thoroughfare with exposure, visibility & signage. Digital x-rays. Annual Gross Collections \$250K+ on a part time schedule. Cash/Ins/PPO pts. Seller is retiring but will assist with the transition. **[NEW]**

PASADENA - Magnificent upscale, (3) op comput. turnkey office with included charts. (1) year old build out w newer Belmont eqt. On a main thoroughfare in a well known medical bldg next to the hospital. Only DDS in the bldg. Digital x-rays. Easy Dental s/w. Many built in referral sources. Seller to concentrate on other office.

ROSEMEAD - PRACTICE and BLDG - (12) op practice located in a 3,100+ sq ft free standing building on a main thoroughfare. Excellent exposure/visibility and signage. Cash/Ins/PPO pts. Digital X-rays. Annual Gross Collections \$400K+ on a (3) day week. Seller moving. **[NEW]**

SHERMAN OAKS #4 - (3) op comput G.P. located in a well known medical/professional building on a main thoroughfare. Cash/Ins/PPO patient base. Annual Gross Collect of approx. \$180K on a (3) day week. Great starter, satellite or buy and combine opportunity. Seller retiring.

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- Pre-Sale Planning

ORANGE COUNTY

SANTA ANA - Absentee owned (6) op fully equipped G.P. located in a smaller two story building on a main thoroughfare. First floor street frontage with exposure/visibility/signage & parking. Cash/Ins/PPO patient base with no HMO and no Denti-Cal. Computerized and Pano equipped. 2014 Gross Collections of \$549K+ on a (3 1/2) to (4) day Associate run week. **[NEW]**

TUSTIN - (4) op comput. G.P. (3) ops eqt'd/4th plumbed. Located in a busy Shop Ctr. w exposure/visibility & signage. Digital x-rays & CEREC. Cash/Ins/PPO pts. Annual Gross Collect \$460K+ on an easy (4 1/2) day wk. Growth potential.

RIVERSIDE COUNTY

SOUTHWEST RIVERSIDE COUNTY - (6) op computerized G.P. (4) ops eqt'd/(2) additional plumbed. Located in a smaller prof. building in a condo which is also available. Cash/Ins/PPO pts. No HMO and no Denti-Cal. (14+) years of Goodwill. 2014 Gross Collections of \$400K+. Seller is giving up private practice for an institutional position. **[NEW]**

SAN BERNARDINO COUNTY

RANCHO CUCAMONGA - (4) op comput. G.P. (3) ops eqt'd/4th plumbed. Located in a strip center w exposure/visibility/signage & parking. Annual Gross Collect \$185K p.t. Cash/Ins/PPO pts. Averaging (7-9) new pts/mos. Seller does no advertising. Seller moving.

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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.**

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"Hi Mr. Wood Just want to drop a note to say thank you. You gave lots of great advice, and shared Many Pearls of Wisdom in Your Seminar I attended. Once again, thank you very much!" JULIE HSIEH, DDS Tarzana, California. WOOD & DELGADO www.dentalattorneys.com.

Thomas Sudbijo, 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.

FRESNO General Practice. General Dentistry Partnership. 7,500 Active Patients. 2013 Partnership GR \$4,708M. Selling Partner 2013 Net Income \$368K. HSPPT - Dennis Hoover 209-605-9039 #CA196.

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CARLSBAD-- This **GENERAL** Practice was estab. in 1996. All Insurance and Cash. 5 equipped Ops in 1500 sq.ft., freestanding dental building. Recently expanded and updated facility. Digital X-Rays. Excellent lease.

FALLBROOK-- 18 year estab. GENERAL Practice situated in single story Prof Bldg. along main road. 3 Ops in approx. 900 sq.ft. Lots of dentistry referred out.

SAN MARCOS—Practice and BUILDING!! GP estab 40+ yrs. 5 Ops (3 equipped) in approx. 1200 sq.ft. 2 days per week. Very busy thoroughfare with great visibility. Health-centered, mercury-free, multi-faceted Family Practice.

MIRA MESA--- 20+ year **GENERAL** Practice has 4 Ops in approx.. 1300 sq.ft. Situated on corner of busy intersection. Primarily PPO.

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

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 ▪ Low Rent, Close to Fwy 10
 ▪ 3 Equipped Ops, ~ 900 sq.ft.

Downey - Gross ~\$285K
 ▪ Shopping center on busy street
 ▪ Mostly Ins. Patients, ~3,400 sf
 ▪ 7 Eq Ops + 1 add'l plumbed

Gardena - Busy Intersections
 ▪ Located in strip mall nearby
 anchor stores and businesses
 ▪ 4 Operatories, ~2100 sq.ft.

Glendora - New Listing!
 ▪ Newly Renovated Starter Office
 ▪ Located in large shopping mall
 ▪ Prime location, excellent visibility
 ▪ Rent is ~\$2,300 per month
 ▪ 3 Eq. Ops + 1 Add'l Plumbed
 ▪ Approx. 1,200 sq.ft.

Hawaiian Garden - Shopping Ctr
 ▪ Mostly CASH/PPO
 ▪ Over 10 years of Goodwill
 ▪ 4 Equipped Ops., ~1,200 sq.ft.

Long Beach - 20+ yrs of Goodwill
 ▪ Projected Collections ~\$510K
 ▪ 5 Operatories, ~1,300 sq.ft.
 ▪ Mixed Income & Patient Base

Los Angeles - Reduced \$79K
 ▪ Highly visible on busy street
 ▪ Good Signage, ~ 1,500 sq.ft.
 ▪ 3 Eq Ops + 1 Add'l Plumbed
 ▪ Strip Mall ... (Call for detail)

Los Angeles - Gross ~\$356K
 ▪ Well Known Medical Building
 close to Retail/Shopping Center
 ▪ 4 Operatories, ~ 1,397 sq.ft.

Panorama City - Gross ~\$257K
 ▪ Busy street intersections in
 strip mall with good visibility
 ▪ 3 Operatories, ~970 sq.ft.

Santa Monica - Prime Location
 ▪ Gross ~\$300K
 ▪ 4 Eq Operatories, ~ 1,397 sq.ft.

Valencia - Gross ~\$570K
 ▪ Real Estate & Practice for Sale
 ▪ Beautiful, Modern Interior
 ▪ Mostly Cash/PPO
 ▪ 6 Operatories, ~2,200 sq.ft.

Dental Practice for Sale Orange County, California

Anaheim - Freestanding Building
 ▪ & Practice for Sale or Lease.
 ▪ Busy street, excellent visibility.
 ▪ 4 Operatories, ~ 1,200 sq.ft.
 ▪ Mostly CASH/PPO

Garden Grove - Featured Listing!
 ▪ Real Estate Transaction
 ▪ Medical/Dental Building for Sale
 ▪ Located on Busiest Street Corner
 ▪ 10 rentable units, 1 Dental Unit
 ▪ Building ~15,600 sf, Lot ~1 Acres

Garden Grove - Shell Practice
 ▪ Ideal Location, Heavy Traffic
 ▪ Affordable Rent, ~2,600 sq.ft.
 ▪ 3 Eq Ops + 5 add'l plumbed ops

Mission Viejo - Gross ~\$1.2 Mil
 ▪ Main Street Visibility
 ▪ Shopping center around plaza
 ▪ 7 Operatories, ~2,700 sq.ft.

Newport Beach - Good Location
 ▪ Walking distance to Water Front
 ▪ Front Street Location
 ▪ 3 Operatories, ~1,100 sq.ft.

Santa Ana - Gross ~\$350K
 ▪ Main Street Downtown
 ▪ High foot traffic,
 ▪ 5 Eq Ops + 2 Add'l Plumbed
 ▪ Approx. 2,392 sq.ft.

Dental Practice for Sale San Diego County, California

La Jolla - Gross ~\$350K
 ▪ Mostly PPO, Retail Center
 ▪ 2 Fully Equipped Operatories

Dental Practice for Sale San Bernardino County, CA

Buy Two Practices Together
 Dental Practices for Sale in
Rialto & Rancho Cucamonga

- Practices Gross ~\$906K
- Both Dental Practices are located in retail center with excellent visibility & signage.
- Well established practices with over 10 years of goodwill
- Spacious, Modern Interior

Don't Miss This Opportunity!

Dental Practice for Sale Northern, California

Concord - Gross ~\$140K
 ▪ Freestanding building located
 on main street, good visibility.
 ▪ Affordable Rent
 ▪ 2 Eq Ops, 2 Add'l Plumbed
 ▪ Approx. 1,500 sq.ft.

Dublin - Gross ~\$785K
 ▪ Prime location: major shopping
 center with large anchor stores
 ▪ Mostly PPO/Cash Patients
 ▪ Digital Office. New Equipment.
 ▪ 5 Operatories, ~1,800 sq.ft.

Hayward - LOW RENT!
 ▪ Good Street Visibility
 ▪ Cash/PPO, ~1,000 sq.ft.
 ▪ 2 Eq Ops + 1 Add'l plumbed
 ▪ Close to Freeway 580

Modesto - Strip Mall
 ▪ 7 Eq Ops + 1 Add'l plumbed
 ▪ Approx. 3,200 sq.ft.

San Francisco - Newly Renovated
 ▪ Dental Office Facility &
 Dental Condo Unit for Sale
 ▪ 4 Modern, Private Offices
 ▪ Plumbed for 3 Operatories
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 ▪ Highly Desirable Area

San Jose - Asking \$15K!
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- Approx. 2,000 sq.ft.
- Immediate Growth Potential!

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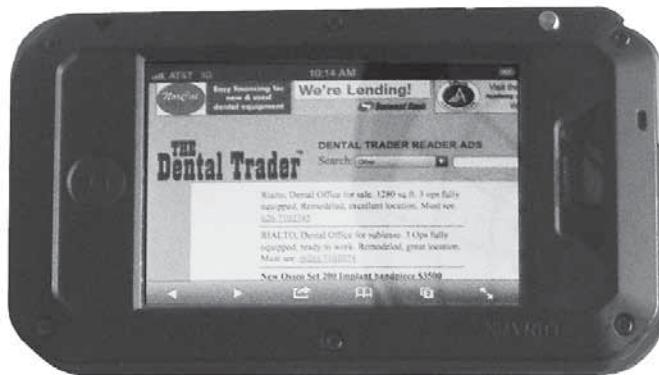
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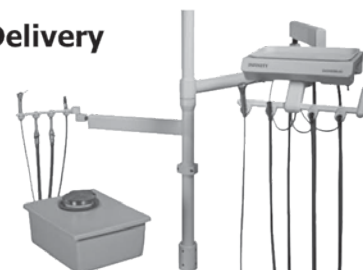
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ASK THE BROKER

How important is the active patient count?

Recently this number has become a totally over-blown issue. It is simply one of many metrics that a dentist can use to determine if the treatment philosophies are similar. The due diligence process should be used to answer the most important question a buyer can ask: *What can I expect to produce/collect on this particular patient base?* Looking at the types of procedures, the number of prophys, the type of recall system AND a patient count should help answer that question.

As dentists, we do not even have a definition for an "active patient". Generally, most of us in the transition business have accepted the definition to mean any patient that has been in the office for at least one visit in the past two years. Arguably that might not include the terrific patients that definitely get their major treatment performed but may only show up every three years, or when something breaks. It also counts the patients that are one-timers only who may not come back. *I have never seen a situation where the Seller truly believed he had less patients than what the Buyer counted!*

Every buyer is strongly encouraged to do their own chart count to make sure they can duplicate the production on that particular patient base. Essentially their perceived number of patients is irrelevant to market price and is really only relevant as it relates to them duplicating the production. This conclusion may sound strange, but it is the reality of practice sales. Only the buyer can determine if a particular practice is a good fit.

In my seminars, we could present a patient case and ask for 10 dentists to give a treatment plan. We would probably have 10 different treatment plans, with some possibly advising eventual full mouth reconstruction and others advising few restorative needs, while watching the remaining teeth. I can also tell you that every dentist believes that they are "just right" when it comes to their own treatment plans. Therefore, I could place those 10 dentists in a practice purchase and I might get two failures, two wildly successful outcomes and six dentists that finish within 15% of the original practice collections. ALL WITH THE SAME PATIENT BASE! The Practice Price is NOT based on the number of patients. It is based on the collections and profitability!

Every patient base is unique based on their needs and their ability to pay. The number of patients may not be as important as the type of patients.

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

Questions?

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Dr. L. Kong, Daly City, Ca

I highly recommend Dr Jeng as a dental attorney. His experience as a dentist combined with his legal experience gave me the confidence to enter into a share office arrangement. He was always available to answer my calls and addressed all my concerns and questions.

Dr. P Tran, Burbank, Ca

Dr. Chester Jeng represented me in my last two dental office purchases. Very professional and helpful. He is my go to lawyer for my legal needs.

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GREATER SAN JOAQUIN COUNTY Pediatric Practice. Pano, Digital, 3 chairs. 2014 GR approx. \$700K. HSPPT-Dennis Hoover-209-605-9039 #CA230.

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FOLSOM - General Dentistry - Located in well-designed, 2,420 sq. ft. office with 5 Ops, Shick Digital X-rays, Pano (not digital), 8 days hygiene/wk, and Carestream/Softdent software. #CA235-Thomas Wagner - 916-812-3255.

FOLSOM - FACILITY ONLY - Well-designed, modern, fully equipped, 1,200 sq. ft. dental office with 3 Ops, digital x-rays, digital pan, computers & monitors in all ops, high & low speed handpieces, cavitrons, and Statim 5000. Nobel Vision TV, Danserau vacuum, and a new 2.5 hp compressor. Owner is willing to include about 400 HMO patients with the facility sale, if buyer is interested. #CA209-Thomas Wagner - 916-812-3255.

FREMONT - General Dentistry - 6 treatments rooms in 1,760 sq. ft., this well-designed office utilizes Digital X-ray, Panoramic, Laser, and CAD/CAM. 2013 GR of \$972,000 with Adj. Net of \$340,000 and 6 days of Hygiene per week. Practice started by current owner 40 years ago, 24 years at the present location. Owner willing to work back 2 or more days per week if needed. #CA225-In Escrow. Jim Engel - 925-330-2207.

FREMONT - General Dentistry - Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4 Ops. **SOLD** Patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Owner is downsizing multiple practices. #CA553 Jim Engel - 925-330-2207.

GREATER PITTSBURG AREA - PRICE REDUCED by \$122,000 - General Dentistry. Est. 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. #CA108 Thomas Wagner - 916-812-3255.

GREATER ROSEVILLE/ROCKLIN/LOOMIS - General Dentistry - Beautiful, vaulted ceiling 1,500 sq. ft. facility with 5 Ops (4 equipped). Fully digital, Dentrux G5, radiography with Dexis sensors and Optime plates systems. Well-equipped and highly-maintained office. Greatly organized business. Have it all, live and work in a phenomenal family-oriented community. Seller refers out molar endo, ortho, O.S., and perio. GR in 2014 was \$469K. Seller is retiring. #CA239-In Escrow. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO - General Dentistry - Well-designed 3,079 sq. ft. office (shared w/2nd dentist - separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2013 GR of \$947K w/low overhead. Owner retiring after 35+ years in same location. #CA140-Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO - General Dentistry - Northern Sacramento Area practice, located in same location for 15 years. 6 Ops in approx. 2,100 sq. ft. with Dentrux software, fiber-optics, and X-rays in every op. 2013 combined GR of \$1.1M. #CA237- In Escrow. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO - General Dentistry - Well-est. GP in 1,600 sq. ft. office with 5 equipped ops (1 additional plumbed). Eagle **SOLD**, Intra-Oral, and Pano. 9 days Hyg/week. 2012 fiscal year GR of \$888K+. Seller refers out most specialties. Owner retiring. #CA156-Thomas Wagner - 916-812-3255.

GREATER SAN JOAQUIN COUNTY - Pediatric Dentistry - This Pediatric practice has been located at the same location for over 20 years. Panoramic X-ray & Digital Sensors. Three chairs. 2014 GR were approx. \$700,000 with \$468,000 Adj. Net Income. Call for exact location and other information. #CA230 -Dennis Hoover - 209-605-9039.

GREATER SAN JOSE AREA- Periodontal Practice - Receipts for fiscal year ending in Sept. 2014 were \$1.3M. Practice has been the same location for 28 years in a medical-dental complex on a busy thoroughfare. 5 Ops with the potential for 2 more. Equipped with Digital X-rays, Pano, Cone Beam, Laser, and Intra-Oral. Practice averages 35 new patients per month. Owner would like to work back 1-2 days per week. #CA219-In Escrow. Dennis Hoover - 209-605-9039.

MARIN COUNTY - General Dentistry - This rare Mill Valley charmer boasts 2013 GR of \$502K on 3 doctor days per week. Established for over 10 years utilizing Dentrux software, Digital X-ray, and Intra-Oral Camera. 3 equipped Ops and 1 additional plumbed in 1,260 sq. ft. Great location on a busy thoroughfare near shopping, schools, and senior retirement center. Owner has another practice outside the area so this is priced to sell in this idyllic family setting. #CA224-In Escrow. Jim Engel - 925-330-2207.

MENDOCINO COAST - General Dentistry - Stand-alone professional building and practice in a medical area on the beautiful Mendocino Coast. 2,376 sq. ft. with 4 equip Ops. Dentrux, Intra-Oral camera, CAD/CAM. 2013 GR of \$1.025M every year since 2007 on av. 15 days/mo. 4½ days hygiene, averaging 25 new patients per month. #CA181-Thomas Wagner - 916-812-3255.

MILPITAS - General Dentistry - Beautiful, updated office on main street in well-maintained professional building. 5 Ops in 1,650 sq. ft., Pano, **SOLD** Intra-Oral Camera, and Laser. 2013 GR of \$935K with 7 days of Hygiene. Owner retiring after 35 years in present location, 45 in the community. #CA180-Jim Engel - 925-330-2207.

NORTH COAST - Endodontic Practice - Humboldt County: Well-established, high performing practice boasts 6 Ops (5 equipped) in 3,300 sq. ft. with Digital X-ray, Microscopes, and EndoVision software. Average age of equipment is 10 years. Very low overhead with excellent referral base. Owner will help buyer with transition period as needed. Owner retiring after 38 years in the community. #CA214-Jim Engel - 925-330-2207.

NORTH OF SACRAMENTO - General Dentistry- 5 Op practice in 2,050 sq. ft. 2012 GR of \$1.2MM+ with overhead of only 54%. Dentrux, Intra-Oral Cameras, Digital X-rays, Imaging System, and Pano. Est. 15+ years. #CA106 Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA - Periodontal Partnership Opportunity: One of two partners is retiring from a long-est., very successful Perio Practice. 1,500 sq. ft., 6 Ops, and Dentrux software. Owner financing with acceptable down payment. Sale to new partner is subject to approval by current partner. #CA168-Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA - Endodontic Practice: Well-est. satellite endodontic practice with 3 ops (1 additional plumbed) in 1,200 sq. ft.. Two microscopes, Digital. 2013 GR \$319K+. #CA158- Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA - Endodontic Practice: 1,021 sq. ft. with 4 equipped Ops, 1 add'l available. 3 surgical microscopes, Dentrux software. 2013 GR of \$337K, in current location for 30+ years, owner retiring. #CA169-Thomas Wagner - 916-812-3255.

OAKLAND- General Dentistry: Piedmont District - Well-established downtown charmer w/GR of \$453K. 3 treatment rooms in shared office totaling 1,600 sq. ft.. Off-street parking w/5 days of hygiene, 8 new patients per month. Owner retiring after 27 years at this location. #CA217 In Escrow. Jim Engel - 925-330-2207.

PITTSBURG - General Dentistry- Well-est. practice on city's busiest thoroughfare. 3 year avg. GR of \$236K w/60% overhead. 5 ops in 1,400 sq. ft. with Pano, Fiber Optics. 12 NP/mo. and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. #CA133-In Escrow. Jim Engel - 925-330-2207.

PLEASANTON - Facility Only Sale: Former Endo office but also perfect for a GP startup in this high-demand neighborhood. 2 fully equipped Ops, Computers Microscope, 3rd Op plumbed and partially equipped. 975 sq. ft. in a Professional Complex with Perio, Ortho, and GPs. Below market rent and ready to move in. Call for photos and more details on this great location with almost new equipment! #CA195-Jim Engel - 925-330-2207.

PLUMAS COUNTY/GREATER LAKE ALMANOR - **NEW LISTING** - General Practice: Unbelievable opportunity: Seller wants to retire now! Will sell for \$95,000. Collections have grown \$30,000 last two years, averaging \$550,000 GR over last 3 years. Selling dentist works 4 days, 37+ weeks/year. Practice has increased revenue every year for the past four years. This newly remodeled 5 Op(4 equipped) office has Pan, Fiber Optics, and EZ Dental software. There are 2.5 days of hygiene per week. This is a great opportunity to live in a retirement community not saturated with dentists. Abundant outdoor recreation located next to Lake Almanor. #CA240 -Thomas Wagner - 916-812-3255.

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SACRAMENTO – NEW LISTING – General Practice: 2,400 sq. ft. practice in stand-alone professional building with 7 equipped Ops, 1 additional plumbed. Equipped with Digital-Doc Intra-Oral, Schick Digital X-ray, Imaging system, patient education software, Pano, Softdent software with equipment updated within the last 2 years and new flooring installed throughout. 2014 GR were \$626K+. Owner retiring. #CA250-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: PRICE REDUCED! 4 Op, 1,177 sq. ft. well-designed office in two-story professional building with shopping center nearby. Equipped with Digital X-rays, new Digital Pan, X-ray sensors, new computers in office & all Ops, Dentrix software and Demand Force in use. 2013 GR \$584K #CA220. Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: Busy PPO practice in well-appointed, well-designed 3,700 sq. ft. office with 8 Ops, new computers in all ops, front desk, & doctor office, nearly new compressor & vacuum pumps. All patient chairs less than 5 years old. Quality equipment. Practice Outlook software. This is a very nice office and practice. Seller retiring. #CA238-In Escrow. Thomas Wagner - 916-812-3255.

SACRAMENTO – NEW LISTING – Prosthodontic Practice: OWNER DECEASED - 4 Op Prosthodontic practice in 2,075 sq. ft. with Digital Pano, Mac Practice software. 2014 GR of \$960K+. Practice in current location for 14 years. #CA247-Thomas Wagner - 916-812-3255.

SAN FRANCISCO – FINANCIAL DISTRICT – General Practice. Beautiful, modern office with 1,744 sq. ft. with 5 Ops, 4 equipped. 2013 GR of \$906K in 177 Dr. days with Adj. Net of \$388K, 6 days of Hyg. Pano, Digital X-ray, Intra-oral camera, Softdent software. Owner retiring due to health issues. #CA162- Jim Engel - 925-330-2207.

SAN FRANCISCO – General Practice. Located close to Union Square, this has shown steady increase every year. 2013 GR were \$854K with only 55% overhead. 4 days of hygiene. Owner moving out of Bay Area. #CA191-Dennis Hoover - 209-605-9039.

SAN JOSE – General Practice- Nestled between the Evergreen and Silver Creek districts, this high traffic professional center boasts 3 Op, 2,200 sq. ft. with Pano and Eaglesoft. 2013 GR of \$570K on 30 hour work week with 2 days of Hygiene. #CA178-Jim Engel - 925-330-2207.

SAN MATEO – General Practice: Professionally designed office across from shopping area with 5 Ops plumbed, 4 equipped in 2,150 sq. ft. office of \$708K with 5 days of Hygiene. Dentrix, Digital, Film based Pano, Intra-Oral Camera, and 9 years new, top-of-the-line equipment. Owner is retiring. #CA179-Jim Engel - 925-330-2207.

SANTA CRUZ COUNTY – General Dentistry 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/month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dentrix Software. Seller is moving. #CA550-Jim Engel - 925-330-2207.

SANTA MARIA – This Central Coast beauty boasts 42 years in the community, 16 years at current location. 4 Ops in 1,500 sq. ft. Easy Dental software, Dexis Digital X-ray, and Intra-oral cameras. 2013 GR of \$523K in 180 Dr. days. 5 days of hygiene. Close to hospital, Comm. College, and freeway. Seller owns the suite and is retiring. #CA166-In Escrow. Jim Engel - 925-330-2207.

SANTA ROSA – This 3 Op office is part of a larger complex, owner selling interest in building. 4 days of hygiene seeing 10-12 patients per day, booked 6 months in advance. 2013 GR were \$542K with \$182K Adjusted Net. Practice was started by present owner in 1968, owner is retiring. #CA200-Dennis Hoover - 209-605-9039.

SANTA ROSA – This 3 Op office is located in a retirement community where 70% of the patients are private pay. Intra-Oral Camera, Schick Digital X-ray, Discus NV laser, Eaglesoft software. Most of the patients are private pay. Oral Surgery is referred out. 3 days of hygiene. 2013 GR of \$437K with \$173K Adjusted Net. Practice was started by present owner in 1998, owner is retiring. #CA201-Dennis Hoover - 209-605-9039.

SOLOLO COUNTY – NEW LISTING – General Practice: Leased 1,350 sq. ft. office in office complex with 4 ops, Intra-Oral, Gendex Digital X-ray, Imaging System, Pano, and Dentrix software. 2014 GR of \$869K on 30 hour/week. Practice established for 18 years, owner retiring. #CA246-Thomas Wagner - 916-812-3255.

SOUTHERN SACRAMENTO COUNTY – NEW LISTING – General Practice: Condo office with 1,380 sq. ft. and 4 Ops, equipped with Intra-Oral, Dexis Digital X-ray, Pano, Laser, and Easy Dental software. 2014 GR were \$581K, practice established for 18 years, owner retiring. #CA249 -Thomas Wagner - 916-812-3255.

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. #CAM540- In Escrow - Jim Engel - 925-330-2207.

CENTRAL CALIFORNIA

CENTRAL COAST – General Practice in the Central Coast area. 31 years of goodwill. 6 Ops, 8 days of hyg/week. 2013 GR of \$2.3M and Adj. Net of \$840K. Dentrix, Digital, Paperless, Intra-Oral Camera, Laser. #CA208-Kerri McCullough - 949-300-0312.

FRESNO – General Dentistry. This 5 Op, 2,000 sq. ft. office is in North Fresno. Started in 1997. There are 5 days of hyg./wk. with 23 new patients per mo. 2013 GR of \$789K. Equipment is approx. 5 years old. Owner is retiring. #CA171-Dennis Hoover - 209-605-9039.

FRESNO- General – Partnership Interest. Partner in well-est., highly regarded, 5 dentist group in the North Fresno Area is selling his interest. Intra-Oral Camera, Digital Pan, Kodak sensors, SoftDent software. 7,500 active patients. 2013 Partnership GR were \$4.7M+. Selling Partner's Net Income 2013 \$368K. #CA196-Dennis Hoover - 209-605-9039.

FRESNO – General Dentistry. This 1,739 sq. ft. office has 4 Ops with 6 days of hyg.GR have averaged \$760K per year with low 61% overhead. Gendex X-rays & Scanner, Soft Tissue Laser, Intra-Oral, Digital Pan, and Cerec CAD/CAM. Owner is retiring after 31 years in the same location. #CA202-In Escrow. Dennis Hoover - 209-605-9039.

FRESNO – NEW LISTING – General Dentistry. 8 year new practice in upscale shopping center, near schools in the Northeast district with last 3 years Gross Revenue averaging \$409,000. 5 treatment rooms 4 equipped in approx. 1,400 sq. ft., all digital with Panoramic and paperless charts utilizing Dentrix software and computers in every treatment room. Priced to sell in this fast growing, upscale neighborhood. Seller retiring from private practice #CA243 - In Escrow. Jim Engel - 925-330-2207.

PORTERVILLE – General Dentistry with 6 Ops in a 2,600 sq. ft. suite located in a retail center. 2014 GR of \$555K. 7 year new equipment, intra-oral camera, Pano, PracticeWeb. #CA223-Steve Caudill - 951-314-5542.

TUOLUMNE COUNTY – General Dentistry Practice & Building. GR averaged over \$1M in 2013, 2012, & 2011 with just 59% overhead, and 8 days of hygiene. There are 6 Ops in approx. 2,000 sq. ft., equipment average age is 3-4 years. The building is well-maintained with storage and upscale interior décor. 45 minutes from population centers with 200K+ people. #CA199-In Escrow. Dennis Hoover - 209-605-9039.

SOUTHERN CALIFORNIA

ANAHEIM – General Dentistry Practice & Building with 6 Ops, 3 Equipped, 3 Plumbed. Near Disney. Est. 39 yrs. with great visibility on a busy street. #CA186-Jaci Hardison - 714-318-4911.

ANAHEIM – General Practice with 4 Ops equipped and an additional 5 Ops available. SoftDent Kodak Digital, and a Digital Pan. 2013 GR of \$237K. Retiring doctor works only 3 days per week- room to grow! Great central Anaheim location. #CA207-In Escrow. Thinh Tran - 949-533-8308.

BAKERSFIELD – General Dentistry - 8 Ops, 4 Equipped, 4 Plumbed in a 2,400 sq. ft. suite. 2013 GR of \$521K. Practice has been est. for 20 years. #CA193-Kerri McCullough - 949-300-0312.

BALDWIN PARK – General Dentistry - 5 Ops, 4 Equipped in a 1,500 sq. ft. suite. \$317K GR and \$163K Adjusted Net in 2013. Seller is relocating out of state. #CA176-Kerri McCullough - 949-300-0312.

BANNING – General Dentistry - 6 Ops in 1,873 sq. ft. Digital x-rays, EagleSoft, and is paperless. 8 days of hygiene per week. 2013 GR of over \$1.5M. #CA183-Steve Caudill - 951-314-5542.

BEVERLY HILLS – General dentist has been in practice for 20 years. Downsized 2 years ago to a nice boutique office with valet parking for patients. 2 Ops, 1 equipped. OpenDental, Digital x-rays, paperless. 2014 GR \$120K on 3 days/week. FFS and PPO only. Great for downsizing dentist or starting dentist. Huge opportunity for growth. #CA215-Mario Molina - 323-974-4592.

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BEVERLY HILLS – General Dentistry Practice with 5 Ops in 1,500 sq. ft. EagleSoft, Digital, CEREC, equipment ~7 years old. 4 days hyg/week, long-term staff. 2013 GR \$1.2M+ with Adj. Net of \$406K. #CA210-Kerri McCullough - 949-300-0312.

CAMARILLO – General Practice -Retiring dentist has been in practice 34 years. Retail location with good anchor stores and near a huge retiree community. Untapped implant opportunities. Doctor refers most of the specialty work. 4 Ops. 1-2 more Ops available. GR of \$568K in 2013. #CA204-Thinh Tran - 949-533-8308.

GREATER LOS ANGELES AREA - Periodontal Practice-5 Ops, Dextrix, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, long-time staff and 34 Years of Goodwill. #CA173-Kerri McCullough - 949-300-0312.

HUNTINGTON BEACH – General Dentistry- 3 Ops, Dextrix, Digital X-rays, intra-oral camera. 50% PPO, 50% HMO. \$252K GR in 2013. #CA194-In Escrow. Thinh Tran - 949-533-8308.

IRVINE – *NEW LISTING* - General Dentistry Practice with 5 Ops, 4 Equipped. The seller is ready to retire from this practice in a great location close to UCI. 2014 Gross Receipts of \$314K on a 3 day work week with most specialty procedures referred out. Practice is located in a combination strip center/professional complex and is a PPO/FFS practice. #CA241-Kerri McCullough - 949-300-0312.

LOS ANGELES – General Dentistry - 9 Ops, 6 Equipped in a retail center with high visibility. Est. for 16 years. Dextrix, Digital X-Rays, Pano, Intra-Oral Camera. 2013 GR of \$824K with \$355K Adj. Net. Higher numbers projected for 2014. #CA197-In Escrow. Kerri McCullough - 949-300-0312.

LOS ANGELES – This General Practice is located in a multi-story professional building, 1200 sq. ft. with 4 Ops, 3 Equipped, this practice has been est. for 60+ years. 2013 GR of \$256K on a 2 day work week. Room to grow. #CA211-Thinh Tran - 949-533-8308.

NEWPORT BEACH - General Dentistry -3 Ops, high-end equipment <10 yrs old: ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dextrix are. 2012 GR of \$350K on 3½ days per week. Located near hospital in a desirable area. #CAM534-In Escrow. Thinh Tran - 949-533-8308.

NORTH ORANGE COUNTY – *NEW LISTING* - General Dentistry, 4 Ops, Beautiful design, great location near freeway and shopping. PracticeWorks software with 8 workstations, intra-oral camera, and digital x-rays. Practice has been established for 35 years in this family community. Gross Receipts of \$360K in 2014. Seller is moving. #CA234-Jaci Hardison - 714-318-4911.

PALM DESERT – *NEW LISTING* – Perio/Implant Practice with 6 ops, 5 Equipped with Dextrix software and 9 workstations, Digital X-rays, Pano, and Intra-Oral Camera. 20 years of Goodwill in this beautiful desert community. 2014 Gross Receipts of \$805K with \$386K Adjusted Net. Practice takes a few PPOs but most patients are FFS. #CA242 –Thinh Tran - 949-533-8308.

PALM DESERT – *NEW LISTING* - This five-operator General Dentistry practice has been established in Palm Desert for 32 years and is located in a free-standing building. This retiring dentist sees 18 new patients per month and has 6 days of hygiene per week with 2014 Gross Receipts of \$842K and \$339K Adjusted Net. #CA245 – Kerri McCullough - 949-300-0312.

REDLANDS – General Dentistry -3 Ops, has been est. for 48 years. \$364K GR on 3½ days and 3 hygiene days per week. #CA160-Thinh Tran - 949-533-8308.

SAN BERNARDINO – General Dentistry -4 Ops, 30+ years goodwill, street sign, average GR \$265K the last 3 years, Dr. is retiring. Great office location with growth potential. #CA150-Steve Caudill - 951-314-5542.

SANTA ANA – This General Dentistry Practice has been established for 35 years on a main street. Features 6 Ops in 1,750 sq. ft. suite with Dextrix software, Dexis Digital X-Rays, Intra-Oral camera, Pano, and Laser. 2014 GR of \$1.2M+. #CA221-In Escrow. Kerri McCullough - 949-300-0312.

SOUTH BAY, LOS ANGELES – General Dentistry Practice with 4 Ops in a beautiful commercial/residential neighborhood. This paperless practice features Dextrix, Dexis digital x-rays with 3 sensors, and Pano. This mostly fee for service practice has newer equipment and most specialty work is referred out. Practice has 8 days of hygiene per week with 2013 GR of \$1.1M and similar numbers for 2014. #CA218-In Escrow. Kerri McCullough - 949-300-0312.

SOUTH ORANGE COUNTY – *NEW LISTING* – Pediatric Dentistry with 4 Ops, 1 year new equipment, OpenDental, Digital X-Rays, and Pano. \$236K GR on 4 days/week with room to grow. #CA222-Thinh Tran - 949-533-8308.

SOUTH ORANGE COUNTY - General Dentistry -5 Ops. EagleSoft, Schick, Intra-Oral Camera. \$400K in Gross Receipts in 2013, with similar numbers for 2014. #CA192-Kerri McCullough - 949-300-0312.

SOUTH PASADENA – *NEW LISTING* - General Dentistry Practice with four operators, three equipped, in 1,150 sq. ft. This is a paperless, digital practice utilizing Dextrix, an Intra-Oral Camera, and a Laser. 37+ years of goodwill with loyal, long-term staff and 4 days of hygiene per week. 2014 Gross Receipts of \$856K with \$271K Adjusted Net. #CA244- Thinh Tran - 949-533-8308.

TEMECULA – General Dentistry -26 years of Goodwill and 6 Ops. EagleSoft with 14 workstations, digital, Pano, CEREC, and Intra-Oral Camera. Long-term staff and 4 days of hygiene/wk. 2014 Gross Receipts \$825K+. #CA174- Kerri McCullough - 949-300-0312.

TORRANCE – *NEW LISTING* – General Dentistry with 3 Ops, 2 Equipped. Practice is near hospital and in professional area. Practice established 19+ years. 2013 GR of \$333K with \$176K Adj. Net. DentiSoft Software. #CA213-Thinh Tran - 949-533-8308.

VICTORVILLE – General Dentistry - 3 Ops plus 3 plumbed for expansion, 2,150 sq. ft., SoftDent, 2013 GR of \$313K with \$147K Adj. Net, Est. 34 years. #CA149-Kerri McCullough - 949-300-0312.

WEST COVINA – *NEW LISTING* – General Dentistry with 4 Ops in a retail center location. Dextrix, Intra-Oral Camera, Digital, 35 years of goodwill. 2014 GR of \$402K. #CA233-Steve Caudill - 951-314-5542.

WEST LOS ANGELES – General Dentistry with 4 Ops in a 1,500 sq. ft., newly built-out suite in a desirable high-rise on LA's west side. Retiring doctor has practiced in the area for 50 years. This is a strictly FFS practice utilizing Easy Dental, digital x-rays, and intra-oral camera. Most specialty work is referred out. 2014 GR of \$651K. #CA226-Kerri McCullough - 949-300-0312

WEST HOLLYWOOD – General Dentistry – 4 Ops, Professional Building, 9 years of goodwill. Mediadent Software, Intra-Oral Camera, Digital, Laser. Equipment average age is 5 years old, 2013 GR of \$539K with higher projected GR for 2014. #CA212-Kerri McCullough - 949-300-0312.

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CENTRAL SAN DIEGO – *NEW LISTING* – Excellent opportunity in a bustling part of town. Very busy, 6 Op General Practice with room for expansion to 9 Ops. This practice is ready for the next dentist seeking to find an exquisite office space with an excellent floor plan. The stand-alone building has great exposure and is in a prime location. PPO, Dextrix, Digital X-Rays. 2014 GR of \$1.7M. Seller is relocating. #CA231-Russ Okihara - 619-694-7077.

CHULA VISTA - General Dentistry- Est. 50 years ago, seller acquired 35 years ago. 4 Ops, 3½ days of hygiene, Dextrix Software. \$493K 2013 GR, seller is retiring. #CA109-Russ Okihara - 619-694-7077.

DOWNTOWN SAN DIEGO – *NEW LISTING* – Leasehold sale: Modern and Chic downtown office in a prime location. Excellent foot-traffic and exposure in a business/tourist area. 3 Ops, with room for expansion. Location is prime for a dentist looking to relocate or to build a practice in a very busy part of Downtown San Diego. #CA232- Russell Okihara - 619-694-7077.

LA MESA – *NEW LISTING* - General Dentistry. 4 Ops with 3 equipped. Quality-driven FFS/PPO Practice featuring Dextrix and digital x-Rays. 2013 GR of \$342K with similar numbers for 2014. This great location has high visibility. Excellent opportunity. #CA227-Russ Okihara - 619-694-7077.

LA MESA – General Dentistry - 4 Ops, Dextrix, Digital X-rays, Intra-Oral Camera. Est. for 28 years. 2013 GR of \$501K. #CA205- Russ Okihara - 619-694-7077.

LA MESA – This 3 Op Practice is located in 2,000 sq. ft. in a prof. building. GR of 2013 with similar numbers for 2014. Dextrix, Laser, and Digital X-Rays. #CA127- Russ Okihara - 619-694-7077.

NORTH COUNTY INLAND – *NEW LISTING*-Practice and building for sale, GP, Well-established FFS/PPO, 4 Ops, Digital, Pano, Cerec, Free-Standing building with ample parking and great visibility. GR of over \$1M. #CA216-Russ Okihara - 619-694-7077.

SAN DIEGO – Retiring Dentist in a convenient, highly-desirable area of San Diego. 3-Ops, with the dentist utilizing 2-ops. Small, quality FFS, PracticeWorks. Ideal starter or additional boutique location. #CA161-Russ Okihara - 619-694-7077.

SAN DIEGO NORTH COUNTY COASTAL - *NEW LISTING*- General Dentistry. FFS/PPO. 3 Ops. Dextrix. Digital X-Rays. Highly Desirable and Convenient Location. Dentist Relocating. 2014 Gross Receipts of \$530K with \$228K Adj. Net. #CA253-Russ Okihara - 619-694-7077.

SANTEE – *NEW LISTING*- General Dentistry. PPO/FFS office with 6 Ops, located in a shopping center with great retail anchors and features Dextrix and Digital X-Rays. \$780K GR in 2014. High-volume practice with 7 days of hyg./week, and long-term staff. Dentist is retiring. #CA228-Russ Okihara - 619-694-7077.

SOUTH BAY AREA, SAN DIEGO – General Dentistry practice with 3 Ops and 4 days of hyg/week. Located in a well-visited retail center with great visibility. Dextrix and Digital Pano, this is a PPO and Fee For Service Practice with 2014 Projected Gross Receipts of \$562K. #CA206-Russ Okihara - 619-694-7077.

OUTSIDE OF CALIFORNIA

MAUI, HAWAII - *PRICE REDUCED* - General Dentistry- GR of \$636K. Office has 4 Ops in 1,198 sq. ft., Pano, Laser, Intra-Oral camera, Fiber Optics, and 2 1/2 days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. #20101-Russ Okihara - 619-694-7077.

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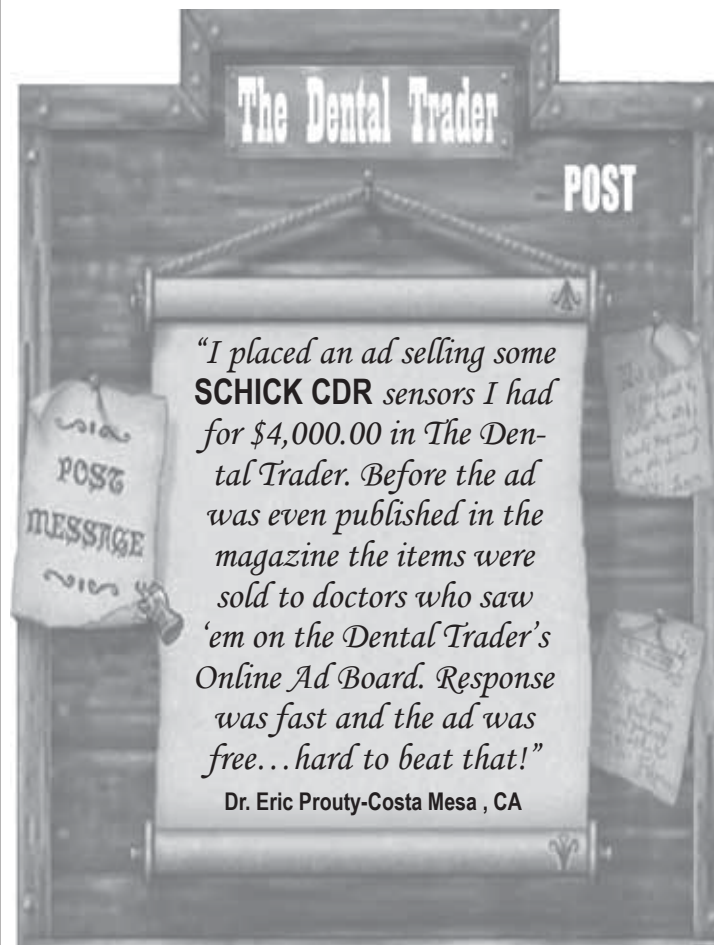
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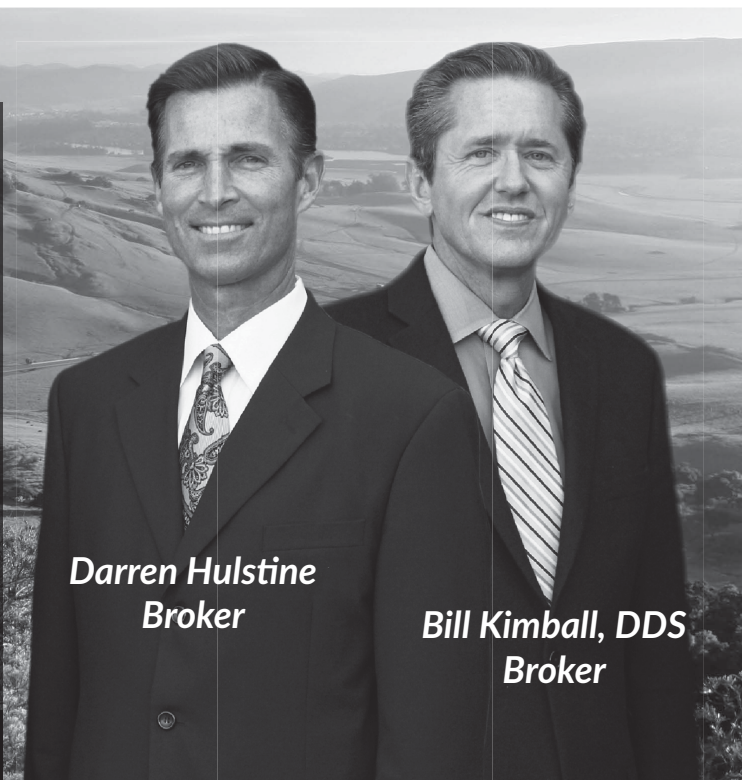
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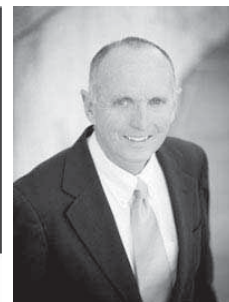
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ENDO, Three treatment rooms with one additional plumbed, digital with Microscopes, 2014 gross revenues \$905,713, net profit 50%

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ORTHOD practice, seller retiring, **Asking \$395,000**

South Orange County #1078

Seller retiring, four treatment rooms, 1,266 approx. sq. footage, 2013 revenues \$1,100,000, over 70% profit, 2014 revenues \$1,275,000
Asking \$1,050,000

Inland Empire #1085

Restorative Fee-for-Service doctor retiring, uses Dentyx/Dexis, 2014 revenues \$714,695 with high profit.
Asking \$575,000

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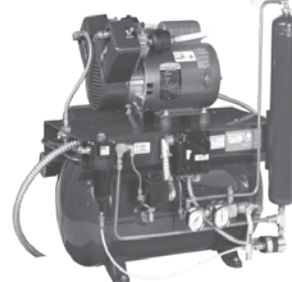
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AG-053: 3,000 sf w/ 9 ops + 1 add'l. PRIME LOCATION! \$595k

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

BN-279 CONTRA COSTA COUNTY: Excellent Merger Opportunity! 2-story. 1,350 sf w/ 3 ops +1 add'l \$60k

BC-361 OAKLAND: Established for over 23+ years! 2,200 sf w/ 7 ops. \$430k

BC-381 PLEASANT HILL Facility: Open Floor Plan! 1,852 sf w/ 6 equipped ops! Move in Ready! \$80k

BG-407: SAN LEANDRO: Prof bldg. Great signage! 1200 sf w/ 3 ops \$150k

CC-390 SOLANO COUNTY: Near Travis AFB! Highly visible location! 950 sf w/ 3 ops \$200k

CG-366 SONOMA CO.: Vibrant, growing community! 1,300+ sf w/ 4 ops. Over \$760k in collections! \$480k

CN-344 N. SONOMA CO: Long-established, stellar reputation! 2560 sf, w/ 6 ops \$925k

CC-369 SAN RAFAEL: Perfect starter practice opportunity! 900 sf w/ 3 ops. \$350k

DC-370 SAN JOSE Facility: Available with or without patient charts! Move in Ready! **Call for Details!**

DG-351 PLEASANTON Facility: Very Appealing and Desirable! 1,000 sf w/ 3 ops. **Now Only: \$74k**

DG-401 SAN MATEO: Fantastic El Camino Real Location. 900 sf w/ 3 ops \$125k

DN-311 PLEASANTON Facility: Great Location! 870 sf w/ 3 ops + 1 add'l. **NOW ONLY: \$75k**

DN-312 LIVERMORE Facility: Don't miss out on this one! 1,070 sf w/ 3 ops. **REDUCED! \$75k**

DN-353 ALAMEDA: Fantastic Opportunity with view of the estuary 2,060 sf w/ 5 ops. **Now Only: \$750k**

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DN-409 SAN JOSE Facility: Desirable neighborhood w/ fantastic visibility! 1,400 sf w/ 7 ops. \$95k

DN-408 SAN JOSE: Seller is retiring and is passing this onto you! 1,300 sf w/ 2 ops + 2 add'l. \$75k

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EN-340 SACRAMENTO: Large HMO practice! 3,400 sf w/ 10 ops and Plumbed for 1 add'l \$950k

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GN-201 CHICO: 1,400 sf w/ 4 ops + 1 \$425k

GN-244 OROVILLE: Must See! Gorgeous, Spacious. 2,500 sf w/5 ops! \$315k



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GN-258 REDDING: Pristine and attractive! Conveniently located! 1,050 sf w/ 2 ops. **\$215k**

GN-324 YUBA CITY Facility: Newly updated! 1,704 sf w/ 4 ops, Motivated Seller! **\$75k**

GN-354 YUBA CITY: 2670 sf w / 6 ops + 1 add'l **\$325k** (Real Estate: **\$450k**)

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IN-397 FRESNO/MADERA: "the Perfect Location"! 2,000 sf w/5ops. **\$480k**

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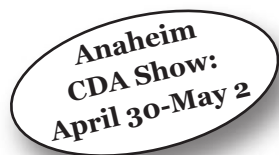
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"As I approach the time to sell my practice, this is what I have determined..."

There is way too much to risk by selling the practice myself. This is not about finding a buyer; it is about finding the "right" successor.

I need someone to shepherd me from start to finish. I want an advocate who has cut their teeth on hundreds of concluded transactions as I cannot afford my sale to be someone's learning curve. I require my advocate to spend the necessary time with me as I get ready for this career changing event. This is not another sale. It is my one-and-only sale! I expect my advocate to properly prepare my practice for sale. If that means multiple meetings, interfacing with my accountant and sitting down with my spouse and I, this is what I expect. I do not want someone to puff me up with false expectations. I require candid answers for what I can expect.

I would like to meet with an interested candidate after they have submitted an Offer along with their Resume. And I would like to consider a number of candidates as I make this important decision as to what is best for my patients, my staff and me.

I expect my advocate to do the heavy lifting from start to finish as that is why I have engaged them. I do not want someone to be delegating this exercise to different parties, nor do I want to be chasing them for progress reports. I want to be in control from start to finish. As I have placed my practice "For Sale", I would like it "Sold" in a timely manner.

Finally, I want the best "Risk Management" protection available in the dental brokerage industry.

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.