

THE Dental Trader

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"Happy Thanksgiving"

FRESNO COUNTY

CENTRAL VALLEY/So. FRESNO CTY - (3) op comput. G.P. w newer refurb Belmont eqt, digital x-rays, & Dentrux s/w. In a town of 17,000 w very ltd. competition. Built out in mid 2009. Already collects \$10K+/mos on a ltd. sch. Cash/Ins/PPO. No HMOs or Denti-Cal. Town is loaded w cash & PPO pts who work @ the prisons & hospital. This is a gold mine for the right full time Buyer. Seller's plans have changed. **[NEW]**

KERN COUNTY

BAKERSFIELD #22 - (5) op computerized G.P. (3) ops fully eqt'd, 4th eqt'd with chair and x-ray, 5th plumbed. Retail location with exposure/visibility and signage. Cash/Ins/PPO/Denti-Cal. Gross Collect approx \$200K/yr on (2) days/wk. Seller to concentrate on other practice. **[NEW]**

BAKERSFIELD #23 - (12) op comput. G.P. Prime retail ctr. w excellent exposure/visibility & signage. Cash/Ins/PPO pt. base. Gross Collect. \$2.0M+/yr. Digital X-rays & Pano, paperless office, fully networked, & efficient modern design. Excellent advertising campaign in place with tons of new pts. Excellent long term experienced staff in place to assure Buyer's success. Will also consider a 50% Partnership. **[NEW]**

BAKERSFIELD #24 - (4) op comput. G.P. located in a strip center w exposure/visibility & signage. (2) ops eqt'd w newer eqt., (2) add. plumbed ops. Cash/Ins/PPO pt. base. Gross Collect \$200K+/yr on (3) - (4) days/wk. Low rent. Seller retiring, but will assist w transition. **[NEW]**

LOS ANGELES COUNTY

ALHAMBRA #2 - (2) op G.P. located on the street front side of a small one story medical/dental building. Some exposure and signage. Mostly cash pts with some Ins and PPO. 2009 Collections of \$140K on a very limited schedule due to seller's health. Seller quotes 600+ active pts. Seller retiring but will assist in the transition. **[NEW]**

GLENDALE #2 - (5) op state of the art, comput. G.P. (4) ops eqt'd/5th plumbed. Dentrux s/w, networked ops, intra oral camera system & digital x-rays. Prof. designed & decorated. Street level location in a two story free stand. bldg on a major blvd. Bldg has excel. signage & ample & free parking in rear. Additional space included in rear of office for expansion. Cash/Ins/PPO & small % of kids Denti-Cal. 2010 projected Gross Collections of \$500,000+. **[NEW]**

NORTHL.A. CTY - (5) op comput. G.P. located in a shop. ctr. w excellent exposure/visibility & signage. Great parking! Limited competition! Annual Gross Collections in the range of \$800K+ to \$975K+. Cash/Ins/PPO/HMO & very small amount of Denti-Cal. Mos Cap checks \$5K+. Seller retiring. **[NEW]**

NORTHRIDGE - (4) op comput. G.P. located in a smaller prof. bldg. on a heavily traveled main blvd. Bldg. is easily accessible & has ample free parking in rear. Cash/Ins/PPO pt. base. (17) years of Goodwill. 2010 Gross Collect projected at \$440K+. Selling due to health. Seller will assist w transition. **[NEW]**

TEMPLE CITY - (3) op turnkey office for sale. Located in a strip center w exposure/visibility & signage. (4) year old eqt. Location has been a dental office for 13+ years. Many walk-ins. Previous successful DDS @ this location bought a bldg. **[NEW]**

WEST HILLS - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Projected Gross Collect \$360K+ on a part time schedule. Digital x-rays & Dentrux s/w. Newer leaseholds. Seller retiring but will transition. **[NEW]**

VALLEY VILLAGE (SHERMAN OAKS) - (4) op computerized G.P. located in a free standing bldg. on a major boulevard. Cash/Ins/PPO patient base. Annual gross collections \$475K+ on a 3 1/2 day/week. Seller is a 1-800 DENTIST Provider. Seller retiring but will assist in transition. **PRICE REDUCED.**

RIVERSIDE COUNTY

LAKE ELSINORE - pride of ownership, state of the art (4) op comput. G.P. located in a shop. ctr w exposure, visibility & signage. (3) ops eqt'd w nearly new Belmont eqt, 4th op is plumbed. Networked ops, digital x-rays & a Quick Vision Imaging System. Cash/Ins/PPO & HMO pt. w mos. CAP of \$1.2K. Approx (20) new pts/mos. 2010 Projected Gross Collect of \$300K p.t. **[NEW]**

SAN JACINTO (HEMET) - (4) op computerized. G.P. Absentee owned HMO practice with \$6K/mos Cap Check. No Denti-Cal! 2009 Projected Gross Collect \$450K+ on a (3) day week with a projected owner/operator net of ~\$180K. **[SOLD]**

ORANGE COUNTY

ANAHEIM #1 - (3) op computerized G.P. Low overhead office. Cash/Ins/PPO/Denti-Cal patient base. Annual Gross Collections exceed \$260K/yr on p.t. schedule. **REDUCED.**

ANAHEIM #2 - (4) op computerized G.P. and free standing building. Located on a major blvd. with heavy traffic. Excellent exposure/visibility/parking. Cash/Ins/PPO/Kids Denti-Cal patient base. New equipment. Dentrux s/w & intra oral camera. Digital ready. 2010 Projected Gross Collections \$240K+ on a 3.5 day week. **[NEW]**

SAN BERNARDINO COUNTY

HIGHLAND #1 - (3) op G.P. 2 ops eqt'd with newer eqt, 3rd op plumbed and eqt'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. No HMO's & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. **[SOLD]**

VENTURA COUNTY

WESTLAKE VILLAGE #2 - (4) op computerized G.P. in a very desirable upscale area. (3) ops of newer eqt/4th op plumbed. Very upscale office with vaulted ceilings, marble floors and counters, pastel colors etc. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. 2009 Gross Collections \$600K+. **[SOLD]**

WESTLAKE VILLAGE #3 - Well maintained (4) op comput. G.P. located in a smaller prof. bldg. w ample free parking. (3) ops eqt'd/4th plumbed. Newer eqt. digital x-ray, eye illumination system & central nitrous. (47) yrs of Goodwill. Cash/Ins/PPO & Smile Saver pt. base. 2009 Gross Collect \$200K+ p.t. Seller retiring but will assist w transition. **[PENDING]**

VENTURA - (3) op computerized G.P. and free standing bldg. Located in a highly desirable area. Cash/Ins/PPO patient base with (1) HMO that pays \$1,800/mos. Seller is a 1-800-DENTIST Provider. Dentrux software and Pano equipped. Averaging 20-25 new patients per month. Annual Gross Collections \$400K+. **REDUCED.**

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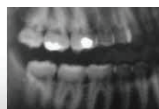
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- **SAN DIEGO/CITY HEIGHTS:** *For Sale* - General Dentistry practice. Owner has operated in same location for 12 years. Approx. 1,000 active patients, Panoramic X-ray, Intra-Oral camera, in this 3-chair office. #14321
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- **TORRANCE:** *For Sale* - General Dentistry Practice. Owner has operated in same location for 20 years. Approx. 1,000 active patients. 1,080 sq. ft., Brian System, and Canisight software in this 2 equipped, 3 available-chair office. 2009 Gross receipts \$434K with 38% overhead. Owner relocating. #14320
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A-8911 SAN FRANCISCO— Don't hesitate! in a renowned building in one of the areas most prestigious addresses! 2,073 sf, 4 ops + plumbed for 1 add'l op. This practice has it all! **\$585k**

A-8941 SAN FRANCISCO— Ready to Move In. Fully Equipped. 2 ops. Plumbed for 1 add'l **\$85k**

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

B-902 HAYWARD- Easy Freeway access. Near Busy Shopping Mall. 2400sf, 5 ops office. Gross Receipts over \$977k in 2009! **\$795k**

B-920 CONTRA COSTA COUNTY- Practice Collecting over ~\$60k/month in first year! Investor Owner needs over ~\$100k/mo to fit company model, therefore letting this remarkable opportunity be sold. Tremendous potential for growth. 11 ops, 3000sf. **\$620k**

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 Info!**

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

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C-869 NAPA VALLEY AREA - Quality, fee-for-service practice. Relaxed life-style & gorgeous scenery! Dental Prof Bldg w/ ~ 800 sq. ft. and 2 fully equipped ops. Option for 3rd op. **\$450k**

C-8901 SANTA ROSA— Residential area. 40+ new pats/mo. Highly Visible! 1291sf & 3 fully equipped ops. Plumbed for 1 additional op. **\$475k**

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

D-877 LOS ALTOS - Located in a spectacular and pristine Professional plaza. Office is ~ 2,400sf and consists of 6 fully equipped ops **2009 Collections - \$819k!! Asking only \$425K**

D-9091 Atherton - Assume Lease or Space Sharing Facility - Turnkey operation. This "turn key" facility would cost nearly twice our asking price to duplicate. 969 sf & 3 ops **Call for Details!**

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 **\$250k**

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**

NO CALIFORNIA CONTINUED

E-881 SACRAMENTO-State-of-the-art Practice with growing patient base. Professional plaza w/ ample parking in desirable neighborhood. 2,400 sf & 3 fully equipped ops. Plumbed for 3 additional ops **\$250k**

E-888 AUBURN - Highly esteemed FFS practice. Doesn't get any better than this! Very desirable free standing building. Practice offers unparalleled dental care! 1,480sf w/3 ops. **Call for Details!**

E-915 ELK GROVE—Doctor averages 8 patients w/ 8 Hygiene patients daily w/ approx 5-6 new patients monthly. Located in an attractive, single-story professional building. 1,200sf 4 equip. ops. **\$650k**

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**

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G-882 YUBA CITY - This thriving practice is well-respected, has 3 ops in ~ 850 sf, averages 12-15 patients per day with about 15-18 new patients per month. **\$190k**

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

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I-772 Facility STOCKTON—Desirable, affluent health care area. 2,140sf/4 ops **REDUCED!! NOW ONLY \$150k**

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I-9171 STOCKTON—Long Established, Family Practice near major freeway. 2 story medical prof bldg. 750sf w/2 ops & plumbed for 1 add'l. **Practice: \$135k. Real Estate also available for \$135k**

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J-9031 SLO Co— Nestled between Pacific Ocean and beautiful foothills! 1218sf, w/ 4 ops. **\$350k Real Estate also available**

SOUTHERN CALIFORNIA

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

K-762 INDIAN WELLS— Well Respected practice w/loyal patient base. Newly remodeled, 1400+ sf, 5 ops **\$425k**

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LV-911 LAS VEGAS—This remarkable practice is the standard we all strive for! ~ 50 new pats/mo. Professional building - desirable commercial area. 3,000sf & 7 ops w/ plumbing for 2 add'l **\$900k**

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Late Registration after November 26

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At-the-door Registration: All Dentists: \$300 • Dental Students: \$150

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Endodontic tooth models will be provided at the course. However, you may bring some extracted teeth to the workshop to also practice on.

Registration Form

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Visa/MC/Amex/Disc _____ Expiration _____ Amount _____

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Timothy G. Giroux
DDS/Broker

ASK THE BROKER

Question:

I have a practice with an associate, a hygienist and several key employees. Should I have something in writing about their employment that would facilitate a sale or transition?

Fred J, DDS

Even though we have an attorney on staff, we are not lawyers and you need to consult your attorney on these matters. The law in different states also varies. However, I will expound on a few issues as to how I understand the situation here in California.

California is an "at will" employment state, but most attorneys would advise their clients have an "at will" clause signed by their employees as a stand-alone agreement or as part of an office manual. Along with an "at will" clause of employment, some attorneys would recommend that some type of "proprietary information" protection language also be part of the employment agreement. If one were to lose a key employee that has built relationships with the patient base, it would be wise to have some type of agreement in place that makes it clear that all patient information is proprietary to the practice.

Your attorney could also draw up language that would specifically address any efforts by the employees to solicit patients away from the practice. I have seen language that also includes proprietary management systems that are in place. Most of us dentists in California understand that covenants "not to compete" for employees (including dental associates) are not defensible in California, but obviously the proprietary information special to any practice could possibly be protected.

The language may have to be crafted differently for each type of dental employee, but any agreement that would help protect the practice goodwill in this fashion would obviously be beneficial for any buyer with these concerns. After all, the goodwill of most practice transitions represents up to 80% of the value of the practice. Maintaining the continued probability of patient visits to the practice, even in the event of employee turnover, is paramount to the value of the practice.

Again, I want to reiterate that these legal Human Resource questions should be directed to your attorney. It might be wise to address these matters well in advance of any planned transition and have your plan reviewed by your attorney on a regular basis to see if there are any changes to the law regarding these matters.

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. A graduate of Creighton University, School of Dentistry (1983), he and his wife, Mona Chang, DDS (LLUSD 1984) were in private practice together for 15 years in Scottsdale, AZ, before establishing their home in northern California.

Questions? Email them directly to **Timothy G. Giroux, DDS** : wps@succeed.net or Call **800.641.4179**

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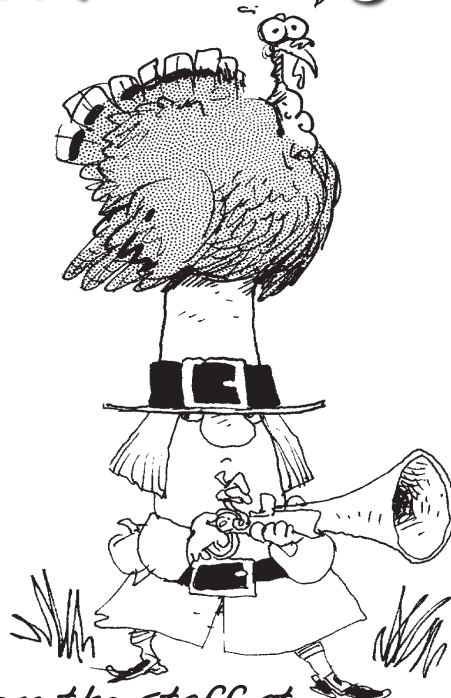
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5997 FREMONT

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"Before PPS, I dealt with other brokers who couldn't get done what they were hired to do. Ray did what was asked of him. He brought prospective buyers as he assured me he would. He got my practice sold in a minimum of time."

Alan Siedman, DDS, San Leandro

"When I decided to sell my ortho practice, I sought the services of a large company in the area. Over the twelve month contract, I only had one prospective buyer visit my office. Word was getting out that I was selling and it began to have a devastating effect on my bottom line. Fortunately, I found Ray Irving and what a difference! He and Edna found numerous orthodontists who were interested. When I sold, I was able to choose between two good offers. My only regret is all the time and money I lost with the other guys."

Willard Zurcher, DDS, Fairfield



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