

THE Dental Trader

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Navigating the Dental Transition Minefield

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See page 34 for details.

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PRACTICE SALES AND LEASING

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ASSOCIATION OF PRACTICE BROKERS (NAPB)Paul Maimone Broker/Owner
CA Broker #01172430**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. **PENDING**

KERN COUNTY

BAKERSFIELD #21 Bldg. & Pract. for Sale - (10) op comput. G.P. (3) ops fully equipped, (3) ops partially equipped & (4) add. plumbed. On a main St. w excell. exposure. Annual Gross Collect. \$500K on (3) - (4) days/wk. Cash/Ins/PPO & small % of Denti-Cal. Seller retiring. **[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.

LOS ANGELES COUNTY

COVINA #2 DUPLEX BLDG. & PRACTICE - (4) op computerized G.P. (3) ops eqt'd, 4th op plumbed not eqt'd. Cash/Ins/PPO/HMO/Denti-Cal patient base. 2010 Gross Collections \$251K+ on a (3) day wk. The free standing duplex building has exposure, visibility & parking, is 2,150 sq. ft. and is on an 8,900+ sq. ft. lot. Be your own landlord and rent the other side, or you can buy practice & rent space. Seller moving.

COVINA #3 - (3) op computerized G.P. w (52) years of Goodwill. Cash/Ins/PPO pt. base. 2010 Gross Collect \$242K+. Projected 2011 Gross Collect \$242K+ on an easy (3) day wk. Located in a small prof dental/medical bldg. on a main st. Free off st. parking. Low rent. Seller retiring, but will assist w transition. **[NEW]**

GLENDALE #6 - (5) op state of the art, comput. G.P. (4) ops eqt'd/5th op plumbed. Dentrux s/w, networked ops, & digital x-rays. In a free stand bldg. on a main blvd. Prof. Designed & decorated. Excell exposure/signage & ample free pking in rear of bldg. Additional space in rear of suite for future expansion. Mixed pts base. 2010 Gross Collect. \$490K+. Projecting \$500K+ for 2011. **[NEW]**

NORTH L.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+. Mixed pts base. Mos Cap checks \$5K+. Seller retiring. **[SOLD]**

RESEDA #6 - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$150K part time. Excell starter or 2nd office.

SAN GABRIEL VALLEY - (3) op computerized G.P. Located in a two story medical/dental bldg on a well known, heavily traveled, main blvd. Cash/Ins/PPO pt. base w no HMO or Denti-Cal. Gross Collect. \$550K-\$600K/yr. Seller retiring but will assist w transition. **[NEW]**

WEST HILLS - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Gross Collect \$305K on a part time schedule. Digital x-rays & Dentrux s/w. Newer leaseholds. Seller retiring but will transition. **Back on The Market.**

RIVERSIDE COUNTY

SOLD OUT - Room for your Riverside County Listing Available.

ORANGE COUNTY

NEWPORT BEACH - (5) op comput. G.P. 4 ops eqt'd/5th op plumbed. Located in a low rise, high end, prof. bldg overlooking the marina. Superb location w easy fwy access, impeccable views, & plentiful parking. Cash/Ins/PPO & a small % of cap (approx \$1,000/mos). Annual Gross Collect \$400K+ on (2) days/wk. Can do much more w additional hours. Dentrux s/w, digital x-rays & intral oral camera. 25+ yrs of Goodwill. 30-35 new pts /mos. Seller has a second office in northern CA & is tired of the commute. **[NEW]**

SAN BERNARDINO COUNTY

UPLAND #3 - (5) op comput. G.P. & Speciality Pract. located in a free stand bldg. Cash/Ins/PPO/HMO/Denti-Cal pt base. \$2K+/mos in Cap Ck. 2 days/wk G.P. 1-2 days/wk Endo. 1-2 days/mos O. S. and 1-2 days/mos Pedo. Excell situation for G.P. who likes to do Endo. Annual Gross Collect \$525K-\$625K. **Back on the Market.**

SAN DIEGO COUNTY

NORTH COUNTY - (4) op computerized G.P. located in a shop ctr with excellent exposure/visibility and signage. Annual Gross Collections of \$900K+. Dentrux s/w. Digital x-rays, and paperless office. Cash/Ins/PPO/HMO patient base. Cap Cks of \$3-4K/mos.

SANTA BARBARA COUNTY

SANTA BARBARA #2 - Located in a highly sought after & desirable area, this G.P. is in a garden style prof. bldg w St. frontage. The comput. office has (4) ops./(3) eqt'd/4th plumbed not eqt'd. Pt. base is Cash/Ins. & PPO only. There are (4) days of hygiene/wk, approx. (20) new pts/mos. & is Pano eqt'd. Collects. are \$400K+/yr on a (4) day wk. Some Acc't Rev. included for immediate cash flow. Motivated seller. Priced to sell. **PRICE REDUCTION**

SANTA BARBARA #3 - (3) op comput. G.P. located in a dental/medical/prof. Bldg. Complex. 40 years of Goodwill. Cash/Ins/PPO pt. base. 8-10 new pts/mos. Annual Gross Collect. - \$250K/yr. on a relaxed (4) day wk. Digital x-ray equipped. Seller is retiring but will assist w transition.

SOLANO COUNTY

VACAVILLE - (3) op computerized G.P. turnkey office w charts. Located in this growing under served community. Located in a small prof. dental/medical bldg. w low rent. Practice has been shunted for (5) mos. Phone is still ringing and patients still looking for service. Low sale price. GREAT Opportunity!! **[NEW]**

VENTURA COUNTY

OXNARD #5 FREE STAND BLDG. & PRACTICE - Be your own landlord! (4) op computerized G.P. & an 1,100 sq. ft. free stand bldg. Cash/Ins/PPO/Denti-Cal pt. base. 2010 Gross Collect \$387K+ on a (4) day wk. 2011 Project Gross Collect of \$447K. Located on a heavily traveled main st. w a pole sign. Excell exposure & visibility. (12-14) new patients/mos w no advertising. Area has several new housing tracts & a new shop ctr. Excell Growth Potential. Seller is moving. **[NEW]**

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SANTA BARBARA #2 (4) op comput. G.P. for sale. In a garden style bldg. w St. frontage. (3) ops eqt'd./4th plumbed. Pano eqt'd. Cash/Ins/PPO. (4) days of hygiene/wk. Approx. (20) new pts/mos. Collects. ~ \$400K/yr on a (4) day wk. D&M Practice Sales 818.591.1401.

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CARLSBAD - Quality **FFS GENERAL** Practice situated in Prof. Bldg adjacent to fwy 5. 4 equipped Ops in approx. 1700 sq. ft. Significant amount of dentistry referred out. Very well-established with loyal staff.

CARDIFF by the Sea - GP retiring from 20 year practice treating pts approx. 20 hrs per week. 3 Ops, Panorex in Prof Bldg. PPO and cash. Good freeway access. Priced for quick sale! **SOLD!!**

ESCONDIDO - JUST LISTED!! FFS and PPO satellite **GENERAL** Practice in freestanding bldg. 3 equipped Ops with large windows, in 1100 sq. ft.

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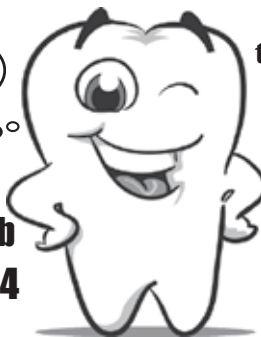
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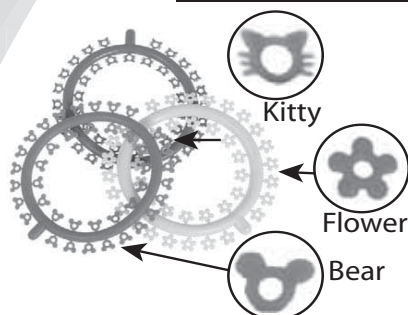
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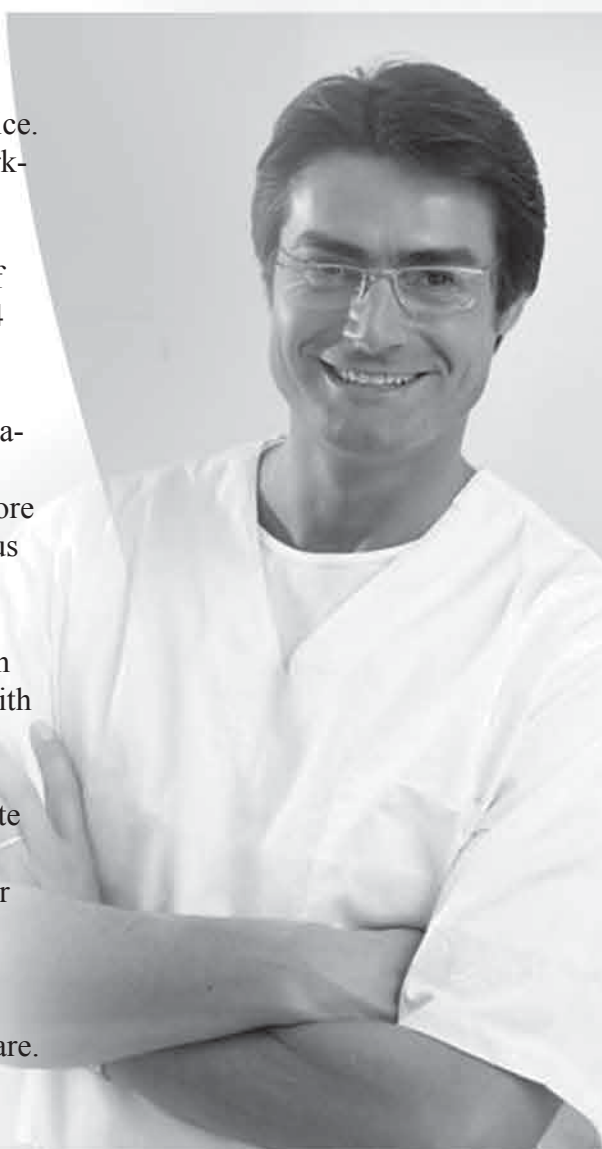
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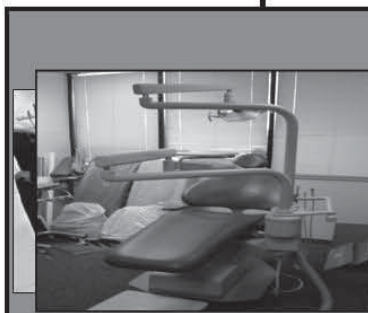
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- **CORONADO:** For Sale-General Dentistry Practice. Gross Receipts in 2010 \$405K. Office space 1,400 sq. ft., 4 operatories, Laser, Intra-Oral Camera. 1,000 active patients. 2 hygiene days a week. Practice has operated in its present location for 40+ years. Owner retiring. #14366
- **EL DORADO HILLS:** For Sale-General Dentistry Practice. 2009 GR \$790,758, adjusted net income of \$312K. Intra-oral camera, pano, Softdent software, 4-equipped ops. 6-hygiene days. Practice has been in its present location for past 18 years. Owner retiring.
- **EL DORADO HILLS:** For Sale-General dentistry practice. Gross Receipts of \$834K with an adjusted net income of \$389K, 53% overhead. Office has five equipped operatories in 1485 sq.ft. Pano, Intra-oral Camera, Dentrrix, 5 days of hygiene. Owner retiring.
- **FOLSOM:** For Sale-General Dentistry Practice. Gross Receipts in 2010 were \$703K with an adjusted net income of \$300K. 5 days of hygiene and approx 1,500 active patients. Leased Office is 2,000 sq ft with 4 equipped operatories-5 possible. Patient Base software. Owner to retire.
- **FOLSOM:** For Sale-General Dentistry Practice 2009 Collections \$513K. Adjusted net income \$184K. 4 ops (plumbed for 5), Intra-oral camera, fiber optics in all ops. Patient base software. Owner retiring.
- **FOLSOM:** For Sale-General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 4 ops. Digital, Dentrrix, Intra-Oral Camera, Laser, 5+year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- **FRESNO:** For Sale-General Dentistry IV Sedation Practice. (MERGER OPPORTUNITY) Owner would like to merge his practice into another high quality general dentistry or IV sedation practice. The merger would be into Buyers office. Seller would like to continue to work as either a partner or associate after the merger. 2010 collections were \$993K with a \$422K adjusted net income. There are 7 days of hygiene. #14250.
- **GLENDALE:** FACILITY SALE-General Dentistry Office Space & Leasehold Improvements Sale- Office located in a medical plaza, 1760 sq. ft. 7 operatories, computerized equipment approximately 5 years old. Two 5-year options available.
- **GRASS VALLEY:** For Sale-General Dentistry Practice. GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho. Perio, Endo, Surgery. Intra-Oral Camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337.
- **GRASS VALLEY:** For Sale-General Dentistry Practice. GR 545K 3 days/wk (4 avail). 3 hygiene days/week. 5 Ops (6 Avail) 1,950 sq ft. Refers out most/all Ortho, Perio, Endo, Surgery. Office has Laser, Intraoral Camera, Pano, & Dentrrix Software. Owner retiring.
- **GRASS VALLEY:** For Sale-General Dentistry Practice. Owner retiring. Gross Receipts \$89K. Practice has been in the same location for the past 33 years. 2 equipped operatories, 3-4 available. Panoramic X-ray. Doctor owns building, which is available for purchase. This practice can also be combined with another Grass Valley practice also listed for sale. #14362.
- **GREATER CHICO:** For Sale-General Dentistry Practice. Gross receipts in 2010 were \$584K, with an adjusted net income of \$152K. Approx 1,100 active patients. 4 operatories, Pano, Intra-Oral Camera. Easy dental software. Leased office 1,200 sq. ft. Owner is retiring. #14359.
- **GREATER SAN JOSE AREA:** For Sale-General Endodontic Practice. 2009 Collections were \$1,187MIL with an adjusted net income of \$696K. There are 4 ops in this nicely decorated 1,400 sq. ft. office space. 4 microscopes. Owner has been in same location for 26 years with long-term employees. Owner is retiring but will continue to work 1 1/2 to 2 years through the transition with the buyer.
- **HAWAII (MAUI):** For Sale-General dentistry practice. Gross Receipts of \$636K. Office has four equipped operatories in 1198 sq.ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 1/2 days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise. #20101
- **IRVINE & COSTA MESA:** For Sale-General Dentistry practice combined. Gross receipts combined \$781K with adjusted net of \$396K. Both office spaces are leased with 4-5 ops in each. Both are 1,600 sq. ft. Irvine is equipped with Intra-Oral Camera, Pano & Dentrrix. Costa Mesa is equipped with Laser, Intra-Oral Camera, Pano and Dentrrix. #14355.
- **LAGUNA NIGUEL:** For Sale-General Dentistry Practice. 2010 gross receipts were \$503k. 4 operatories, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring. #14352
- **LAKE COUNTY:** For Sale-General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral Camera, Pano, and Data Con software. Owner to retire. #14338
- **LINDSAY:** For Sale-General Dentistry Practice & building. Gross Receipts \$330K with adjusted net income of \$219K. Owner has operated in present location for 27 years. Office space 1,489 sq. ft., 3 operatories available (2 equipped), Intra-Oral Camera, Soft-Dent software. 3-hygiene days a week. Owner retiring. #14363.
- **LIVERMORE:** For Sale-General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely updated 1,082 sq. ft. office space. Dentrrix software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- **LOS ANGELES:** For Sale-General Dentistry Practice. 1,200 sq ft 4ops, 29 yrs in present location. Gross Receipts \$274K with adjusted net income of \$89K. Owner to retire. #14348
- **MARIN COUNTY:** For Sale-General Dentistry Practice. This is a small 650 sq.ft. office with three treatment rooms. The practice has a very low overhead of only 48%. 2010 gross receipts were \$179,000 with \$90,000 adjusted net. Practice includes Panoramic X-ray and Easy Dental Software. Refers out O.S., Perio., & Endo. Practice has been in its present location for 30 years. This is an ideal practice for the new grad or satellite practice for the established dentist. Owner is retiring. #14370
- **MODESTO:** For Sale-General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$346. Dentrrix, Carec, and Intra-Oral Camera. Owner to retire. #14308
- **NAPA:** For Sale-General Dentistry Practice. Gross Receipts \$800K, with adjusted net income of \$250K. Fee for Service. 1300 sq ft 4 ops 6 hygiene days. 38 yrs in present location, 30 yrs in previous location. Owner to retire.
- **NEWPORT BEACH:** For Sale-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport Beach community. Three (3) hygiene days per week. Leased office space with 4 ops. in 1,450 sq. ft. Pano & Practice Works software. #14354.
- **NEVADA CITY:** For Sale-General Dentistry Practice. Gross Receipts \$491K with an adjusted net income of \$130K. Overhead 73%. Office leased 1,555 sq ft. 4 equipped operatories

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- **NORTHERN FRESNO:** *For Sale*-General Dentistry Practice. This is a perfect starter or satellite practice. Excellent location in North Fresno. Gross Receipts in 2010 were \$173K. Approximately 450 active patients. 3 operatories. Dentrix software. Leased office 1,200 sq. ft. Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.

- **NORTHERN CALIFORNIA:** *For Sale*-Endodontic Practice. This Endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq ft. There are 4 equipped treatment rooms with an additional 5th room available. Gross Receipts were \$638K with \$239K adjusted net income. Owner will stay for transition to introduce buyer. Owner is retiring. #14251

- **NORTHERN CALIFORNIA:** *For Sale*-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 1,160 sq ft, Panoramic X-Ray, Dexis Digital and Dentrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.

- **OCEANSIDE:** *For Sale*-Modern looking office. 4 op, office space and equipment only. Belmont chairs, Gendex x-ray system, intraoral camera, approx 1,000 sq ft. Low overhead-Rent is \$1,900/month, and it's a 5 year lease. Staff is available for rehire-front desk \$15/hr, assistant 13/hr. Update all the computer systems after purchasing the office in 07. Computers and monitors in every room. #14346

- **PLEASANTON:** *For Sale*-General Dentistry Practice. Owner has other practice in Bay Area only in Pleasanton 1 day/wk. 300 active patients. Excellent location-beautiful 1600 sq.ft. 5-op office. Equipment like new, intra-oral camera, pano, Easy Dental software. Must See. #14364.

- **PLUMAS COUNTY:** *For Sale*-3 equipped ops. Space available for 4th op. 1,245 sf office in good location. Gross Receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318

- **RENO:** *For Sale*-General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/week, 1,800 sq. ft. with 6 equipped ops. (7 Avail). Dentrix software, Pano. Practice has been in its present location for 40 years. Owner retiring

- **ROCKLIN:** *For Sale*-General Dentistry Practice. Gross Receipts \$593K in 2010 with \$240K adjusted net income.

Office is 1,630 sq. ft., with 4 operatories equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral Camera, Dentrix software. Owner to retire.

- **ROSEVILLE:** *For Sale*-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 1 day hygiene/wk. Digital, Intra-Oral Camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327

- **SACRAMENTO/ROSEVILLE:** *For Sale*-One of many partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral Camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334

- **SAN DIEGO:** *For Sale*-General Dentistry practice. Gross Receipts \$414K. Practice has been operated by the same owner for the past 6 years. Leased 950 sq. ft. office with 3 equipped operatories. Dentrix software, Intra-Oral camera, Panoramic X-Ray. Owner to relocate. #14356.

- **SAN DIEGO:** *For Sale*-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331

- **SANTA BARBARA:** *For Sale*-General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K with steady increase every year. Practice has 6 days of hygiene. 1,690 sq. ft., 5 ops, Laser, Intra-Oral Camera, Schick Digital X-Ray, Datacon software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333

- **SAN LUIS OBISPO:** *For Sale*-Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$691K. The office has 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrix software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views. #14353.

- **SANTA CLARA:** *For Sale*-BUILDING ONLY: This building is located just west of Westfield Mall and Santana Row. The building has two units. One side is designed and plumbed for dentistry and the other was a law office. There is 3,776 sq. ft. of office space. The dental office is approximately 2,500 sq. ft. with 6 operatories. The building is

presently being re-roofed. Excellent opportunity for a startup practice or for the dentist that needs more space. Financing available through various dental lenders. #14368

- **SANTA CRUZ:** *For Sale*-General Dentistry practice. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. 3 equipped operatories. Intra-Oral Camera, Pano, Digital X-Rays, and Dentrix software. Practice has been in its present location since 1980. Owner retiring.

- **SANTA CRUZ:** *For Sale*-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361

- **TORRANCE:** *For Sale*-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14320

- **TORRANCE:** *For Sale*-General Dentistry Practice. Gross Receipts \$413K with an adjusted net income of \$203K. 50% overhead. Practice has been in its present location for the past 25 years. The office has been tastefully remodeled. Office is 800+ sq. ft. with 3 equipped operatories. 4 -hygiene days per week. Doctor is to retire. #14369

- **TRACY:** *For Sale*-General Dentistry Practice. Gross Receipts \$832K adjusted net income \$504K. 3 operatories, Pano, Patient Base software, leased office space 1,100 sq. ft. Practice in same location for 33 years. 22-new patients seen a month. Owner would be willing to come back 1-2 days a week.

- **TRACY:** *For Sale*-Equipment, furnishings, and leaseholds only. In the Central Valley. Fully equipped including 4 Belmont Accutrac chairs, 2 Midmark chairs, 6 DCI rear delivery units, 3 Gendex x-ray units, 1 Sonic Digital x-ray processor, 1 Statim 5000, 1 Harvey autoclave, 2,800 Sq ft, 6 Ops. New lease available from landlord.

- **VISALIA:** *For Sale*- General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$ 321K. Office is 1,380 sq ft with 3 equipped operatories. Intra-Oral Camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

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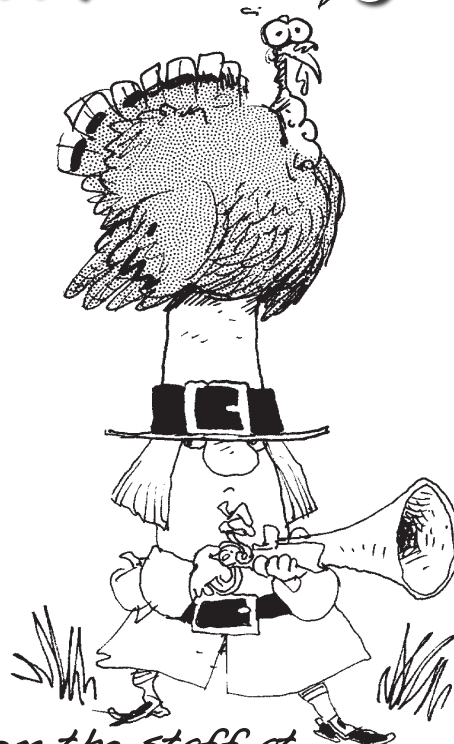
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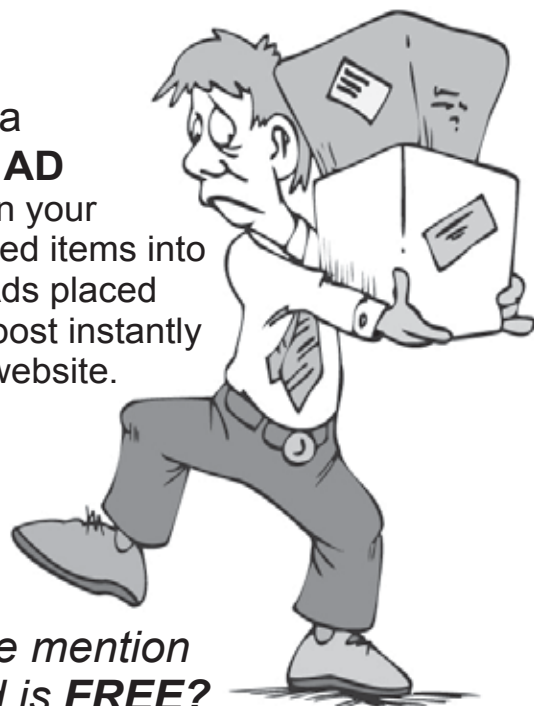
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Social Media and Your Dental Practice: Strategies For Effective Online Marketing

Edward J. Zuckerberg DDS FAGD



**Monday, November 28th, 2011
9:00am to 1:00pm**

**Sobrato Community Conference Center
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Today, a truly effective marketing strategy for dental practices must include social media. Social media platforms allow us exciting ways to attract new patients, maintain relationships with existing patients and reactivate old patients. Your practice will never be the same. In this course you will learn how to create a practice Facebook page step by step and see the many benefits this page can bring to your practice growth. You will also learn new ways to motivate your current patient base, create stronger relationships with your patients and boost revenues during slow months.

**Dr. Edward J. Zuckerberg is in private practice in New York.
His son Mark is the founder and CEO of Facebook, Inc.**

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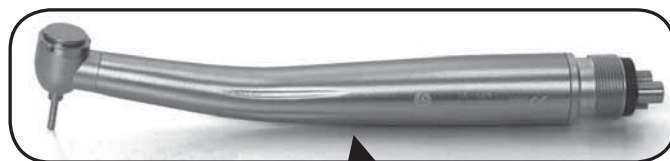
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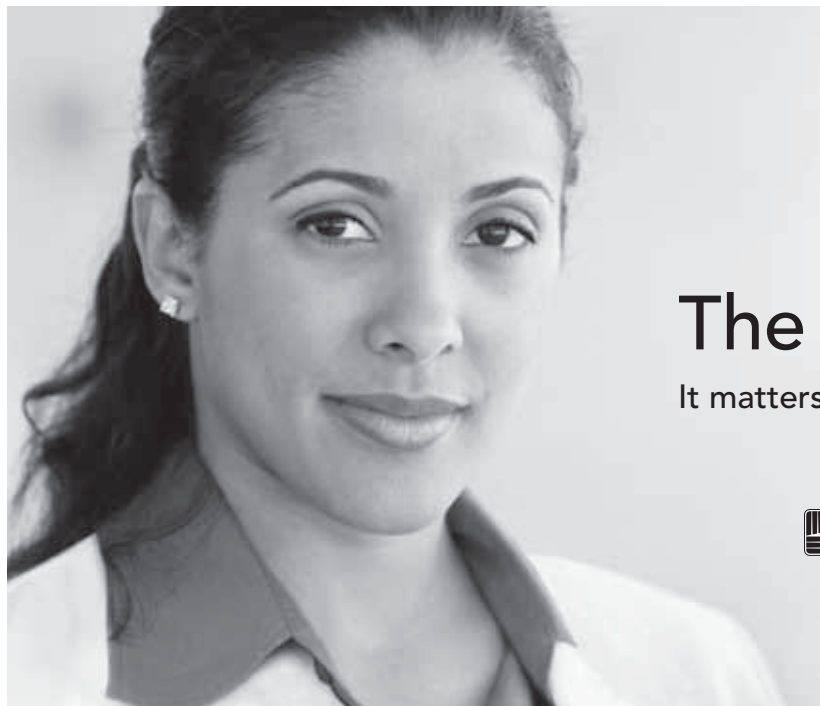
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Thinking about selling your practice? Think all Practice Brokerage Firms are the same? *Think again!*



"An unfortunate accident rendered me disabled. Over the following year, I engaged the unsuccessful services of two separate dental sales brokers. We contacted PPS concerning the sale. I am extremely grateful to PPS for the successful sale of my practice."

Elmer Spencer, DMD, Turlock

"I had my practice listed with a competitor for twelve months and had two people visit my practice. The first weekend PPS had my listing, I had three people visit my practice, and an offer by the end of the first week. Thank you for allowing me to move on to the next step of my life."

Chris Stellpflug, DDS, Merced

"We have had occasion to deal with every major dental brokerage firm in the state in our quest for purchasing a large, successful dental practice. We have dealt with all the prominent firms in Northern California in connection with the sale of a practice. None, in our experience, even approach the professional integrity of PPS."

Joan Burgen, DDS & David Burgen, Esq., Woodland

"I had a very disappointing experience with another broker the year before we started working together. The experiences were like night and day, and I can't thank you enough for the very professional way you handled the sale of my practice."

Pamela Swenson, DDS, Turlock

"I had a listing agreement with another prominent Northern California Broker. After 11-months without a sale, I called Ray. He sold it in about a month. Would I recommend Ray?...Yes!"

Donald Foulk, DDS, Campbell

"In April, I asked Ray Irving to sell my practice. At the same time my friend decided to sell his Santa Cruz practice and employed another firm. My practice sold on June 22. My friend's practice still hasn't sold and he is putting his dreams on hold."

John Fenn, DDS, Santa Cruz

"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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