

THE Dental Trader

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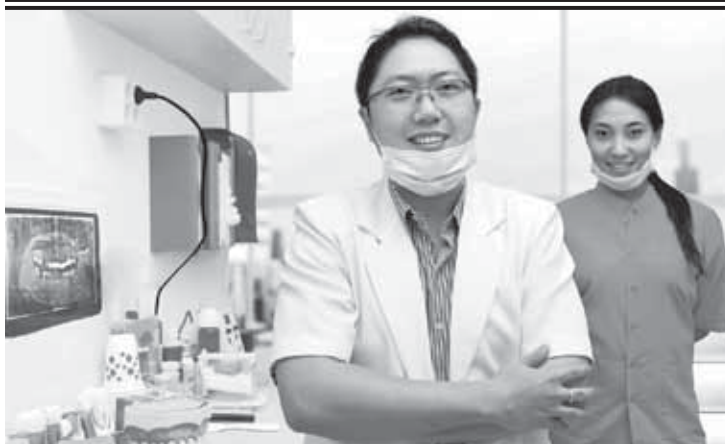
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Friday, October 18th 8:30-3:30PM – US Bank Office
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Register: www.w-acpa.com/seminars.html

WHAT'S COMING NEXT?

October 10th thru 13th – Patrick & Jason Wood | Hotel Del Coronado
“PRACTICE VALUATION STUDY GROUP”

Sunday, October 13th 7:00am – Patrick & Jason Wood | Peruvian Dental Society
“DENTAL TRANSITION”

October 25th – Patrick Wood | Ken Rubin Client Appreciation Day
“HOW TO GROW, MANAGE & PROTECT YOUR DENTAL PRACTICE”

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PRACTICE SALES AND LEASING

Paul Maimone Broker/Owner
CA Broker #01172430CA REPRESENTATIVE FOR THE NATIONAL
ASSOCIATION OF PRACTICE BROKERS (NAPB)**FRESNO COUNTY**

CENTRAL VALLEY/SO. FRESNO CTY - (3) op comput. G.P. w newer refurb. Belmont eqt. Digital x-rays & networked. Dentrix s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K+ on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A.

KERN COUNTY

BAKERSFIELD #21 Bldg. & Pract. - (10) op comput. G.P. & free stand. bldg for sale. (3) ops fully eqt'd, (3) ops partially eqt'd & (4) additional plumbed not eqt'd ops. Located on a main street w excell. exposure/visibility & signage. Annual Gross Collect. \$500K+ on an easy (2 1/2 - 3) day week. (3) days of hygiene booked 6-12 mos out. Cash/Ins & PPO. Fully eqt'd "removable" dental lab w a full time technician. Seller retiring. **[SOLD]**

BAKERSFIELD #26 - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. Suite (#1) is 2,300 sq. ft. and is fully eqt'd with a (5) op G.P. turnkey dental office including instruments & supplies! The second suite is also plumbed for dental but can be used for medical, chiropractic, accounting, insurance, etc. & has just been remodeled. The two suites could also be combined to make a larger single use dental or medical facility! The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of dental goodwill. **[NEW]**

BAKERSFIELD #27 - Great startup opp. or 2nd office. (4) op comput G.P. in a smaller medical/dental bldg. On a main thoroughfare w signage. (2) ops of new eqt w (2) add plumbed. Cash/Ins/PPO/Denti-Cal pts. Open (1) year p.t. & Collects \$6-\$8K/mos. Seller is moving to be closer to family, but will assist w the transition. **[NEW]**

LOS ANGELES COUNTY

BEVERLY HILLS - Great startup opportunity or 2nd office. (2) ops fully eqt'd. Turnkey office; no charts. In a smaller professional bldg. on a well know main thoroughfare. Seller has had success here, & is moving to larger facilities. **[NEW]**

ENCINO - (4) op comput. G.P. Located in a modern, well known, easily accessible, recently remodeled professional bldg. on a main thoroughfare. Magnificent panoramic Valley views from (3) ops. Cash/Ins/PPO pt. base. Annual Gross Collect \$600K on a (4) day wk. Digital X-Rays & Laser eqt'd. Refers out all Endo. Seller moving, but will assist w Transition. **[NEW]**

HAWTHORNE - (7) op comput G.P. Located in a free stand, single use bldg. on a main thoroughfare. Exposure/visibility & signage. Large off street parking lot. (6) ops fully eqt'd w 7th op plumbed. Digital X-Rays. Cash/Ins/PPO pt. base. Many walk ins. Pano eqt'd. Pract started (7) mos ago & already collecting \$30K+/mos. Location has been a DDS office for 50+ years. Seller to concentrate on other office. **[NEW]**

So. PASADENA - EMERGENCY SALE! SELLER PASSED AWAY! (5) op comput. G.P. Newer remodeled office & some newer equipt. Fee for Service practice. (8) days of hygiene/wk. 1,500 + active patients. Digital x-rays & central nitrous. 2012 Gross Collect \$1.2M+. 40 years of Goodwill. **[SOLD]**

SANTA CLARITA VALLEY - Cash/Ins/PPO Bread & Butter Practice. (4) ops eqt'd. Located in a medical/dental/professional bldg. complex. Crown & Bridge, dentures & implants. 40+ years of Goodwill. Financials Pending (call for Details). Seller retiring, but will assist with an orderly and successful Transition. **[NEW]**

TOLUCA LAKE - Great startup opp. or second office! (4) op comput. G.P. (2) ops eqt'd w new eqt. (2) add plumbed. Digital x-ray. Located in a free stand. duplex bldg. on a well known main thoroughfare. Cash/Ins/PPO/HMO pts. \$1K/mos cap ck. Collect approx \$10K/mos on (1) day/wk. Seller to concentrate on other office. **[SOLD]**

WEST SAN FERNANDO VALLEY PEDO/ORTHO - Comput. Pedo/Ortho office. On outer perimeter of a small prof bldg. w exposure/visibility. (3) op open bay & (1) op quiet room. Pano eqt'd. Digital x-rays. Cash/Ins/PPO. 30+ yrs of Goodwill. Annual Gross Collect. \$600K+. Seller retiring.

WOODLAND HILLS #4 - (9) op comput. G.P. (6) ops of newer eqt. (3) add. plumbed. Located on a main thoroughfare in a busy shop ctr. w excellent exposure, visibility & signage. Cash/Ins/PPO & HMO pts. Mos. Cap Ck approx. \$2K/mos. 2013 Projected Gross Collections \$370K p.t. **[PENDING]**

ORANGE COUNTY

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RIVERSIDE COUNTY

CORONA - Drop dead gorgeous, beautifully designed & appointed dental spa w all the special touches including: extensive art work, soft colors, french provincial waiting room furniture, free stand. waterfalls, plush carpeting, wood cabinets & flooring. There are (5) ops fully eqt'd w new eqt. In addition, there are two spa rooms, one set up for massage & the other for facials. The office is located in a two story 2,900 sq ft free stand. bldg. w exposure/visibility & signage. The bldg is also available for purchase. Digital x-rays, comput. & Pano eqt'd. Parking is convenient & free in the adjacent lot. Production of \$1.2M on a (4) day week. Owner/Doctor health compromised. **[NEW]**

SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

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.**

VENTURA COUNTY

EAST VENTURA COUNTY - (3) op comput. G.P. Located on a main thoroughfare w some visibility. Fee for Service pts. Pano eqt'd. Very low overhead. 2013 Projected Gross Collections \$500K. **[PENDING]**

OXNARD #7 - (5) op turnkey G.P. office located in a freestand bldg. on a main thoroughfare w some exposure, visibility & signage. (4) ops fully eqt'd. (2) ops are newer & (2) ops are older. (5th) op is plumbed. Very low lease rate. Hispanic area w many walk-ins. Sale includes all eqt, leaseholds, furniture, some instruments & rights to office lease. No pt charts. Reasonably priced for immediate sale. Priced less than build out costs.

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CENTRAL AND NORTHERN CALIFORNIA LISTINGS

BAKERSFIELD: General Dentistry Practice in growing area. 3,650 sq. ft. suite with 8 Ops, 7 equipped, 1 plumbed. Digital x-rays and intra-oral camera. \$453K Adj. Net on \$1.2MM of Collections. #CAM554

BAKERSFIELD & SMALL FARM COMMUNITY: 2 General Dentistry Practices 30 min. apart from each other, staff and doctor work both locations. Strong patient base in each practice. Room for growth. Rare opportunity. \$588K gross with \$278K combined adj. net. #CAM557

BISHOP: General Dentistry Practice & Building. 1,800 sq. ft. building. Collections over \$1MM in 2011 with \$387K adj. net inc. 5 Ops, 6 days of hygiene. 100% financing available for both practice and building. 29 years in same location, retiring dentist selling both practice and building below valuation price. #14390

CENTRAL COAST PEDODONTIC: Great location with over 800 new patients in 2012. Gross receipts over \$775K on 4 day work week. 4 Ops, fully equipped. Doctor moving out of area. #CAM546

CENTRAL COAST PROSTHODONTIC: Beautiful area near shopping. Over \$1.1MM in Gross Receipts in 2011. 4 Ops, a full in-house lab with IOS, mill, casting ovens, and ceramic ovens. #CAM535

CHICO: General Dental Practice. Well established practice in free-standing building has 1,800+ active patients with average of 15 new patients per month. 2012 Collections of \$1.4MM with 7-8 days of hygiene. Digital Cone Beam X-ray, Digital X-rays, Lasers, and Dentrix software. Buyer can purchase or lease building. Retiring Owner will consider an associate leading to purchase of practice. In Escrow. #14392

COALINGA: General Dentistry Practice: 3 Ops, 1,100 sq. ft., 1,000 active patients, remodeled in 2011. Owner completing Orthodontic

program in Texas while averaging 2 days/week in office. Owner will relocate permanently to Texas when the program is completed. Excellent opportunity for new dentist or an established dentist looking for a satellite office. #CA564

DANVILLE: Professionally designed office located in the affluent community. 5 fully equipped Ops with computers in each room. Digital x-ray, digital Pan., and central Nitrous Oxide/Oxygen. Seller relocating to a new building after 27 years of practice. Photos available upon request. In Escrow. #CA548

FREMONT: General Dentistry Practice. 10 Ops, digital x-ray, digital Pan in 3,050 sq. ft. 4,000+ active patients, PPO/HMO with 2012 Gross Receipts of \$1.2MM with Adj. Net of over \$300K. #CA553

GRASS VALLEY: General Dentistry Practice with Gross Receipts of \$491K with \$130K Adj. Net, 73% overhead. 1,555 sq. ft., 4 equipped Ops, 5 available. Laser, Intra-Oral Camera, Cerec, and Eaglesoft software. Owner retiring. In Escrow. #14379

GRASS VALLEY: General Dentistry Practice. 1,950 sq. ft. office condo available to purchase. 2012 Gross Receipts of \$443K on 3 days/wk. 6 Ops, 3 days hygiene, Dentrix software, Pano, Laser, Intra-oral Camera, long- time cash practice. In Escrow. #14372

GREATER SACRAMENTO: Associate to Owner Opportunity. 2012 Gross Receipts of \$879K. Well-appointed 1,400 sq. ft. office with 5 Ops, Intra-oral Cameras, Laser, Cerec, 4 days hygiene, Softdent software. Associate to work 2 days a week in 2013 & 2014 then purchase practice. Equipment about 5 years old. Owner to work back 2 days per week for 2 years after purchase. In Escrow #CA525

GREATER SACRAMENTO: General Dentistry Practice & Building. 2,316 sq. ft. with 6 Ops. EZ Dental, Pan, 8 days hyg./ week. \$900K average prod. last 3 years. Very nice office in a great location. #CA560

GREATER SACRAMENTO ORTHODONTIC: Like-new practice in 2,300 sq.

ft. office with extensive leasehold improvements and 6 chairs. 220 active patients in Phase I. Call for additional information. In Escrow. #CA551

HOLLISTER: FACILITY ONLY: Great shopping center location, 3 Ops and 2 more plumbed with cabinets. Adec chairs, units, and lights, Dexis, Easy Dental, and Pano in approx. 1,800 sq. ft. Owner relocating. #CA563

LINCOLN-ROSEVILLE: General Dentistry Practice with 2012 **SOLD** Receipts of \$787K and an Adj. Net Inc. of \$358K. Four Ops in a 1,268 sq. ft. office.

MILPITAS: General Dentistry Practice: This 1,440 sq. ft., professionally designed office is located on a major thoroughfare in the business district. 4 Ops with Intra-oral cameras and computers in each op. plus a Pano X-ray. Great upside potential for a young and energetic buyer. Owner retiring after 46 years. #CA562

NORTH OF SACRAMENTO: General Dentistry Practice. 2012 Gross Receipts of \$521K in well-designed, 1,650 sq. ft. office with 4 Ops. Low overhead of 52%, 4 days of hygiene, Easy Dental software. 1,600+ patients. Most Specialty work referred out. Owner retiring. #CA528

NORTH OF SACRAMENTO: General Dentistry Practice: Owner retiring. 2012 GR of \$515K on 32 hour week, 37 weeks per year. EZ Dental software, Pan., Fiber Optics. Newly remodeled with 4 equipped ops, 5 available. Approx. 1,500 active patients. 20 hours hyg. per week. Building available for purchase. #CA558

RIDGECREST: General Dentistry Practice and Dental Building. 4 Ops in 1,536 sq. ft. Owner has worked in same location for 32 years and is retiring. This small practice grossed \$175k in 2012. Pictures of the building are available upon request. Lots of potential. #CA523

SACRAMENTO: General Dentistry Practice. 2012 Gross Receipts of \$642K with low 54.2% overhead. 8 available Ops, with 7 equipped in 2,400 sq. ft. office/building, located in one of Sacramento's historic, well established neighborhoods. In Escrow. #CA549

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SALINAS: General Dentistry Practice with 4 Ops. in approx. 1,275 sq. ft. 2012 Gross Receipts of \$226K on reduced schedule. Refers out all Endo, Perio, OS, and Ortho. Great upside potential. Owner retiring after 34 years. In Escrow. #CA552

SAN RAMON: Great location, includes equipment, leaseholds, and furnishings only. 1,400 sq. ft. with 4 equipped Ops and 2 additional plumbed rooms. #CA511

SOQUEL: General Dentistry Practice. 1,100 sq. ft. in prof. building. Gross Receipts of \$338K on 2 days per week with aver. 10 new patients per mo. 3 Ops with Schick Digital X-ray and Dentrix. #CA550

TURLOCK: General Dentistry Practice. 2012 Gross Receipts over \$950K with only 54% overhead. \$444K Adj. Net inc. 8 days of hygiene, Intra-oral Camera, Pano, digital x-rays, and Dentrix software. Owner retiring. #CA506

WALNUT CREEK PROSTHODONTIC: 3 Ops, fully equipped, 2-desk laboratory, admin. office, and private office near a retirement community. Doctor retiring, 28 years in the same location. #CAM540

SOUTHERN CALIFORNIA LISTINGS

COASTAL ORANGE COUNTY - NEW LISTING: Retiring doctor spent \$500K in 4 new Ops of Pelton & Crane chairs and cabinetry in addition to the tenant improvements. Dentrix and Dexis, Digital Pan. Close to the ocean - dream location! Gross collections over \$600K in 2011 and \$500K in 2012. Practice #CAM566

COASTAL ORANGE COUNTY: High-end general dentistry practice. 2 year old 1,800 sq. ft. 4 Op office. High-end Pelton & Crane equipment, Kavo electric handpieces and implant Systems. Dentrix and Dexis. Implants are about 46% of business. 2011 Gross Receipts were \$1.2MM. In Escrow. #CA520

COASTAL ORANGE COUNTY: General Dentistry Practice in **gold** shopping center. 2012 Gross Receipts over \$690K. Modern,

beautifully appointed and fully equipped office w/ 4 Ops. #CAM529

COASTAL ORANGE COUNTY PERIODONTAL: Prof. Bldg. near freeway. 2011 Gross Receipts over \$400K. 5 Ops, fully equipped. Retiring doctor works 3 day wk w/ 4 days of hygiene. #CAM533

INDIAN WELLS: General Dentistry Practice in area for 3+ yrs. with strong emphasis in TMJ. 4,000 sq. ft. suite built 2 yrs. ago w/ 6 Ops, all new equipment and fixtures. 2011 Gross Receipts were over \$350K w/ 1 Dr. day per wk. CMT Pan/Ceph machine and lecture room. #CAM530

LANCASTER: General Dentistry Practice - This 4 op office is located on the second floor of an attractive Medical-Dental building. Gross Receipts of \$676K with \$174K adj. net. Dentist is retiring after 39 years. 4 days of hygiene. 2,360 sq. ft. w/ 4 Ops and room for more. 4 days of hygiene. Asking price has been lowered! #14376

MURRIETA: General Dentistry Practice - Tastefully decorated 1,300 sq. ft. suite with 4 Ops. Pan/Ceph and Easy Dental software. 2012 Gross Receipts over \$530K w/ \$213K adj. net. #CAM514

NEWPORT BEACH: General Dentistry Practice with 3 equipped Ops. High-end equipment less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrix software. 2012 Gross Receipts \$350K on 3 1/2 days/wk. Located near hospital in a desirable area. In Escrow. #CAM534

NEWPORT BEACH: General Dentistry Practice with 4 Ops near Newport Center/Fashion Island. Dentrix software, gross Collections of over \$265K with \$58K Adjusted Net. Seller refers out most specialty work, room to grow. #CAM559

NORTH SAN DIEGO COUNTY: General Dentistry Practice. Free-standing building in desirable area. 12 equipped Ops. CAP and PPO contracts. \$1.2MM in collections with \$405K adj. net. Large legacy practice with 35 yrs. goodwill. #CAM555

NORTH ORANGE COUNTY: Endodontic Practice with 5 equipped Ops and 3 Zeiss wall-mounted microscopes. Practice has been established for approximately 30 years and utilizes PBS Endo software. Gross Receipts of \$370K and an Adjusted Net of over \$172K on a 3 day week. #CAM561

ORANGE: General Dentistry Practice in professional building in central location near Anaheim Hills/Villa Park. 2012 Gross Receipts \$830K. 5 fully equipped ops. Retiring doctor has 47 years of goodwill. #CAM533

ORANGE COUNTY PERIODONTAL: Convenient first floor location. Near freeway, hospital and shopping. 2012 Gross Receipts of \$450K on a 4-day week. Practice has 5 Ops, fully equipped, and 1 add'l plumbed Op. Doctor moving out of state. #CAM536

SAN GABRIEL VALLEY: General Dentistry Practice. 2012 Gross Receipts over \$570K on 3 1/2 day week. 4 Ops with laser and digital radiography. In Escrow. #CAM541

SAN JUAN CAPISTRANO: General Dentistry Practice with 4 Ops, fully equipped with digital x-rays. Gross Receipts of \$650K in 2012. Doctor retiring after 28 years. In Escrow. #CAM539

SOUTH ORANGE COUNTY: General Dentistry Practice with 5 Ops, 4 fully equipped. EagleSoft, laser, digital x-rays, and an intra-oral camera. Most specialty work referred out. 2012 Adj. Net of \$324K on \$793K Collections. In Escrow. #CAM556

YORBA LINDA: General Dentistry Practice. Well-appointed office in prime location in family community. 5 Ops with 3 days of hygiene and 3 doctor days per week. Practice established for 28 yrs. #CAM531

OUTSIDE OF CALIFORNIA

HAWAII (Maui): General Dentistry Practice. Gross Receipts of \$636K. 4 Ops in 1,198 sq. ft. Pano, Laser, Intra-oral Camera, Fiber Optics, 2 1/2 days hygiene. Owner retiring. Don't miss this opportunity to live and work in paradise. #20101

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EAST VENTURA COUNTY (3) op comput. G.P. for sale. Located on a main thoroughfare w some visibility. Fee for Service pts. Pano eq't'd. Very low overhead. 2013 Projected Gross Collections \$500K. D&M Practice Sales 818.591.1401.

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A 33-month study of 43 patients with 121 recession sites treated using the Pinhole Surgical Technique was published in Oct., 2012, by The International Journal of Periodontics and Restorative Dentistry to international acclaim. Visit pinholesurgicaltechnique.com.

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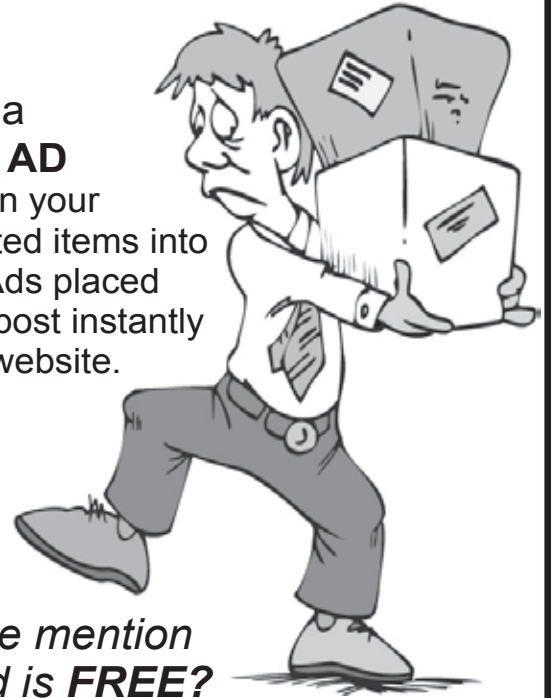
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GREATER SACRAMENTO: Orthodontic Practice – Like-new, 2,300 sq.ft. w/7 chairs & extensive improvements. Henry Schein PPT - Tom Wagner 916-812-3255, #CA551.

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HAWTHORNE (7) op comput G.P. for sale. Located in a free stand, single use bldg, on a main thoroughfare. Exposure/visibility & signage. Large parking lot. (6) ops fully eq't'd/7th op plmbd. Digital X-Rays. Cash/Ins/PPO pts. Many walk ins. Pano eq't'd. Pract started (7) mos ago & already collecting \$30K+/mos. Location has been a DDS office for 50+ years. D&M Practice Sales 818.591.1401.

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CENTRAL COAST Pedo Practice with 4 Ops. GR \$775K on 4-day wk. Great location. Over 800 new pts last yr. Henry Schein PPT - Tinh Tran 949-533-8308, #CAM546

Central Valley Perio practice. Call for details on this new listing! Integrity Practice Sales, Broker Bill Kimball, DDS (855) 337-4337.

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PELTON CRANE LIGHT Approximately 30 yrs old. Can email a pic. 714-375-0959.

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TIMOTHY GIROUX
DDS/BROKER

ASK THE BROKER

Valuable Advice for Doctors as the Year Comes to an End

As the fourth quarter approaches, we'd like to offer this valuable advice.

Many doctors take some time off during the holidays which results in the office being closed at year-end, possibly leaving some undeposited collections for several weeks until the new year. Other doctors prepay bills and may hold back several weeks' worth of revenue at their accountant's suggestion to facilitate in their yearly tax planning. If you are trying to sell your practice currently or are thinking of selling in the next year, I strongly suggest that you finish off the year strong and make **ALL of your deposits** so that they are posted by your bank in this calendar year.

The sales price of any practice is essentially determined from the previous year's tax return or Profit & Loss Statement. In the past, averages of a year or two may have been used to determine value, but in this declining economy, it's all about "what have you done for me lately"!!! Banks and buyers are only interested in what is happening *right now*. Even if you missed work due to illness, surgery or an accident, this economy has banks and buyers very wary of any practice with *declining revenues*, no matter what the reason.

"It's the economy" is the last excuse the bank wants to hear as the reason to why your practice revenues are declining. Not only will the bank decrease the amount of funds they are willing to loan, they will either require a *seller carry-back* or may not even agree to loan money unless the revenues have stabilized or start to increase again. Essentially, if the average practice multiple in your region is selling at 68% of gross receipts, the national average at this time, your practice will still sell at 68% of your current revenues. If your practice shows a decline of more than 15-20% of the usual revenues, the bank may have problems with normal financing. (NOTE: Practices in Cupertino, CA and Orange County, CA sell upwards of 100% but the issue applies in these areas as well)

***Do not confuse this information and assume
it is a bad time to sell your practice.***

The good news is: if you make your deposits this year and your practice has not declined more than 15-20%, it is actually a "seller's" market currently and 100% financing is the norm. The loan rates are at historic lows in the 5-6% range. If you have finally decided it is time to sell and transition into the next exciting phase of your life, finish strong and make the gross receipts on your last tax return look their best!!!

***Your timing could not be better!
Just let the numbers do the talking for you!***

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

Questions?

Contact Dr Giroux at wps@succeed.net or 800.641.4179



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Perio Practice: Well-established perio practice with 4 ops. New listing, please call for more information.

Central Coast Pediatric: New opportunity that won't last long! Beautiful well-established office with buyer's net (after loan) of over \$750,000. Call for details.

Bakersfield: A part time and long-term opportunity to work 2 days a week while leasing space from another dentist or incorporate the patients into your own practice. Estimated buyer's net \$50,000.

San Diego Coastal: High-end 3 chair dental practice one block from the beach in prestigious north county! Great drive by exposure from Hwy 1. Estimated buyer's net \$232,000 after

debt service from this practice currently collecting over \$100,000/month!

Lompoc: Mature and small practice with lots of opportunities for growth. 4 ops, Digital x-ray. 2012 Collections \$352k, Bargain priced at \$105,000!

Santa Maria: Small stand-alone building with a great practice. Excellent potential for growth!

Santa Barbara: 100% fee for service office with a buyer's net of \$206,000 (after loan).

San Luis Obispo County: Great practice and nice location in a quaint and quiet beach town. 2012 collections over \$800,000. Call for details.



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BAKERSFIELD #27 Great startup opp. or second office for sale! (4) op comput. G.P. (2) ops eq't'd. w new eqt. (2) add. plumbed. Cash/Ins/PPO/Denti-Cal pts. Open (1) yr. p.t. Collect \$6-8K/mos. Very low overhead. Pract. ready to be taken to the next step. Seller moving to be closer to family, but will assist w the transition. D&M Practice Sales 818.591.1401.

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Presentation Synopsis

The morning presentation relates the most fundamental and unchanging endodontic issues—pulp, dentin, root, and root canal anatomy—to principles of treatment, simplifying our choices among evolving procedural technologies.

A diagnostic regimen is shown that can definitively rule endo in or out, and if pain is of endo etiology, it can definitively discover which tooth is referring the pain. The use of cone beam CT imaging is shown as a diagnostic as well as a treatment planning tool, finishing with a logical plan that clinicians can use when considering whether to save the tooth with further treatment or to replace it with an implant fixture.

The afternoon presentation shows Dr. Buchanan's most current treatment methods, shown in HD through clear tooth replicas and during treatment of live patient cases. Procedures covered include guided-access cavities, rotary negotiation, shaping canals with one to three files, bug-jarring irrigation and 3D obturation accomplished in seconds.



About Our Speaker

L. Stephen Buchanan, DDS, FICD, FACD

Dr. Buchanan, is a diplomate of the American Board of Endodontics and an assistant clinical professor at the post-graduate endodontic programs at USC and UCLA. He maintains a private practice limited to endodontics and implant surgery in Santa Barbara, California and is the founder of Dental Education Laboratories, a hands-on training center serving general dentists and endodontists, upgrading their skills in new endodontic and implant technology.



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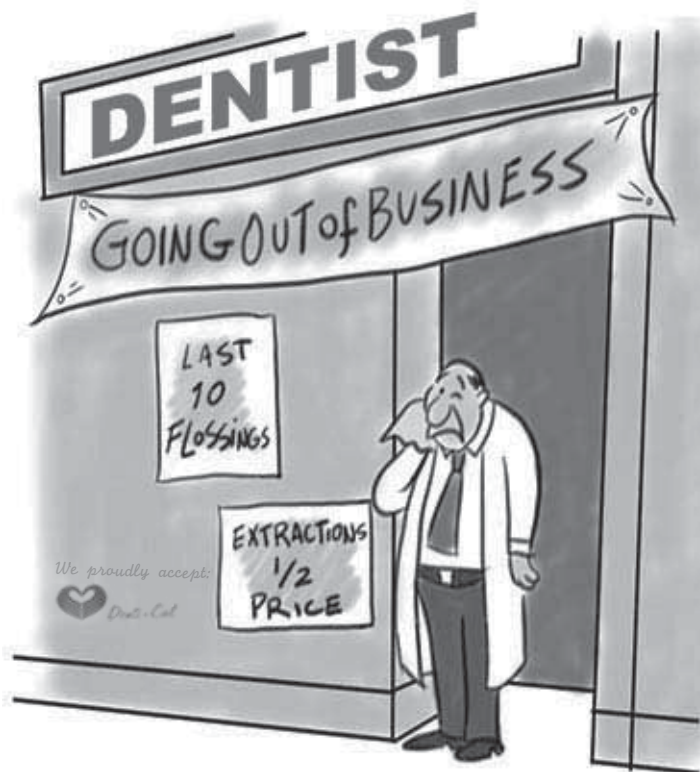
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This ad is for (check one): So. Calif. No. Calif. So. & No. Calif.

Reader Ad Rates:

20 words or less-***FREE**.....(\$1 per word, thereafter-65 words maximum) _____

All Bold Type: Add \$10.(add option: \$10) _____

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FREE Reader Ads offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc)
For Commercial Reader Ad Rates, (to promote a business) please use form below.

Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month

COMMERCIAL AD FORM FOR BUSINESSES

The Dental Trader

Buy, Sell or Trade all things Dental

Post Office Box 2631, Capistrano Beach, CA 92624

**Submit this form online at: www.dentaltrader.com,
mail w/check or Fax submissions
(accepted w/charge card payment only) to 949-498-1198**

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Bonus Feature Reader Ad Rates:

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All Bold Type.....(add option: \$10) _____

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Total # of words..(first 20 words \$20-add \$1 per word after first 20 words) _____

Total _____

Name: _____

Charge Card Billing Address: _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-mail _____

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Professional Practice Sales of The Great West

Specialists in the Sale and Appraisal of Dental Practices

If you want your practice "For Sale", we are not the firm for you.

If you want your practice "SOLD", contact us!

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

- 6052 BERKELEY** Trendy north side shopping area. Very strong foundation. 4-days of Hygiene. Beautiful hi tech office with great curb appeal. 2012 collected \$590,000. Lots of work referred out.
- 6050 MERCED** Phenomenal foundation to build upon. Native son retiring. On relaxed pace 2013 trending \$360,000 in collections. 2012 collected \$350,000 with Profits of \$205,000. Owner refers Endo, OS & Perio. 2012 did 130 Amalgams and only 60 composites. This is a "Goldmine Practice!" This IS NOT a Delta Premiere Practice. Merced has a bright future anchored by UC Merced and agriculture. Full price \$150,000.
- 6049 SAN FRANCISCO'S EAST BAY 2012 collected \$1.9 Million with Profits of \$1 Million. Collections thru 8/31/13 were \$1.49 Million.** Performance realized by One Dentist. Not close to realizing potential. Successor who tweaks practice where it needs to be tweaked shall create something special. Paperless & digital. Little competition with phenomenal upside. Enjoys very trendy location. **Full price \$1.2 Million.**
- 6048 SALINAS** Strong foundation. Great opportunity for two Dentists. 9.5 days of Hygiene per week. 6-Ops. 2012 collected \$1.1 Million. 2013 tracking \$1.2+ Million.
- 6047 STOCKTON** Located outside Brookside neighborhoods on West March Lane. 2012 collected \$500,000 with profits of \$198,000. 2013 trending \$535,000!
- 6046 PINOLE** Collects \$500,000. 4-days of Hygiene. Beautiful office. Refers Endo, OS, prosthetics & pedo. Great Office Manager.
- 6045 MANTECA/MODESTO AREA: RIPON** 3 Ops, 2 more wired & plumbed. \$180,000 invested here. 2012 collected \$327,000 on 3-days with 5-weeks off. Should be \$500,000+ performer.
- 6044 MODESTO** Best north side Coffee Road location. Attractive & contemporary 1,105 sq ft 3 suite. New computers and monitors in Ops, new X-ray, digital radiography. Collects \$380,000/year. 2 Hygiene days per week.
- 6043 WESTERN CONTRA COSTA COUNTY'S EL SOBRANTE** Highly visible location in stand-alone building on Appian Way. \$200,000/year practice on 3-day week. New Doc who improves signage, curb appeal and employs marketing shall see spike in performance. Building optional purchase. Full price \$75,000.
- 6041 PLEASANT HILL** Collected \$365,000 in 2012. Previous 3-years averaged collections of \$415,000 and Profits of \$180,000.
- 6040 SANTA ROSA** Beautiful 4-Op office. Paperless & digital. Collected \$480,000 in 2012. Should have done more! Prior year did \$625,000. Sale includes condo.
- 6008 MENDOCINO COAST'S FORT BRAGG** 2012 collected \$750,000. 2013 shall exceed \$800,000. 4-days of Hygiene. Digital radiography. Computers in Ops. Full price \$235,000.

Professional Practice Sales of The Great West



Ray and Edna Irving
(415) 899-8580 ~ (800) 422-2818
www.PPSsellsDDS.com

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

Thinking on selling your practice? Call "PPS of The Great West" today.
This shall be the best decision you make regarding this important change in your life!

"I listed with a competitor for 12 months. Had two people visit my practice. First weekend PPS had my listing, I had 3 people visit 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."

"It was a pleasure to work with PPS. I had to sell because of health complications. Mr. Irving listed my practice on Jan 1st, we closed escrow on Feb 27th. It took him less than 60 days to complete the sale as promised."

"When I decided to sell my ortho practice, I sought the services of a large company. Over the 12-month contract, I had one buyer visit. Word was out. It had a devastating effect on my bottom line. Fortunately, I found Ray and Edna Irving! When I finally sold, I choose between two good offers. My regret was the time and money lost with the other guys."

"When I signed the Listing on June 1st, Ray stated he would have the practice sold by Labor Day. The sale was concluded on Sept 1st, two days before Labor Day. Wow!"

"I will always remember your statement when I questioned your contract being only four months. You stated: 'If I can't sell your practice in that time, you should get someone else.' Well, you did with time to spare!"

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

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

PPS of The Great West's reputation is built upon grounded ethics and effectiveness. Our trademark "client services" include accurate assessments, impeccable marketing plans, complete transparency, generating quick responses, realizing multiple Offers, securing 100%+ financing in days, expert papering of our transactions and sound counsel. Everything is done to protect our Client and to effect a successful transfer. Our intent is simply to provide the best service imaginable for this very important engagement.



Aging Assets?

Save your investment.
We can make your dental chairs
and stools look brand new.

REPLACEMENT UPHOLSTERY



Superior
UPHOLSTERY

www.superiorupholstery.com
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