

# THE Dental Trader

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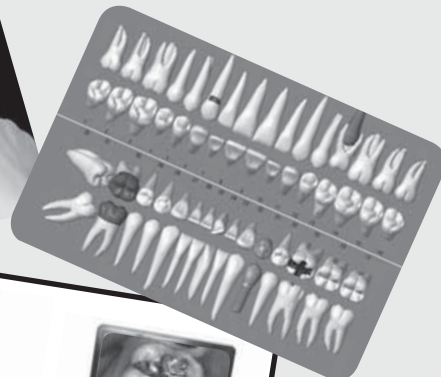
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**3.0 mag ttl loupes** Never used. Sac. \$350. Paid \$899 6 months ago. 8185187426.

**Belmont light** Less than a year old. White. Paid \$1250. Sac. \$650 8185187426.

**Legal Tip** Does it matter whether the sale closes this or next year? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

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### FRESNO COUNTY

**FRESNO** - (3) op computerized G.P. Cash/Ins/PPO pts. Annual Gross Collections \$250K - \$300K on 2 days/wk. Can do much more full time. Seller to concentrate on primary practice. **NEW**

### KERN COUNTY

**BAKERSFIELD #26** - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. Suite (#1) is 2,300 sq. ft. and is fully eq't'd with a (5) op G.P. turn-key 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 goodwill. **SOLD**

**BAKERSFIELD #28 - GENERAL PRACTICE, FREE STAND. BLDG. & APPROX. AN ACRE OF PRIME COMMERCIAL REAL ESTATE FOR SALE!** (2) op comput G.P., single use bldg. & approx. an acre of Prime Commercial Real Estate located on a main thoroughfare. Excell. exposure, visibility, signage & parking! Approx 30 years of Goodwill. 2013 Gross Collections approx \$100K very part time. Cash/Ins/PPO pts. Seller passed away suddenly. **NEW**

### LOS ANGELES COUNTY

**CALABASAS** - G.P. in a highly sought after, upscale shopping center location with exposure, visibility & signage. Mostly Fee for Service. Newer eqt & build out. (4) ops eq't'd, 5th op plumbed. Central nitrous. Digital x-rays & pano, Dentrix and Dexis. 30+ years of Goodwill. Annual Gross Collections \$500K+. **PENDING**

**HOLLYWOOD** - Super clean, (3) op computerized G.P. Only DDS in Medical bldg. Great starter or satellite office. Annual Gross Collections \$100K+ on a very p.t. schedule.

**LOS ANGELES** - Upscale, (4) op turnkey office for sale or long term lease. Just built out & equipped w new eqt. Located in a new health care centered shopping ctr. on a main thoroughfare. Excellent exposure, visibility, signage & parking. DDS office has dental exclusive in the center. Many built in referral sources. All preliminary work done. Just bring instruments & supplies, & build your upscale practice! **PENDING**

**SOUTH BAY** - (4) op computerized G.P. located in a prof. bldg with ample free parking. 2013 Gross Collect \$508K+ on a (4) day week. Seller does no advertising. Averaging (8) new pts/mos. Cash/Ins/PPO pt base. No HMO & No Denti-Cal. Digital x-rays. Dentrix & Dexis s/w. Nice equipment. **SOLD**

**VAN NUYS/SHERMAN OAKS - Bldg. & Practice** - (5) op comput. G.P. (4) ops eq't'd, (5th) op plumbed. Located in a free stand, single use bldg. on a main thoroughfare w excell. exposure, visibility & parking. 50+ years of Goodwill. 2013 Gross Collect \$425K+ on a (4) day week. Seller does no advertising. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller retiring. **PENDING**

**WEST SAN FERNANDO VALLEY** - (4) op comput G.P. Located in a smaller, well known, prof. bldg. on a main thoroughfare. Excell. signage & ample free off street parking in rear lot. Annual Gross Collect \$750K+ on a (4) day week. Cash/Ins/PPO pts. (10+) new pts/mos. Lower overhead office w excell. long term lease in place. Seasoned staff. **NEW**

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- Pre-Sale Planning

### RIVERSIDE COUNTY

**TEMECULA** - (6) op comput. G.P. located in a freestanding bldg. on a main thoroughfare. Excellent exposure, visibility, monument signage and parking. Cash/Ins/PPO patient base. (10+) new pts/mos. 2013 Gross Collect. approx. \$800K. Modern equipment. Central nitrous, digital x-rays and CEREC. (26) years of Goodwill. Seller retiring but will assist with transition. **NEW**

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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.**

### VENTURA COUNTY

**CAMARILLO** - (5) op comput G.P. located in a prof. bldg. with signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day week. Newer eqt. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller moving out of state. **PENDING**

**EAST VENTURA COUNTY #2 - Bldg. & Practice** - This is the one that you've been waiting for! (3) op computerized G.P. & single use bldg. 2013 Gross Collect \$560K+ & growing. Cash/Ins/PPO/HMO pts. Mos. Cap ck. \$2K+. Averaging (28) new pts/mos. Some newer eq't'd.

**SIMI VALLEY** - (4) op computerized G.P. (2) ops eq't'd and (2) additional plumbed. Turnkey office with some included charts. Digital X-Rays and Pano. Located in a Shopping Center with exposure/visibility and signage. Seller presently working one day/week. Seller has no time for this one, and is selling to concentrate on his main office. **PENDING**

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**CAMARILLO** (5) op comput G.P. for sale. Located in a prof. bldg. w signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day wk. Newer eqt. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO or Denti-Cal. Seller moving out of state. D&M Practice Sales 818.591.1401.

**WALNUT CREEK** Prosthodontic Practice. 3 Ops, full lab. 2013 GR \$399K, \$143 Adj. Net. HS PPT - Jim Engel 925-330-2207 #CAM540.

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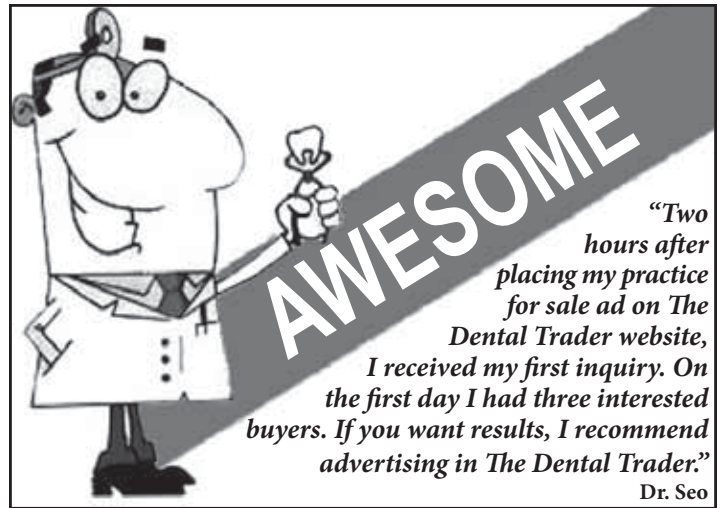
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**HAYWARD DENTAL PRACTICE FOR SALE** - Gross ~\$575K. GP 4 eq. ops. ~1,820 sq.ft. Mostly PPO. #HW888SL. **\*\*New Listing!\*\***

**HAYWARD DENTAL PRACTICE & REAL ESTATE FOR SALE** - Gross ~\$290K. Retiring general dentist looking to sell practice & real estate in a single story building at the corner. Good signage & excellent visibility from busy street. 3 eq. ops. ~1,200 sq. ft. #HW430K

**SAN JOSE PRACTICE & REAL ESTATE FOR SALE** - Professional suite is ~1200 sq.ft., 4 ops. 20+ yrs of goodwill. #SJRE202E

**MODESTO DENTAL PRACTICE FOR SALE** - 2013 Gross ~\$630K. Office is located in strip mall on busy street. Spacious office with 7 equipped operatories plus 1 additional plumbed and 5 x-rays. Close to major anchor stores. #MDT78F. **\*\*New Listing!\*\***

**MILPITAS DENTAL PRACTICE FOR SALE** - Busy retail. Lots of foot traffic. 4 eq. ops. + 2 plumbed. ~1,900 sq.ft. #MP1113HN

**WALNUT CREEK DENTAL PRACTICE FOR SALE** - Modern spacious office - 2,100 sq.ft., 4 ops. & room expansion for 7. Built-in Nitrous. Beautiful large salt water fish tank. Suitable for surgery, general dentistry or pediatric dentistry. #WC729VOR. **\*\*New Listing!\*\***

**OAKLAND DENTAL PRACTICE FOR SALE** - Retiring seller. LOW RENT. 2 eq. ops. ~850 sq.ft. Mostly Denti-cals. #OAK1213W

**OAKLAND STARTER PRACTICE FOR SALE** - Asking \$30K. 2 ops + 3 plumbed. ~1,932 sq. ft. in professional bldg. # H86OCC.

**FRESNO SUBLEASE & PATIENT CHARTS FOR SALE** - Patient Charts for sale & Sublease. ~1,300 sq.ft., 3 fully eq. ops.

**FRESNO DENTAL PRACTICE FOR SALE** - Excellent visibility from street. ~2,000 sf, 3 ops. Ample parking space. Close to Fwy 41.

**MURRIETA STARTER PRACTICE FOR SALE** - ~1,400 sq. ft., 2 eq. ops + 2 plumbed. Various profession/retail shops around.

**PALM DESERT DENTAL PRACTICE FOR SALE** - Seller wants to retire. 2013 Gross ~\$850K, mostly CASH/PPO, 10+ yrs goodwill, approximately 1,700 sq. ft., 4 eq. ops., high tech office, located at the corner in commercial building. Great visibility & ample parking.

**ARTESIA DENTAL PRACTICE & REAL ESTATE FOR SALE** - 2013 Gross ~\$850K. Mostly CASH/PPO. Spacious office ~3,580 sq.ft. in freestanding building w/ private parking lot. 6 ops. Busy street & excellent visibility. Building generates rental income from other units.

**COVINA STARTER DENTAL PRACTICE FOR SALE** - 3 ops. ~900+. Low rent. Close to Fwy 10. #CVN71T. **\*\*New Listing!\*\***

**DOWNEY DENTAL PRACTICE FOR SALE** - 3,400 sq.ft., 7 ops. Shopping ctr. Mostly insurance patients. Diverse population. DN411J.

**HAWAIIAN GARDENS DENTAL PRACTICE FOR SALE** - 2013 Gross ~\$275K. Shopping ctr. Busy streets. 4 ops, ~1,200 sf. #HG423KL.

**LOS ANGELES DENTAL PRACTICE FOR SALE** - 2013 Gross ~\$630K. 3 ops, 1,300 sq ft., diverse patient population. #LA414NMB.

**ROSEMEAD DENTAL PRACTICE FOR SALE** - 30+ yrs of goodwill. Seller is Retiring. 2 ops ~800 sq.ft. Low rent. #RM811HS.

**PARAMOUNT DENTAL PRACTICE FOR SALE** - Mostly Cash/PPO. ~1,200 sq. ft. 4 ops. Shopping center with major anchor.

**SAN GABRIEL STARTER PRACTICE FOR SALE** - 2 ops, ~1,000 sqft. Busy shopping center with anchorages. Low rent. #SG3614H.

**SOUTH GATE STARTER PRACTICE** - Busy streets. ~1,500 sq.ft, 4 ops + 1 plumbed. Excellent visibility. #SC720T2. **\*\*New Listing!\*\***

**SOUTH GATE STARTER PRACTICE** - Corner office on major streets. Newly renovated. 2 eq. ops + 6 plumbed ops. ~3,200 sqft.

**VALENCIA DENTAL PRACTICE & REAL ESTATE FOR SALE** - Gross ~\$570K. Mostly PPO/Cash. Spacious office ~ 2,200 with 6 ops. Medical bldg. built in 2007. Family practice including cosmetic, implant & orthodontics. Close to Freeway 5. #VRE8411O. **\*\*New Listing!\*\***

**WHITTER DENTAL PRACTICE FOR SALE** - 3 ops. ~1,000 sqft. Busy major intersection. Good signage & visibility. #W77CC2.

**MISSION VIEJO DENTAL PRACTICE & REAL ESTATE FOR SALE** - Gross ~\$530K. This beautiful spacious office is 2,703 with 3 eq. ops. + 2 add't plumbed. This is a must see! #MVRE982B. **\*\*Featured Listing!\*\***

**LAKE FOREST DENTAL PRACTICE FOR SALE** - 2013 Gross ~\$276K. Shopping ctr. ~1,700 sq. ft. with 3 eq ops + 2 add't plumbed ops.

**IRVINE STARTER PRACTICE FOR SALE** - Busy street. Shopping ctr with anchor stores. ~1,050 sqft, 3 ops. Near Fwy 5. #IR625S.

**OCEANSIDE DENTAL PRACTICE FOR SALE** - Located in strip mall, 4 ops, ~1,200 sq.ft., 10 years of goodwill, mostly CASH/PPO.

**LA JOLLA DENTAL PRACTICE FOR SALE** - Office gross ~\$350K, mostly PPO Patients, 2 fully equipped operatories, ~1,000 sq.ft.

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## Stop referring patients out for extractions.

The Extraction Academy specializes in continuing education workshops and lectures for General Dentists, Periodontists, Oral Implantologists, Oral Surgeons and Endodontists. Extraction Academy courses are designed around practical hands on lectures. Courses start with extraction basics and progress to advanced techniques.

This allows attendees to go back to their office and immediately implement the techniques learned from Extraction Academy lecture(s) and add more revenue to their practices.

## Advanced Extraction Techniques Lecture & Hands On Workshop - 20 CE Units\*

This advanced course combines an informative, in depth lecture with comprehensive hands on surgical experiences utilizing anatomical models as well as fresh frozen cadaver heads.

The course is designed to teach minimally traumatic tooth extractions, focusing on alveolar ridge preservation, biomaterials selection and placement, surgical and suturing techniques, pain management and patient aftercare.

Upon completion of the course, participants should have the skills to correctly plan and confidently perform various extraction techniques. This course is limited to 50 attendees.

**Course Fee:** \$3,500 — \*Course fee includes course instrument kits, course documents, online education and CE unit certification.

**Instructor:** Dr. Kianor Shah, DMD, FCII, FIADFE, MICOI

Dr. Shah is a Master of the International Congress of Oral Implantologists, Fellow of the International Academy for Dental Facial Esthetics, Fellow of the California Implant Institute, and a MBA Candidate. He enjoys part-time clinical practice focusing on extraction of thirds, implant placement, and restoration.

### Course Schedule Day 1:

8:00-8:30	Breakfast
8:30-12:00	Lecture: Course overview and history Oral anatomy Physics concepts Classifications
12:00-12:45	Lunch
12:45-3:00	Lecture: Case presentations Xray review Tips & tricks
3:00-3:15	Break
3:15-4:30	Hands On: Power Elevator Forceps Model work

### Course Schedule Day 2:

8:00-8:30	Breakfast
8:30-:30	Lecture: Video review and Q & A
10:0-12:00	Hands On: Live techniques / cadaver
12:00-12:45	Lunch
12:45-1:45	Lecture: Socket grafts & Suturing
1:45-3:00	Hands On: Socket grafts Suturing techniques
3:00-3:15	Break
3:15-4:30	Lecture: Case scenarios & decision making Pain management & aftercare

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Extraction**Academy**™

### 2014 Course Schedule

Oct. 25-26, 2014	Los Angeles, CA Four Seasons Hotel Westlake Village, California
Nov. 8-9, 2014	Chicago, IL Four Seasons Hotel Chicago
Nov. 22-23, 2014	New York, NY Four Seasons Hotel New York
Dec. 6-7, 2014	Miami, FL Four Seasons Hotel Miami
Dec. 13-14, 2014	San Diego, CA Four Seasons Hotel

### 2015 - Q1 Course Schedule

Jan. 17-18, 2015	Maui, HI Four Seasons Resort Maui at Wailea
Jan. 31-Feb. 1, 2015	Scottsdale, AZ Four Seasons Resort Scottsdale at Troon North
Feb. 21-22, 2015	Denver, CO Four Seasons Hotel Denver
Feb. 25-26, 2015	Chicago, IL Four Seasons Hotel Chicago
Mar. 14-15, 2015	Houston, TX Four Seasons Hotel Houston
Mar. 21-22, 2015	Las Vegas, NV Four Seasons Hotel Las Vegas



### Course Facilities and Accommodations

The Extraction Academy has partnered with the Four Seasons Resorts to host course events.

### Concierge Services

The Extraction Academy will coordinate travel arrangements for all of our out-of-area and international attendees. Concierge services include:

- Assisting our clients in obtaining US entry visas for the course
- Airport transfers
- Hotel reservations with the Four Seasons
- Coordination of local tours and sight seeing
- Golf and tee time reservations
- Special meals honoring dietary and religious requirements
- Arrangements for special cultural or religious needs
- VIP concierge services for shopping, spa appointments, dining and sightseeing

### Course Registration

The Extraction Academy requires a \$1,000.00 deposit to hold your registration when you register for a course. The Extraction Academy will charge the balance of the registration fee to your credit card when we send the 2nd confirmation, usually 4-5 weeks prior to the course date. Your deposit will be refunded if the Extraction Academy cancels the course for any reason or if you cancel at least four weeks prior to the course date. If you cancel within four weeks of the course date, the Extraction Academy will refund 70% of the registration fee and credit 30% toward a future course of your choice.

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8.14

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began his career in 1993 as a sales representative for Patterson Dental and quickly became one of Patterson's top producers. He brings an extensive knowledge of the business of dentistry and a thorough understanding of practice valuation as well as sales, merger and acquisition strategy.

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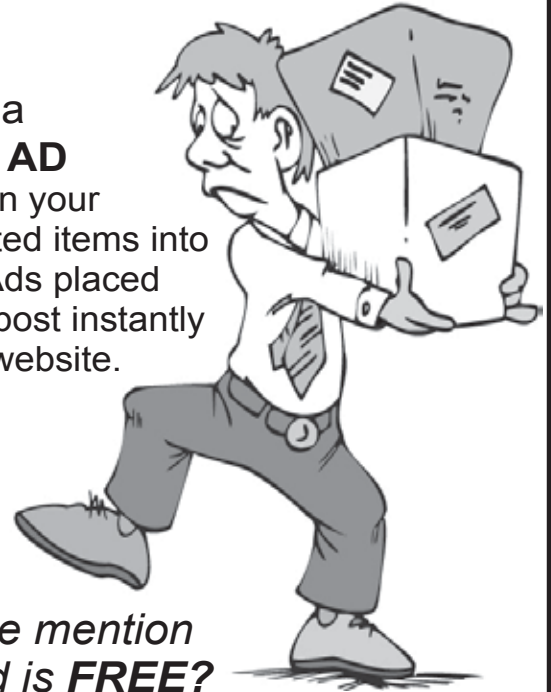
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### CENTRAL AND NORTHERN CALIFORNIA LISTINGS

**EASTERN SIERRAS:** General Dentistry Practice – 2013 GR \$463,806. Well-designed, 4 Op, 1,600+ sq. ft. office, low overhead practice, w/4+ days of hygiene. Seller refers out most OS, Perio, Endo, and all Ortho. Great opportunity in a nice community not saturated with dentists. Owner retiring. Practice #CA528.

**FOLSOM/EL DORADO HILLS: PRICE REDUCED** – Like-new office with 1,200 sq. ft. and 4 Ops. 2012 GR of \$405K. 2 1/2 days of hyg./wk. Practice utilizes Dentrix, Laser, Digital X-Rays and Intra-Oral cameras. Owner is selling to pursue other interests. Practice #CA103 – *In Escrow*

**FREMONT:** Great location in a major shopping center with 10 Ops. Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Owner is downsizing multiple practices. Practice #CA553 – *In Escrow*

**FRESNO:** General Dentistry. This 5 Op, 2,000 sq. ft. office is located in North Fresno. The practice was started by the owner in 1997. There are 5 days of hygiene with 23 new patients per month. 2013 GR of \$789,000. Equipment is approx. 5 years old. Owner is retiring. #CA171.

**GREATER LINCOLN/ROSEVILLE:** General Practice. 2,150 sq. ft. leased suite in shopping center. 3 equip. Ops (2 add'l plumb'd). Intra-Oral, Digital X-ray, Laser, Eaglesoft software. 2013 GR of \$528K. #CA165 – *In Escrow.*

**GREATER PITTSBURG AREA: PRICE REDUCED** by \$122,000 - General Dentistry Practice established 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. Practice #CA108 – *In Escrow.*

**GREATER ROSEVILLE/ROCKLIN/LINCOLN:** General Dentistry Practice. 2013 GR of \$350,671. Well-designed, tastefully decorated 1,887 sq. ft. office with 2 equipped Ops (3 additional plumbed). 3 day hygiene, equipment is approx.. 7 years old, Eaglesoft software. #CA154.

**GREATER SACRAMENTO: PRICE REDUCED** by \$50,000 – General Dentistry Practice and Condominium. 1,300 sq. ft. office in Professional Office building w/4 ops, Eaglesoft software, and Fiber Optics. 2013 GR \$679K+. Owner retiring. #CA138.

**GREATER SACRAMENTO:** General Dentistry Practice. 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.

**GREATER SACRAMENTO** – General Dentistry Practice: Well-established GP practice in 1,600 sq. ft. office with 5 equipped ops (1 additional plumbed). Eaglesoft software, E4D, Intra-Oral, and Pano. 9 days Hyg/week. 2012 fiscal year GR of \$888K+. Seller refers out most specialty services. Owner retiring. #CA156 – *In Escrow.*

**GREATER SACRAMENTO:** Orthodontic Practice – Like-new 2,300 sq. ft. **SOLD** with extensive leasehold improvements and 6 chairs. 220 active patients in phase 1. Practice #CA551.

**GREATER SACRAMENTO/ROSEVILLE:** General Dentistry Partnership Position: One of several partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral Camera, Digital X-rays (Dexis), digital Pan, electronic **SOLD** and excellent management team. Each partner has his/her own patients. Owner financing w/ acceptable down payment. Sale to new partner is subject to approval by current partners. Practice #CA126.

**NORTH OF SACRAMENTO:** General Dentistry 5 Op practice in 2,050 sq. ft. 2012 GR of \$1.2MM+ with overhead of only 54%. Dentrix, Intra-Oral Cameras, Digital X-rays, Imaging System, and Pano. Practice established at current location for over 15 years. Practice #CA106.

**NORTHERN CALIFORNIA:** Periodontal Partnership Opportunity: One of two partners is retiring from a very successful Perio Practice. Office leased with 1,500 sq. ft., 6 Ops, and Dentrix software. Has been in present location for many years. Owner financing with acceptable down payment. Sale to new partner is subject to approval by current partner. #CA168.

**NORTHERN CALIFORNIA:** Endodontic Practice: Well-established satellite endodontic practice with 3 ops (1 additional plumbed) in 1,200 sq. ft.. Two microscopes, Digital. 2013 GR \$319,865. #CA158.

**NORTHERN CALIFORNIA:** Periodontal Practice: 5 Ops. This nicely-appointed, well-designed office has equipment will work for right or left-handed provider. Opportunity for growth. Eaglesoft software. 2013 GR \$890K+. #CA153.

**PITTSBURG:** General Dentistry Practice: Well-established practice on city's busiest thoroughfare. 3 year avg. GT of \$236K w/60% overhead. 5 equip. ops in 1,400 sq. ft. with Panoramic, Fiber Optics. 12 new patients/month and very favorable rent. Avg. age of

equip. is 15 years. Owner is retiring. Practice #CA133.

**PLUMAS COUNTY: PRICE REDUCED** – General Dentistry Practice: 2013 GR of \$546,429 working 4 days, 37+ weeks/year in great retirement location – not saturated with dentists. 5 Ops available (4 equipped) in newly-remodeled office with Pan, Fiber Optics, EZ Dental software. 2.5 days hygiene per week. Great opportunity! Owner retiring. Practice #CA558.

**SACRAMENTO:** General/Specialty Practice: Stand-alone, leased office with two separate suites, GP and Specialty, approx. 4,000 sq. ft. combined, GP suite has 4 Ops, Specialty suite has 6 equipped ops with 3 additional plumbed. Paperless with Dentrix, Intra-Oral, Digital X-ray, and Pano. 2013 GR of \$1.3M+ with low overhead. #CA157.

**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.

**SANTA CRUZ COUNTY:** General Dentistry Practice 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 per month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dentrix Software. Seller is moving. Practice #CA550.

**SANTA MARIA:** This Central Coast beauty boasts 42 years in the community, 16 years at current location. 4 fully equipped 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.

**S. LAKE TAHOE:** General Dentistry Practice: This 1,450 sq. ft. office has 5 ops (1 add'l available), was started by owner in 1973. Average collections for the last 3 years have been \$773K. The practice has high visibility and parking. 15 new patients/month, 4 days hyg. Practice #CA134.

**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. Practice #CAM540.

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## SOUTHERN CALIFORNIA LISTINGS

**ANAHEIM:** General Dentistry Practice is perfect for a merger or satellite office. The seller is retiring and refers out most specialty procedures. This **SOLD** practice is nicely appointed and modern. 2012 GR of \$423K and an Adj. Net of \$140K. Practice established for 39 years, room to grow! Practice #CA101.

**BALDWIN PARK:** *NEW LISTING* General Dentistry Practice with 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. Practice #CA176

**BANNING:** *NEW LISTING* - General Dentistry Practice with 6 Ops in 1,873 sq. ft. Practice features digital x-rays, EagleSoft, and is paperless. 8 days of hygiene per week. 2013 GR of over \$1.5MM. Practice #CA

**BEVERLY HILLS:** This well-appointed General Dentistry Practice has a heavy emphasis on Perio and Implants. Practice features 3 Ops, Pano, and uses ComputerAge Software. 2013 GR of \$795K with \$371K Adj. Net on 4 days/week. This great West Side LA Location has been established since 1988. Practice #CA145.

**CHULA VISTA:** This General Dentistry Practice was started 50 years ago, seller acquired 35 years ago. 4 Ops, 3 1/2 days of hygiene, Dentrux Software. \$493K 2013 GR, seller is retiring. #CA109.

**COASTAL ORANGE COUNTY:** Retiring doctor spent \$500K in 4 new Ops of Pelton & Crane chairs and cabinetry in addition to the TIs. Dentrux and Dexis, Digital Pano. Close to the ocean - dream location! GR over \$600K in 2011 and \$500K in 2012. Practice #CAM566 - *IN ESCROW*.

**GREATER LOS ANGELES AREA:** *NEW LISTING* - Periodontal Practice with 5 Ops, Dentrux, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, long-time staff and 34 Years of Goodwill. Practice #CA173

**HUNTINGTON BEACH:** General Dentistry Practice has been established for 18 years. Spacious suite with 5 Ops, 3 Equipped in a great location near ocean. Practice #CA155.

**INDIAN WELLS:** This General Dentistry Practice has a strong emphasis in TMJ in a 4,000 sq. ft. suite. Built 2 years ago with 6 Ops, and all new equipment and fixtures. Practice was in the Palm Springs area for over 3 years and moved to nearby Indian Wells. 2011 GR were over \$350K on just 1 doctor day per week. Practice has a CMT Pan/Ceph machine and a lecture room in the suite. Practice #CAM530.

**LA MESA:** This 3 Op practice is located in 2,000 sq. ft. in a professional building. GR of \$396K in 2012 with \$155K in Adj. Net. Practice utilizes Dentrux, Laser, and Digital X-Rays. Practice #CA127.

**LONG BEACH:** General Dentistry Practice with 8 Ops, 6 equipped, in 3,100 SF. This is an associate-run practice with \$1.2M GR and 8 days of hygiene per week. Utilizes Dentrux and Digital x-rays with 3 sensors. Practice #CA152 - *IN ESCROW*

**MURRIETA:** *NEW LISTING* - General Dentistry Practice with 7 Ops, Schick Digital X-rays, CEREC, and Dentrux. 2013 GR of over \$1.4MM and over \$512K Adj. Net. Practice #CA163.

**NEWPORT BEACH:** *PRICE REDUCED* - General Dentistry Practice with 3 equipped Ops, high-end equipment is less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrux software. 2012 GR of \$350K on 3 1/2 days per week. Located near hospital in a desirable area. Practice #CAM534.

**NORTH ORANGE COUNTY:** Endodontic Practice with 5 Ops, fully equipped and 3 Zeiss ceiling-mounted microscopes. Practice has been established for over 30 years. GR of \$370K and Adj. Net of over \$172K on a 3 day work week. PBS Endo software. Practice #CAM561

**ORANGE:** Removable Prosthetic Dental Practice with 3 Ops, 2 Equipped, 1 plumbed, **SOLD** equipped. Practice is in a very busy retail center near mall and freeway. \$279K GR and \$125K Adj. Net in 2013. Practice #CA142.

**ORANGE COUNTY:** *NEW LISTING* - Oral Surgery Practice with 5 Ops in a professional building. Practice has been established for 8 years. 2013 GR of over \$1.4MM and \$875K Adj. Net. Practice #CA163.

**ORANGE COUNTY:** *NEW LISTING* - Periodontal Practice with 6 Ops, 5 Equipped. 2013 GR of \$479K with \$164K Adj. Net on a 4 day week. Great OC location near freeway, hospital, and shopping. #CA172

**ORANGE COUNTY:** General Dentistry Practice with 2013 GR of over \$900K, Adj. Net of \$393K. Practice has 4 Ops and is located in a retail center in a desirable area of Orange County near shopping. Practice #CA132

**REDLANDS:** General Dentistry Practice with 3 Ops has been established for 48 years. \$364K GR on 3 doctor days and 3 hygiene days per week. Practice #CA160.

**RIDGECREST:** General Dentistry Practice and Dental Building: This 4 Operator office is located in 1,536 SF office building. Owner has worked in same location for 32 years and is now retiring. This small practice grossed \$168K in 2012. Pictures of the building are available upon request. Practice #CA523.

**RIVERSIDE:** This General Dentistry/Implant Practice with 5 Ops has been established for 50 years and utilizes Dentrux, Digital Pano, and CT Scan. Dental equipment is 8 years old and has 20+ new patients/mo. Building also for sale. Practice #CA120 - *IN ESCROW*

**SAN BERNARDINO:** This General Dentistry Practice has 4 Ops, 30+ years goodwill, street sign, average GR \$265K the last 3 years, Dr. is retiring. Great office location with growth potential. Practice #CA150.

**SAN CLEMENTE:** *PRICE REDUCED* - This General Dentistry Practice with 3 Equipped Ops, 2 Add'l plumbed, has been established for approx. 10 years. Uses PracticeWorks, digital x-rays and Pano. 2013 GR of \$170K working 3 days/week, room to grow! Practice #CA129.

**SAN DIEGO:** *NEW LISTING* - This General Dentistry Practice with 3 Ops is in a retail center and has been established for over 6 years. Uses EasyDental and Digital X-rays with 3 sensors. GR of \$310K and \$120K in Adj. Net. Practice #CA

**SAN DIEGO:** General Dentistry Practice with 5 Ops, in a 1,200 sq. ft. suite. Practice utilizes EagleSoft, digital x-rays and has been established for 22 years. 2013 GR of \$295K. Practice #CA130.

**SAN DIEGO:** Retiring Dentist in a convenient, highly-desirable, central area of San Diego. 3-Op layout, with the dentist utilizing 2-ops. Small, quality driven FFS practice utilizing PracticeWorks. Ideal starter practice or an additional boutique practice location. Practice #CA161.

**SAN FERNANDO VALLEY:** General Dentistry Practice with 3 Ops, 2 Equipped, 1 add'l plumbed. Practice has been established over 30 years. Practice utilizes EagleSoft and Schick Digital X-rays. 2013 GR \$177K. Practice #CA159.

**SANTA ANA:** General Dentistry/Pedo/Ortho practice on a main street in Santa Ana. Practice has been established for over 20 years in a free-standing building. Practice is fully computerized, has Pano and Intra-oral camera. Gross receipts of \$424K with \$222K Adj. Net, Denti-Cal makes up approx. 35% of business. Practice #CA136.

**SOUTH COUNTY SAN DIEGO:** *NEW LISTING* - 3 Op General Practice office with modern equipment in a desirable location. Office is 1,100 sq. ft. with the building in a strip center. Practice utilizes Easy Dental, Digital X-Rays with 3 sensors. GR thru July '14, \$195K. Great office location with growth potential. Practice #CA175

**TEMECULA:** *NEW LISTING* - General Dentistry Practice with 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. \$794K GR and \$290K Adj. Net. Practice #CA174

**THOUSAND OAKS:** *FACILITY ONLY* - Move-in ready Thousand Oaks office with 4 Ops in 1,325 sq. ft. Office features a modern design, Dentrux with 4 computer workstations, equipped business office and sterilization area. Great start-up location, satellite office or Specialist location - 7 General Dentists in the building. Full inventory and photos available. Practice #CA137.

**VICTORVILLE:** *NEW LISTING* - General Dentistry Practice with 3 Ops plus 3 plumbed for expansion, 2,150 SF, SoftDent, 2013 GR of \$313K with \$147K Adj. Net, Established 34 years. Practice #CA149.

**WEST LOS ANGELES:** General Dentistry Practice with 4 equipped Ops, 1 add'l plumbed. Great LA location on the West side with GR of \$342K on just 2 doctor days per week. Room to grow! Practice #CA117. - *IN ESCROW*

**YORBALINDA:** General Dentistry Practice with 4 Equipped Ops, 1 Plumbed in a professional building. Practice is on a main street and has been established for 30+ years in this family community. 4 days of hygiene/week with EagleSoft, digital x-rays, and paperless. 2013 GR of \$914K and \$301K Adj. Net. Practice #CA146.

## OUTSIDE OF CALIFORNIA

**MAUI HAWAII:** General Dentistry Practice with 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. Practice #20101.

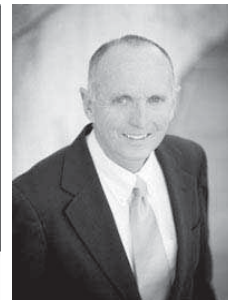
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# Premium Practice Listings

### Rancho Cucamonga #1067

Great location, 4 treatment rooms, drive and walk by exposure, Seller retiring, 2013 revenues \$388,076.

**Asking \$318,000**

### Coastal North San Diego #1069

Private fee-for-service dental practice, five plumbed treatment rooms, 4 fully equipped, seller retiring, 2013 revenues \$428,00, 2014 projected revenues \$441,456

**Asking \$345,000**

### #1077 Mid-Wilshire/ Wilshire Center

Fee-for-service, nine treatments rooms, digital x-ray, current fiscal years is projected at \$1,053,227, with a true net profit projected to be over \$400,000.

**Asking \$875,000**

### #1078 South Orange County

Seller retiring, four treatments rooms, 1,266 approx. sq. footage, 2013 revenues \$1,100,000, over 40% profit **Call for more details**

### Coastal Southern California #1062

**PEDIATRIC** dental practice and office condo for sale, seller retiring. 2013 revenues \$623,000.  
**Practice Listed at \$425,000**

### North San Diego #1075

Fee-for-service practice, doctor retiring, beautiful suite in professional building, upscale neighborhood, favorable lease in large well-appointed suite, 2013 revenues \$760,000

**Asking \$658,000**

### Coastal Orange County #1076

**Fee-for-service, PPO practice, digital office with implant surgical capability, store front location with busy walk and by 'drive' by exposure, 2013 revenues of \$316,000**

**Asking \$259,000**



Dr. & Mrs. Melvin Markham, and grandchildren



**EAST VENTURA COUNTY #2** BLDG. AND PRACT. FOR SALE. (3) op comput. G.P. & single use freestanding bldg. 2013 Gross Collect \$560K+ and growing. Cash/Ins/PPO/HMO pts. Mos Cap ck. \$2K+. Some newer eqt'd. Averaging (28) new pts/mos. D&M Practice Sales 818.591.1401.

**Southern San Luis Obispo County:** New Listing! 4 ops. 2013 Collections \$519K. Nicely appointed office. Call today! IntegrityPracticeSales.com. Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

**Legal Tip: Sellers** Can you advertise in the phonebook with your non-competition agreement? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**MODESTO** Owner works 2-days a week and realized Profits of \$210,000 in 2013. 2-days of Hygiene. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) or phone PPS of The Great West at 415-899-8580.

**Great Central Coast** Beach Community: 2013 Collections \$720K. 4 ops. Great retail location with easy parking. Established 32+ years. Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

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**6056 STOCKTON** 3-op practice Collected \$368,000 in 2013 with Profits of \$178,700. Near Sherwood and Weberstown Malls. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) or phone PPS of The Great West at 415-899-8580.

**NORTHERN CALIFORNIA** Periodontal Practice. 5 Ops with equipment for right or left-handed provider. Eaglesoft software. 2013 GR \$890K+. HSPPT - Thomas Wagner-916-812-3255 #CA153.

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**ARCATA** Long established, income generating practice! 656 sf w/ 2 ops \$215k (FG-309) WPS/800-641-4179.

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**REDDING** Pristine and attractive Practice is conveniently located! Office ~ 1,050 sf w/ 2 ops. \$215k (GN-258) WPS/800-641-4179.

**VACAVILLE** Practice enjoys west side location in older affluent section of town. Operates on 3-day week. Foundation is Hygiene Program. Strong Recall. 2013 collected \$565,000 with Profits of \$240,000+. Endo and OS referred. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) or phone PPS of The Great West at 415-899-8580.

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**NORTHERN CALIFORNIA** Endodontic Practice. 1,021 sq. ft. 4 equip. Ops, 1 add'l available. 2013 GR \$337K. HSPPT - Thomas Wagner-916-812-3255 #CA169.

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**DENTAL PRACTICE & REAL ESTATE FOR SALE IN ARTESIA** 2013 Gross ~\$850K. Mostly PPO/Cash. Spacious office equipped with 6 operatories located in freestanding building with private parking lot. Busy street & excellent visibility. Dental office space ~3,580 sq. ft. Total building ~7,100 sq. ft. Building generates rental income. Please call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or [practice@lcfinc.com](mailto:practice@lcfinc.com) | <http://lcfpracticesales.com>.

**Ready..Set..Practice!** Beautiful general dental practice in the financial district of Downtown L.A. Nets close to 45%. 5 ops, located in class A landmark building with old world charm. No capitation or Dentil-Cal. Gross is approx. \$600,000. Make it yours today for \$445,000. David Silkman, CPA, MST, Broker at 310-478-9200 x301 or [David@SilkRoadRealtyInc.com](mailto:David@SilkRoadRealtyInc.com).

**Sunnyvale** Practice For Sale: Average annual collections of \$350,000, five equipped ops with room for five more. Blocks from Apple headquarters provides for great potential growth. Contact Joe Hruban 530-746-8839 or [joe@omni-pg.com](mailto:joe@omni-pg.com) CalBre #01821307.

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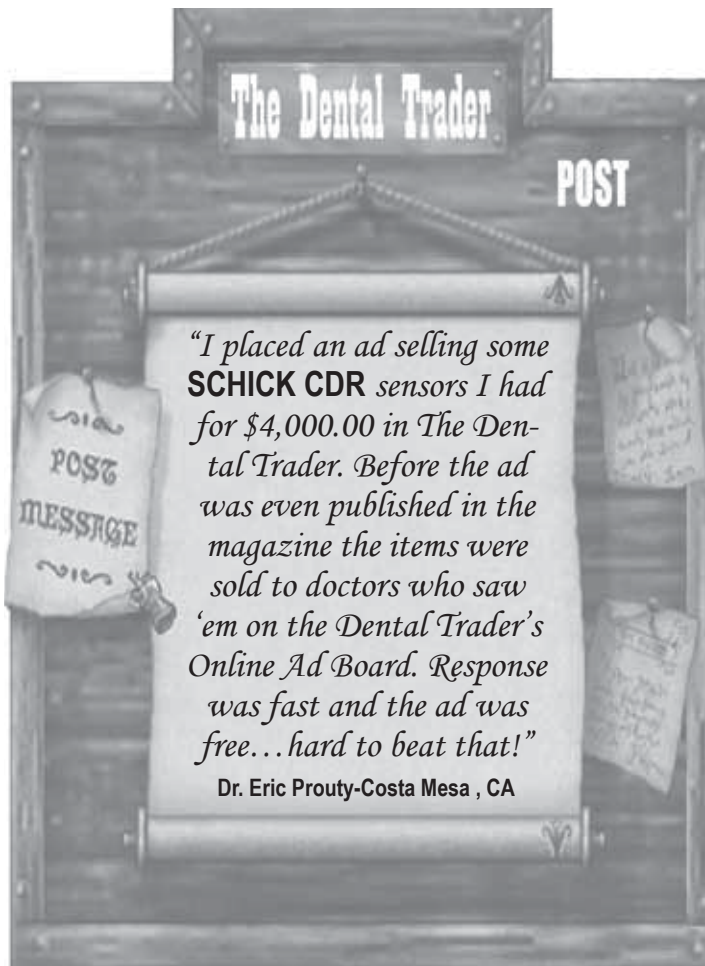
**TRACY** PPO/HMO, Family Oriented, 1,300 sf w/ 4 ops Over \$200k in collections in 2013 \$129k (IG-292) WPS/800-641-4179.

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**SUNNYVALE** Established 24 yrs. Seller retiring! 965 sf w/2 ops + 1 add'l \$75k (DN-310) WPS/800-641-4179.

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**FRESNO'S FIG GARDEN AREA** Located near Fig Garden Village Shopping Center. 3.5 days of Hygiene booked 6-months in advance. Office remodeled at cost of \$75,000. 4 Ops with computers. 2013 collected \$430,000. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) or phone PPS of The Great West at 415-899-8580.

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### BAY AREA

**AC-243 SF Facility:** Occupies entire 8<sup>th</sup> floor of beautiful Downtown SF Fin. Dist. Bldg 2500 sf w/ 7ops **\$150k**

**BN-183 HAYWARD:** *Kick it up a notch by increasing the 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**

**BN-315 MARTINEZ:** An absolutely amazing opportunity! ~ 1,550 sf w/ 4 ops + 1 add'l **\$450k**

**CC-170 SOLANO COUNTY:** Near Wine Country! 950 sf w/3 ops **\$225k**

**CC-307 SOLANO COUNTY:** 1/3 Interest in premier practice! 6,785 sf w/ 20 ops **\$1.035m**

**CN-189 RIO VISTA:** In the heart of the beautiful California Delta! 3 ops **\$275k**

**DC-274 SAN JOSE:** Fantastic Shopping Center location near 85. 1,050 sf w/ 4 ops **\$275k**

**DC-287 DUBLIN Facility Only:** Space Share Facility with OS. 2ops + 1 add'l, 1100 sf **\$125k**

**DC-308 ALAMEDA:** Great Starter Practice close to 880! 1,100 sf w/ 4 ops **\$125k**

**DG-116 SALINAS AREA:** Large, loyal, stable patient base! 1,400 sf w/5 ops. State-of-the-art Equipment **\$175k**

**DG-124 MILPITAS:** Highly visible. Desirable area. 960 sf w/ 2 ops + 1 add'l **\$130k**

**DG-232 SANTA CRUZ:** Large, well-established Medical/Dental Prof complex! 1,063 sf w/ 3 ops **\$330k**

### BAY AREA CONTINUED

**DN-310 SUNNYVALE:** Established 24 yrs. Seller retiring! 965 sf w/2 ops + 1 add'l **\$75k**

**DN-229 PLEASANTON Facility:** Move in Ready! Attractive tree-lined street, mature landscaping and curb appeal. High foot traffic. 975 sf w/ 2 ops **\$150k**

### NORTHERN CALIFORNIA

**EG-237 ROCKLIN:** State-of-the-art, top-of-the-line equipment. 1,000 sf w/ 2 ops. Plumbed for 2 add'l **REDUCED! \$230k**

**EG-283 ROSEVILLE:** Visibility & location are unsurpassed! 1,008 sf w/ 4 ops **\$228k**

**EN-313 SACRAMENTO Facility Only:** One of Sacramento's most vibrant and desirable areas! ~ 936 sf w/ 3 ops. **\$85k**

**FG-309 ARCATA:** Long established, income generating practice! 656 sf w/ 2 ops **\$215k**

**FN-181 NORTH COAST:** Well respected FFS GP. Stable patient base. 1,000 sf w/3 ops **\$150k (25% int. in bldg. avail.)**

**FN-299 FERNDALE:** Live and practice on the beautiful North Coast! 1,300 sf w/ 3 ops **\$225k (Real Estate: \$309k)**

**GN-201 CHICO:** Beautiful practice, major thoroughfare, stellar reputation! 1,400 sf w/ 4 ops +1 **\$425k**

**GN-244 OROVILLE:** Must See! Gorgeous, spacious 2,500 sf office w/5 ops! Collected \$450k+ in 2013. **\$315k**

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

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

**HG-298 REDDING FOOTHILLS:** Includes Cerec! 2,000 sf w/ 5 ops **Practice \$188k / Real Estate Also Available!**

**HN-213 NORTH EAST CA:** Close to the Oregon Border, this FFS practice is 2,200 sf w/ 3op +1 add'l **\$115k**

**HN-197 EAST LODI FOOTHILLS:** Two practices for one great price! Call today for details! **\$595k**



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**NORTHERN CALIFORNIA CONTINUED**

**HN-268 CALAVERAS COUNTY:** “Main Street” charm & picturesque views of Central Sierra Foothills. 2,000 sf w/4 ops + 2 add'l **\$250k**

**HN-280 NORTHEASTERN CA:** “Only Practice in Town” 900 sf w/ 2 ops **\$110k**

**HN-290 PLACERVILLE:** Embrace the lifestyle. Build your success story here! FFS. 1,400 sf w/ 4 ops, **\$210k**

**HN-317 SIERRA FOOTHILLS:** “50% Buy-in” Opportunity in a desirable Foothill community. ~ 2,400 sf w / 6 ops. **\$525k**

**CENTRAL VALLEY**

**IC-277 STOCKTON & TRACY:** 2 Quality FFS Practices **\$600k**

**IG-067 STOCKTON:** Fully computerized, paperless, digital. 5,000 sf w/10 ops **REDUCED! Now ONLY \$360k**

**IG-292 TRACY:** PPO/HMO, Family Oriented, 1,300 sf w/ 4 ops Over \$200k in collections in 2013 **\$129k**

**IN-193 MODESTO Facility:** Recently remodeled! High foot traffic! 2,300 sf w/6 ops **\$49k (unequipped)**

**IN-205 STOCKTON Facility:** Desirable professional corridor. Newly remodeled. 1,565 sf w/ 4 ops **\$169k equipped or \$69k w/o equipment**

**IG-247 ATWATER:** Stunning practice! Cash flows well and profits better than most! 1,090 sf w/ 3 ops. State of the Art & Top of the Line! **REDUCED! NOW ONLY \$495k**

**IN-297 MODESTO:** The beautiful practice is set in a pristine, contemporarily designed medical/professional center. Office ~ 1,980 sf w/ 4 ops. PR: **\$475k / RE : \$425k**

**JN-251 FRESNO:** Dedicated to delivering the highest quality of care! 1,565 sf w/ 4 ops **\$140k**

**JN-254 FRESNO:** “Retro-vintage-designed”. All this practice needs is you! 2,159 sf w/ 4 ops **\$140k**

**JN-259 FRESNO Facility:** **Newly Remodeled!** Low rent & overhead! Would cost much more to duplicate! 1,197 sf w/ 3 ops + 1 add'l. Seller Motivated! **\$45k**

**JG-261 TULARE CO:** Family-oriented. Desirable locale! Seller willing to stay for transition! 730 sf w/ 3 ops **\$325k**

**CENTRAL VALLEY CONTINUED**

**JN-295 VISALIA:** Practice & Real Estate 2,000 sf w/ 5 ops **PR: \$185k RE: \$300k**

**SPECIALTY PRACTICES**

**DC-246 PLEASANTON Pediatric:** Highly Motivated Seller! Pediatric Practice/Facility Only. 1700 sf w/ 4 ops. Plumbed for additional ops. **Practice \$325k or Facility only \$250k**

**I-7861 CENTRAL VALLEY Ortho:** 2,000 sf, open bay w/ 8 chairs. Fee-for-Service. **\$370k**

**I-9461 CENTRAL VALLEY Ortho:** 1,650 sf w/5 chairs/bays & plumbed for 2 add'l **\$180k**

**EN-203 SACRAMENTO Oral Surgery:** Highly efficient office. 3,000 sf w/ 4 ops **ONLY \$235k**

**GN-284 CHICO Ortho:** Warm, caring and well established! 900 sf w/ 2 ops + 1 add'l. **\$75k**

**BC-230 CENTRAL CONTRA COSTA Perio:** Loyal patients @ 2 locations! **\$650k**

**EG-225 SACRAMENTO Ortho:** Well-maintained, single-story Medical/Dental complex. 1,200 sf w/ 4 chairs **\$95k**

**DG-264 SAN JOSE Ortho:** \$300-400k in build-outs alone! 1800 sf w/ 5 chairs. **ONLY \$270k**

**GN-304 NORTHERN SACRAMENTO Pedo:** Well established, highly esteemed. ~ 1,800 sf w/ 4 ops **\$595k**

**DN-293 LIVERMORE Perio:** Specialty of Periodontics, Dental Implantology and Oral Medicine. ~2,200 sf w/ 5ops + 1 add'l. **PR: \$650k RE: TBD**

**AC-325 SAN FRANCISCO Endo:** Associate + Buy-In Opportunity in warm and caring environment. **Call for details!**

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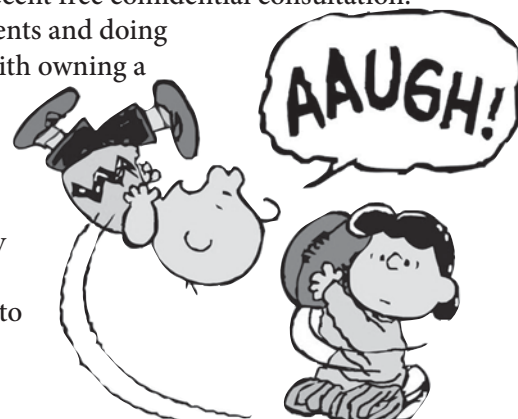
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# CASE STUDY

"I did not go to dental school to manage whining staff, fix toilets, have the insurance companies reduce my reimbursements or the health department fine me for not having stickers on a \$#@!% bottle of water! I went to dental school to fix teeth and make beautiful smiles!" exclaimed a dentist in a recent free confidential consultation.

The dentist had owned his practice for over 25 years. He loved his patients and doing dentistry, but was just tired of all of the other dirty laundry that comes with owning a practice. He had envisioned being a superhero like Superman in the comic books when dreaming of becoming a dentist as a youth, but was feeling more like Charlie Brown, getting picked on by everyone and repeatedly having the football pulled out before he could kick it.

His wife could see it in his eyes. He was at his wits end. It was adversely affecting his production as well, losing 20% in the past two years. He wanted to continue to work and was not yet ready to sell, but he was tired, burned out and feeling beaten. I offered him a solution. His eyes lit up! started sug-dirty ing the in the chest puffed out. He heading towards the phone booth again! What was the solution? I gested that we sell his practice to a buyer that would take over all of the tasks he hated – managing staff, battling insurance companies, ensuring bottles have their proper labels AND allow him to work solely back office.



**Fast Forward 18 months** – Doctor's practice was sold to a buyer that allowed him to work back on his schedule. The buyer's insurance reimbursements were 15% higher than his previous reimbursements. He no longer manages staff, fixes toilets or labels bottles. Not only that, he's making more money now than when he owned the practice and the practice production is going up with new marketing in place. **Superman is back!** The result of a free 20 minute confidential consultation. That's what we do, provide honest, trustworthy solutions so you can become the superhero dentist you always wanted to be.

"Omni sold 3 practices for me, helped me find an associate & a partner. I wholeheartedly recommend them to anyone seeking a transition".

Dr. Brady Frank

## Listings:

**Santa Clara Practice For Sale** - Busy GP Hybrid Practice with - Ortho - Prosth specialists in the practice 1-3 days each week. Average annual collections over \$950,000, six ops, great street visibility on busy street. Contact Joe Hruban 530-746-8839 or joe@omni-pg.com CalBre #01821307.

**Sunnyvale Practice For Sale** - Average annual collections of \$350,000, five equipped ops with room for five more. Blocks from Apple headquarters provides for great potential growth. Contact Joe Hruban 530-746-8839 or joe@omni-pg.com CalBre #01821307.

**SW Oregon** - General Dental Practice on the border of CA and OR. Annual collections of \$600,000. Building also for sale.

**Medford, OR** - Partnership available for sale in high producing practice. Current collections of \$2.5 million. Nine Operatories in high tech general dental practice.

**Olympic Peninsula, WA** - \$400,000 annual collections, four operatories, small town with only two dentists. Good patient to dentist ratio.



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**Luis Kong, DDS** (San Francisco, CA)- Thank you Dr. Chester Jeng of Law Offices of Jeng and Associates. Your prompt attention to my concerns is something I am so thankful for. Definitely, you are the "go to" attorney for me. Call Jeng & Associates 714-858-0536.

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# The Northern California Academy of General Dentistry Presents

## The Oral-Systemic Connection

Speaker: Maria Emanuel Ryan, D.D.S, PhD



Saturday, October 25th, 2014  
Hotel Kabuki  
1625 Post Street, San Francisco

### About the Speaker

Dr. Maria Emanuel Ryan, a Distinguished Alumnus of Stony Brook School of Dental Medicine, is Professor and Chair of the Department of Oral Biology and Pathology at the School of Dental Medicine and a member of the Medical Staff at University Hospital at Stony Brook Medicine. Previously, she served as the Associate Dean for Strategic Planning and External Affairs and as the Director of Clinical Research. Dr. Ryan received her specialty training in periodontics at the University of Connecticut Health Center, and her PhD in Oral Biology and Pathology at Stony Brook. She is actively involved in teaching, practice and research. Dr. Ryan currently serves on several scientific, dental and medical advisory boards.

**Course Description:** The era of periodontal medicine has been introduced to both medical and dental communities as well as the general population. This presentation will summarize the evidence relating periodontal disease to several systemic diseases including diabetes mellitus, atherosclerotic heart disease and stroke, respiratory infections and adverse pregnancy outcomes. Special emphasis will be placed on the management of the diabetic patient. Treatment strategies that can positively

impact the periodontal condition in patients with these conditions and potentially improve on systemic health will be discussed based on published studies and case presentations. Special considerations in the dental management of these higher risk patients will be emphasized. The potential impact of peri-implantitis on overall health will also be discussed.

### Learning Objectives

- Understand the epidemiologic and clinical evidence supporting the connections between the adverse effects of periodontitis and systemic disease.
- Understand the biological mechanisms thought to contribute to the bi-directional link between certain diseases and periodontitis.
- To consider how to individualize therapy based on the patient's systemic condition
- Understand the need for dentists and physicians to collaborate for the optimal management of people with or at risk for certain systemic disorders.

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## ASK THE BROKER

**I am 13 years into my career and need to do a remodel on my practice. What factors should I consider to get a maximum return on my investment as I am starting to also plan for retirement?**

I was recently published in a national dental journal addressing this issue. If you have eight or more years to practice, I believe it is always a good idea to invest in your practice. Of course, various equipment and leaseholds have different lifespans, but since we spend a huge portion of our lives at work, we deserve to work in an environment which we enjoy. A good environment with ergonomic equipment can help us enjoy working more years with greater satisfaction. Update your basic equipment and leaseholds on a routine basis. Substantial investments such as a Cerec machine or a 3D cone beam unit should only be purchased if it increases your return on investment. \*It should be utilized enough to offset the expense. Don't assume that it will expand your practice. Be sure you have the patient base to support your investment. This is not like the famous line in the movie that states "if you build it, they will come!"

Generally speaking, if you only have five to ten years remaining in your practice, simple and inexpensive leasehold upgrades are definitely worth the investment. However, high-end equipment expenditures will generally not return the investment through an increased sales price of your practice. Practice value is typically based predominantly on your collections or net profit. Upgraded equipment and leasehold improvements may only increase the practice sales price nominally. With three or more remaining years, the one item I would encourage any dentist to invest in is Digital X-rays. Most recent graduates have never even seen an x-ray processor!

However, my crystal ball for the future tells me that once the baby-boomers start to retire, you might need an updated office with newer equipment in order for it to be competitive with the other practices on the market. Having said that, practices which are collecting less than \$400K to \$500K might be better merger opportunities as the average debt loan of a recent graduate is approaching \$400K. Those smaller practice owners may need to position themselves with shorter term leases to be able to move their patients into another office. Therefore, equipment and leasehold expenditures would definitely not be warranted. When you are five years out from your planned retirement, speak with your advisors to determine whether your best exit strategy is keeping your practice in its current location or leaving the opportunity open for a buyer to purchase your patient charts and merge them into another practice.

In summary, capital expenditure decisions are dependent on: 1) the time remaining before you retire, 2) the possible return on investment for new technology, and 3) the size of your practice and likely model for your specific transition requirements.

**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](mailto:wps@succeed.net) or 800.641.4179**

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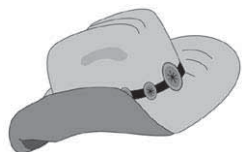
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# MARK THE DATE

## SEPTEMBER 2014

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 www.PPSellsDDS.com

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
	<b>1</b> LABOR DAY	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>	<b>11</b>	<b>12</b>	<b>13</b>
<b>14</b>	<b>15</b>	<b>16</b>	<b>17</b>	<b>18</b>	<b>19</b>	<b>20</b>
<b>21</b>	<b>22</b>	<b>23</b>	<b>24</b>	<b>25</b>	<b>26</b>	<b>27</b>
<b>28</b>	<b>29</b>	<b>30</b>				

**CDA CONVENTION-SAN FRANCISCO**

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August

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October

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31						

SEPTEMBER 4-6 SEPTEMBER 4-6 SEPTEMBER 4-6 SEPTEMBER 4-6 SEPTEMBER 4-6

### SEPT. 1: LABOR DAY

### SEPT. 4-6: CDA DENTAL CONVENTION

**Porcelain ovens** and other dental lab equipment for sale, cheap! Call me at 805-482-4046 and I will send you pictures.

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**PG-1000** Digital Pano for sale including computer with aptyrx license. fully working, nice image. call 909 913 9513 email mbpateldds@yahoo.com.

**2 New Adec Chairs** 511 and the Decade. Not using and collecting dust. Call 858-925-3056. \$10K/OBO.

**VISALIA** Practice & Real Estate 2,000 sf w/ 5 ops PR: \$185k RE: \$300k (JN-295) WPS/800-641-4179.

**Associate Dentist** needed with option to buy. Located in upscale neighborhood in North East Fresno. Fax resume to 559-433-3327.

**Fresno general** dental office for sale: Dentrix, digital x-ray, 3 ops, Fig Garden area. Contact at toothysmile@yahoo.com.

**SANTA MARIA** General Practice – 1,500 sq. ft., 4 Ops. 2013 GR \$523K. HS PPT - Jim Engel 925-330-2207 #CA164.



**Overstock of supplies** from practice acquisition. Carbocaine 3% CookeWaite exp 10/15 only \$27/case. Have 10 to sell. alexmoradzadeh@gmail.com.

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**CHANGE OF ADDRESS FORM**



**OLD ADDRESS**

Dentist's Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

**NEW ADDRESS**

Dentist's Name \_\_\_\_\_

Calif. Dental License # \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Authorizing signature \_\_\_\_\_

**PLEASE MAIL TO:**  
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**GP dentist wanted** Located in Visalia, CA. We take HMOS, PPOs, and FFS. Please email us at visaliadental@yahoo.com.

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**Submit this form online at: [www.dentaltrader.com](http://www.dentaltrader.com) or Fax: 949-498-1198  
We do not accept anonymously submitted ads**

Type or print ad copy clearly: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed  Visa/MC

American Exp.  Discover

Card # \_\_\_\_\_

3 Digit Security Code (on back of card)  
\_\_\_\_\_

Exp. Date \_\_\_\_\_

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) \_\_\_\_\_

All Bold Type with Bold Border: Add \$15. ....(add option: \$15) \_\_\_\_\_

Black Box with Bold White Lettering: Add \$20. ....(add option: \$20) \_\_\_\_\_

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

**Total** \_\_\_\_\_

Advertiser's Name \_\_\_\_\_

Charge Card Billing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Authorizing signature \_\_\_\_\_

**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

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

Type or print ad copy clearly: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed  Visa/MC

American Exp.  Discover

Card# \_\_\_\_\_

3 Digit Security Code (on back of card)  
\_\_\_\_\_

Exp. Date \_\_\_\_\_

This ad is for:  So. Calif.  No. Calif.  So. & No. Calif.

#### Bonus Feature Reader Ad Rates:

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

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

All Bold Type with Bold Border.....(add option: \$15) \_\_\_\_\_

Black Box with Bold White Lettering.....(add option: \$20) \_\_\_\_\_

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 \_\_\_\_\_

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**Erwin Yeh, DDS**

*“After two years of looking, I have my practice. I investigated opportunities through private sellers and other firms. The practices I investigated through PPS were the most transparent in their presentation and the due diligence information mirrored their offering packages. I did not find this to be the case with other practices. Even though Ray represented the seller, he made sure I had all the information needed to make my decision. I am pleased with my purchase and enjoy a very busy practice.”*

**Gagan Kohli, DDS**

*“Ray, you were keen to match me with the “right” practice. You discouraged me from a practice you had for sale in San Jose because you felt it didn’t fit me. While other brokers were force-feeding practices on me, you searched for the appropriate one. When this practice came on the market, you contacted me stating you had my practice. You were absolutely right! Even though I have practiced for 27 years, I have never enjoyed it as much as I do now.”*

**Joel Boriskin, DDS**

*“Ray Irving is a professional. He goes above and beyond to make sure both buyer and seller are a good match. I dealt with other brokers in a previous purchase. None showed the care and concern Ray offers. Because of Ray’s diligence, I have a practice that is rewarding and successful.”*

**Frank di Bari, DDS**

*“I purchased a \$1 Million/year practice through PPS several years ago. I found Ray honest in all of the dealings. His presentation was accurate. This was important as other agents misrepresented the practices they were selling. Further, they did not consider if a buyer was appropriate as they simply wanted to close the deal. Ray was interested in the right fit from the start. He conducted the transaction in an efficient manner that was beneficial to all parties. I am very pleased with the practice I acquired from PPS of The Great West and Ray.”*

**Lakshmy Sudeep, DDS**



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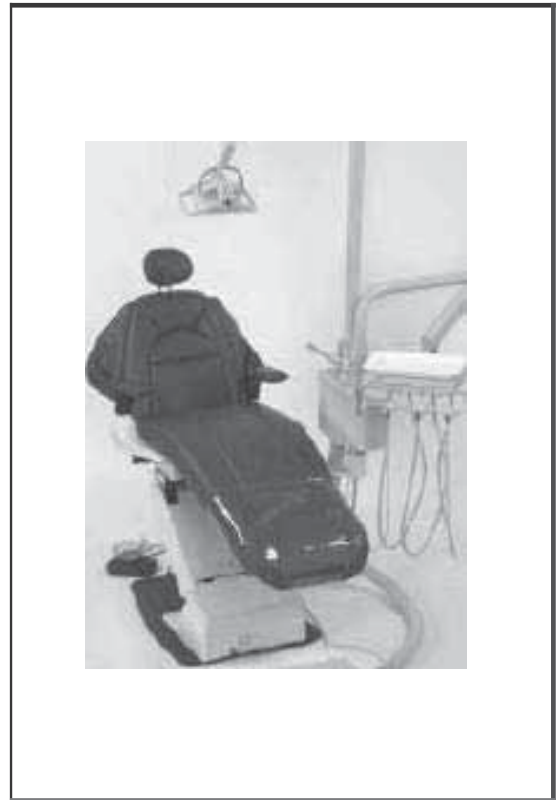


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