



DECEMBER 2013

ADS Florida BuyLine

OPPORTUNITIES FOR DENTAL PRACTICE BUYERS & ASSOCIATES



Budget: Plan it. Practice it.



2014: Live your vision



Q&A: Who is ADS?

ADS Florida *Congratulates*

Thomas J Ballesteros, DMD
to Clermont Dental Group
Clermont

David Greenberg, DMD
to Bradley Woodham, DMD
Fort Myers

Gy Yatros, DMD
to Mariano de la Riva, DDS
Holmes Beach

Arnold Cukier, DDS
to Jamie Wymann, DDS
Plantation

Lyle Hotchkiss, DDS
to Matthew L. Davis, DDS
Sanibel Island



PLAN FOR NOW, PLAN FOR LATER Put it into practice

The can has once again been kicked down the road on the national budget and debt ceiling. After sixteen days of government shut-down, the various factions in the House and Senate cobbled together a plan to fund the government until January 15, 2014. Standard & Poor's estimated that the 16 days of uncertainty took \$24 billion out of the US Economy and reduced fourth-quarter GDP by 20% - from 3% to 2.4%. This has professional and personal consequences; both immediately and in the future, so as the end of the year approaches, it's important to plan for 2014.

Practice Budgeting

If you are not looking at your practice's budget annually to find better ways to manage your overhead, practice efficiency and increase your top line, you are doing yourself a disservice. Every (successful) major company continually looks at costs, and attempts to find ways to manage those costs without stressing the "system" in such a way that it compromises its ultimate benefits. One of the selling points of the "large corporate dental" practices is their ability to be fiscally efficient. Set yourself up for success and find ways to be similarly efficient in your own practice.

Practice Efficiency

The math adds up: A single hygiene appointment, after paying the hygienist, can cost upwards of \$23,000 (or even more) in net profit each year (\$30,000 in net collections). That dollar amount would make a pretty decent retirement plan contribution. It's also a nice reserve fund in leaner times: If the economy hits another rough patch, the compressor or Panorex fails, or you suddenly need to replace a digital x-ray sensor.

Personal Budget

Speaking of reserve funds, it's always prudent to have some personal reserves at home, not just at the office. Dedicating time to look at a realistic (if not conservative) expected income for the upcoming year and then budgeting based on historical and anticipated expenses can help bring comfort to the ebbs and flows of daily production/collection. It also allows for planning for important goals like time off and vacation, which is vital to keeping the batteries charged and the passion for everyday work strong.

Annual planning is a vital component of both professional practice and personal lifestyle. If you haven't done this before or are looking for resources, reach out to your accountant or financial advisor. Let us know and we can also point you in the right direction - call us anytime.

Here's to a strong end of the year!



YOUR FUTURE STARTS NOW!

Ownership awaits



As a new year approaches, we often take time to reflect on the different aspects of our lives to date. Dentists may not only look at how far they have come in their dental careers, but also contemplate where they want to direct their practice lives to go from here. For those dentists who may be practicing as employees in corporate dentistry, or as associates in someone else's practice, this may be the ideal time to look at the positive changes, both short and long term, that transitioning yourself into your own practice can make for you and your dental career.

Live your vision

Most dentists enter dental school with a certain vision of what they expect to achieve from their career, and what their "practice life" would look like. You envisioned yourself as a "doctor" that provided

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treatment and care to people, your patients. This vision was centered on patients and care. Over the last decade, we have seen a continual increase in the number of practices providing reduced fee dentistry resulting in a decrease in the overall percentage of practices providing fee for service dentistry. This is in great part attributed to the influx of corporate practices. These practices can serve as a great place for many newer dentists

to rapidly gain clinical experience and pave the way to becoming a private practice owner.

Meanwhile, practices that have been long established as fee for service continue to perform exceptionally well, and provide a service that is coveted not only by older patients accustomed to the personalized care this type of practice typically offers, but also by the ever increasing baby boomer population who are seeking exceptional "customer service" and are willing and able to pay for it.

Seize the opportunity for ownership

As the older, non-corporate dentists move toward retirement, an exceptional opportunity becomes available to younger dentists who are now ready to own their own practice, and transform their

practice lives. These longer established, fee for service practices can provide the young dentist with benefits and a practice life that can't be matched in most corporate/reduced fee environments. A fee for service practice will allow you and your staff the opportunity to take the time to offer personalized care to your patients, which in turn can become a tremendous practice builder. There is probably no internal marketing strategy more effective in generating high treatment acceptance and new patient referrals.

Equally relevant is that the cash flow associated with this type of practice affords you the opportunity to take the necessary time to work "on" the practice, not just "in" the practice. Taking time to continually improve practice management skills as well as clinical skills is a vital component to long term practice success that is often lacking in the corporate/reduced fee environment. Simply, the time needed to produce enough dentistry to provide adequate collections in reduced fee dentistry doesn't allow time for much else, often leading to eventual practice decline and burn out.

2014: The right time for so many reasons

This may be one of the best times to consider transitioning into practice ownership. We are observing an increase in older dentists with established, productive practices opting for retirement. Since these practices are not being replaced with similar, new, fee-for-service practices, their availability will most probably diminish with time. Additionally, interest rates being offered for practice acquisition loans remain near historical lows, but there are signs that there will be upward pressure on these rates soon. Tax laws still provide significant incentive for practice ownership, allowing you to "take home" more of your hard-earned money.

When you purchase a practice, equity is continually built from that day forward, with many new owners eliminating practice acquisition debt within ten years. The cash flow of a productive practice will allow you to establish retirement savings, where you can contribute amounts significantly greater than your colleagues working as employees. 2014 can be the year to live the future you envisioned in dental school. Talk to your local ADS Florida representative about how to determine the best type of practice for you, and how realize your professional goals for practice ownership.

General and Specialty Practice Purchase Opportunities

CENTRAL FLORIDA

Contact: Paul Rang, DMD, JD

		Gross	Buyer Net*
Clermont	5+2 ops FFS/PPO Dig X-Ray RE avail	SOLD	
Cocoa - Rockledge	4 ops FFS/PPO	\$625K	\$286K
Port Orange	6 ops FFS Dig X-Ray + Pano RE avail	UNDER CONTRACT	
Daytona/Ormond Bch	3 ops FFS/PPO Dig X-Ray + Dig Pano	\$589K	\$231K
Gainesville area	5 ops FFS Dig X-Ray + Pano RE avail	\$688K	\$188K
Ocala	4 ops FFS/PPO Dig X-Ray + Dig Pano	\$400K	\$105K
Orlando	3 ops FFS Pano	\$525K	\$170K
Orlando	3+1 ops FFS/PPO	\$450K	\$98K
Orlando	4 ops FFS/PPO	\$506K	\$120K
Orlando	6 ops FFS Laser	\$1M	\$225K
Orlando - Dr. Phillips	4+4 ops FFS/PPO	\$1.1M	\$561K
North Orlando	3 ops FFS Pano RE Avail	\$549K	\$192K
North Orlando	4 ops FFS/PPO Pano Dig X-Ray	\$420K	\$106K
Winter Park	5 ops FFS Pano	\$595K	\$164K
Winter Park	4 ops FFS Cerec	SOLD	

Specialty Practices

Central FL	Endo 2 locations w/ 3 ops	\$505K	\$193K
Central FL	Pedo 5 ops, Pano, Dig X-Ray RE avail	UNDER CONTRACT	

Practice Ready Facilities

Ormond Beach	2,000 sf condo, 5 ops, specialty prac	Ask \$307K
Orlando - Lake Mary	2,000 sf condo, 2+3 ops w/ equip	LEASE OR BUY

WEST FLORIDA

Contact: Greg Auerbach, MBA

		Gross	Buyer Net*
Anna Maria Island	5 ops FFS Dig X-Ray, Cerec & Laser	SOLD	
Bradenton	3 ops FFS Shopping Center	Ask \$100K	
Bradenton	3 ops (large) PPO/FFS RE Avail	Ask \$115K	
Clearwater	6 ops FFS/PPO Strong Practice	\$775K	\$205K
New Port Richey	11 ops FFS/PPO	\$1.9M	\$654K
Punta Gorda	4 ops FFE RE Avail	\$500K	\$189K
Punta Gorda	4 ops FFS	\$579K	\$158K
Punta Gorda	4 ops FFS RE Avail	\$1M	\$367K
Tampa (Northeast)	5 ops FFS/PPO/Cap Paperless upgraded	UNDER CONTRACT	
Venice	3 ops 2,000 sf FFS Digital Xray	\$525K	\$150K

Practice for Merger

Sarasota	FFS Patients C&B - Staff Avail	\$300K	—
Tampa	FFS/PPO C&B Dale Mabry/North 275	\$285K	—

Specialty Practices

Punta Gorda/Port Charlotte	Orthodontic	\$350K	\$50K
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NORTH FLORIDA

Contact: Paul Rang, DMD, JD

		Gross	Buyer Net*
Panama City	5 ops FFS Pano, RE Avail	\$756K	\$292K
Pensacola	3 ops FFS/PPO Dig X-Ray, Pano, RE Avail	UNDER CONTRACT	

Specialty Practices

NE Florida	Pediatric: 7ops, RE Avail	\$1.25M	\$486K
NE Florida	Ortho 5+1 ops, 3 days/wk, RE Avail		
NW Florida	Endo 3 ops Dig X-Ray microscopes, RE Avail	\$694K	\$385K
NW Florida	Endo 3 ops Dig X-Ray microscope RE Avail	\$706K	\$424K
NW Florida	Perio 5 ops FFS/PPO Dig X-Ray	Ask \$475K	

SOUTHWEST FLORIDA

Contact: Greg Auerbach, MBA or Philip LoGrippe, DMD

		Gross	Buyer Net*
Fort Myers	5 ops FFS Paperless RE Avail	UNDER CONTRACT	
Punta Gorda	4 ops FFE RE avail	\$500K	\$189K
Punta Gorda	4 ops FFS	\$579K	\$158K
Punta Gorda	4 ops FFS RE avail	\$1M	\$367K
Sanibel Island	2 ops, Expandable, FFS, 3 days/wk	SOLD	

Specialty Practices

Punta Gorda/Port Charlotte	Orthodontic	\$350K	\$50K
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SOUTHEAST FLORIDA

Contact: Stuart M. Auerbach, DDS

		Gross	Buyer Net*
Boca Raton	6 ops FFS/PPO Dig X-Ray	\$800K	\$271K
Coral Springs	5 ops FFS/PPO Dig X-Ray and Dig Pan	Ask \$130K	
Fit. Lauderdale	3 ops FFS/PPO paperless/adult practice	\$730K	\$233K
Miami Gardens	3 ops PPO/HMO	\$490K	\$130K
Parkland	5 ops FFS/PPO satellite ofc 1.5 days/wk	Ask \$225K	
Pembroke Pines	3+1 ops FFS/PPO Dig X-Ray 3 days/wk	\$375K	\$124K
Pembroke Pines	6 ops FFS/PPO w/1,800 sf condo	Ask \$600K	
Plantation	4 ops FFS w/condo	SOLD	

Specialty Practices

Miami	Orthodontic, 2 ops busy shopping ctr	Ask \$65K
Miami Shores	Orthodontic, 1,700 sf condo, dig pan/ceph	Ask \$385K
W. Broward County	Oral Surgery, dental alveolar/implant	FOR SALE
W. Broward County	Perio, 5+1 ops, 2,500 sf condo	Ask \$550K
W. Broward County	Perio, 6 ops w/CT scan, all digital, condo	\$1M \$375K

Practice Ready Facilities

Port St. Lucie	2+2 ops Dig X-Ray 1250 sf, Pelton Crane	Ask \$200K
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*Buyer net includes the debt service on 100% financing of the asking price



For the most recently updated listings, visit listings.ADSflorida.com

Q. What is ADS Florida, LLC's relationship with ADS?



A. ADS is an alliance of independent dental practice brokers and management consultants that formed as American Dental Sales in 1995. It is a national association of highly qualified, experienced and trusted independent brokers and consultants. Each member operates their own business, covering a portion of the country. Find out more at ADStransitions.com. ADS Florida, LLC is the Florida representative. Our local specialists own and operate the company.

What Our Clients Say

"ADS Florida and Dr. Paul Rang provided me an excellent experience in purchasing a practice. All practice information and documents were provided in a timely manner. The closing was seamless and Dr. Rang was there the entire journey to make everything become a smooth practice transition."

— R. Kent Howell, DMD

Meet the ADS Florida Team



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| Avoid pitfalls and achieve success in dental practice transitions

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