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Exclusive Florida Broker for American Dental Sales
Exclusive Transitions Specialist for the Pride Institute

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Visit us on the web at:
professionaltransitions.com
or dentalsales.com

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Updated Listings

Professional Transitions
would like to

Congratulate

Steven Holmes, DDS &
Anthony Sclar, DMD to
Arun Garg, DDS
Aventura

Jay Shartzter, DMS to
Jose Venegas, DDS
Bonita Springs

Ulises Guzman, DDS to
Mauricio Malo, DDS
Cooper City

Rodolfo Putzeys, DDS to
Elio D'Amico, DDS
Fort Myers

Estate of
Rudolph Gossman, Jr., DMD
to Regina Saenz, DDS
Homestead

Ray Ball, DDS to
Alan Avriett, DMD
Orlando

Joseph Diaz, DDS to
Blake Thompson, DMD
Sun City Center

Death & Disability

We have all been told that the only things certain in life are death and taxes. What if you found out there was a third?

In the dental practice, there, in fact, is a third possibility – disability. Too often, as consultants and brokers, we are called to facilitate the transfer of a dental practice under less than happy or ideal circumstances. Further, these circumstances dictate the necessity for prompt action and quick decisions.

Most dentists, we find, have not carefully planned for the unexpected circumstances of death or disability and are either faced with or leave estates with the responsibility of dealing with a dental practice. Many of the issues can be addressed in advance, if we think of it like a patient re-care or preventative program. The dentist can have a plan in place so that in the event of sudden death or permanent disability, the disposition of the practice will be automatically handled by professionals.

The critical period for the sale of the practice, especially in the case of death, is usually 30-45 days. A sale of the practice in this time frame will result in the estate recovering the highest value for the practice as goodwill and patient retention will be high. Typically, during this period, the surviving spouse or estate representative is often involved with other family issues and grieving. While others may become involved with trying to help the estate with respect to the practice, most of them are normally not familiar with or well versed in practice valuation or sales. After that initial period of time, the practice overhead continues to add up as the practice still employs staff and owes rent just to preserve the practice.

Pre-planning, however, can provide an immediate resource to the spouse, family and estate. A professional practice broker can assist by having a plan in place. This plan provides for determination of the Fair Market Value of the practice in conjunction with a marketing strategy and plan for the practice sale. The broker can qualify prospective purchasers and obtain financing for the transaction. The broker can

also coordinate negotiations between the respective attorneys by providing appropriate purchase agreements and other necessary documents while also assisting both the estate and purchaser with lists of items that need to be completed.

Professional Transitions, Inc. as a professional practice broker and consultant firm has developed a program for dentists to assist in planning for this circumstance. Included in the program is the valuation of the practice which is updated annually. We familiarize you and your spouse or representative with the program and Professional Transitions, Inc. We can also familiarize your staff with our services. This service can make a transition after a life altering family event smoother for all involved.

Please contact us at (800) 262-4119, or visit www.professionaltransitions.com/disabilityprogram to find out more about the program and schedule your consultation.

Speakers Available For Your Meetings

*Learn the latest in transition
and exit strategies.*



Call Professional Transitions
800.262.4119

Faux Retirement?

Many dentists experience a “Faux Retirement” period, caused by burnout, stress, chaos, and/or personal issues. Interestingly, once the problem has been eliminated or resolved, a “New Energy” is experienced, and the dentist is “re-enthused” about practicing. One of the most common examples of this is the transition of a practice, bringing on an associate or partner with a buy-sell expectation. Once the pressure is off the selling dentist, he or she begins to enjoy dentistry again and delays, often to the chagrin of the buyer, the sale.

The exit stage should be defined by one or more of the following:

1. **The acknowledgement of a physical or mental impairment**
2. **The financial ability to retire – real financial freedom**
3. **The desire and excitement to pursue new and other interests**
4. **The willingness to walk away from the practice, the patients and the professional relationships that have developed**
5. **The real distaste or dislike of the practice of dentistry**

Unless dentists have reached the point of financial security and embraced the real desire to retire to do something else, there is a good chance they will find a void in their life and the desire or need to return to practice.



Very often we encounter dentists who have an unrealistic value of their practice. It does not matter how much you think your practice is worth, its actual value is only determined after it has been purchased, whereby the buyer and you have agreed upon the price. If your asking price is too high, it will not sell, if your asking price is too low, you will not receive your due compensation for your business. To accurately value a dental practice you should engage an expert who performs dental practice appraisals. The dental practice marketplace is different from any other profession and has many facets that are completely unlike any other business. Market values of dental practices “rules of thumb” may not apply

to your particular practice. It would be the same as if you were told that somebody has a toothache and without seeing that person you would decide that she had an abscess. It may or may not be an accurate diagnosis and would not be definitive until you had examined the patient. The same goes for appraisals, your practice has to be carefully analyzed by a knowledgeable professional.

Another extremely important issue when considering the sale of your practice is the tax consequence of your sale. Proper allocation of the purchase price can save many thousands of dollars. A professional practice broker can work with the allocations, while a competent accountant who has dental practice experience should be consulted to assure that unreasonable tax liabilities or consequences are not present. If you are considering the sale or transition of your practice, we recommend that you plan for that transition as far in advance as possible. A practice evaluation appointment can assist you in planning for a successful transition. Professional Transitions, Inc. can assist you in determining the value of your practice.



Delta Equity Services Corporation

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Securities Offered Through Delta Equity Services Corporation

579 Main St.
Bolton, MA 01740

To Schedule a meeting to discuss your needs or for additional information call Douglass Friend, Senior Financial Consultant or email Dfriend@Deltaequity.com

Be sure to visit our website www.DeltaEquity.com

Unlock Your Future

General and Specialty Practice Purchase Opportunities

Southeast Florida

Contact: **Stuart M. Auerbach, DDS**

		Gross	Net
Cooper City	4 ops FFS/PPO		SOLD
Hialeah	6 ops FFS/PPO Pan	\$586K	\$163K
Miami	4 ops FFS/PPO/HMO 3.5d/wk	\$360K	\$141K
Miami	4 ops FFS/PPO	\$540K	\$140K
North Miami	5+2 ops FFS Building Avail.	Ask \$125K	
Plantation	5 ops FFS C&B		PENDING
South Miami	4 ops Pan. (Nice Startup)	Ask \$150K	
South Miami	5+1 ops FFS/PPO RE Avail.	\$1.1M	\$325K
Sunrise	7 ops FFS/PPO + Condo	\$825K	\$242K

Specialty Practices

Delray Beach	Pedo 7+1 ops		PENDING
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Practices Ready Facilities

Boca Raton	5+1 ops Ortho/Pedo	Ask \$125K	
Miami	2+2 ops equipped	Ask \$127K	
Miami Beach	2+1 ops equip Dig. X-Ray	Ask \$150K	
Pembroke Pines	4 ops equipped - Specialist Only	Ask \$170K	
Plantation	Condo 1750 sq ft	Ask \$335K	

Southwest Florida

Contact: **Hy Smith, MBA or Greg Auerbach, MBA**

		Gross	Net
Ft. Myers	7 ops FFS 1/2 Days		SOLD
Ft. Myers	3+4 ops FFS 3 Days/Week	\$450K	\$115K
Ft. Myers	5 ops equip facility only	Ask \$75K	
Ft. Myers area	4 ops FFS Pan. RE Avail	\$640K	\$191K
Naples-South	3 ops 950SF Paperless		PENDING
Naples area	3 ops FFS		SOLD
Punta Gorda	4 ops FFS/PPO	\$716K	\$215K

Specialty Practices

Naples	Oral Surgery	\$450K	
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North Florida

Contact: **Paul Rang, DMD, JD**

		Gross	Net
Jacksonville	7 ops Pano FFS/PPO/HMO	\$650K	
Ponte Vedra/Jax	6 ops FFS/PPO Pano.		SOLD
Tallahassee	4 ops FFS/PPO RE Avail	\$450K	\$200K

West Florida

Contact: **Greg Auerbach, MBA or Paul Rang, DMD, JD**

		Gross	Net
Avon Park	4+2 ops FFS RE Avail	\$561K	\$160K
Bradenton	5 ops FFS RE Avail		PENDING
Brandon	3 ops FFS Pano. Dig. X-Ray	\$444K	\$125K
Crystal River	8 ops FFS Pano. RE Avail	\$1.1M	\$315K
Englewood	5 ops FFS Pano. RE Avail	\$500K	\$105K
Tampa Area	4 ops FFS		SOLD

Specialty Practices

Tampa	Prosthodontics FFS 2 Days/Week		SOLD
Tampa	Ortho - Associate/Buy-In		
Tampa Area	Oral Surgery - 5 ops RE Avail	\$2.7M	\$1.75M

Central Florida

Contact: **Paul Rang, DMD, JD**

		Gross	Net
Clermont	4 ops FFS		PENDING
Cocoa	6 ops FFS Pano. RE Avail	\$1.1M	\$378K
Cocoa	5 ops FFS Pano. RE Avail		PENDING
Crystal River	8 ops FFS Pano. RE Avail	\$1.1M	\$315K
Daytona Beach	4 ops FFS RE Avail	\$480K	\$170K
Gainesville	4 ops FFS/PPO Pano.	\$254K	\$101K
Gainesville	4 ops FFS/PPO Pano.	\$1.1M	\$328K
New Smyrna Bch.	5 ops FFS RE Avail		PENDING
Ocala	4+4 ops FFS 2 Days/Week		PENDING
Orlando	3+1 ops FFS/PPO Pan. D. X-Ray	\$650K	\$185K
Orlando	4 ops FFS		SOLD
Orlando	4 ops FFS/PPO	\$573K	\$145K
Winter Haven	5 ops FFS/PPO/HMO	\$728K	\$258K

Specialty Practices

Orlando	Endo		PENDING
Orlando	Orthodontics 3 Days/Week	\$577K	\$177K
Treasure Coast	Prosthodontics	\$635K	\$225K

Buyer Projected Net Income Assumes 100% Financing

We currently have buyers and associates looking for the following opportunities:

GENERAL DENTISTRY

Broward, Collier, Dade, Hillsborough, Manatee, Orange, Sarasota

PEDODONTIST

Broward, Dade, Palm Beach

ORTHODONTIST

Broward, Collier, Dade, Lee, Manatee, Sarasota

PERIODONTIST

Broward, Palm Beach



Contact us for a FREE informational CD and book on buying or selling your practice.

Call Toll Free (800) 262-4119

Exclusive Florida Broker for American Dental Sales

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