Henry Schein Professional Practice Transitions partners with Dental Tribune America

Henry Schein Professional Practice Transitions (HSPPT) is proud to announce its partnership with Dental Tribune America by providing valuable and timely articles on practice purchases and sales. Planning and preparation are vital to every dentist's successful career transition, and ongoing practice operations and profitability until that transition happens. HSPPT’s unmatched nationwide network of regional offices and contacts offers the most extensive knowledge for dentists on practice transition issues, financing, and nationwide listings.

In 2009 and going forward, it is important that dentists deal with experienced and industry-specific dental transition specialists. Dental practice transitions can be a difficult process for any transition. Whether dentists use an unqualified or inexperienced transition consultant, or attempt to do the transition themselves, the transition will fail from finding financing that doesn't require the seller to subordinate or guarantee a buyer's loan. And this does not include the potential mistakes made, ultimately costing the dentist tens of thousands of dollars.

Heralding this partnership and the benefits Dental Tribune America will reap from it, National Director of Transition Services for Henry Schein Professional Practice Transitions Dr. Eugene W. Heller answers a few questions that have been on many dentists' minds.

Given the current economic climate, what changes do you see in the dental practice sales market?

While I cannot speak for the practice transition industry as a whole, for Henry Schein Professional Practice Transitions, 2008 was a record year, including the fourth quarter while all the bad economic news was occurring. It is attributed to the size and experience of our nationwide team as well as our track record in facilitating financing for practice transitions. In many cases, we were able to help sellers find qualified buyers and purchase the transition. Ultimately, this allowed dentists to sell their practices for cash, with no strings attached.

What benefits do you see by publishing in Dental Tribune America?

Dental practice Transitions has a wealth of knowledge and we feel our partnership with Dental Tribune America is the perfect vehicle to accomplish that. When the dental professional does not utilize our transition services during his or her own practice transition, we hope the information we share will help practitioners make good choices while avoiding costly mistakes.

What do you think a dentist really needs to look for in the transition?

All dentists will either leave ownership by design or default. It is truly never too early to plan and design a transition. The earlier a dentist lays out his or her transition, the sooner he or she can begin “preparing the practice” for transition. These preparations not only increase the value of the practice and enhance its salability, but also increase the practice’s profits until the transition occurs.  Dentists need to know what a practice valuation does and why they should have it. The ultimate purpose of a current practice valuation is to determine how to make a transition, and those with a valuation can move forward with knowledge.

What was the most important topic covered in a transition services for Henry Schein Professional Practice Transitions?

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When It's Time to Buy, Sell or Merge Your Practice
You Need A Partner On Your Side

ALABAMA
Birmingham—GR $758K #10105
Birmingham—5 Ops, GR $700K #10104
Birmingham—5 Ops, 3 Hygiene Rooms #10106
CONTACT: Jim Cole @ 404-513-1573

CALIFORNIA
Atlanta Area—2 Ops, 5,000 sq. ft., 2007 GR $650K #14126
Atlanta—3 Ops, 1,000 sq. ft., 2007 GR $1.2 Million #14122
Atlanta—4 Ops, 3 Hygiene Rms, 2,000 sq. ft., GR $346K #14123
Grass Valley—3 Ops, 1,000 sq. ft., GR $714K #14122
Hayward—3 Ops, 1,000 sq. ft., GR $1.2 Million #14121

INDIANA
Indiana—GR $450K #12509
Southern Indiana—4 Ops, GR $752K, 3 day week. #12505
St. Joseph County—GR $650K on a 3 1/2 work week. #12506
CONTACT: Dr. Peter Goldberg @ 617-680-2930

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Eastern Kentucky—3 Ops, Growth Potential. #12601
Associateships, Equity Buy-In Opportunities…
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Auburn—Looking for Assoc. GR $2 Million #21118
Leviston—GP Plus real estate, state of the art office #21107

MASSACHUSETTS
Boston—2 Ops, 2 Hygiene, GR $500K, #10115
Lowell—GR $400K #10106
Somerville—GR $700K
South Shore Area—3 Ops, GR $350K #10114
Steubenville—5 Ops, 5 Hygiene #10114
CONTACT: Dr. Peter Goldberg @ 617-680-2930

MINNESOTA
Bloomington—Looking for an associate Friday and Saturday. #32104
Crawley–Wayne County—4 Ops #32104
Hastings—Nice suburban practice with 3 Ops #32103
Crow Wing County—4 Ops #32104
CONTACT: Dr. Peter Goldberg @ 617-680-2930

MICHIGAN
Suburban Detroit—2 Ops, 1 Hygiene, GR $325K #31015
Farmington Hills—5 Ops—4 Equipped, 1,700 sq. ft, #31016
Grand Rapids Kentwood Area—3 Ops, Building available. #31012
CONTACT: Dr. Peter Goldberg @ 617-680-2930

MISSOURI
Columbia—7 Ops, 2,200 sq. ft., GR $678K #49102
Charleston Area—8 Ops, #49101

NEBRASKA
Lincoln—3 Ops, 3,000 sq. ft., GR $1 Million #42109
Northwest Nebraska—2 Ops, 1,000 sq. ft., 2007 GR $1.2 Million #42110

NEVADA
Carson City—5 Ops, 2 Hygiene, 2,200 sq. ft., GR $1 Million #37105
Carson City—6 Ops, 3,000 sq. ft., GR $1.4 Million #37106
CONTACT: Dr. Peter Goldberg @ 617-680-2930

NEW JERSEY
Southern NH/Seacoast Area—3 Ops, GR $402K, 16 years #38103
Somerville—GR $700K
Lowell—GR $400K #30106
Boston—2 Ops, 2 Hygiene, GR $650K. #30113
CONTACT: Dr. Peter Goldberg @ 617-680-2930

NEW MEXICO
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NEW HAMPSHIRE
Rockingham County—2 Ops, 1,000 sq. ft., #38102
Southern NH/Seacoast Area—3 Ops, GR $400K, 10 years #38103
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NEW YORK
Bronx—GR $1 Million, Net over $500K #41105
Brooklyn—4 Ops, 2 Hygiene rooms, GR $1 Million, #41106
Contact: Dr. Peter Goldberg @ 617-680-2930

COLUMBIA
Savannah (Skidaway Island)—4 Ops, GR $500K #19116
NW Atlanta Suburb—GR $780K, Upgraded Equip #19113
Macon—3 Ops, 1,625K sq. ft., State-of-the-art equipment  #19103
Mabelton—6 Ops, GR $460K, Office shared with Ortho #19111
Lilburn—Large group practice seeking associate #19103
Dublin—Busy Pediatric practice seeking associate #19107
Atlanta Suburb—3 Ops, 2 Hygiene Rms, GR $861K #19125
Atlanta Area—2 Ops, 2 Hygiene Rms, GR $480K #19114

CONNECTICUT
New Haven Area—Associateship general practice #16102
New Haven—Perio practice-associate to partner #16107
Fairfield Area—General practice doing $800K #16106

CONNECTICUT
We have qualified BUYERS…
Associateships, Equity Buy-In Opportunities…
CONTACT: Deanna Wright @ 800-730-8883

COLORADO
Oroville—3 Ops 3 days of hygiene 2005 GR $338K #14178
Modesto—5 Ops, 2007 GR $371K, 35 years in same loc #14284
Red Bluff—8 ops, GR over $1 Million Hygiene 10 days a wk. #14252
Redding—5 Ops, 2,550 sq. ft., GR $1 Million #14146
San Bernardino—Leasedand Equipment for sale only. #14280
South Lake Tahoe—3 Ops, 647 sq. ft., 2007 GR $534K #14277
Thomson Office—3 Hygiene, New Equipy, Digital #14275
Turlock—5 Ops, 1,800 sq. ft., GR $663K, present loc 18 years #14281

MICHIGAN
Suburban Detroit—2 Ops, 1 Hygiene, GR $325K #31015

MARYLAND
Southern Western WI—12 miles from Dubuque, IA. #58115

MASSACHUSETTS
Cleary—5 Hygiene, 4 days hyg, 1,126sq. ft., GR $415K #48103

NORTH CAROLINA
Charleston—7 Ops, 5 Equipped #42142
Forthill—7 Ops, from Mem. ress #42177
Near Pinehurst—3 Ops, GR in 2007 $373K #42134
New Hanover Cty, Coastal Area—4 Ops #42143
New Hanover Cty—Coastal Area, Grocery #42145
Raleigh Area—4 Ops - 3 Equipped #42128
Raleigh, Cary, Durham—Doctor looking to purchase #42127
Waxhaw—4 Ops, High end office #42123
Wake County—Beautiful Cutting Edge Digital Office #42119
Wake County—GR $42143
Wilson County—5 Ops, 50 minutes east of Raleigh #42124
Wilson County—6 Ops, 50 minutes east of Raleigh #42125
Suburban Kernersville—Hard Parker #919-818-5513

PENNSYLVANIA
Beaver County—Ortho practice. #47118
Dayton—14 Ops, GR over $1,100K, Sale $179K #47113
Harford—3 Ops, GR $538K, Listed at $280K #47120
Lebanon—5 Ops, 5 Hygiene, in or out, #47134
Mon Valley Area—Practice and building for sale #47111
Pittsburgh Area—High-Tech, GR $425K #47137
Pittsburgh—4 Ops, over $400K, 600sq. #47112
70 Miles Outside Pittsburgh—4 Ops, GR $1 Million #47117
Ronaldstown Township Area— #47108
Somerset County—3 Ops, 2006 GR $379K #47122
Southside & Downtown Pittsburgh—2 practices for sale. #47110
West Chester—3 Ops, 10 years old, asking $225K #47134
CONTACT: John Joneson @ 957-657-0057

NORTH DAKOTA
Bismarck—3 Ops #43101
CONTACT: Mike Minor @ 701-200-3730

NEW JERSEY
Southern NH/Seacoast Area—3 Ops, GR $402K, 16 years #38103
Somerville—GR $700K
Lowell—GR $400K #30106
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Brooklyn—4 Ops, 2 Hygiene rooms, GR $1 Million, #41106
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OHIO
We have qualified BUYERS…
Valuations on existing Practices…
CONTACT: Mike Minor @ 612-961-2132

SOUTH CAROLINA
Southern Rhode Island—2 Ops, GR $750K. #48102

TENNESSEE
Chattanooga—For sale #49116

VERMONT
Associateships, Equity Buy-In Opportunities…
Valuations on existing Practices…
We have qualified BUYERS.
CONTACT: Dr. Peter Goldberg @ 617-680-2930

WISCONSIN
Southern Western WI—12 miles from Dubuque, IA. #58115

Contact: Dr. Peter Goldberg @ 617-680-2930

For a complete listing, visit www.henryschein.com/ppt or call 1-800-730-8883
Advancements in gutta-percha and delivery devices

Gutta-percha impregnated with tetracycline

Gutta-percha has proven to be the tried and proven method for filling root canals for more than 40 years, and it has become the standard of care for root canal filling materials. After root canal preparation, root canals remain non-sterile. The purpose of root canal obturation is to block and seal the canal, preventing leakage and recontamination. Dentists are aware that bacteria remain after complete biologic irrigation and whenever the root canal obturation would seal the canal and maintain a high level of disinfection within the canal, it would be ideal to have a material that would meet or enhance this finally requirement. There is advance in gutta-percha, namely Medidenta TGP Gutta Percha, which is impregnated with tetracycline. Recently, the efficacy of tetracycline obturating gutta-percha points against three bacteria was tested:

1. Enterococcus Faecalis: The most difficult to eradicate in root canal treatment.
3. Staphylococcus aureus: The most common post-treatment bacteria

The results from this testing were dramatic. The medium TGP points prevented growth in S. mitis replicates with a single point or more compared to non-medicated points that all showed growth. TGP points are highly effective in reducing bacterial growth in the root canal. There is no doubt that such an obturation system would ensure root canal treatment success over that achieved by traditional non-medicated gutta-percha.

During the Current Recession, The Most Elite Yankee Dentists FREE BOOK

Who is this Dentist and why is he telling the harsh truth about recession economy marketing and sales case acceptance in YOUR practice?

He’ll probably make you MAD, especially if you are a generalist or specialist with advanced training. Mad enough to threaten your current standing and future earnings. He’ll probably make you re-think every aspect of your marketing, and take risks in your practice. He’ll even make you LAUGH OUT LOUD once you’re inside hearing the UN-SEARCHED TRUTH about the non-stop sales-speak that expert�� experts expose to throw away patients. (These Management & Sales Experts) thattheta offers guidance even though they never took advanced implant CE, have non-clinical credentials, never treated a full mouth case, never had a successful practice, where his cash presentation was B.C. (before computer), or aren’t even dentists! A successful clinician whose cases average over $37K per patient, Dr. James Mac- nally has taught dentists in over 40 countries and 6 continents how to supercharge their marketing and case acceptance (40% off the full price of $247.00) by Feb. 27th and get $283.95 in FREE Recession Fighting Tools! This unencumbered recording of a $85K case presentation that went to YES contains a frank discussion of what made the case go forward. Dentists worldwide gain acceptance on $30K-$50K cases by just listening. Guaranteed to boost acceptance for every type of case.

FREE BOOK Gives Dentists with Advanced Training Success in ANY Economy

Order Dr. McAnally’s $85,000 Case Presentation Secrets CD for $147 (40% off the full price of $247.00) by Feb. 27th and get $283.95 in FREE Recession Fighting Tools! This unencumbered recording of a $85K case presentation that went to YES contains a frank discussion of what made the case go forward. Dentists worldwide gain acceptance on $30K-$50K cases by just listening. Guaranteed to boost acceptance for every type of case.

$247 $147
$254.00

FREE!!

TKO Deadline Feb. 27th, 2009

YES! James, I Want to "TKO the Recession" for My Practice! Send Me the Case Presentation CD for only $147 +SH (40% off the $247 regular price) and My FREE Recession Fighting Tools—The FREE Book & 2 FREE Months of the Gold Elite Docs Strategies™ Letter; All Written Just for Dentists Like Me with Advanced Skills. I Understand My Investment is Tax Deductible and Fully Guaranteed!

Reserve at: BigCaseMarketing.com/dt1 Or Call 206-438-2824

FREE $204.00

TKO Deadline Feb. 27th, 2009

Order Dr. McAnally’s $85,000 Case Presentation Secrets CD for $147 (40% off the full price of $247.00) by Feb. 27th and get $283.95 in FREE Recession Fighting Tools! This unencumbered recording of a $85K case presentation that went to YES contains a frank discussion of what made the case go forward. Dentists worldwide gain acceptance on $30K-$50K cases by just listening. Guaranteed to boost acceptance for every type of case.

Dr. Wes Moore, Fellow, ICOI

Bearing the Current Recession, The Most Elite Yankee Dentists are Investing in Their Case Acceptance and Marketing Skills. Are You?

Every journey starts with a first step, and Dr. McAnally’s book will be that first step for marketing for the new look for your professional satisfaction and security. Dr. James Macnally, Investor & Prosthodontist (www.InvestorDirect.com)

“Finally a book about how to get complex cases. Dentistry’s needed this book for decades and finally has it!”

Dr. Larry Brooks, CEO (www.Smiles-Vision.net)

“James’ book should make people stop talking about ‘If you forgot to teach you in Dental School’. Finally, a book written from the stance...”

Bill Glase, Glase-Kennedy Insider’s Circle (www.DanKennedy.com)

“Dr. James has presented me with the secrets that I’ve told him marketing and case acceptance. These secrets, in two cases over $50,000, being closed in my prac-

Dr. Wes Moore, Fellow, ICOI

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