



Quarterly Newsletter

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What should you consider when transitioning your dental practice to your child?



We've been approached by dental practice owners many times proudly sharing with us that their son or daughter graduated from dental school and that now they are willing to bring these young dentists into their practice and sooner or later transition this practice to their child. Here are the questions that they are asking (or should be asking) before making the final decision:

- Is this a mutual desire to work together?
- Do we realize that our professional relationship could be potentially damaging to our family relationship?
- Should we involve other family members (a spouse and other children) into our decision-making process, or it just have to be between us doctors?
- Do we share the same dental philosophy? Is our approach to patient treatment planning similar?
- Is the practice large enough (facility, number of active patients, gross revenue, etc.) to support another dentist without taking away patients and resources from the senior doctor?
- Should we start our professional relationship from having my son or daughter working at the practice as my associate? What responsibilities and decisions should I delegate to my junior and when? How are we going to share the existing patients and staff, and who will be getting the new patients?
- Then comes the million-dollar question: do I give my practice to my child as a gift or sell it to him/her?
- If I sell it, at what price and at what terms?
- Should we have attorneys, CPAs or consultants involved, or just keep it in the family?
- Should we have the practice professionally evaluated?
- Should I finance the purchase?
- What tax implications should we expect? What should be reported to IRS to make sure that it will not result in penalties and interest to either of the involved parties?

These are just some of the major issues that need to be addressed by both parties before entering into a potential business relationship. Our company has many years of experience in the dental practice transitions field and we have dealt with similar situations many times. Every time, we managed to derive the best possible solution that would benefit both parties and help to preserve a healthy family relationship.

If you are considering transitioning your practice in the foreseeable future, please don't hesitate to reach out to one of our specialists. We are offering a free 45-minute confidential phone consultation which could be scheduled for a time convenient for you. Based on your individual circumstances and your retirement needs, we will be able to help you structure your practice transition plan and assist you with its execution.

Please call at 860-295-3055 or email to info@dentalpracticesalesllc.com
You can visit us at our website: <https://dentalpracticesalesllc.com/>

DPS, LLC vision of to the dental practice transitions process:

Dental Practice Sales, LLC has over 75 years combined experience in the dental practice transitions field. Our staff includes a Certified Valuation Analyst and Healthcare Business Consultant. This allows us to offer accurate practice valuations to avoid missed opportunities. Expertise in the dental practice transition process allows us to guide our clients with the appropriate strategies and documentation to complete a successful dental practice transition and to avoid potential breakdowns in negotiations. We prepare a comprehensive dental practice profile. This reduces delays and enhances communication between buyer and seller. Our ability to help you navigate this complex process can provide a smooth and simple transition. DPS, LLC's clients also receive the benefit of enhanced terms on their practice transitions. We achieve this through our expert negotiations with sophisticated buyers. Our established network of potential buyers can lead to increased opportunities for offers. DPS, LLC's contact network and knowledge of the New England dental market can help us to identify ideal candidates who may be a better fit for your practice. Finally, we have developed a professional network of attorneys, CPA's and different lenders for assistance with financing. This unique combination of contacts and experience allows us to be the ideal partner for your potential dental practice transition.



Congratulations to Dr. Rick Liftig on the successful transition of his West Hartford dental practice to The Center of Dental Excellence!

Dr. Liftig engaged DPS, LLC to locate a potential buyer for his practice. Due to a strong network and many local connections, our company was able to seek out the ideal match for a highly successful dental practice transition. John Quinlan had the privilege of guiding the Buyers and the Seller through the transition process that achieved the goals of both parties.

We wish the buyers much success as they continue providing care for their patients.

We wish Dr. Liftig a happy retirement!

Congratulations from the entire Dental Practice Sales, LLC team!



Our current dental practice listings:

New Hampshire

Manchester, NH

This general dental practice was established in little over 3 years ago by the current owners. Practice has a stable patient base (about 2,500 active patients) and welcomes in average 87 new patients per month. It is located on the shopping plaza, next to a Thai restaurant, Metro PCS store, Dollar Tree store, Applebee's restaurant, Little Caesars pizza parlor and a few more retail outlets. Great visibility; open lot free parking, handicap-accessible building and the office. Office occupies 2,926 sq. ft. on the storefront and consists of 6 plumbed and wired operatories (4 of them are fully equipped), reception area, front desk area, employee lounge, sterilization room, private office, storage and 2 restrooms. Modern equipment includes digital x-rays, fiber-optic handpieces, etc. Practice utilizes EagleSoft and Denticon software. This practice generates over \$600K in revenue and growing.

Asking price: \$389K

If interested in this opportunity, please contact Alex Litvak at 617-240-2582 or alex.litvak@verizon.net

Massachusetts

Lowell, MA

General practice located on the 2-nd floor of a professional building downtown Lowell. Four operatories, reasonable rent Long-term lease is available.

Gross collections between \$600 and \$650K.

Asking price: \$379K

If interested in this opportunity, please contact Alex Litvak at 617-240-2582 or alex.litvak@verizon.net

Quincy, MA

Modern PRIVATE practice located on the first floor of the handicap-accessible building with ramp. Great visibility, ample free parking. Reasonable rent.

There are 4 fully equipped treatment rooms. Equipment is less than 3 years old.

Collections between \$680 and \$850K

Asking price: \$774K

If interested in this opportunity, please contact Alex Litvak at 617-240-2582 or alex.litvak@verizon.net

Brockton, MA

General dental practice located on the ground floor of a professional condominium building. Four fully equipped operatories, digital x-rays, etc. Practice is currently operating 2 days per week.

Collections: \$200-250K.

Asking price: \$199K

The condo unit (1,148 sq. ft.) is also available for purchase. **Asking price for the unit \$195K**

If interested in this opportunity, please contact Alex Litvak at 617-240-2582 or alex.litvak@verizon.net

Framingham, MA

General dental practice located on second floor of a professional building. Other tenants of this building are a hair salon and insurance appraisal services. Office occupies about 800 sq. ft. and consists of 2 fully equipped operatories, reception area, front desk area, private office, sterilization area, laboratory area, panoramic x-ray area, storage, basement, mechanical room and 1 restroom. Modern equipment includes the hand-held digital x-ray, digital pano/3-D scanner (Kodak 9000), fiber/optic handpieces, endo equipment, etc. This is a totally paperless office, utilizing Dentrix practice management software.

This office has about 850 patients of record. Current collections approximately \$75K. This opportunity is offered as a "startup with 'bonus' patients".

Asking price: \$149K

If interested in this opportunity, please contact Alex Litvak at 617-240-2582 or alex.litvak@verizon.net

Sudbury, MA

PRIVATE boutique office located on the second floor of a professional building. The complex is situated next door to the affluent residential condo complex that could be a great source for new patients. Handicap-accessible building, elevator. Ample free parking. Two fully equipped treatment rooms. Gross collections around \$200K.

Asking price \$249K

If interested in this opportunity, please contact Alex Litvak at 617-240-2582 or alex.litvak@verizon.net

Westborough, MA

Family-friendly PRIVATE practice located on the second floor of a handicap-accessible professional building with elevator. Four fully equipped treatment rooms – digital x-rays, CEREC with milling unit. Plenty of free parking; reasonable rent. Practice is making \$420K in two days of dentistry and three days of hygiene. Huge potential for an owner-operator.

Asking price: \$395K





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Worcester, MA

This general dental practice has a stable patient base (about 1,360 active patients) and welcomes in average 40 new patients per month. It is located on the ground floor (storefront) of the professional building with multiple business tenants, next door to a CVS store and a restaurant. The office is situated across the street from the Worcester Common and Worcester City Hall. Handicap-accessible office. Parking is in the parking garage around the corner. Office occupies 2,200 sq. ft. and consists of 4 fully equipped operatories (additional 2 treatment rooms are plumbed and wired, but not currently equipped. Equipment includes digital x-rays, panoramic x-ray, etc. Collections: around \$400K.

Asking Price \$375K

If interested in this opportunity, please contact Alex Litvak at 617-240-2582 or alex.litvak@verizon.net

Connecticut

General dental practice in Northwestern New Haven County, CT (Southbury, CT area)

Private cosmetic practice located on the 2nd floor of a professional handicap-accessible building. Reasonable rent, ample free parking. The office occupies about 1,900 sq. ft. and consists of 5 fully equipped treatment rooms. Modern equipment, digital x-rays and pano, laser, etc. Software: Eaglesoft (8 workstations). Gross collections over \$850K (about 27-30% comes from hygiene). Extremely low overhead (less than 40%)

Asking price: \$829K

If interested in this opportunity, please contact John Quinlan at 860-541-0554 or

jq@dentalpracticesalesllc.com

General dental practice in Harford, CT area

Modern dental office located in a large shopping plaza, next to a Dollar Tree, liquor store, auto parts store and other businesses that attract plenty of foot traffic. Great visibility, large sign, storefront location, handicap-accessible office, ample free parking. There are 8 fully equipped operatories (digital x-rays and pano). Reasonable rent. Collections around \$700K.

Asking price: \$549K

If interested in this opportunity, please contact John Quinlan at 860-541-0554 or

jq@dentalpracticesalesllc.com

General Dental Practice in Hartford County, CT (New Britain, CT area)

Supermarket plaza, storefront handicap-accessible office, ample free parking. Four fully equipped treatment rooms, digital x-rays and pano. There are over 2,500 active patients (about 55-60 new patients per month). Trained and loyal staff. Collections around \$800K.

Asking price: \$579K

If interested in this opportunity, please contact John Quinlan at 860-541-0554 or

jq@dentalpracticesalesllc.com

Oral and Maxillofacial Surgery practice (Hartford County, CT)

Oral and Maxillofacial Surgery practice established in 1977 by the current owner. Practice is located on the first floor of a handicap-accessible professional building; ample free parking. Office occupies 1,200 sq. ft. (2 treatment rooms, plus one more plumbed and wired, ready for expansion) and is owned by the selling dentist. Purchase of the real estate is negotiable; otherwise long-term lease with the ROFR is available. State-of-the-art equipment includes CBCT, digital x-rays, fiber-optic handpieces, etc. Office is open 4.5 days/week. Collections \$845K (private insurances and self-pay only).

Asking price: \$325K

If interested in this opportunity, please contact John Quinlan at 860-541-0554 or

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