



ARE YOU GETTING CLOSE TO  
RETIREMENT?

# DO YOU KNOW HOW MUCH YOUR PRACTICE IS WORTH?

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Do you know that what you do in the last 3 years of your practice is critical?

More importantly, do you know how to get the maximum dollar amount for your practice when you sell/retire?

**WE CAN HELP YOU ANSWER THESE  
QUESTIONS**

**CALL US AT 925-754-9393 AND SCHEDULE A  
NO CHARGE RETIREMENT CONSULTATION**

[www.gundelachandassociates.com](http://www.gundelachandassociates.com)

Gundelach and Associates has been helping our clients prepare for the maximum return on investment from their practice and sell their practice with minimal costs and headaches since 1984.



# LEMONS OR LEMONADE?

*Let us help you define the "sweet spot" for your practice, and how to achieve it before selling your practice.*

Most general dental practices in the Bay Area operate with a 20% to 30% profit margin. If your practice produces \$100,000 per month you get to keep approximately \$20,000 to \$30,000. Your team costs will be approximately 30%, with general overhead consuming the rest.

In this scenario, each additional revenue dollar you add makes something sweet happen:

- \* There is no additional team cost and all the fixed portion of your overhead (rent, insurance, loan payments, etc.) stays the same
- \* Only variable costs (dental supplies, office supplies, lab fees and a few others) of approximately 15% to 18% come out of this dollar.

Now instead of a 20% to 30% profit, this dollar produces 82% to 85% of incremental profit. Now imagine that instead of one additional dollar, it's an additional \$10,000 or \$50,000! Now you're in the sweet spot!

Gundelach and Associates has been helping practices reach the "**sweet spot**" since 1984. We can help you too!

- When it's time to sell, we can broker the transaction for less than what is typically charged by practice brokers.
- We are dedicated to helping you and the new dentist service your patients and your team.
- We walk you through every step of the process.
- If you have a building for sale we can do that too.

**Call us at 925-754-9393 and schedule a No Charge Retirement Consultation**

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