



*Specialists in the  
Sale of Dental Practices  
Since 1969*

P.O. Box 175 • Bodega Bay, CA 94923-0175  
(415) 899-8585 Desk (415) 328-4235 Cell  
[www.AlphaPracticeSales.com](http://www.AlphaPracticeSales.com)

## 620 NORTH CAROLINA

### Consumers are Turning more Attention to Biological & Holistic Dentistry

Driven by a broader interest in wellness, clean living, and integrative medicine, this sector has moved from a niche alternative into a fast-growing patient preference. The main drivers include:

**Oral-Systemic Connection** Patients are increasingly aware that oral health affects the entire body.

**Demand for Safe Materials** A primary draw is the use of biocompatible, non-toxic, and BPA-free materials.

**Minimally Invasive Care** Consumers favor conservative treatments that preserve natural tooth structure.

From a business and marketing perspective, the shift towards biological and holistic dentistry represents a lucrative, high-margin premium category effectively countering the downward fee pressures of traditional insurance-driven models. It transitions dental care from a commodity into a luxury wellness service.

**Out-of-Network, 100% Fee-for-Service Realities** This liberates the business from Delta Dental contractual fee schedules, dramatically lifting the average revenue per operator.

**Massive Premium Pricing Tiers** Specialized procedures command substantial pricing premiums over conventional treatments.

**High Net-Income/SDI Margins** FFS biological practices command net income margins well above the typical 25-30% industry averages.

### Why This Specific Metro Area is Well-Suited for Biological & Holistic Dentistry

Highly educated consumers seek providers offering comprehensive, evidence-based and wellness-oriented treatment philosophies. The affluent patient demographics here support elective procedures that are not insurance driven. This community's strong emphasis on health, wellness and preventive care aligns well with the differentiated biological dentistry model.

From 2023 through 2025, this practice has demonstrated strong long-term revenue growth, increasing gross collections from \$1.38M in 2023 to \$1.69M in 2025, representing a 10.8% compounded annual growth rate and 22.7% cumulative growth over the period.

With an adjusted EBITDA of approximately \$350K for TTM 05 2026, this practice is operating at a 22% margin, indicating not just healthy profitability but also efficient overhead management and sound revenue cycle operations in an environment where staffing and cost pressures remain a national challenge.

**If interested in learning more about this opportunity,  
execute and return the attached Non-Disclosure Agreement.  
We shall then forward the Offering Summary for your review.**

**If requested, we shall send the NDA to you via DocuSign.**

**Ray Irving**

**415-328-4235 Cell**

[Ray@AlphaPracticeSales.com](mailto:Ray@AlphaPracticeSales.com)



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Thank you for your interest in **620 NORTH CAROLINA.**

In order to maintain the requisite discretion and prevent rumors circulating in the dental community, a Non-Disclosure Agreement (**NDA**) is required to safeguard our Client and the practice, with said Agreement attached.

**I ask that you:**

print your name at the top of Page 1

initial the bottom of Page 1

complete, date and sign Page 2

**Return the Agreement to [Ray@AlphaPracticeSales.com](mailto:Ray@AlphaPracticeSales.com).**

**If you would like us to send the NDA to you via DocuSign, simply send us an email with your name, address and cell phone.**

If you have any questions, please phone or text my cell which is 415-328-4235.

Sincerely,

A handwritten signature in black ink, appearing to read "Raymond N. Irving", with a long horizontal stroke extending to the left.

Raymond N. Irving

RNI:pt  
attachments

## CONFIDENTIALITY & NON-DISCLOSURE AGREEMENT

620 NORTH CAROLINA

THIS AGREEMENT is entered between \_\_\_\_\_,

\_\_\_\_\_ and on behalf of \_\_\_\_\_

\_\_\_\_\_, (hereinafter referred to as "Prospect") and Alpha Practice Sales (hereinafter referred to as "Broker"), California real estate license being #01422122.

**WHEREAS** Prospect desires to investigate the possible purchase of that Practice referenced as 620 NORTH CAROLINA (hereinafter referred to as "Practice") and which is listed with Broker, and

**WHEREAS** Prospect would like to learn more about the Practice to determine if Prospect would like to explore this opportunity further, and

**WHEREAS** Prospect may wish to contact the Owner for the purpose of discussing Owner's practice, touring the office, discussing mutual interests and determining compatibilities, and

**WHEREAS** Prospect may request detailed information including Tax Returns, Financial Statements, computer reports and other data concerning the Practice (hereinafter referred to as "Confidential Information") for the purpose of performing a preliminary assessment of the Practice as it regards Prospect's interest in its possible purchase;

**AND WHEREAS** this Confidential Information shall be furnished to Prospect by Broker after Prospect and Owner have talked and the Parties mutually agree to continue Prospect's investigation of Owner's Practice,

**THE PARTIES AGREE AS FOLLOWS:** (a) Upon receipt of the executed Confidentiality & Non-Disclosure Agreement, Broker's Agent Raymond Irving (hereinafter referred to as "Agent") shall provide Prospect with Offering Summary which shall contain certain confidential and proprietary data which Prospect agrees to hold in confidence for Prospect's own benefit and based upon the warranties set forth herein, and (b) if requested, Agent shall follow-up with Prospect's interest on the following conditions:

**1. General Warranties** Prospect agrees to maintain confidential that this Practice is "For Sale". Further, Prospect agrees to hold confidential all information made available and only used in the context of the contemplated purchase by Prospect, and as such it shall not be used for any other purpose or disclosed to any Third Party outside of Prospect's acquisition team, Board of Directors, legal counsel and third party due diligence advisors. At the conclusion of discussions between the Parties, and if a purchase has not been completed, all information including written notes and documentation shall be retained in complete confidence, shall not be made available to third parties and shall not be used against Owner to obtain a competitive advantage.

**2. No Contact** Prospect shall not make contact to Owner's employees, area dentists, local dental society, vendors or professional referral sources regarding Prospect's investigation of the Practice.

**3. Patient Records** In the event that Owner allows Prospect to review patient charts and records, Prospect represents that the review of such records shall be for the sole purpose of determining the type of work performed, the watches noted, the frequency of visits, where the patients work or reside and other information that such patient chart review shall reveal. In consideration of being allowed to view such information, Prospect agrees that: a) all such information contained in the patient charts is confidential and shall not be reproduced in any manner; b) there shall be no violation of any patient information per the Health Insurance Portability and Accountability Act and c) Prospect will not use any such information in any way other than to evaluate the possible purchase of the practice.

Prospect's Initials \_\_\_\_\_ Agent's Initials 

## CONFIDENTIALITY & NON-DISCLOSURE AGREEMENT

### 620 NORTH CAROLINA

**4. Third Party Beneficiary** Although Owner is not a direct party to this Agreement, Owner is the Third-Party Beneficiary of this Agreement. As such, Owner shall be entitled to enforce the provisions of this Agreement in the event it is violated by Prospect.

**5. Equitable Relief** Prospect acknowledges and agrees that any breach of this Agreement will result in irreparable harm to Owner, Broker and Agent for which monetary damages would be an inadequate remedy. Therefore, in the event of such a breach, in addition to the rights and remedies otherwise available at law; Owner, Broker and Agent shall be entitled to equitable relief including without limitation an injunction.

**6. Governing Law** This Agreement shall be construed and interpreted under the laws of the State of California.

**7. Attorney Fees** If any litigation, arbitration or other proceeding by which one party seeks to enforce its rights under this Agreement or seeks a declaration of any rights or obligations under this Agreement, the prevailing party will be awarded reasonable attorney fees together with any costs and expenses incurred to resolve the dispute and to enforce the final judgment.

IN WITNESS HEREOF, the Parties enter into this Agreement.

**PROSPECT**

Dated \_\_\_\_\_ Sign \_\_\_\_\_

Name & Title \_\_\_\_\_

Corporate Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State & Zip \_\_\_\_\_

Email \_\_\_\_\_ Cell Phone \_\_\_\_\_

AGENT \_\_\_\_\_

**Raymond N. Irving**

California Real Estate License #00523584

Alpha Practice Sales

P.O. Box 175 (1040 Sea Eagle Loop)

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[Ray@AlphaPracticeSales.com](mailto:Ray@AlphaPracticeSales.com)