

# THE Dental

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So. California Edition

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# Trader

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See pg. 52 for details

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### FRESNO COUNTY

**FRESNO COUNTY #1** - (3) op G.P. located in smaller town. Only private dentist in town. Annual gross collections \$315K+ on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Near Fresno County #2. Buy one or both.

**FRESNO COUNTY #2** - (3) op G.P. located in smaller town. (2) ops eqt. 3rd plumbed not eqt. Store front location with signage/visibility. Annual gross collections \$150K+ p.t. Cash/Ins/PPO/Denti-Cal/Cap. Cap check \$2,600/mos. Near Fresno County #1. Buy one or both.

**FRESNO COUNTY #3** - South county location. General practice & condo for sale. (4) op computerized office. Nice equipt. Mixed patient base. Gross \$500K+/yr. Seller retiring. **NEW**

### KERN COUNTY

**BAKERSFIELD #9** - (3) op G.P. Office & Bldg. for sale. Gross \$600K+/yr. \$14K/mos cap. **SOLD**

**BAKERSFIELD #11** - This one has it all! An absentee owner run. True money maker! (11) fully equipped ops. Paperless office, Dentrax S/W, digital x-rays, Pano equipped General Practice with (1) full day a week of Ortho. Ins/Cash/Denti-Cal/CAP patient base. Mos. Cap. Checks \$12K+/mos. Bldg. also for sale! **SOLD**

**BAKERSFIELD #12** - Fully built out dental office condo for sale. 2,158 sq. ft. 5 plumbed ops. Includes some equipment. Seller motivated **SOLD**

**BAKERSFIELD #13** - (4) op G.P. for sale. (2) ops. Eq't'd. 3rd partially eq't'd. Gross Collections \$150-200K p.t. Can do more full time. Store front location with some exposure. Mixed patient base. **NEW**

**BAKERSFIELD #14** - (12) op G.P. for sale. Cash/Ins/PPO/Cap/Denti-Cal. Cap Check \$10K+/mos. Annual Gross Collect. \$1.2M+. Freestanding Bldg. w/exposure/visibility/signage. Many walk-ins. Absentee owner possibilities. **NEW**

**SO. EAST KERN CTY. #2** - (2) op part time G.P. practice. Gross approx. \$150K/yr. Mixed patient base. **SOLD**

### LOS ANGELES COUNTY

**AZUSA/COVINA** - 1,700 sq. ft. single use freestanding dental building for sale. Located on main street with excellent exposure, visibility and parking. **SOLD**

**BELLFLOWER** - (5) op G.P. for sale. On Main street with visibility/exposure/signage. Like new equipment. Cash/Ins/PPO/CAP. Monthly CAP. Check \$7,000+. Annual gross collections \$550K+. **SOLD**

**CANOGA PARK** - (4) op G.P. (3) ops eqt. signage and visibility. Cash/Ins/PPO patient base, gross collections \$120K+/yr. P.T. can do much more with additional hours. **SOLD**

**GLENDALE #3** - (2) op G.P. 3rd op plumbd. Attractive bldg. out. Ave. Annual Gross \$120K p.t. Can do more full time. **SOLD**

**GLENDALE #5** - (3) op G.P. for sale. Nicely appointed. Annual gross Collections \$240K on (3) days/wk. Cash/Ins. Seller returning to Speciality School. **NEW**

**LOS ANGELES** - Bldg. and (4) op G.P. office for sale. Exposure/visibility/signage. Gross collections in 2003 were \$556K; Previous years collections in 2002 were \$839K prior to seller illness. Potential to take it to \$1M. Account receivables include in sale to help with cash flow. Cash/Ins/PPO/Cap/Denti-Cal patient base. Here's your chance to own your own bldg. and million dollar practice!

**PARAMOUNT** - (5) op G.P. Located in store front with exposure and visibility. (3) equipped ops. (2) additional plumbed not equipped. Cash/Ins/PPO/Denti-Cal/Healthy Families Patient Base. 2004 Gross Collections \$215K+ p.t. due to new baby. Did \$332K prior to pregnancy on (4) day week. Seller Motivated. Priced to Sell! **NEW**

**RESEDA** - (3) op G.P. located in remodeled professional bldg. 2004 Gross collections projected at \$210K. Mixed patient base. **NEW**

**SAN GABRIEL VALLEY** - 1,755 s.f. single use freestanding dental building for sale. Near center of town. (5) plumbed ops. Busy Hispanic area. No patient charts or equipt. are included in the sale. **NEW**

### ORANGE COUNTY

**SOLD OUT** - ROOM FOR THE NEXT ORANGE COUNTY SELLER AVAILABLE.

### RIVERSIDE COUNTY

**SUN CITY** - (6) op G.P. for sale. Located in free standing smaller Medical/Dental bldg. Waiting room is shared with large medical group who refers many patients. Gross collections \$260K+ on 2 1/2 days per week. Can do much more. Cash/Ins/PPO patient base. Seller wishes to stay on as an associate one day per week. Will mentor and introduce. Excellent opp. for DDS just starting out.

### SANTA BARBARA COUNTY

**SANTA MARIA** - (3) op G.P. located in free standing bldg. with exposure/visibility/signage. Gross Collect. \$275K+/yr. Cash/Ins/PPO. **SOLD**

**CENTRAL COAST #1** - (4) op computerized G.P. for sale. Located in Prof. Bldg. Annual gross collections approx. \$350K on 3 1/2 days per week. Cash/Ins/PPO. **NEW**

**CENTRAL COAST #2** - (3) op computerized G.P. for sale. (2) ops eq't'd. Located in Prof. Bldg. Mostly Cash/Ins w/small amount of PPO. Ave. Gross Collections \$500K+/yr. **NEW**

### SAN BERNARDINO COUNTY

**VICTORVILLE** - (3) op G.P./Prosthodontic office located in a one story professional bldg. Ave. annual gross collect. \$334K on (3) day week. Cash/Ins. patient base. **SOLD**

### SAN DIEGO COUNTY

**NORTH SAN DIEGO CTY** - Hi-Tech, state of the art, Fee for Service G.P. office. (4) ops/2 Eqt. Excellent growth area. **SOLD**

### SAN LUIS OBISPO COUNTY

**ARROYO GRANDE** - (4) op G.P. office for sale. Cash/Ins/PPO. Gross collect \$500k+/yr. Seller retiring. **SOLD**

### TULARE COUNTY

**PORTERVILLE** - (4) op G.P. Newer equipment. Cash/Ins/PPO. Ave. annual gross collections \$600K+. (30) new patients/mos. Growing area. **NEW**

### VENTURA COUNTY

**WEST VENTURA CTY #2** - (8) op G.P. on main street with excellent visibility/exposure/signage. Cash/Ins/PPO/CAP. Cap check = \$9K+/mos. Computerized office, digital x-rays, ave. annual gross collections \$850K. **Reduced Sales Price.**

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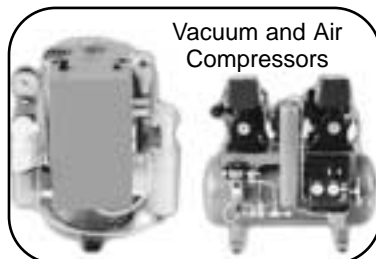
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## PRACTICES FOR SALE —April, 2005

**Attention SELLERS: We have several qualified Buyers desiring to purchase a practice in San Diego County. Call today for a complimentary consultation.**

**SAN DIEGO-PACIFIC BEACH—JUST LISTED!!** Owner retiring from **GENERAL** Practice established in 1990. 3 Ops. in approx 900 sq.ft., situated in Medical Bldg. Easy access to 5 Freeway.

**SAN DIEGO-CHULA VISTA (North)—NEW LISTING!!** 38 years of GOODWILL! Owner retiring from Fee-for-Service **GENERAL** Practice situated in Professional Bldg. Doctor shares 9 Ops. in approx 3100 sq.ft. with other GP. Offered for 375K.

**SAN DIEGO-LA JOLLA—GENERAL** Practice established in 1980. 4 fully-equipped Operatories in approximately 1200 sq.ft.. Situated in attractive and well-known Professional Bldg. Outstanding Location. Owner retiring due to disability. All **SERIOUS** offers considered for quick transition! **IN ESCROW**

**SAN DIEGO-OCEANSIDE** 18 year established **GENERAL** Practice with excellent visibility. 2 blocks from freeway 5. Six spacious and fully-equipped Ops in approx. 2400 sq.ft. Approx 40% Cash, 30% Insurance, 20% Healthy Families, 10% DentiCAL. 260K. **ACCEPTED OFFER**

**SAN DIEGO-EL CAJON**— Dentist retiring from 40 year established **GENERAL** Practice. 5 equipped Ops. (1 additional plumbed) in approx. 1350 sq.ft. Freestanding Building in shopping center. Approx. 70% FFS/30%DentiCAL. Offered at only 175K

**SAN DIEGO-ESCONDIDO—GENERAL** Practice with 30+ years of GOODWILL. Owner practices 1 day/wk and has associate 2 days/wk. 4 equipped Ops with room for 2 more. Approx. 85% PPO. Practice offered for 100K!

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**SAN DIEGO-MISSION VALLEY**— Centrally located **GENERAL** Practice established 35+ years (8 yrs at present location). On 1st floor of attractive office bldg., 4 VIEW Ops in 1200 sq.ft. Great staff expected to stay. Revenue approx. 700K. Offered for 520K.

**SAN DIEGO-LA MESA—NEW LISTING!!** Owner retiring from Fee-for-Service **GENERAL** Practice established 17 years. 2 fully-equipped Ops. (ADEC) situated in Medical Bldg. Practice emphasizes Crown & Bridge and Cosmetic Dentistry. Available for 391K.

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Engle Sequoia AS2 (New) .....	5750	5550
Forest 8400 (New) .....	8950	8750
Coastal/Ampeo/PC (R) .....	2995	2750
MDT/Aidec/PC (Renewed) .....	2995	2750
Dentalex /Aidec/Ritter (R) .....	2450	2250

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Dentalex JSA (R) .....	1995	1895
MDT Asaprol (R) .....	1495	1395
Dentalex/Ritter base (R) .....	950	850
Coastal Medallion (R) .....	1000	900
Clayco Virginia (R) .....	1000	900
Vacudent (R) .....	1000	900
Ritter Vega (R) .....	1000	900
Forest 6100 (New) .....	3995	3895
Forest 6010 (New) .....	3150	2995
LSM Hydraulic (New) .....	3495	3395

DELIVERY SYSTEMS ( Dr. & Assistant's )	INSTALL	SHIP
Aidec Decade Asepsis (R) .....	1850	1750
Aidec Excellence Cont. (R) .....	2495	2395
Forest Euro (R) .....	2495	2395
Aidec Decade or 4200 (R) .....	1550	1450
Ampeo OTP (R) .....	1550	1450
Aidec 2021 De/Hygiene (R) .....	1295	1195
Aidec 400 & 4000 (R) .....	1250	1150
Forest Euro 8800 (New) .....	4495	4395
Beaverstate S-4150 Cart (N) .....	1425	1352
Beaverstate S-4250 Cart (N) .....	1995	1895

LIGHTS	INSTALL	SHIP
Aidec 6300 (Renewed) .....	850	750
Forest 9010 & 9009 (R) .....	850	750
Dentalex Distinction (R) .....	850	750
Pelton & Crane LFI (R) .....	695	595
Pelton & Crane LFI (R) .....	650	525
Ritter/Knight (R) .....	650	550
Proma Daray II (R) .....	695	595
Ritter/Knight Track (R) .....	1025	825
Pelton & Crane LFI -T (R) .....	1075	875
Dentalex Daray I (R) .....	650	550

COMPRESSORS	INSTALL	SHIP
Matrix 3 2HP Oilless w/D (N) .....	3750	3550
Matrix 2HP Oil w/D (N) .....	3450	3250
Matrix 1HP w/D (N) .....	2495	2295
Tech West 2HP Oil w/D (N) .....	3175	2975
Tech West 1HP Oil w/D (N) .....	2450	2250

FILM PROCESSORS	INSTALL	SHIP
Velopex Intra-X,L (New) .....	1650	1525
Velopex Intra-XE,L (New) .....	1550	1425
Velopex Extra-X,L (New) .....	3995	3795
Perio Pro III, w/ L (New) .....	1995	1795
Perio Pro I, w/ L (New) .....	1850	1695
Air Tech. AT2000 (New) .....	4667	4467
Air Tech. AT2000 (R) .....	2495	2295
Dent-X 810 Basic (New) .....	3095	2995
Dent-X 9000 Excel (New) .....	3595	3395

STOOLS	INSTALL	SHIP
Brewer 2020B Dr. (New) .....	250	225
Brewer 2042L Assist. (New) .....	375	355
Brewer 9000 Dr. (New) .....	675	575
Brewer 9020 Assist. (New) .....	795	695

STERILIZERS	INSTALL	SHIP
Tuttnauer 2340M (New) .....	2450	2350
Tuttnauer 2340EA (New) .....	3125	2995
Tuttnauer 2540M (New) .....	3255	2775
Tuttnauer 2540EA (New) .....	3550	3395
Chemicleave EC5500 (New) .....	2795	2550
Chemicleave EC6000 (New) .....	3595	3350
Barnstead MC8 (New) .....	1195	1095
Barnstead MC10 (New) .....	2295	2195
Midmark Ultraclave M7 (N) .....	Call for price	
Midmark Ultraclave M9 (N) .....	Call for price	
Midmark Ultraclave M11(N) .....	Call for price	

X-RAYS	INSTALL	SHIP
Siemens MD (Renewed) .....	1950	1795
Trophy Irix 70-E (New) .....	2475	2375
Trophy Irix 70-C (New) .....	2795	2695
Dent-X Endos DC, AC (N) .....	Call for price	

MISC. EQUIPMENT	INSTALL	SHIP
Optilux 500 (Renewed) .....	795	750
Tech West 1 HP Vac. (New) .....	1150	1050
Vacuum System 1 HP (R) .....	795	695
MDM Nitrous 4-Cyl. (N) .....	2895	2695
Southeast Ultras. Scaler (N) .....	650	595

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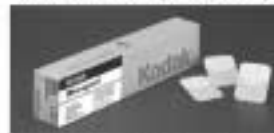
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*Thanks for an outstanding and worry-free process. I'll definitely recommend you to other dentists looking for professional advice. I could not have chosen a better attorney.*

Ali Saeghi, D.D.S. (Canoga Park/Ojai)

*Steve McNamara is an outstanding attorney, the rare type who matches a high degree of professionalism with objectivity and aggressive representation. I was very pleased with his work and with the outcome.*

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... a Q&A self-help column by Sari Reis



**Q:** I have an assistant in the Navy Reserves who is being activated for military duty this April. What are the laws regarding her re-employment?

**A:** That's an excellent question and one that has come up frequently over the past year particularly in the San Diego area.

*In 1994 the Federal Government created the Uniformed Services Employment and Re-employment Rights Act, (USERRA).*

All employers are covered under this Act regardless of the number of employees. This act guarantees that employees who are activated for military duty, including Army, Navy, Air Force, Marine Corps, Coast Guard, and their reserves, be “promptly re-employed” when they return to civilian life. The only exceptions to this rule are:

- 1: If the employee's length of military service exceeds five years,
- 2: If the returning employee fails to notify the employer of intent to return to employment within a specific period of time based on length of service and/or new or aggravated injury,
- 3: If a disability has occurred rendering the employee unable to perform the responsibilities of the job to which they would be reinstated.

*Under this Act employers must grant a leave of absence for up to five years to any employee who is absent from a job because of military service.*

Service includes active and inactive duty for training, active duty, and full time National Guard duty. It also includes time off for physical examinations required to determine military fitness. Furthermore, returning employees must be reinstated to the same position, seniority and benefits that they would have received had they been continuously employed.

*Also, please be advised that effective March 10, 2005, employers are required to display a new labor poster under the USERRA.*

**It can be downloaded free of charge at [www.laborlawposter.us/USERRA.html](http://www.laborlawposter.us/USERRA.html).**

For additional information please contact Sari Reis at

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 #205 Hollywood - G.P. High net/low overhead practice. 3 ops, x-rays & Easy Dental in 1000 SF. Coll. \$24K in 2004. **NEW**  
 #206 Woodland Hills - **SOLD!**  
 #209 Torrance - G.P. Shop ctr. 15 yrs. goodwill Absentee seller w/ 2 assoc. Coll. \$18/21K mo.  
 #210 Hacienda Heights - G.P. Shop. ctr. loc. Office sees 50 pat./day. CAP/ck \$15K/mo. **Sale Pending**  
 #212 Mid-Wilshire - G.P. Near Korean Cultural Center. HMO plans & Delta Dental patients w/ L.A School Dist. 4 ops, 1200 SF.  
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 #228 Montebello - G.P. Practice leaseholds & ctr. for sale. Rent free & tenants pay mortgage, build equity practice & real estate.  
 #235 Gardena - Leaseholds only. 1200 SF .  
 #236 Wilmington/San Pedro - G.P. New retail ctr. Both practice leaseholds & ctr. for sale. 4 ops, 2 x-rays in 1100 SF. Next to busy med. clinic. Lots of walk-ins & referrals.  
 #237 San Pedro GP. Great starter practice. HIGH net. Coll 9/11K mo. on short hrs. **NEW**  
 #238 Huntington Park - G.P/ Pado. Visibility & lots of walk-ins. 50/62 new patients/mo. 2004 Collections approximately \$400K.  
 #239 Pasadena - G.P. New Ctr. A.A.A. Major intersection. Approximately 1200 SF. Leaseholds only. **NEW**  
 #244 Maywood - G.P. New retail ctr. Practice leaseholds only. Buys 2000 SF. 10 ops & center. High density Hispanic population. **In Escrow!**  
 #248 Lancaster - G.P. 4 ops, 4 x-rays, 2 int. cam., pano, Computer Age. 21 yrs. goodwill. Collected over \$697K in 2004. Seller will provide a long transition.

**Orange County**

#502 Santa Ana - G.P./HMO practice & REAL ESTATE for sale. 3 chrs. 944 SF. **Sale Pending**  
 #504 Rancho Santa Margarita - G.P. 10 ops plus 5 chairs in 2800 SF. 2 yrs. new. Coll. \$321K in 2004. Lots of upside here. **NEW**  
 #503 Irvine - G.P. HMO plans. 5 ops in 1175 SF. Seller will consider a buy in OAC.  
 #507 Santa Ana - G.P. Newer shop. center. 4 ops, x-ray, Zoom and EagleSoft in 1400 SF.  
 #509 West Santa Ana - G.P. Retail ctr. Coll. \$35K mo. X-ray, 4 ops, 1200 SF. **NEW**  
 #517 Huntington Beach - G.P. 3 ops, 1000 SF. Retail ctr. 3 blocks from beach. **NEW**  
 #518 Rancho Santa Margarita - Specialist wanted for this prime location.  
 #521 So. Orange Co. - 12+ yrs. goodwill. 12+ ops. Coll. \$1.405M 04. Jan '05 coll. \$135K proj. to \$1.6M '05. **BACK UP BUYERS.**  
 #535 Ranch Santa Margarita - G.P. Coll. \$527K in 04. 4 ops. Nice office. **In Escrow!**  
 #543 Anaheim - G.P. New ctr. Approx. 1200 SF. 4 ops, 2 x-rays. State College area. **NEW**  
 #549 Fountain Valley - G.P. Dental condo for sale. 4 ops, x-ray in 1500 SF. Great loc.

**San Diego County**

#401 Alpine - G.P. 3 ops, x-rays, in approx. 1000 SF. Coll. \$14/16K. Seller wants it sold.  
 #406 El Cajon - G.P. & Real Estate for sale. Coll. \$500K '04. Corner visibility. **NEW**  
 #408 Poway - G.P./HMO, 1854 SF. CAP chk. \$4/5K mo. 6 ops, 2 x-rays. Seller retiring.  
 #410 El Cajon - G.P. Great shop. ctr. loc. Seller needs to sell, relocating. Submit offer!  
 #414 Escondido - G.P. Call for info. **NEW**  
 #419 Mira Mesa - G.P. Shop. ctr. 4 ops, 2 x-rays, in 1200 SF. Coll. \$40/45K mo. Seller avg. coll. for last 3 yrs. \$531K. Seller relocating.  
 #420 La Jolla - G.P. 4+ ops, 3 x-rays, Dentrix software, 1700 SF. Coll. \$451K. Seller wants to retire. Seller motivated.  
 #422 Oceanside - G.P. 4ops, x-rays, 2 monitors, & software (all new). Coll. \$21/23K mo. Lots of upside here.

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 #304 Colton - GP. Starbucks Ctr. & leaseholds for sale. Yield 7.4%. Great opport. to build equity in both real estate & practice.  
 #305 Temecula - G.P. 5 ops, x-rays, int. cam., 1384 SF. Coll. \$356K in 2003. Motivated.  
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 #308 Upland - G.P. 4 ops, 3 x-rays, approx. 1000 SF. Just added Guardian which insures all employees at Claremont College. **NEW**  
 #311 Rancho Cucamonga - **SOLD!**  
 #312 Rialto - G.P. Shop ctr. 4 ops, pano (new). Coll. \$240K in 2003 on 3 days. Seller wants offer.  
 #314 Colton - G.P. 3 ops in 1000 SF. Coll. \$15/18K mo. 3ops. Landlord may sell real estate.  
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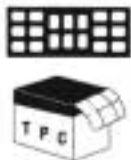
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**BUYER'S NET OF \$93,006.**



**CARLSBAD**—8 eq. ops. in a 6,200 sq. ft. two story building. Great location, great staff, excellent long established practice, and 4+ years of goodwill. Assignable PPO plans. Intra Oral camera. Projecting \$853,452 for 2005.

**BUYER'S NET OF \$216,542.**

**IRVINE**—5 eq. ops. in a 1,755 sq. ft. suite located in a single story strip shopping center. Intra Oral camera, chairs, lights, deliveries and more included! Leasehold Improvements and Equipment Only.



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**BEVERLY HILLS** - 4 eq. ops. in a 1,198 sq. ft. suite located in an 11 story medical/dental building. Great area of Beverly Hills, great staff, good patients, and 15 years of Goodwill. Two Intra Oral Camera units, computer system, software package and much more are included! Projecting \$552,804 for 2005. **BUYER'S NET OF \$226,194.**

**DOWNEY** - 3 eq. ops. in a 690 sq. ft. suite located in a four story medical business building. Practice also includes a 400 sq. ft. storage area. 36 Years of Goodwill. Projecting \$174,609 for 2005. **BUYER'S NET OF \$72,396.**

**DOWNEY** - 6 eq. ops. in a 1,960 sq. ft. free standing building/duplex. Great location, three rooms with Intra Oral Cameras & practice has a BriteSmile machine. Computer system and Software program included. Projecting \$643,284 for 2005. **BUYER'S NET OF \$104,836.**

**EL MONTE** - 2 eq. ops. and 1 not eq. op. in a 1,000 sq. ft. single story free standing building in a strip shopping center. Great turn-key location. Computer system, Intra Oral camera, software package, digital x-ray and much more included! Leasehold Improvements Only.

**ENCINO** - 5 eq. ops. in a 1,600 sq. ft. suite located in a three story medical/dental building. Great office location in Encino, modern, high tech, one of a kind office. Computer/TV's in every room, x-rays, chairs, lights and deliveries included! Leasehold Improvements and Equipment only.

**ENCINO** - 3 eq. ops. in a 1,025 sq. ft. suite located in a 20 story business building. Great location and there is only one other dentist in the entire 20 story building. Intra Oral Camera, computer system, software package and much more is included! Leasehold Improvements and Equipment only.

**GLENDORA** - 3 eq. ops. in an 880 sq. ft. suite located in a single story shopping center. Great location, good dentist, good staff and 20 years of Goodwill. Intra Oral camera, computer system and much more included. Projecting \$386,634 for 2005. **BUYER'S NET OF \$138,319.**

**HAWTHORNE** - 3 eq. ops. and 1 not eq. op. in a 1,300-1,500 sq. ft. suite located in a two story medical/dental building. Great location, computer system, software package, chairs, lights, deliveries and much more included! Projected \$311,742 for 2004. **BUYER'S NET OF \$129,930.**

**LOS ALAMITOS** - 3 eq. ops. in a 1,103 sq. ft. suite located in a two story medical/dental building. Great location, Intra Oral Camera, chairs, lights, deliveries and much more included! Projected \$172,049 for 2004. **BUYER'S NET OF \$61,609.**

**LOS ANGELES** - 4 eq. ops. in a 1,100 sq. ft. suite located in a single story building. Good location, computer system and software package included. Leasehold Improvements, Equipment & Some Patient Charts Only.

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Sandy Knipf, V.P. &  
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**LYNWOOD** - 3 eq. ops. in a 1,296 sq. ft. suite located in a single story strip shopping center. Great location on corner lot, secured parking, excellent dentist and good staff. Leasehold Improvements and Equipment Only.

**MONTEBELLO** - 4 eq. ops. and 2 not eq. ops. in a 1,800 sq. ft. suite located in a busy shopping center. Great location with high traffic. Intra Oral Camera, computer system, software package, and so much more included! Projected \$400,470 for 2004. **BUYER'S NET OF \$115,764.**

**MOORPARK** - 4 eq. ops. in a 1,100 sq. ft. suite located in a two story professional building. Great location in growing area. Beautiful, slate floors. Low Rent. Chairs, deliveries, lights, X-rays, and more stays. Patient files are not included.

**NORTH HOLLYWOOD** - 4 eq. ops. in a 1,280 sq. ft. single story free standing building. Great location next to the corner with great signage. Chairs, lights and units, x-rays and much more included! Leasehold Improvements and Equipment Only.

**PASADENA** - 4 eq. ops. in a 1,300 sq. ft. suite located in a single story building. Great patients, great location, great staff and 31 years of Goodwill. Computer system, software package, chairs, lights, deliveries and much more included! Projecting \$196,884 for 2005. **BUYER'S NET OF \$73,946.**

**SAN FERNANDO** - 7 eq. ops. in a 3,200 sq. ft. single story free standing building. Great turn-key location, good staff, computer system and software package included. Equipment four years new! Leasehold Improvements and Equipment Only.

**SOUTHGATE** - 3 eq. ops. in a 980 sq. ft. suite located in a two story duplex building. Good staff, nice patient base and 21 Years of Goodwill. Leasehold Improvements and Some Patient Charts included.

## ORANGE COUNTY

**FULLERTON** - 5 eq. ops. in a 2,785 sq. ft. suite located in a one story building. Chairs, deliveries, lights, X-rays, and more stays. 14 years of Goodwill. Leasehold Improvements only. Patient charts are not included.

**HUNTINGTON BEACH** - 4 eq. ops. in a 1,375 sq. ft. suite located in a three story medical/dental building. Computer system, Intra Oral camera, software package, chairs, lights, deliveries and so much more included! Projecting \$613,224 for 2005. **BUYER'S NET OF \$141,014.**

**IRVINE** - 5 eq. ops. in a 1,755 sq. ft. suite located in a single story strip shopping center. Intra Oral camera, chairs, lights, deliveries and more included! Leasehold Improvements and Equipment Only.

**LAGUNA HILLS** - 4 eq. ops. in a 975 sq. ft. suite located in a professional medical building. Also available is a 1,050 sq. ft. space across the hallway of practice/office. Great location in the heart of Laguna Hills in one of the most highly visible and accessible areas. Leasehold Improvements & Some Equipment Only.

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**PALM DESERT** - 4 eq. ops. and 2 plumbed eq. ops with delivery units in a 2,050 sq. ft. suite located in a single story free standing building. Building not for sale. Computer system, Intra Oral camera, software package, chairs, lights, deliveries and much more included! Projecting \$445,752 for 2005. **BUYER'S NET OF \$132,732.**

**UNDER OFFER-MORENO VALLEY** - 8 eq. ops. in a 2,296 sq. ft. suite located in a two story professional building. Great location, has great visibility from the heavily trafficked 60 Freeway, close to the mall and two daycare centers. Intra Oral camera, computer system, software package, chairs, lights, deliveries and much more included! Projecting \$512,352 for 2005. **BUYER'S NET OF \$230,168.**

**RIVERSIDE GP** - 5 eq. ops. and 6 plumbed not eq. ops. in a 5,000 sq. ft. building. Practice is currently attracting 80 - 100 new patients a month. Assignable PPO and CAP plans. Great location with many walk-ins. Projecting \$289,926 for 2005. **BUYER'S NET OF \$44,664.**

**SAN BERNARDINO** - 3 eq. ops. in a 1,200 sq. ft. suite located in a single story medical/dental plaza with a center courtyard. Lots of charm! Assignable CAP and PPO plans. Great location in an established area for dentistry. Computer system and software package included. Projected \$307,764 for 2004. **BUYER'S NET OF \$93,006.**

### SAN DIEGO COUNTY

**CARLSBAD** - 8 eq. ops. in a 6,200 sq. ft. two story building. Great location, great staff, excellent long established practice, and 4+ years of good will. Assignable PPO plans. Intra Oral camera. Projecting \$853,452 for 2005. **BUYER'S NET OF \$216,542.**

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**LA JOLLA GP** - 3 eq. ops. in a 1,500 sq. ft. suite located in a two story building. Great location, assignable PPO plans, Intra Oral Camera and more! Projected \$750,389 for 2004. **BUYER'S NET OF \$422,082.**

**POWAY** - 6 eq. ops. in a 2,200 sq. ft. suite located in a single story medical/dental building. Great location. Computer system, Intra Oral camera, software package, chairs, lights, deliveries and much more included! Leasehold Improvements and Equipment Only.

**POWAY** - 6 eq. ops. in a 2,351 sq. ft. suite. Great area of Poway, 27 years of Goodwill, many technology companies nearby and great staff! Intra Oral camera, computer system, software package and much more included. Projecting \$1,088,652 for 2005. **BUYER'S NET OF \$258,376.**

**SOLANA BEACH** - 4 eq. ops. and 2 not eq. ops. in a 1,600 sq. ft. suite. Intra Oral camera, computer system with software program, chairs, lights, deliveries and much more included! Great area of Solana Beach in a busy shopping center, great doctors and a wonderful staff. Projecting \$300,000 for 2005. **BUYER'S NET OF \$89,248.**

## SAN LUIS OBISPO COUNTY

**SAN LUIS OBISPO** - 4 eq. ops. in a 1,300 sq. ft. suite located in a two story medical/dental building. Great area, 15 years of Goodwill, and a great staff! Intra Oral camera, computer system, software program, and much more included! Projected \$473,141 for 2004. **BUYER'S NET OF \$170,198.**

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### DIRECT E-MAIL ADDRESS TO BROKER/AGENTS

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 Sandy Knipf – sknipf@calpracticesales.com  
 Maria Silva – msilva@calpracticesales.com  
 Tina Ochoa – tochoa@calpracticesales.com  
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Please note: If you would like a full summary of information on any of the practices listed, or to speak with an agent, please call us at (714) 639-2775 or outside (714) area, call (800) 697-5656.

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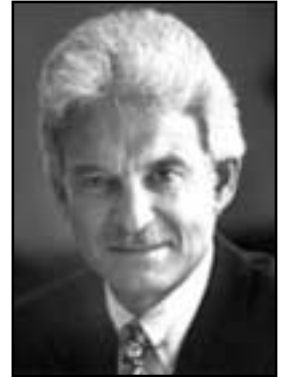
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**HUNTINGTON BEACH GENERAL PRACTICE FOR SALE** Established in 1972, practice grosses \$350,000-375,000/year consistently. Three equipped operatories with two additional plumbed but not equipped. Three full days of hygiene. Seller refers all endo, all perio, all surgery, all veneers, all operative pedo and all ortho. Retail location. No advertising, no welfare and no capitation. Asking \$300,000.

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**TARZANA GENERAL PRACTICE FOR SALE** Two operatories located in a shopping center. Absentee owner. Gross collections over \$100,000/year with two day per week associate. Mostly Denti-Cal patients. Motivated Seller. - **PENDING**

**EAGLE ROCK STARTER PRACTICE FOR SALE** Long established general practice located on Eagle Rock Blvd. in Eagle Rock collects \$110,000 per year on two to three days per week. Net income is 45% of collections. No Denti-Cal or capitation. No advertising. Location has good visibility. Three equipped operatories. Good potential for growth. Asking \$70,000.00.

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**NEW #A-SAN FRANCISCO** - GP, Near Union Square Collections of \$643K in '04. Modern Equipped 4 op newly remodeled office. Insured/cash patients. This awesome practice won't last long. **Call for Details.**

**#D-259 CUPERTINO** - Turn-key facility off Stevens Creek, less than two years old! Great location! **Great Build Outs!** Won't last! **Call for Details.**

**REDUCED #D-219 SAN JOSE** - Nice newly remodeled Turnkey facility in desirable Samaritan Hospital area. 3 fully equipped ops, great location. **FP \$135K**

**#D-278 SANTA CRUZ COUNTY** - GP, Seller retiring. Modern equipped 5 op office. Insured/Cash patients only. Collections of \$523K in '03. **Office bldg/real estate available for purchase with practice.**

**#D-279 SANTA CRUZ AREA** - GP in great Surfing/Beach community. Nice office, 5 operatories, a mix of Fee-For-Service and some PPO's. Gross receipts in the \$90K range. **Call for Details!**

**NEW #D-283 MONTEREY AREA** - GP, fee for service practice. Office is 2700 sf with 5 ops. Great Opportunity in Great Area! **Call for Details**

**NEW #D-293 SAN JOSE** - GP in prime strip center location, in West San Jose. New office w/2 fully equipped ops, plumbed for additional 2 ops. Mixture of insured/PPO patients. **FP \$325K**

### NORTHERN CALIFORNIA

**#E-268 SACRAMENTO** - GP, Est. 24yrs. Seller retiring from this fee-for-service practice. Office is 1300 sq ft 4 ops. **BUILDING IS ALSO AVAILABLE FOR PURCHASE! FP \$210K**

**NEW #E-281 SACRAMENTO** - GP, Fee for Service Practice. 4 op Practice w/ gross receipts in the 400k range. Won't last! **Call for Details!**

**NEW #E-287 FOOTHILLS** - GP, Long Est. Seller retiring. Refers out most specialties, nicely equipped 5 op office. Gorgeous picturesque views! **Only \$175K!**

**REDUCED #E-149 MENDICINO COAST** - Great opportunity for dentist who would like to own their own bldg in beautiful BEACH community. **Only \$75K!**

**#G-230 OROVILLE** - GP in fast growing Lake Community, perfect for the outdoorsman who likes fishing, skiing or houseboating. Seller retiring Coll'd \$330k in '04 and on track for \$360k in '05! Seller refers out all specialties. 3 op office w/all new dental chairs. **BLDG IS ALSO AVAILABLE. FP \$185K**

**REDUCED!! #H-224 CHESTER LAKE ALMANOR** Long Established GP in Beautiful 4 Season Resort area. Office is 1400 sq ft office with 3 fully equipped ops. Insured/Cash pts only. Coll'd approx. **\$300K in '04 on a 3-day work week!** Office bldg avail w/purchase of practice. Real Estate \$350K, Practice \$195K.

### NORTHERN CALIF. CONT.

**REDUCED!! #H-210 MOTHERLODE** - Live and Practice in Beautiful Gold Country! Rich in Recreational possibilities, Fishing, Hunting & Skiing. GP Long Estab. practice. Coll'd \$332K in '02. Low overhead office, netting 50% of collections. **FP \$195K.**

**#H-253 GRASS VALLEY** - GP in Awesome growing community. Office is adjacent to Lake Wildwood. 3 Fully equipped ops, 1000 sq ft office with beautiful leasehold and newer equipment. Great start-up or satellite office. **Call for Details.**

**NEW #E-281 CLEAR LAKE AREA** - GP in Awesome fast growing Lake Community. Newly remodeled w/ equip. less than 7 years ago. Avgs 20 new pts per month. Only one other dentist in the area. This one won't last! **Only an hour from the wine country! FP \$145K.**

**NEW #E-291 SALIDA** - GP, Great location in growing north area of Modesto. Collections avg \$950k in last three years. Modern equipped 10 op office mixture of insured/managed care patients. Excellent opportunity for owner/dentist. Avgs 160 new pts/mo. **Call for Details!**

### CENTRAL CALIFORNIA

**#L-249 STOCKTON** - GP Estab practice Seller retiring. Office is located in single story prof bldg in Prime Downtown area. 1300 sf 2 ops & plumbed for 3rd. **Call for Details!**

**#L-246 FRESNO AREA** - GP Collections of \$522k in '03. 5 fully equipped ops, w/all the Latest Technology. Patient base is a mixture of insured, private pay and Dent-Cal. **FP \$340K Call for Details!**

**#L-272 CENTRAL CAL.** - Awesome, Busy and still growing family oriented practice in desirable area of town. **Over 3000 active Fee-For-Service patients.** 5 operatories w/room for one more. 2,000 sq ft of beautiful space. This is a practice anyone would be proud of. **Call For Details!!**

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**#L-271 FRESNO AREA** - Charming desirable community south of Fresno. Fee for Service. 4 ops, **Beautiful leaseholds, granite countertops, maple floors.** Collect in \$770K Range. **FP \$450K**

**NEW #L-286 SAN LUIS OBISPO COUNTY** - GP, Est. 4 op practice in single story prof. bldg. Ins/Cash pts only. 4 1/2 days of byg. Coll'd **\$500k in '04!** **FP \$350K**

### SOUTHERN CALIFORNIA

**NEW #K-290 GLENDALE** - Nicely Decorated modern practice in desirable office building. Practice is priced as a leasehold improvement, but with all the charts available to Buyer. **FP \$120K**

### ARIZONA CONT.

**#Az-245 TUCSON** - Estab. GP of 13 years. Office is 2400 sf located in free standing bldg w/4 ops. Great location! Collects in range of \$350K. **FP \$220K.**

**#Az-247 CENTRAL ARIZONA** - GP Long Estab practice. Dr. avgs 12-15 pts/day with 30 new pts per day w/ 30 new patients per month. Office is 1450 sq ft w/4 fully equipped ops. Practice \$220K Building Also Available for Purchase. **Call For Details.**

### NEVADA

**REDUCED!! #R-128 RENO** - Long Estab. Fee-for-service GP. 5 ops office near hospital. Coll'd over \$600K in 2001. FP is only 50% of Gross! **FP \$175K**

**#R-142 - RENO** - Long Estab. GP. Seller retiring. 1,540 sf w/5 equipped ops, ofc centrally located. Coll'd \$373K in 2002. Ins/cash pts. **Call for Details!**

**#R-233 RENO** - Long Estab. practice. Modern equipped 4 op office. Collections of \$795K in '03. Mostly Insured/cash patients. Excellent location with reasonable rent. **Call for Details. FP \$400K**

**NEW #R-276 MINDON** - Turn-Key Facility with lots to offer! 1700 sq ft office w/ 4 ops. Don't pass this one up! **Call for Details!**

**#LV-240 LAS VEGAS** - Awesome 10 op practice in free standing building on West Flamingo. Mostly fee for service practice w/gross about 2 million. **Call for Details!**

**#LV-248 LAS VEGAS** - GP, Estab 4 years, Seller is retiring. Dr avgs 20 pts w/ 10 Hyg pts per day & approx 80 new pts/month. 1,950 ft. w/5 ops. **FP \$635K**

**#LV-263 LAS VEGAS** - GP Estab. 24 years. Beautiful 3000 sf, 6 op practice w/ gross in Million Dollar range! **Call for Details!**

**#LV-266 LAS VEGAS** - Turn Key facility with state of the art equipment. Would cost twice as much to duplicate. Stunning office with beautiful decor. **Call for Details!**

### HAWAII

**#HE-257 MAUI** - Vacation year round by purchasing this Beautifully decorated with beautiful views GP. One of the only dentists between Lahaina and Kapalua. On high traffic corner lot in professional bldg. **Gross over \$650K on relaxed schedule. Call for Details!**

### SPECIALTY PRACTICES

**#C-256 EAST BAY** - Endo, Long Estab practice. Ins/Cash pts only. Modern equip'd 3 op office. Coll'd \$504K in '03 on 4 day schedule. **FP \$300K**

**NEW! #D-283 SAN JOSE** - Oral Surgery. Absolutely beautiful located in very desirable area of SJ!! New equipment, Gross over 1 Million. **Call for Details!**

**NEW! #LV-286** - Ortho. Great practice, gross over 1 Million on only 70 Dr. Days a Year!! **Call for Details!**



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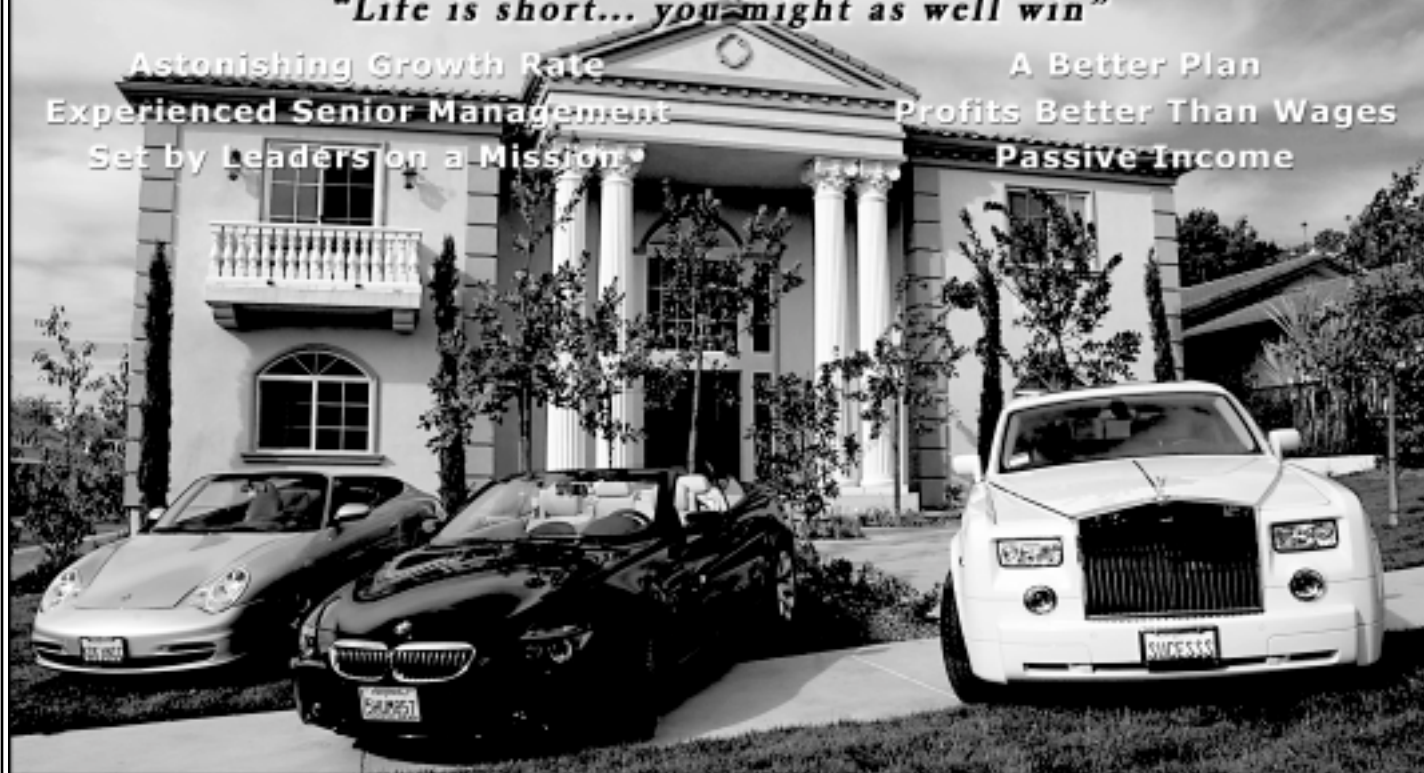
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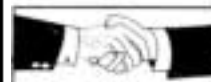
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- 5858 - Berkeley's Alta Bates Medical Village - Collected \$345k in '04 w/owner slowing down. Previous yr collected \$385k. 3 Ops, 3 days of Hygiene.
- 5859 - Solano County - Very attractive opportunity. Beautiful 4 Ops office in great location. Collects \$450k yr w/\$180k+ in profits. Great purchase
- 5860 - Downtown Menlo Park - Collected \$275k in 2004 with no PPO's 3 Ops with many upgrades. Seller owns condo. Condo is optional purchase.
- 5861 - Union City - Starter opportunity. 2 ops and some patients. Equipment in great shape, always been a part time practice. Low purchase price.
- 5862 - San Bruno - Recent history reflects \$300k/yr. 2004 collected \$240k on mandated part time schedule with \$95k+ in profits.
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- 4952 - College Town No. Sacramento. HMO & FFS. Gross 40-\$50k/mo by absentee owner. Hi identity traffic intersection in city. F.P. \$385,000.
- 4953 - Yucca Valley - Hi identity dental office location only. Collected \$40k/mo Location 2 Ops - Lease @ \$950/mo. Invest \$25,000, Gross \$250k first yr.
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- 1030 - El Monte - Est. '88, 90% Hispanic. Grossed \$1mil plus. Now P.T. Seller grosses \$700k. F.P. \$800k
- 1032 - Huntington Park - 99% Hispanic. Absentee owner Gross \$700k. Call Tom
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- 1064 - So. OC. GP - Gross \$1.9 - 6 Ops, 8 + Hygiene days. F.P. \$1.6 mil Register interest. Call Tom Fitterer - #1061 - 2 practices 1 owner \$25k/mo. Cap cks Gross \$2,750,000, #1057 additional practice w/\$10k/mo. Cap cks Gross \$1,100,000. F.P. 100% of gross
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- 1067 - San Bernardino - HMO - 3 Ops. Beautiful newly renovated 30 yr + office. HMO checks \$5,000 + - F.P. \$165,000
- 1070 - Riverside/Palm Springs - HMO/GP Gross \$500k+. Absentee Seller. Owner will gross \$650k+
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