

# THE Dental Trader

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So. Calif. Edition

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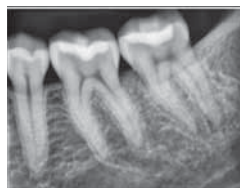
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**FOR SALE** Midmark sterilizer cleaner \$11/bottle. neimantran@yahoo.com.

**FREE ANNUAL** OSHA EMPLOYEE TRAINING -See O.C.P.I. ad on Pg. 18 in this issue for details.

**Retired Dentist office** for Sale in La Puente, CA. Contact (626)333-0191.

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### FRESNO COUNTY

**CENTRAL VALLEY/SO. FRESNO CTY** - (3) op comput. G.P. w newer refurb. Belmont eqt. Digital x-rays & networked. Dentrix s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K+ on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A.

### KERN COUNTY

**BAKERSFIELD #21 Bldg. & Pract.** - (10) op comput. G.P. & free stand. bldg for sale. (3) ops fully eqt'd, (3) ops partially eqt'd & (4) additional plumbed not eqt'd ops. Located on a main street w excell. exposure/visibility & signage. Annual Gross Collect. \$500K+ on an easy (2 1/2 - 3) day week. (3) days of hygiene booked 6-12 mos out. Cash/Ins & PPO. Fully eqt'd "removable" dental lab w a full time technician. Seller retiring. **BACK ON THE MARKET & REDUCED**  
**BAKERSFIELD #25 BLDG. & PRACT.** - (4) op comput. G.P. & Duplex Free Standing Bldg. w signage. Cash/Ins/PPO pts. (3) days/wk of hygiene. 20+ yrs. of Goodwill. 2012 Gross Collect. \$400K+. **NEW**  
**BAKERSFIELD #26** - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. Suite (#1) is 2,300 sq. ft. and is fully eqt'd with a (5) op G.P. turnkey dental office including instruments & supplies! The second suite is also plumbed for dental but can be used for medical, chiropractic, accounting, insurance, etc. & has just been remodeled. The two suites could also be combined to make a larger single use dental or medical facility! The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of dental goodwill. **NEW**

### LOS ANGELES COUNTY

**ANTELOPE VALLEY** - (7) op comput. G.P. located in a highly visible, easily accessible, free standing bldg. on a main boulevard. All ops are digital x-ray equipped. There is a Pano and a Ceph., an experienced staff, and room to grow. (20-30) new pts/mos. (50+) years of Goodwill. Cash/Ins and some PPO pt base. Annual Gross Collections of \$1.5M+. Projecting \$1.6M+ Collections in 2012. A Real Money Maker!

**BALDWIN HILLS** - Leaseholds with some equipt and approx. 200 active charts. (3) op p.t. starter G.P. located in a Professional Bldg. Very low overhead office & very affordable sales price. Cash/Ins/PPO & Denti-Cal. pts. 2012 Gross Collect \$60K very p.t. **NEW**

**HACIENDA HEIGHTS #1 - BACK ON THE MARKET & REDUCED TO SELL** for less than build out costs! (2) op p.t. G.P. located in a shop ctr. w exposure & signage. Low overhead office w high net! Cash/Ins/PPO pts. Gross Collect \$140K p.t. Seller retiring. **SOLD**

**SAN FERNANDO VALLEY ORTHO PRACTICE - UPCOMING** Comput. ortho office with a (4) chair open bay, plus (2) private ops. Located in a (1) story professional bldg. with ample parking and monument signage. (42) years of goodwill. Annual gross collections \$450K+ on 2.5 days per week. Cash/Ins/PPO. (10-12) new starts/mos. Excellent referral base. Will introduce. **NEW**

**So. PASADENA - EMERGENCY SALE! SELLER PASSED AWAY!** (5) op comput. G.P. Newer remodeled office & some newer equipt. Fee for Service practice. (8) days of hygiene/wk. 1,500 + active patients. Digital x-rays & central nitrous. 2012 Gross Collect \$1.2M+. 40 years of Goodwill. **NEW**

**WESTLAKE VILLAGE** - (3) op complete turnkey office for sale. Gorgeous! On outer perimeter of a prof. bldg. w excell. exposure, visibility & signage. Newer eqt., Digital x-rays. Includes supplies, instruments, furniture, eqt. & rights to lease. **SOLD**

**WEST SAN FERNANDO VALLEY PEDO/ORTHO** - Comput. Pedo/Ortho office. On outer perimeter of a small prof bldg. w exposure/visibility. (3) op open bay & (1) op quiet room. Pano eqt'd. Digital x-rays. Cash/Ins/PPO. 30+ yrs of Goodwill. Annual Gross Collect. \$600K+. Seller retiring.

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### SANTA BARBARA COUNTY

**SANTA BARBARA #5 UPCOMING** - (3) op comput. G.P. located in a shopping plaza with excellent exposure/visibility & signage. Gross Collect between \$500K to \$600K annually. Cerec and Pano eqt'd. (4) days of Hygiene/wk. Cash/Ins/PPO pt base. No HMO or Denti-Cal. Seller Retiring. **NEW**

### TULARE COUNTY

**SAN JOAQUIN VALLEY** - (4) op comput. G.P. & Free Stand. Bldg. In a smaller town w limited competition. Cash/Ins/PPO pt base. Annual Gross Collect \$500K on 4 - 4 1/2 days/wk. 28+ years of Goodwill. 10-20 new pts/mos. Seller retiring.

**VISALIA** - (4) op comput. G.P. and Triplex free standing bldg. (3) ops fully eqtd. Dr. works 2 days/wk & collects approx \$20K/mos. Cash/Ins/PPO and some kids Denti-Cal. Can do much more w more chair time. Seller slowing down. **NEW**

### VENTURA COUNTY

**CAMARILLO #3** - (3) op computerized G.P. located in a large strip center with signage. On a main thoroughfare. There are (2) ops eqt'd with older eqt'd & a pano. The 3rd op is plumbed. Mostly Fee for Service with a small % of PPO's. No HMO and No Denti-Cal! 2012 Gross Collections were \$131K+ on a part time schedule. Excellent starter practice or a buy and combine opportunity. Low overhead office and a sales price much lower than build out costs! Seller retiring. Will go fast! **NEW**

**PORT HUENEME #2** - turnkey office w charts. (3) ops eqt'd. In a strip ctr w exposure, visibility, & signage. In an upscale beach area. Easy Dental s/w, digital tomograph, & digital x-ray. **SOLD**

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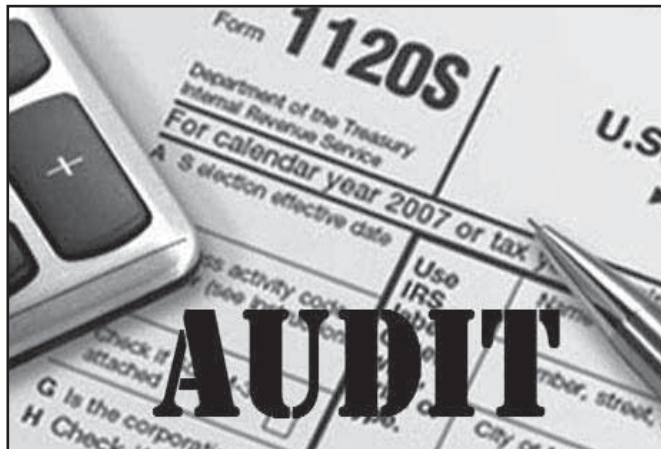
## *Is your Corporation ready for an IRS Audit?*

- **Internal Revenue Manual, Audit Techniques for Business Returns:**

The very first thing the IRS requests is your corporate minute book.

- **IRS Examination Manager, Small Business Division, on 1/29/13:**

Minutes are "contemporaneous evidence that the action was authorized" by the corporation, and if properly completed "will narrow the scope of the [audit] investigation."



- **Bad Results:** Without properly drafted corporate authorization, the IRS can and will deny deductions, impose additional taxes with interest and penalties, and expand the audit to new issues and tax years.

## *How can your Corporation protect itself?*

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**TEMECULA**—**NEW LISTING!! GENERAL** Practice estab 2008. BEAUTIFUL Office with high-end improvements. 5 Ops (3 equipped) in 1750 sq.ft. Busy, upscale retail center. Digital X-Rays, Pan-Ceph. Approx 70% PPO, 30% Cash.

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**PACIFIC BEACH**—**GENERAL** Practice started in 1969. All Fee-for-Service. 4 Ops (3 equipped) in 1100 sq.ft. Situated in Professional Bldg. near main street and businesses.

**SAN DIEGO**—Imperial Beach area. Estab in 1997 this **GENERAL** Practice has 3 Ops in 1200 sq.ft. Situated in Busy strip center. Close to fwy 805.

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"I saw Mr. Kerendian argue the case in court, and was greatly impressed. I highly recommend him."

-Peiman Soleymani, D.D.S., Periodontist Los Angeles, Ca.

"Having been represented by Mr. Kerendian many times, I was impressed with his expertise, quick response to questions, and degree of care."

-Mark Davidson, M.D., Los Angeles, Ca.

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**BEVERLY HILLS** – Over 20 years of goodwill. Owner retiring. 3 Ops. Most specialty procedures referred out. Private patients only. Revenues over \$28/k month on part-time schedule. Transition available. All inquiries to be screened by seller.

**LOS ANGELES** – Long-estab. private practice with over 40 yrs of goodwill!! Downtown hi-rise location. Remodeled. Beautifully equipped office with 3 ops. Low overhead. Disability forced sale. Transition available.

**LOS ANGELES (near LAX)** – Location, Location, Location!! Large pole sign. Busy street w/huge auto traffic volume. Free standing/single user building. Fully remodeled - 4 Ops w/Digital x-rays. Superb website. Revenues of \$20k/mo.++

**RANCHO CUCAMONGA** – Long-established private practice. Office does no promotion. Monthly revenues of \$30k/month. 4 ops. Nice design and modern appearance. Seller working limited sched.; willing to assist in transition.

**OXNARD** (proximity) - Hispanic area. 1st floor practice with large sign. Over 15 yrs of goodwill. 5 modern ops fully equipped. Revenues exceed \$35/k month on part-time basis. Low overhead. Priced right.

**SAN FERNANDO VALLEY** – Store-front location with street visibility. Busy traffic street. Good street parking. Nicely equipped with 3+ ops and private office. Low rent rate. Seller retiring. Revenues of \$40k/month with no promotion.


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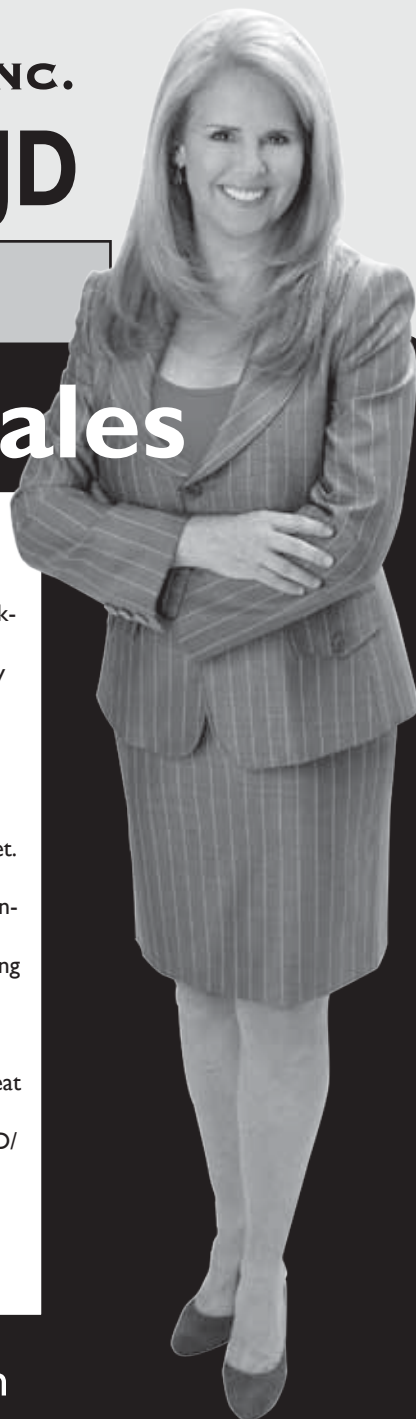
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### Westminster

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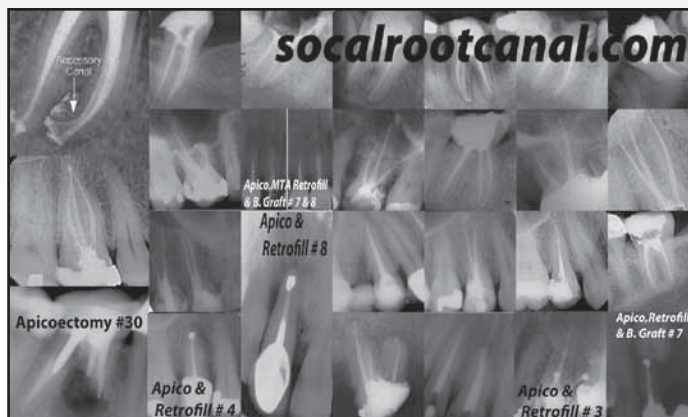
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## DENTAL PRACTICES FOR SALE

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**LAKE ELSINORE GENERAL PRACTICE FOR SALE:** Located in a retail center, this practice has been established in Lake Elsinore for over 20 years. Seller works 3 1/2 days per week with 5 full days of hygiene (hygiene accounts for 37% of the practice collections). No Denti-Cal, no HMO, no evenings and no weekends. Seller refers all molar endo, perio surgery, ortho and implant placement. The practice collects \$555,000 per year with a net income of \$192,000 per year. The office consists of 3 equipped operatories. Asking \$370,000.

**MORENO VALLEY GENERAL PRACTICE FOR SALE:** Established for over 20 years, this office collects \$500,000 per year on four days per week with a net income of over \$200,000 per year. No Denti-Cal and no capitation. 3 1/2 days of hygiene per week and 15 new patients per month with no advertising. The office has 3 fully equipped operatories plus 2 additional operatories that are plumbed but not equipped. Seller is retiring. Asking \$375,000.

**VALENCIA FEE FOR SERVICE PRACTICE FOR SALE:** This practice is ideal for a dentist with a nucleus of patients in the Santa Clarita Valley to merge into this office. The practice has a significant denture component, which the Seller would continue to treat post-sale for a percentage. The percentage paid to a Buyer would cover a majority of the overhead making everything that the Buyer brought to the practice that much more profitable. The office consistently collects over \$250,000 per year with a net income of over \$145,000 per year. The office has 4 equipped operatories with digital x-rays and Practice Works software. Asking \$285,000.

**SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE:** Located in the professional building across from St. John's Hospital, this practice collected \$120,000 in 2012 although the office has historically collected \$170,000/year. Seller has health issues. The office has 3 fully equipped operatories. No advertising, no HMO, no Denti-Cal and no evenings or weekends. Asking \$105,000 – **PENDING AT FULL PRICE**

**THOUSAND OAKS FEE FOR SERVICE PRACTICE FOR SALE:** Newer office has three equipped operatories with very good quality equipment and leasehold improvements. Digital x-rays, fully computerized and capable of being paperless. Located in a retail building, this practice has potential to grow with marketing. Currently collecting \$160,000 per year on two and one-half days per week. Asking \$185,000.

**EAST LOS ANGELES COUNTY ORTHODONTIC PRACTICE FOR SALE:** Long established orthodontic practice collected \$250,000 in 2012 with 220 patients in bands, 70 patients in Phase I and over 600 patients in retention. \$150,000 in contract receivables and referrals from 23 different practitioners in 2012. 5 chairs in a professional building. Seller is retiring and motivated. Asking \$100,000.

**LA CANADA FEE FOR SERVICE PRACTICE FOR SALE:** Practice consistently collects over \$1.2 million per year with a net income over \$525,000 each year on four days per week with seven days per week of hygiene. Seller does no marketing, does not work evenings or weekends and the only PPO accepted is Delta. Also refers out all endo, all oral surgery, all perio surgery, all implant placement and all ortho. Five equipped operatories, digital x-ray, panoramic x-ray and fully computerized with Dentrix software. Asking \$1,100,000.

**SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE:** Small, fee for service practice, collects \$170,000 per year on two and one-half days per week. Seller refers out most endo, all perio surgery and all implant placement. The practice does not accept HMO or PPO insurance patients. The office consists of 3 equipped operatories. The lease will expire at the end of May, 2013 and the Seller is willing to relocate the practice and transition the patients to a new location if a Buyer would so desire. Asking \$120,000. – **PENDING AT FULL PRICE**

**GLENDALE/LA CANADA GENERAL PRACTICE FOR SALE:** Over 40 years of goodwill with the same practitioner! The practice has averaged \$360,000 per year in collections and an average net income of \$120,000 per year on three and a half days per week. No HMO, no advertising, no evenings and no weekends. Seller refers all oral surgery, all perio surgery, almost all endo and all ortho. One and one-half days of hygiene per week. The practice is located in a professional building near the hospital and has 5 fully equipped operatories. Seller is motivated. Asking \$250,000. **SOLD**

**KERN COUNTY GENERAL DENTAL GROUP PRACTICE SEEKS AN ADDITIONAL PARTNER/SHAREHOLDER:** A well established general dentist group practice that currently collects over \$8 million per year is seeking an experienced general dentist that is capable of producing \$1.2 million or more per year to initially affiliate and ultimately buy-in to the group. The practice is limited only by dentist hours as the practice averages over 200 new patients per month and does not accept Denti-Cal or HMO patients. Large state of the art facility that is completely paperless and digital with a CT scanner, newer KaVo and Adec equipment, an in house lab and in house physician anesthesiologist. No business experience required, just practice dentistry in a great environment and be appropriately rewarded. Call for details.

**GLENDALE/ATWATER AREA GENERAL PRACTICE FOR SALE:** Small, one operatory practice shares the reception room with a medical group. Practice collects \$120,000 per year on one day per week. Digital x-rays. Lease can be terminated in three months or renewed. This situation is ideal for a dentist with a practice in the area to acquire and merge. Asking \$50,000.

**ENCINO GENERAL PRACTICE FOR SALE:** Over 35 years of goodwill. This practice collects \$440,000 per year on two and one-half days per week with one and one-half days of hygiene per week with no HMO and no advertising. The office has 6 equipped operatories plus an x-ray room. Seller is willing to transition the practice to a buyer or will move the practice to a buyer's office and work in that office for one year to facilitate the patient transition/retention. Asking \$360,000. **SOLD**

**BEVERLY HILLS COSMETIC PRACTICE FOR SALE:** Practice is heavily based on implants and has all of the technology to support it with a CT scanner, Sidexis imaging software and Anatomage virtual implant placement software. The office has 3 operatories with outstanding views from every room of this Golden Triangle location. Gross collections in 2010 and 2011 were over \$1.4 million each year. Net income is over \$500,000 for a dentist that places their own implants. Full fee for service practice with no insurance plans. Seller refers all endo and all perio. Asking \$900,000.

**LONG BEACH STARTER PRACTICE FOR SALE:** Excellent opportunity to own a 50% interest in the building and a solid core of fee for service patients at a very reasonable cost. Seller works three days per week (no evenings, no weekends) and collects \$130,000 per year with no Denti-Cal, no HMO and no PPO plans. Seller does no marketing. The practice has two equipped operatories plus one additional operatory that is plumbed but not equipped. The reception room, lab, sterilization area, front desk area and break room are shared with another dentist that owns 50% of the real estate and has his own three operatories. Each dentist uses their own operatories exclusively. Seller wants to sell his 50% interest in the real estate for \$150,000 which Seller will finance with no money down. Payments would be under \$1,000 per month. The asking price for the practice is \$80,000 – **PENDING AT FULL PRICE**



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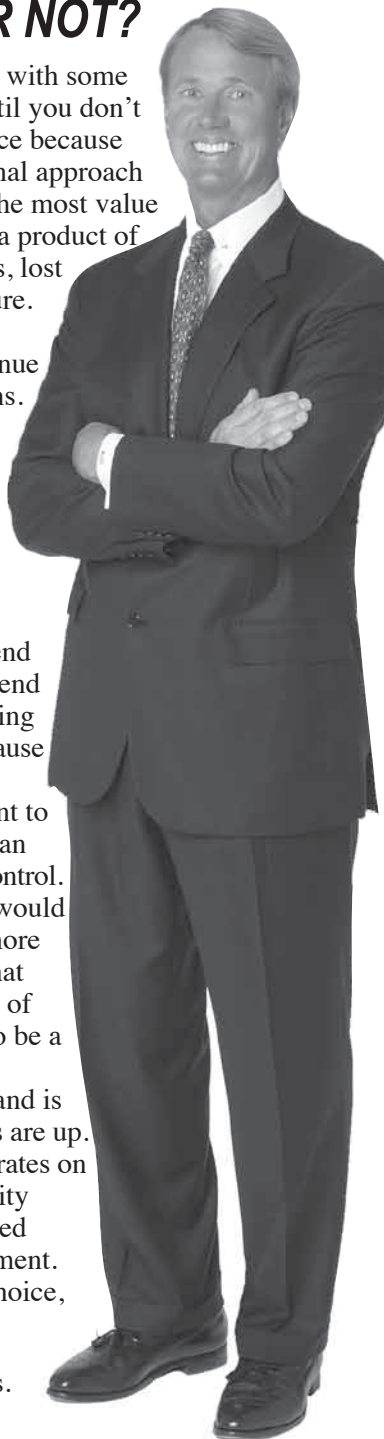
### ***RETIREMENT: PRACTICE SALE OR NOT?***

There are two opposing views to retirement planning today with some consultants advocating the position that you should work until you don't want to work anymore and then walk away from your practice because you will have run it into the ground versus the more traditional approach of sell before your practice begins its natural decline to get the most value for your hard work. In large part, these divergent views are a product of depleted retirement funds, low rates of return on investments, lost home and real estate equity, and the uncertain economic future. As would be Sellers find themselves with limited retirement resources, they have faced limited options other than to continue to work even though each year yields lower and lower returns. Mind you, there is nothing wrong with the work until you drop approach if you really enjoy dentistry, you don't need any money from the sale of your practice when you do decide to stop, and you can continue to practice without physical limitations that may lead to liability, but the two approaches cannot be combined.

There are a couple of observational factors that cannot be ignored in this context. First, dentists' patient populations tend to cluster around the age of the practitioner. Older patients tend not to be in contact with younger people or new people moving into the area and, even if they were, they tend not to refer because they are anticipating that their 70 year old dentist is going to retire any day now. As such, while age tends to make us want to work less and enjoy life a bit more, there are factors other than that alone that cause practices to shrink - factors beyond our control. As a broker, I frequently hear that "if I worked more days I would be busier" or "if I advertised or had a website, I would get more patients". Don't you think that everybody else isn't doing that already? Plus, an increase in revenue for a six month period of time will not bring back the value of the practice. It needs to be a sustained drive to make an impact.

In late January, 2013, the stock market hit a five year high and is flirting with the all time high. Home prices and housing starts are up. Payroll and employee healthcare costs are going up. Interest rates on practice loans remain at record lows and the absence of quality dental practices for sale is keeping the prices up. Well invested practice sale proceeds can contribute to a comfortable retirement. You don't need to work 'til you drop, but if you make that choice, recognize that it is a dead end street.

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- DALY CITY DENTAL PRACTICE FOR SALE** – Gross ~\$290K. Retail center. ~1,150 sq. ft. 3 ops. Close to 280 Fwy.
- REDWOOD CITY DENTAL PRACTICE FOR SALE** – Gross ~\$450K. 2 eq. ops, 1 add't plumbed. All digital, paperless.
- FAIRFIELD DENTAL PRACTICE FOR SALE** – Gross ~\$190K. 1,500 sq.ft. , 2 eq. ops, 1 add't plumbed. #213FF.
- VALLEJO DENTAL PRACTICE FOR SALE** – Gross ~ \$650K. Excellent visibility. 4 ops, 1,500 sq. ft. Shopping center.
- OAKLAND STARTER PRACTICE FOR SALE** – Asking \$69K. 5 eq. ops. Renovated 2 yrs ago. ~1,932 sq. ft. in Prof. bldg.
- SAN JOSE BUILDING FOR SALE** – 2 Units totaling 2,197 sq. ft. ~1,100 sq. ft. each. Located on major cross street. Easy access to 101 Fwy. Ideal for Dental, Medical or Office use. Great opportunity for Owner or Investor. #420BSJ
- SAN JOSE PRACTICE FOR SALE** – Starter Practice. ~1,200 sq. ft., 2 ops, 1 add't plumbed. Good visibility. #612SJ
- RIVERSIDE DENTAL PRACTICE FOR SALE** – Gross ~\$300K. Located in busy retail center on major intersection. 3 fully eq. ops, 1 additional plumbed. ~1,200 sq. ft. Good visibility & exposure. Easy access to Freeway 91. #131RS.
- FREESTANDING BUILDING IN BEAUMONT FOR SALE** – Two building on one lot in Beaumont, CA. Front building is the dental office, plumbed for three ops. Back building is office bldg. Remodeled in 2005. Great visibility. Asking \$700K
- FRESNO DENTAL PRACTICE FOR SALE** – Excellent visibility. ~ 2,000 sq. ft., 3 eq. ops, 2 additional plumbed. #1813F
- NEW LISTING! PISMO BEACH DENTAL PRACTICE FOR SALE** – Gross over \$1 Mil. Net ~ \$600K. 4 fully equipped operatories, 2 additional plumbed, ~ 2,400 sq.ft. Located in a small strip mall. Good signage and visibility. #221GB
- WHITTIER DENTAL PRACTICE FOR SALE** – Gross ~ \$390K. GP with 3 fully eq. ops located in strip mall on major intersection. Good signage & visibility from street. ~1,000 sq. ft. Close to anchor stores. No HMO. #130WCC
- NEW LISTING! LONG BEACH DENTAL PRACTICE FOR SALE** – 5 eq. ops. Located in shopping ctr with major anchors.
- LOS ANGELES DENTAL PRACTICE FOR SALE** – Gross ~\$360K. 7 fully eq. operatories, ~ 2,300 sq. ft. Located in a highly visible, single story shopping center. 9 years of goodwill. Excellent exposure, visibility & signage. #25LAMK.
- LOS ANGELES DENTAL PRACTICE & FREESTANDING BUILDING FOR SALE** – Gross ~ \$600K. 7 fully equipped ops in ~ 2,200 sq. ft. freestanding building for sale. Good signage & bill board. Good visibility & foot traffic. #115LADB
- LOS ANGELES DENTAL PRACTICE FOR SALE** – Good street visibility. ~ 1,000 sq. ft., 3 ops. Close to Chinatown.
- LOS ANGELES DENTAL PRACTICE FOR SALE** – Busy intersection. Downtown of East LA. ~ 1,498 sf, 3 ops. #LA1130W
- NEW LISTING! SANTA ANA DENTAL PRACTICE FOR SALE** – Busy shopping ctr. 2 eq. ops, 1 add't plumbed. ~1,000 sf.
- NEW LISTING! ANAHEIM DENTAL PRACTICE FOR SALE** – Gross ~\$315K. Freestanding building located on busy street. Excellent visibility. Good foot traffic. 4 fully eq. operatories, 1 additional plumbed, ~ 1,200 sq. ft. #G228A
- ANAHEIM DENTAL PRACTICE FOR SALE** – ~ 1,185 sq. ft., 3 ops. Good visibility, foot traffic & high vehicle traffic.
- WESTMINSTER DENTAL PRACTICE FOR SALE** – 1600 sq.ft. 3 ops. Cash & PPO only. Easy access to 405 Fwy.
- LA JOLLA DENTAL PRACTICE FOR SALE** – 15 yrs of goodwill. 3 ops, ~1,438 sq. ft. Located in strip mall. #13012LJ
- LA JOLLA DENTAL PRACTICE FOR SALE** – Gross ~ \$300K. 2 ops, ~ 1,000 sq. ft. Prof bldg. surrounded by Med Ctr.
- ESCONDIDO DENTAL PRACTICE FOR SALE** – 3 ops, 2 add't plumbed, ~ 2,100 sq. ft. Strip mall. Near anchor stores.
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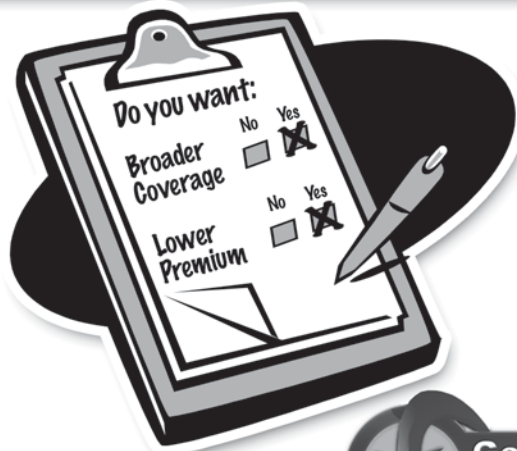
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**\$709,000 - General Dentistry Practice in Coastal Orange County**, Southern California, with four (4) operatories, fully equipped. Great location near shopping center. Modern, beautifully appointed office with high end finishes. Must see! Call our office for more information.

**NEW LISTING - \$575,000 - General Dentistry Practice in San Juan Capistrano**, South Orange County, Southern California, with four (4) operatories, fully equipped, reception area, private office, and storage room. This practice utilizes digital x-rays with one (1) sensor.

**NEW LISTING - \$530,000 - General Dentistry Practice in the San Gabriel Valley**, Los Angeles County, Southern California, with five (5) operatories, fully equipped, reception room, staff lounge, private office, sterilization area, and storage room. This office utilizes a laser, and digital radiography with one (1) sensor.

**PRICE REDUCTION - \$245,000 - General Dentistry Practice in Palm Springs**, Riverside County, Southern California with four (4) operatories. This practice is located on a main street, and has been established since 2005. Seller is moving out of the area. This is a PPO/Fee For Service practice, no HMO.

**\$595,000 - Amalgam-free General Dentistry Practice in Westwood**, Los Angeles County, Southern California with five (5) operatories, includes equipment, wet lab, consultation/seminar room, sterilization room. Doctor retiring. Great location across from UCLA campus in a professional building.

**NEW LISTING - Price \$750,000 - General Dentistry Practice in the South Bay**, Los Angeles County, Southern California, with five (5) operatories, fully equipped, private office, sterilization room, and consultation room. This office has an intra-oral camera, Schick digital radiography, and has been in the same location for over 50 years. Retiring doctor refers out most specialty work. Contact our office for more information.

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**\$275,000 - Perio Practice in Coastal Orange County**, Southern California with five (5) operatories, lab, sterilization area, business office, private office in a professional building. Great location. Seller is retiring with 33 years of goodwill. Call our office for more information.

**NEW LISTING - \$450,000 - General Dentistry Practice in Los Angeles**, Los Angeles County, Southern California with five (5) operatories, four (4) fully equipped, one (1) plumbed, not equipped, sterilization room, lab, reception area, business office, and private office. This practice has been established for over 70 years and current owner has been with practice for over 23 years. Specialty work referred out. Contact our office for more information.

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**Professionalism** respectful and diligent to my project. All County did an exceptional job. Dr. M. Yung. 714-356-1203.

**"After going through** multiple SEO companies and not getting results, I was very hesitant to start with someone else. Lucky for me I gave Proactive a chance; I am on the first page for every keyword. My practice has seen a huge increase in the number of patients every month. — Dr. Marty Lipsey. Call PSS at 310-994-1136 or visit [dentistseo.org](http://dentistseo.org).

**Space for Lease** in Tustin-to build dental office prefer specialist (Pedodontist or orthodontist)Great location email [mustardseed000@yahoo.com](mailto:mustardseed000@yahoo.com).

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Your recipe for success

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AFFORDABLE  
THEN  
YOU'D EVER  
EXPECT!  
EVERYTHING  
YOU NEED  
TO KNOW  
AND LEARN  
TO PACKAGE OR  
BOTTLE YOUR  
RECIPE AND BRING  
YOUR PRODUCT  
TO THE  
MARKETPLACE.



## Nutrition Facts

Serving Size 2 tbsp. (30g)  
Servings Per Container 16

Amount Per Serving

Calories 70 Calories from Fat 0

%Daily Value\*

Total Fat 0g 0%

Saturated Fat 0g 0%

Trans Fat 0g 0%

Cholesterol 20mg 7%

Sodium 480mg 20%

Total Carbohydrate 13g 4%

Dietary Fiber 1g

Sugars 3g

Protein 6g

Vitamin A 0% • Vitamin C 0%

Calcium 0% • Iron 0%

\* Percent Daily Values are based on a 2,000

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**"Pat and Jason,** On behalf of the members of ADS and our colleagues, I want to thank you both for presenting such an informative session at our Las Vegas meeting. Our group always enjoys hearing from you both and we look forward to an ongoing relationship." Nancy L. Schoyer, Executive Director: ADS. Wood & Delgado-Nation's #1 Dental Law Firm. Visit Us at: [www.dentalattorneys.com](http://www.dentalattorneys.com).

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## *\*Tip of the month:*

When I first started practicing dentistry in 1998, my CPA at the time had me practicing as a C corporation, but while I was studying tax law in law graduate school, I realized a S corporation was a better fit for me, and I elected the S corporation entity for my own dental practice. Many doctors rely on the advice of their accountant but a CPA may only look at a portion of the equation. As a dentist and attorney, I have discovered that while both provide protections from liability, selecting the right type of corporation means avoidance of double taxation.

For many dentists an S corporation is preferable to a C corporation. This is because S corporations are tax reporting entities, and C corporations are tax paying entities. S corp earnings are reported on the owner's tax return (similar to a Partnership) and taxed at the owner's individual tax rate. A C corp is preferred over an S corp when a choice of ending of fiscal year is desired instead of the fixed ending date of December 31. Obviously the size and scope of your dental practice determines which option makes the most sense, both from a liability as well as a tax perspective. If you are unsure which option best suits your particular situation, call me for a complimentary consultation. I'm here to help.



Chester Jeng, DDS, JD, LL.M (Master Degree in Tax Law)  
Dentist and Attorney

## Law Offices of Jeng and Associates (714) 858-0536 Jenglaw@yahoo.com

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\*Disclaimer: Monthly tip is not legal advice and in no way attorney-client privilege has been created.  
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*"After going through multiple SEO companies and not getting results, I was very hesitant to start with someone else. Lucky for me I gave Proactive a chance; I am on the first page for every keyword. My practice has seen a huge increase in the number of patients every month. They also worked hand in hand with my staff to train them how to give special attention to online patients."* — Dr. Marty Lipsey, Sleep Clinic Dallas, Dallas, TX

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# TCDC's Townie Meeting SILENT AUCTION

**April 17th - 20th**  
**Planet Hollywood**  
**Las Vegas**

On April 17-20, 2013, TCDC will once again partner with 1-800-Dentist® and Dentaltown to host a silent auction during the nationally renowned Townie Meeting at Planet Hollywood in Las Vegas, Nevada.

Since 2007, as the Townie Meeting's charity of choice, proceeds from this event have raised **\$150,000** to combat dental disease by providing dental visits, oral health screenings, and prevention-focused education to dentally underserved children and caregivers in Los Angeles County.

Please join us in fighting this very preventable disease by making a tax-deductible donation to TCDC's silent auction. Check out TCDC's Silent Auction WISH LIST for ideas!

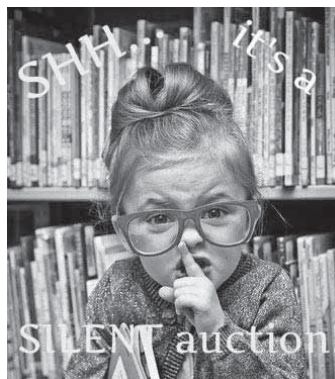
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Send donation via mail to:

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Arrange a possible pick-up

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## Silent Auction WISH LIST

- Dental equipment, product, or educational material
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**PPS Professional Practice Sales** CDABOOTH 1157-- EMERGENCY--ILLNESS -- RETIREMENT -- VICTOR VALLEY ESTB 20plus years HMO 2k/month-- 8 ops- Gross million in good times --\$605k 2012, Need young talent to take to million in 18 months HI Identity location Call PPS 714-832-0230.

**Experienced** friendly, female GP seeking P/T position for Mon, Wed, or Thurs, preferably in OC. Bilingual Spanish. (949)903-0672.

**FT Front Office** manager position in Mission Viejo PPO office. Prefer Softdent experience, 2+ yrs experience. Send resumes to mvdds2013@gmail.com.

**PRACTICE WANTED** UCLA Grad DDS (10+ yr) looking to purchase dental practice or patients in Rancho Santa Margarita, CA. gaw1177@gmail.com.

**Complete Digital Sensor** Systems starting at just \$6,999. Call DentiMax at (800) 704-8494.

**ENDODONTIST** AVAILABLE FOR YOUR PPO/FFS OFFICE PART TIME IN OC/LA. PROFESSIONAL/FRIENDLY & PRODUCTIVE. CONTACT DR. LEVI 949-514-4190 FOR INFORMATION.

**Caudill & Associates** NEW LISTING \$475,000 (Newark, CA) 5 Ops (3 furnished), Shopping Center, 3 days/wk, Average 3 yr. Collections \$572,000. Broker caudassoc@aol.com or (951) 314-5542.

**OC ORTHODONTIST** needed in months of Aug/Sept/Oct. Please email LNF@ucla.edu to learn more. Perfect for new grad!

**WANTED** Good condition intra-oral camera(s) with docking system. Printer included if available. Contact janatran1@yahoo.com.



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dental office.  
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**Robert A. Palumbo**  
Partner  
Executive Vice President

### **FEATURED LISTINGS**

**BARSTOW (GP)** – With over 47 years of goodwill this practice is located in a single story professional building with heavy traffic flow. Near residential area. Easy freeway access. Motivated seller works 3.5 days/wk with 2.5 days/wk of hygiene. Sees approximately 12-13 new patient/mo. Fee for service. 100% Patient referral. Practice consists of 4 equipped ops with Dentisoft software in a 1,100 sq. ft. office. Grossed approximately \$520K in 2012. BUYER'S NET OF \$280K. Please contact your CPS Agent for more details. **Property ID #4241.**

**ENCINITAS (GP)** – Well established practice located in busy single story strip mall. Corner location with excellent signage and street visibility. Near residential area where homes are being built. Fee for service. Motivated seller works 3.5 days/wk and sees approximately 10-15 new patients/mo. Practice consists of 2 fully equipped operatories with digital x-ray and Eagle software. Grossed approximately \$354,312 in 2012. For more information, please contact your CPS Agent for detail. **Property ID #4315.**

**MISSION VIEJO (GP)** - Located on the edge of a prestigious shopping center in a professional medical building, this Practice is surrounded by anchor tenants such as Walgreens, Claim Jumper Restaurant and Sprouts Farmers Market. This well constructed, modern, office is being listed for a fraction of what the seller invested. Completely digital, the office is seamlessly integrated with Dexis software. Large floor-to-ceiling windows supply plenty of natural light. Rent for the area is quite reasonable. The Practice has three plumbed and equipped operatories should you decide to add specialties. The seller is very personable, is easy to work with and desires a smooth transition. Call your CPS Agents for more details. **Property ID # 4303.**

**SANTA BARBARA COUNTY** – With over 36 year of goodwill, this practice grossed approximately \$560K in 2012 with monthly revenues of \$46K/mo. Retiring seller works 4.5 days wk with 3 days of hygiene. Fee for service. Minimal advertising. Located in a two story medical / dental building on a busy shopping plaza near universities. Lots of foot traffic. Practice consists of 3 equipped operatories in a 1,220 sq. ft. suite. Contact your CPS Agent for more information on this "bread and butter" type family practice. **Property ID #4311.**

Should you have any questions, please don't hesitate to contact us.  
**Our services are free to buyers, so we encourage you contact us to have a specialist assigned specifically to you to answer your questions and guide you through the purchasing process.**  
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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



**CDA Convention April 11-13, 2013, Booth 317**

### GREATER LOS ANGELES COUNTY

**CULVER CITY** - Leasehold Improvements & Equipment Only! Practice consists of spacious 10 equipped operatories. Located on a single story building with private parking above building. On a busy street. Great exposure. In residential area. Motivated seller purchased building nearby. Excellent opportunity for a starter office. Please contact your CPS Agent for more information. **Property ID # 4261.**

**GLENDALE (GP) Turn-Key** - Well established practice located in a 2 story Medical/Dental building and on one of the busiest streets of Glendale. Very visible building. Motivated seller works 3 1/2 days/wk with 3 days/wk of hygiene. Sees approximately 10-12 patients/day. Fee for service. Consists of 3 equipped ops with large windows in a 1,100 sq. ft. suite. Not computerized. Grossed approximately \$392,988 in 2012. Please contact your CPS Agent for more details. **Property.**

**HUNTINGTON PARK - (GP)** - Absentee Owner. Established in 2008 this practice is located in a 2 story free standing building. Corner location with heavy traffic flow. Private parking. Near residential area. Across the street from a Church. Motivated seller will be moving out of state. Practice consists of 4 equipped operatories in a 1,700 sq. ft. office. Some Cap and Denti-cal. Please contact your CPS Agent for more details. **Property ID #4295.**

**LOS ANGELES (ORTHO/GP)** - Leasehold improvements and equipment only! Excellent for a first time Buyer. Neat office with 3 chairs in open bay, though walls could certainly be constructed to add additional privacy. Recently made some upgrades. Office is located in the prestigious Wilshire West Medical Towers with great views of downtown L.A. and Century City. Priced for an immediate sale. Contact CPS for more information. **Property ID # 4025.**

**NORTH HOLLYWOOD (GP / ORTHO)** - With over 14 years of goodwill, this practice is located in a Two Story Multi-Use Professional Building. Right off the freeway. Corner location with ample parking. The plaza has heavy traffic flowing from the surrounding restaurants and retail areas. With excellent street visibility, there are actually two sides of the building that offers signage to be observed from both major cross streets where the practice resides. The office consists of 4 equipped operatories with Ortho software and was recently painted and remodeled. Seller works 3 days/wk and Associate 1 day/wk. See approximately 16-18 new patients per month and approximately 4-5 new starts per month. Fee for service. There is approximately 50% Ortho. Seller has agreed to associate back into the office to complete the Ortho cases 1x/mo. Grossed approximately \$383,889 for 2012 with Monthly revenues of approximately \$31,000. Buyer's net of \$126,229. Motivated Seller will be pursuing her career in lecturing around the world. Call us now for more information. **Property ID #4265.**

**REDONDO BEACH** - Leasehold improvement and Equipment only!! Great opportunity for a GP or Specialist. Practice consist of 3 spacious quipped operatories, sterilization / lab combo, business office and private office in a 890 sq. ft suite. Located in 4 story building and assigned to 3 parking spaces. Price for immediate sale. Call your CPS Agent for more details. **Property ID #4309.**

**RESEDA (GP)** - This corner location with excellent signage is your traditional bread and butter practice. With excellent patient flow, it also offers a very competitive lease that includes all of the utilities. Located in a retail area conveniently next to CVS Pharmacy to fill prescriptions and across the street from back and more retail shops. This location has been an icon as a dental practice for the area offering over 17 years of goodwill. Office consists of 5 fully equipped ops, 1 plumbed not equipped with Eaglesoft software, digital x-ray and intra oral camera in a 1,971 sq. ft. suite. Motivated seller is an absentee owner. Associate works 4 days/wk with 2 days/wk of Hygiene. Grossed approximately \$647,072 in 2012. Buyer's net of \$225,215. Contact your CPS Agent for more details. **Property ID: #4175.**

**SANTA MONICA (GP)** - Fee for service practice located in a 4 story medical/dental building with heavy traffic flow. Well established office with 30 years of goodwill consists of 3 equipped operatories in a 1,050 sq. ft. suite. Retiring seller is working 4.5 days/wk and sees approximately 10-15 new patients/mo. Remolded 3 years ago. Projecting approximately \$305,321 for 2012. Buyer's net of \$108K. Contact your CPS Agents for more details. **Property ID #4297.**





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**TARZANA (GP)** – Well established practice with over 28 years of goodwill. Fee for service. Motivated seller work 4.5 days /wk, Associate 2 days/wk and with 3 days/wk of hygiene. Consists of 8 fully equipped operatories and 2 plumbed not equipped operatories with Dentalsoft software in a 3,000 sq. ft suite. Grossed approximately \$675K in 2012. Contact your CPS Agent for more information. **Property ID #4313.**

**WEST HOLLYWOOD (GP)** - This modern designed office is on the top floor with the best view facing the Santa Monica Mountains and the Trousdale Estates area. Motivated seller works 4 days/wk with 3 days/wk of Hygiene. 100% CASH. 100% Patient Referral. Well established practice with over 48 years of goodwill. Consists of 3 spacious fully eq. ops, with MAC Practice software, digital x-ray and intra oral cameral in a 1,000 sq. ft. suite. Monthly revenues of approximately \$83K/mo. Grossed over \$1M in 2012. BUYER'S NET OF \$400K. Seller relocating out of state. Call your CPS Agent for more information! **Property ID #4153.**

**WHITTIER (GP)** – Established in 1955, this large state of the art facility is located in a single story strip mall with great signage and visibility. Practice consists of 8 fully equipped operatories, hygiene room with 4 equipped operatories, consultation room, sterilization room, lab room, private office, lounge room, K-Comp software package, Pano, Kodak Imaging and wireless dock in every operator so such as intra oral cameras can travel between operatories. Motivated seller is working 3 days/wk, Associate 3 days/wk with 3 days/wk of hygiene. Income source: PPO / Cash / In House Insurance / Capitation (Approx. \$10K/mo in cap checks) Grossed approximately \$1,497,380 in 2012. Buyer's net \$496K. Monthly revenues of \$127,000. Seller will be retiring. Call us now for more information. **Property ID #4259.**

### ORANGE COUNTY

**FOOTHILL RANCH (GP)** - Price reduced (Established is 2006, this modern contemporary designed office is located in 2 story medical building. Office was remodeled in July 2011 and consists of 6 fully equipped operatories with Dentrix software and digital x-ray in a 1,850 sq. ft suite. Major equipment is approximately 1-7 years old. Seller works 1 days/wk with 2 days/wk of hygiene. Monthly revenues of approximately \$28,000/mo. Income source: Insurance / Cash / Capitation (\$ 1,636/mo of cap checks). Beautiful office. Excellent starter opportunity. Call us now. **Property ID #4215.**

**LAGUNA HILLS** - This nice General practice is located in the 2nd floor of a 2 story busy shopping center on one of the busiest streets in L.H. with over 19 years of goodwill. It has Great visibility and signage. Upscale neighborhood. Seller has a flat rate lease that includes all utilities, maintenance, janitorial supplies and cleaning. Office is open 3 days/wk but certainly can produce more. Fee for service. Office consists of 4 fully eq. ops, in a 1,700 sq. ft. suite. Well lay out office with island containing the sterilization area. Monthly revenues of approximately \$40K/mo. BUYER'S NET OF \$224K. Ask your CPS Agent for more details. **Property ID #4155.**

**LAKE FOREST** - Leasehold Improvements, Equipment & Some Charts! Priced Reduced! Established in February 2011, this office is located in a single story busy shopping center. Dental practice shares the suite with a Medical clinic. Good source of new patient referrals. Excellent traffic flow and visibility. Practice consists of 3 spacious eq. ops, 1 plumbed not eq. in a 1,200 sq. ft of a 2,500 sq. ft. suite. Seller's work 2 days/wk and see approximately 7-8 patients per day. Fee for service. Motivated Sellers have other practices in the Inland Empire. Great starter opportunity! Price for immediate sale. Call us now for more details. **Property ID #4123.**

**MISSION VIEJO (GP)** - Located on the edge of a prestigious shopping center in a professional medical building, this Practice is surrounded by anchor tenants such as Walgreens, Claim Jumper Restaurant and Sprouts Farmers Market. This well constructed, modern, office is being listed for a fraction of what the seller invested. Completely digital, the office is seamlessly integrated with Dexis software. Large floor-to-ceiling windows supply plenty of natural light. Rent for the area is quite reasonable. The Practice has three plumbed and equipped operatories should you decide to add specialties. The seller is very personable, is easy to work with and desires a smooth transition. Call your CPS Agents for more details. **Property ID # 4303.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices

**CDA Convention April 11-13, 2013, Booth 317**



Maria Silva, V.P.

**ORANGE** - Leasehold Improvements & Some Equipment Only! The suite, located right off of the 55 freeway, was recently remodeled and the Seller invested nearly \$40,000 in upgrades, making the suite ready to accommodate the buyer's new equipment. All 4 plumbed, not equipped, operatories and the reception area look over the garden area, contributing to the build out, that is very Zen and relaxing. Lined with new flooring, wall coverings and sinks, this suite has a flat lease that is becoming rare for Orange County. This would be a great location for a specialist, because there are 4 other general dentists, throughout the complex, that could potentially be a great source of referrals. The Seller has identified the need for a Periodontists, in the area, while another specialist, such as an Endodontist, Orthodontist or Oral Surgeon, would also do well. Call your CPS Agents for more details. **Property ID # 4299.**

**RANCHO SANTA MARGARITA (GP)** - State of the art facility located in a two story plaza center. Established in late 2005. Practice consists of 7 fully eq. ops, with Dentrux software, Pano / Ceph X-ray, and Cerec Machine in a 2,250 sqft suite. Motivated seller work 2 days/wk, Associate 4 days/wk and 2 days/wk of hygiene. Both doctors see approximately 20-30 patients/day. Income Source: Insurance/ Cash / Some Capitation (\$4,500 in monthly Cap check). Grossed approximately \$816K for 2012. Buyer's net of \$254K. Contact your CPS Agent for more information on this modern designed office. **Property ID #4187.**

**SANTA ANA** - Leasehold Improvement & Equipment Only! Great starter practice is located on the second floor of a multi story professional medical building. Excellent lease. Office consists of 1,263 sq. ft. with 3 computerized eq. ops, and 2 plumbed not eq. for expansion with EZ 2000 software. Well designed. Motivated seller made some upgrades approximately 2 years ago and now purchased a building nearby. Ask your CPS Agent for more details. **Property ID #4221.**

**SANTA ANA (PEDO/GP)** - Established in 2011 this modern designed office is located in a busy shopping center across from Santa Ana College. Great signage and visibility. Heavy traffic flow. Absentee owner. Practice is open 5 days/wk. Associates see approximately 55-60 new patients/mo. Most of the income comes from Denti-cal patients. Practice consists of 5 fully equipped ops, 3 plumbed not equipped for expansion in a 2,500 sq. ft. suite. Grossed approximately \$1,121,381 in 2012. Please contact your CPS Agent for more information. **Property ID #4281.**

**TUSTIN** - Leasehold Improvement & Equipment Only! Beautiful state-of-the-art office is located in a two story medical dental building with heavy traffic flow. Office consist of 5 fully eq. ops, 3 not eq. for expansion in a 2,085 sq. ft. suite. Motivated seller built out the practice in 2007. Equipment 5 years old. This is an excellent opportunity for a GP or Multi Specialty practice. Great practice with room to grow. Contact your CPS Agent for more information. **Property ID #4225.**

### RIVERSIDE & SAN BERNARDINO COUNTIES

**APPLE VALLEY (GP)** - Established in 2007 this modern designed office is located is a busy shopping center with ample parking lot, great visibility and signage. Practice consists of 2 eq. ops with Practice Web software, 2 plumbed not eq. ops for expansion in a 1,600 sq ft suite. Equipment is 5 years old. Sellers work 4 days/wk. Insurance / Cash / Some Denti-cal / Some Cap. (\$2,250/mo in Cap checks). Monthly revenues of \$57K. Grossed\$ 692,124 in 2012. Buyer's net of \$219K. Please contact your CPS Agent for more information. **Property ID #4271.**

**BARSTOW (GP)** - With over 47 years of goodwill this practice is located in a single story professional building with heavy traffic flow. Near residential area. Easy freeway access. Motivated seller works 3.5 days/wk with 2.5 days/wk of hygiene. Sees approximately 12-13 new patient/mo. Fee for service. 100% Patient referral. Practice consists of 4 equipped ops with Dentisoft software in a 1,100 sq. ft. office. Grossed approximately \$520K in 2012. BUYER'S NET OF \$280K. Please contact your CPS Agent for more details. **Property ID #4241.**

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**REMINDER: Net Income is Buyer's Net Income after Debt Service. BACK UP OFFERS ARE ALWAYS ENCOURAGED!!!**



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Tina Ochoa, V.P.

**FONTANA (PEDO)** – Modern designed office located in a new single story multi use building with incredible camera system outside as well as internally. Motivated seller owns the suite and is open to sell. State of the art practice consists of 2 fully equipped operatories and 3 chairs in open bay. Office is open 4-5 days/wk. Income source: 15% insurance and 85% Denti-cal. The staff speaks Spanish to accommodate the large Hispanic population in the area. The spacious office has tall ceilings and is credibly well laid out complete with a theatre setting in the lobby area to accommodate the patients. Grossed approximately \$693,107 in 2012. BUYER' NET OF \$207K. Please contact your CPS Agent for more information. **Property ID #4301.**

**LA QUINTA** - One of the fastest growing cities in California - Leasehold Improvements & Equipment Only!! Practice consists of 3 eq. ops, 1,000 sq. ft. suite located in a strip shopping center. Computerized office with Dexis software, intra oral camera and Dexis Digital X-ray. Newer equipment. Affluent area World Class Golf, high end resorts and shopping. Practice established since 1995. Motivated Seller opened new location. **Property ID #4063.**

**MURRIETA (GP)** – Established in 2010, this general practice is located in one of the busiest intersections of Murrieta surrounded by anchor tenants. Motivated seller works 4 days/wk and sees approximately 10-15 patients/day. Income source: Insurance / Cash / Capitation. Office consists of 3 fully equipped operatories with Dentrix software in a 1,400 sq. ft. suite. Grossed approximately \$302,704 in 2012. Please contact your CPS Agent for more information. **Property ID # 4247.**

**RIVERSIDE - (GP)** – Established in January 2012, this office is located on a major street in a busy shopping center with heavy traffic foot, great visibility, and signage. Everything is brand new and digital, complete with a new security camera and alarm system. Practice consists of 4 fully equipped operatories with Dentrix software and digital x-ray. Office is open 4 days/wk and see approximately 10-18 patients per day. Monthly revenues of approximately \$20K/mo. Great starter office Call us now for more information. **Property ID #4269.**

**SUN CITY (GP)** – With 39 years of goodwill this practice is located in a 4 suite medical/dental building. Retiring seller works 3 days/wk and sees approximately 6-8 patients/day. Fee for service. 100% patient referral. Practice consists of 2 equipped ops, 1 plumbed not equipped, lab room, storage room (plumbed), small x-ray room, sterilization and private office in a 1,100 sq. ft. suite. Grossed approximately \$171,917 in 2012. Buyer's net of \$81K. Great practice on a busy street. Country Club across the street. New development area. Near shopping centers and residential area. Price for immediate sale. Please contact your CPS Agent for more information. **Property ID #4287.**

### SAN DIEGO COUNTY

**ENCINITAS (GP)** – Well established practice located in busy single story strip mall. Corner location with excellent signage and street visibility. Near residential area where homes are being built. Fee for service. Motivated seller works 3.5 days/wk and sees approximately 10-15 new patients/mo. Practice consists of 2 fully equipped operatories with digital x-ray and Eagle software. Grossed approximately \$354,312 in 2012. For more information, please contact your CPS Agent for detail. **Property ID #4315.**

**RAMONA** – General practice consists of 3 equipped operatories in a 1,000 sq. ft suite. Established in 1979 and located in single story strip mall with great street visibility. Busy area. Retiring seller works 4 days/wk and sees approximately 5-10 patients/day. Fee for service. Minimal advertising. Grossed \$214,241 in 2011. Projecting approximately \$200K for 2012 fiscal year. Please contact your CPS Agent for more information. **Property ID #4305.**

**SAN MARCOS - PRICE REDUCED!** Leasehold Improvements & Equipment! Established in 2010, this modern designed office is located in a two story building. In a retirement community and high income area. The practice consists of 2 eq. ops, consultation/private office, reception area and a storage room in an 800 sq. ft. office. Price for an immediate sale. Contact your CPS Agent for more information. **Property ID #4217.**



# PRACTICE SALES, INC.

## and Appraising of Dental Practices

**CDA Convention April 11-13, 2013, Booth 317**



Greg Beamer, V.P.

**SAN DIEGO (GP)** - This practice located in a free standing building corner location with its own private parking lot with great street visibility and heavy traffic flow in a hub center for medical facilities and located near several hospitals and within a few hundred yards from the freeway. The building only has two tenants, the other being the building owner that is a Pedodontist. Established over 5 years ago and consists of 4 equipped operatories with Dentrix software and digital x-ray in 2,076 sq. ft. suite. Motivated seller is working 4 days/wk with 1 day of hygiene. Grossed approximately \$471,472 in 2012 with Monthly revenues of approximately \$39,000. Contact your CPS Agent for more information on this modern designed office. **Property ID #4279.**

### VENTURA & SANTA BARBARA COUNTIES

**THOUSAND OAKS - (GP)** - This modern designed state of the art office is located in a single story building. Seller owns building but not for sale. In residential /commercial area. Has great street visibility. Practice consists of 6 fully equipped operatories with Data Tex software and digital x-ray. Equipment is approximate 5 years old. 50 years of goodwill. Absentee owner. Two Associates work 2 days/wk each and 3 days/wk of hygiene. See approximately 8-12 patients/day. Please contact your CPS Agent for more information. **Property ID # 4257.**

**SANTA BARBARA COUNTY** - With over 36 year of goodwill, this practice grossed approximately \$560K in 2012 with monthly revenues of \$46K/mo. Retiring seller works 4.5 days wk with 3 days of hygiene. Fee for service. Minimal advertising. Located in a two story medical / dental building on a busy shopping plaza near universities. Lots of foot traffic. Practice consists of 3 equipped operatories in a 1,220 sq. ft. suite. Contact your CPS Agent for more information on this "bread and butter" type family practice. **Property ID #4311.**

### SPECIALTY PRACTICES

**BURBANK (ORTHO)** - Long established practice with over 45 year of goodwill, this Orthodontic office is located in a 4 story medical dental building in Burbank's media center and across the street from major medical center. Burbank is a bedroom community - 4 high schools (2 cities & 2 private within 5 miles of office), 3 middle schools and 4 parish schools. Practice consists of 2 equipped chairs in open bay area, Pano/Ceph X-ray room, Consultation/Treatment room w/ 1 equipped chair, Sterilization room, Dark room, Private office, large Lab in a 1,221 sq. ft suite. Retiring Seller is working 3 days/wk and sees approximately 25-30 patients per day. Approximate income source: Insurance 49%, Cash 50% & Cap 1%. Grossed approximately \$291,694 in 2012. Please contact your CPS Agent for more information. **Property ID # 4047.**

**LONG BEACH (ORTHO)** - This orthodontic practice is located in a 3 story professional medical dental building with 46 years of goodwill. Has excellent traffic flow and plenty of parking. In residential area. Easy access to the 405 freeway. Office consists of 4 chairs in open bay in a 1,281 sq. ft. suite. Motivated seller works 3 days/wk and Associate 1 day/wk. Insurance/Cash/Cap. Low sales price for immediate sale. Great starter practice. Contact your CPS Agent for more details. **Property ID #4255.**

**LONG BEACH (ORTHO)** - As you will see everything is centralized to the Long Beach where the real estate is owned in the prestigious Bixby Knolls neighborhood. A husband and wife team purchased the three practices as one entity just like they are selling them now that it is time to focus on their growing family. All locations are networked and centralized (1 billing location) to the Long Beach office. They have approximately 300 active patients who are comfortable going to Long Beach to take X-rays where their Pan/Ceph is located. They keep their overhead low as the same staff travels between the 3 locations. 50+ years of goodwill can be yours if you contact your CPS Broker promptly to see the practice before it is gone. Buyer's Net of \$165,115! **Property ID # 4285.**

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#### SELLER'S:

**DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS**

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**Robert A. Palumbo:**  
[rpalumbo@calpracticesales.com](mailto:rpalumbo@calpracticesales.com)

#### BUYER'S:

**DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS**

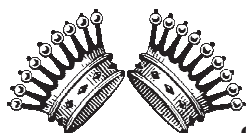
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**Maria Silva** - [msilva@calpracticesales.com](mailto:msilva@calpracticesales.com)

John W. Knipf (Neff) President & Robert A. Palumbo, Executive V.P./Partner • Also serving you: Alice C. King, V.P., Tina Ochoa, V.P., Greg Beamer, V.P. & Maria Silva, V.P.

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# Kings Two Dental Supply

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## Acrylics

|                             |          |          |
|-----------------------------|----------|----------|
| Luxatemp <i>DMG</i>         | 3+1 Free | \$159.00 |
| Venus Temp 2 <i>Heraeus</i> |          | \$149.00 |
| Protemp Plus <i>3M</i>      |          | \$139.00 |
| Tuff Temp <i>Pulpdent</i>   | 2+1 Free | \$115.00 |
| Smartemp <i>Parkell</i>     |          | \$54.95  |
| Versatemp <i>Sultan</i>     |          | \$82.95  |
| Sofreliner <i>Tokuyama</i>  |          | \$115.00 |
| Turbo Temp <i>Danville</i>  |          | \$94.50  |

## Alloys

|   |  |          |
|---|--|----------|
| Septalloy 500/Jar 2spill <i>Septodont</i> |  | \$539.00 |
| GS-80 500-Jar 2Spill <i>SDI</i>           |  | \$604.95 |

## Anesthetics

|                              |           |         |
|------------------------------|-----------|---------|
| Lidocaine <i>Carestream</i>  | 9+1 Free  | \$24.95 |
| Carbocaine <i>Carestream</i> | 9+1 Free  | \$30.50 |
| Septocaine <i>Septodont</i>  | 10+1 Free | \$45.95 |
| Topical Gel <i>Gelato</i>    | 5+1 Free  | \$3.95  |

## Bone Graft

|                                     |                  |          |
|-------------------------------------|------------------|----------|
| R.T.R. 0.8CC <i>Septodont</i>       | 5+1 Free         | \$87.50  |
| Foundation <i>J.Morita</i>          | 2+2 Bullets Free | \$395.00 |
| Unigraft 5/pk <i>Unicare Biomed</i> |                  | \$163.50 |

## Bleaching Material

|                   |           |         |
|-------------------|-----------|---------|
| Venus White Max   |           | \$45.95 |
| Venus White Pro   | 12+2 Free | \$32.95 |
| Venus White Ultra | 12+2 Free | \$26.95 |

## Burs & Diamonds

| Carbide Burs All Size <i>House Brand</i> |  |         |
|--|--|---------|
| FG 100/Pk                                |  | \$84.95 |
| RA 100/Pk                                |  | \$88.95 |

## Diamond Burs

|                    |  |         |
|--------------------|--|---------|
| Strauss 6/Pk       |  | \$10.95 |
| Neo Diamonds 25/Pk |  | \$35.00 |

## Cement & Liners

|  |             |          |
|--|-------------|----------|
| Ketac Cem Triple <i>3M</i>                 |             | \$139.00 |
| Rely-X Luting Kit <i>3M</i>                |             | \$69.95  |
| Rely-X Luting Plus <i>Clicker 3M</i>       |             | \$136.95 |
| Vitrebond Kit <i>3M</i>                    |             | \$94.95  |
| Durelon Triple Kit <i>3M</i>               |             | \$99.95  |
| Maxcem Elite Refill <i>Kerr</i>            |             | \$99.00  |
| Dycal <i>Dentin Dentsply</i>               |             | \$24.95  |
| Rely-X Unicem Refill <i>Translucent 3M</i> |             | \$199.95 |
| Panavia SA <i>Kuraray</i>                  | 1+\$25 Amex | \$83.49  |
| CX-Plus <i>Shofu</i>                       |             | \$85.00  |
| Tempbond <i>Kerr</i>                       |             | \$29.95  |

## Core Materials

|                                     |  |          |
|-------------------------------------|--|----------|
| Ketac Silver Applicap <i>3M</i>     |  | \$139.95 |
| Clearfill Photo Core <i>Kuraray</i> |  | \$84.95  |
| Luxacore Dual Refill <i>DMG</i>     |  | \$166.95 |
| Luxacore Dual SmartMix <i>DMG</i>   |  | \$119.50 |

## Temporary Filling

|                                     |  |         |
|-------------------------------------|--|---------|
| Cavit <i>3M</i>                     |  | \$13.95 |
| Fermit N <i>Vivadent</i>            |  | \$48.95 |
| IRM Complete Kit <i>Dentsply</i>    |  | \$38.95 |
| IRM Capsules 50/BOX <i>Dentsply</i> |  | \$99.95 |

## Composite & Filling

|  |          |         |
|--|----------|---------|
| Titan Syringe <i>House</i>             | 3+1 Free | \$26.95 |
| Titan Caplets 20/Pk                    | 3+1 Free | \$28.95 |
| Titan Flowable 4/Pk                    | 3+1 Free | \$27.95 |
| Axcel Syringe <i>TDI</i>               | 3+1 Free | \$29.50 |
| Axcel Caplets 20/Pk                    | 3+1 Free | \$29.50 |
| Axcel Flowable <i>TDI</i>              | 3+1 Free | \$29.50 |
| Filtek Z-100 Syringe <i>3M</i>         |          | \$29.95 |
| Filtek Z-100 Capsules A1, A2, A3       |          | \$54.95 |
| Filtek Z-250 Syringe <i>3M</i>         |          | \$35.95 |
| Filtek Z-250 Capsules 20/Pk <i>3M</i>  |          | \$59.95 |
| TPH3 Compules 20/Pk <i>Dentsply</i>    |          | \$55.00 |
| Esthet-X HD Comp 20/Pk <i>Dentsply</i> |          | \$69.50 |
| Herculite XRV Syringe <i>Kerr</i>      |          | \$48.95 |
| Herculite XRV Unidose <i>Kerr</i>      |          | \$49.95 |
| Revolution Flowable 4/Pk <i>Kerr</i>   |          | \$59.95 |
| Point 4 Syringe <i>Kerr</i>            |          | \$48.95 |
| Point 4 Unidose <i>Kerr</i>            |          | \$52.95 |
| Premise Unidose A1B, A2B, A3B, B1B     |          | \$69.95 |
| Premise Flowable A1, A2, A3, B1        |          | \$69.95 |
| Venus Bulk Fil <i>Heraeus</i>          | 3+1 Free | \$80.50 |
| Venus Diamond PLT <i>Heraeus</i>       |          | \$99.00 |
| Clearfil Majest Syr <i>Kuraray</i>     | 3+1 Free | \$66.95 |
| Clearfil Majest PLT <i>Kuraray</i>     | 3+1 Free | \$71.49 |
| Clearfill Majest Flow <i>Kuraray</i>   | 3+1 Free | \$50.49 |
| Estelite Sigma Syr. <i>Tokuyama</i>    | 4+1 Free | \$66.95 |
| Estelite Sigma PLT <i>Tokuyama</i>     | 4+1 Free | \$75.95 |
| Estelite Sigma Flow <i>Tokuyama</i>    | 4+1 Free | \$50.50 |

## Bonding Agents

|                                   |          |          |
|-----------------------------------|----------|----------|
| Titan Bond <i>House</i>           | 3+1 Free | \$34.95  |
| I-Bond <i>Heraeus</i>             |          | \$128.49 |
| Optibond Solo Plus <i>Kerr</i>    |          | \$62.95  |
| Optibond Solo Plus <i>unidose</i> |          | \$169.95 |
| Clearfil S3 Bond + <i>Kuraray</i> |          | \$109.49 |
| Clearfil SE Bond <i>Kuraray</i>   |          | \$158.95 |
| Prime & Bond 2X <i>Dentsply</i>   |          | \$129.95 |
| Brush & Bond <i>Parkell</i>       |          | \$120.95 |
| Touch & Bond <i>Parkell</i>       |          | \$120.95 |
| Adper Single Bond <i>3M</i>       |          | \$48.95  |
| Gluma Desensitizer                |          | \$116.95 |

## Crowns

|                                    |          |         |
|------------------------------------|----------|---------|
| Iso-Form <i>3M</i>                 |          | \$15.95 |
| Ni-Chro <i>3M</i>                  | 9+1 Free | \$24.95 |
| Polycarbonate <i>3M</i>            |          | \$10.95 |
| Polycarbonate <i>House</i>         |          | \$3.25  |
| Unitek Crowns <i>3M 907-Series</i> |          | \$29.95 |
| Java Crowns <i>Java</i>            |          | \$18.50 |

## Disposables & Infection Control

|   |          |         |
|---|----------|---------|
| Isolation Gowns 50/Pk <i>Elastic Cuff</i> |          | \$26.95 |
| Earloop Mask 50/Box                       | 3+1 Free | \$3.95  |
| Barrier Films                             | 4+1 Free | \$11.95 |
| 1/2 Chair Sleeve 225/Box                  | 4+1 Free | \$22.95 |
| Full Chair Sleeve 29x80                   | 4+1 Free | \$26.95 |
| Syringe Sleeves 500/Pk                    | 3+1 Free | \$5.95  |
| Tray Sleeves 500/Box                      | 4+1 Free | \$13.95 |
| Metal Air/Water Syringe 10/Pk             |          | \$16.95 |
| Safe Tips EZ Type 250/Pk                  |          | \$29.95 |
| Clear Tips Sani Type 250/Pk               |          | \$41.95 |
| Colored Tips Krystal Type 250/Pk          |          | \$24.50 |
| Fast Tip Type 200/Box                     |          | \$27.50 |
| Bibs 500/Box 2Ply x 1Poly                 |          | \$14.95 |
| Cotton Rolls 2000/Box                     |          | \$9.95  |
| Gauze 2x2 5000/Box                        |          | \$19.50 |

## Preventive

|   |          |          |
|---|----------|----------|
| Chlorhexidine                             | 9+3 Free | \$6.95   |
| Prophy Angles 500/Box + Free Prophy Paste |          | \$109.95 |
| Denticator Angles 144/Box                 | 3+1 Free | \$69.95  |
| Prophy Paste 200/Box                      |          | \$16.75  |
| Fluoride Gel 16Oz. <i>House</i>           |          | \$8.95   |

## Endodontics

|  |          |          |
|--|----------|----------|
| AH 26 Kit <i>Dentsply</i>                |          | \$72.95  |
| AH Plus Kit <i>Dentsply</i>              |          | \$72.95  |
| Tubli Seal Kit <i>Kerr</i>               |          | \$39.95  |
| Pulp Canal Sealer <i>Kerr</i>            |          | \$119.00 |
| RC Prep 18gm <i>Premier</i>              |          | \$27.95  |
| Endo Syringe/Needle 100/Box <i>House</i> |          | \$26.95  |
| Gates Glidden 6/Pk <i>House</i>          |          | \$7.95   |
| Peeso Reamers 6/Pk <i>House</i>          |          | \$7.95   |
| Gutta Percha <i>House</i>                | 6+1 Free | \$4.50   |
| Paper Points <i>House</i>                | 6+1 Free | \$4.50   |
| K-Files W/Endo Stops 6/Pk <i>House</i>   | 3+2 Free | \$4.95   |
| H-Files W/Endo Stops 6/Pk <i>House</i>   | 3+2 Free | \$4.95   |
| Barbed Broaches                          | 5+1 Free | \$5.50   |
| Liberator Files <i>Miltex</i>            |          | \$38.25  |
| Helix Rotary <i>Diadnet</i>              |          | \$28.50  |
| K-Flex & K-File <i>Kerr</i>              |          | \$7.95   |
| <i>(From Size #8 to Size #40)</i>        |          |          |

## Impression Material

|  |          |          |
|--|----------|----------|
| Titan Ultra VPS 4/Pk <i>House</i>      | 4+1 Free | \$30.95  |
| Defend VPS 4/Pk <i>Mydent</i>          |          | \$28.95  |
| Genie VPS 2/Pk <i>Sultan</i>           |          | \$24.95  |
| Genie VPS 60/Pk <i>Sultan</i>          |          | \$515.95 |
| Flexitime 2/Pk <i>Heraeus</i>          | 4+1 Free | \$42.49  |
| Flexitime 12/Pk <i>Heraeus</i>         | 4+1 Free | \$248.95 |
| Aquasil Ultra 4/Pk <i>Dentsply</i>     |          | \$88.50  |
| Impregum Penta <i>3M</i>               | 4+1 Free | \$249.00 |
| Impregum F <i>Double 3M</i>            |          | \$114.95 |
| Honigum Mixstar <i>DMG</i>             | 5+1 Free | \$174.95 |
| Extrude 2/Pk <i>Kerr</i>               |          | \$36.95  |
| Extrude 24/Pk <i>Kerr</i>              |          | \$345.00 |
| Take 1 2/Pk <i>Kerr</i>                |          | \$42.95  |
| Take 1 24/Pk <i>Kerr</i>               |          | \$429.00 |
| Alginate Max Print 1 lb. <i>MDC</i>    | 4+1 Free | \$7.95   |
| Impression Dispensing Gun <i>House</i> |          | \$45.95  |

## Orthodontics

|                                   |          |          |
|-----------------------------------|----------|----------|
| S.S. Brackets MIM 20/Set          | 5+1 Free | \$29.95  |
| S.S. Brackets Econo 20/Set        | 5+1 Free | \$19.95  |
| Ceramic Brackets 20/Set           | 5+1 Free | \$104.95 |
| Ultra Clear Glass Brackets 20/Set | 5+1      | \$159.00 |
| Ligature Ties Bite Stick          | 5+1 Free | \$9.95   |
| Power Chain 15FT Spool            | 5+1 Free | \$8.95   |
| NiTi Archwires Round 10/Pk        | 5+1 Free | \$8.95   |
| NiTi Archwires Square 10/Pk       | 5+1 Free | \$9.95   |
| S.S. Archwires Round 100/Pk       | 5+1 Free | \$12.50  |
| S.S. Archwires Square 100/Pk      | 5+1 Free | \$19.95  |
| NiTi Open Coil Spring 3x7"        | 5+1 Free | \$19.95  |
| Molar Bands W/ Buccal Tube Each   |          | \$3.99   |
| Pliers & Cutters 1 Year Warranty  | 5+1 Free | \$59.95  |
| VLC Adhesive Bonding Kit          |          | \$44.95  |
| Dual Cure Band Cement Kit         |          | \$47.95  |
| Orthodontic Care Kit 12/Bx        |          | \$29.95  |

## Sterilization Pouches & Spore Test

|                     |          |          |
|---------------------|----------|----------|
| 2-1/4" x 5"         | 4+1 Free | \$3.95   |
| 2-3/4" x 10"        | 4+1 Free | \$5.85   |
| 3-1/2" x 6-1/2"     | 4+1 Free | \$4.95   |
| 3-1/2" x 10"        | 4+1 Free | \$5.95   |
| 4-1/4" x 12"        | 4+1 Free | \$8.95   |
| 5-1/4" x 12"        | 4+1 Free | \$9.95   |
| Spore-Test 52 Weeks |          | \$142.50 |

## X-Ray

|                               |  |          |
|-------------------------------|--|----------|
| DV-58 Econo 600/Pk Flow X-Ray |  | \$139.95 |
| DF-58 <i>Kodak</i>            |  | \$61.95  |
| DF-57 <i>Kodak</i>            |  | \$77.50  |
| D-58 150/Box                  |  | \$31.95  |
| D-57 130/Box                  |  | \$42.50  |
| M2-58 <i>AGFA</i>             |  | \$53.95  |
| M2-57 <i>AGFA</i>             |  | \$71.49  |

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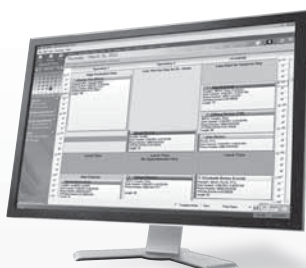


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**San Diego Coastal:** High-end 3 chair dental practice one block from the beach in prestigious north county! Great drive by exposure from Hwy 1. Estimated buyer's net \$232,000 after debt service from this practice currently collecting over \$100,000/month!

**Bakersfield:** Excellent opportunity in a large, well equipped office. 100% fee for service. Own the practice and the building — no lease!

**Watsonville:** Long-standing practice in its own building. 4 operatories in a large town with a small feel. Near the beach. Currently thriving on a 3 day work week!

**Santa Barbara:** Desirable location in beautiful Santa Barbara! Estimated buyer's net \$199,000 after debt service. Upscale office located on a busy street.

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**ORTHODONTIC PRACTICE** Collects \$250,000/year with \$150,000 in contract receivables and 220 patients in bands. 5 chairs. Asking \$100,000. Kurt Skarin 805-777-7707.

**Board Certified Pedodontist** Endodontist wanted. Start 1 day a month and increase. South Bay San Diego. e-mail: contrerasdds@sbcglobal.net.

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**PALMDALE BARGAIN ABSENTEE CDA BOOTH 1157** PROFESSIONAL PRACTICE SALES CALL 714-832-0230

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*My advertisement generated three responses on the first day it was posted on the Dental Trader website. With the immediate success, I discontinued my ad before it appeared in the printed edition.*

—Dr. White

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*Our firm placed a "Space for Lease" ad on the Dental Trader's website in November for the December edition (unnecessarily as it turned out) because we signed a lease with a new dentist/tenant who saw our ad online November 18th!! It was a great advertising decision.*

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| 7      | 8      | 9       | 10        | 11                     | 12     | 13       |
| 14     | 15     | 16      | 17        | CDA ANAHEIM CONVENTION |        |          |
| 21     | 22     | 23      | 24        | 25                     | 26     | 27       |
| 28     | 29     | 30      |           |                        |        |          |

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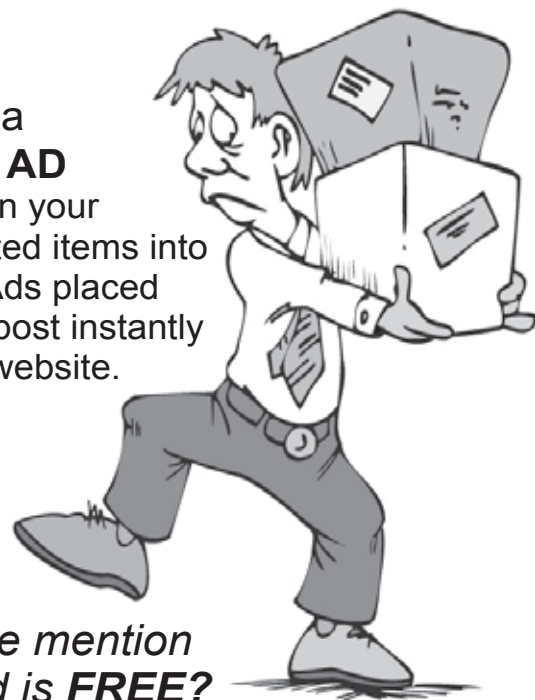
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**Paulo Camargo, DDS, MS, MBA:** Periodontal therapy/Crown lengthening techniques for GPs.

**Anna Pattison, RDH, MS:** 'Cutting-edge' dental hygiene instrumentation.

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*General dentists, specialists, dental hygienists and office personnel should attend this course. Evidence now reveals a periodontal link to cardiovascular and other systemic diseases. This is a major issue for professional responsibilities for all dental practices. **Learn to perform crown lengthening surgeries and modern effective scaling and root-planing instrumentation.***

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- **ANAHEIM:** *For Sale*-General Dentistry Practice. This 3 op had \$253,000 in collections in 2011. There are 3 ops in this \$64 sq. ft. office with 1.5 days of hygiene. Owner works 3 days per week. No welfare or HMO's. Laser, Dentrix Software and Intra-Oral Camera.
- **BISHOP:** *For Sale*-General Dentistry Practice & Building. After 29 years in the same location this retiring dentist is selling both his practice and building. Collections were \$1,000,243 in 2011 with \$387,000 adjusted net income. There are 6 days of hygiene in this 5 op., 1,800 sq. ft. building. 100% financing available for both building and practice. Owner has reduced price below valuation price. #14390
- **CHICO:** *For Sale*-General Dentistry Practice. The collections in 2011 were \$1,209,207. There are 7 days of hygiene in this 5 op., 2,400 sq. ft. office. Equipment includes Laser, Intra-Oral Camera, new Cone Beam X-ray and Dentrix software. This excellent practice has 1,824 active patients with 12 new patients a month. Owner will consider an Associate to Buy-In position leading to the purchase of this practice. #14392
- **FRESNO:** *For Sale*-General Dentistry Practice: \$935K in collections in 2011, w/adjusted net income of \$337K. Office is 2,300 sq. ft. and is located in north Fresno in a highly visible professional office complex on a main thoroughfare. There are 6 equipped operatories, owner reports average age of equipment is 4 years. Practice has been operating in present location for over 20 years. Eaglesoft software, owner is retiring. #CA502
- **FRESNO:** *For Sale*-General Dentistry Facility. One of the best opportunities this year. This 3 op dental office comes equipped. It is in a great location and has about 200 active patients. Owner is in the process of completing his Orthodontic training and only works in the office 5 days a month. Complete pictures of the office and an inventory list of included furniture and fixtures are available. Everything included for only \$85,000 You can't afford to pass this up. #14383
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. Gross Receipts of \$491K with an adjusted net income of \$130K. Overhead 73%. Office leased 1,555 sq. ft., 4 equipped operatories, 5 available. Laser, Intra-oral Camera, Cerac, & Eaglesoft Software. Owner would like to retire. #14379
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. Owner retiring. 2012 GR of \$442,736 on 3 day week. 6 Ops, 3 days hygiene, Dentrix software, Pano, Laser, Intra-oral Camera, long time cash practice. Approximately 1,950 SF office condominium available to purchase. #14372
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. Owner relocating. 2011 gross receipts \$505K on 4 days per week with 5 days of hygiene. This well-established practice with approximately 1,300 active patients is located in an 1,100 sq. ft. office with 4 ops, Dentrix software, Panoramic X-ray, Cerec, Intra-oral Camera, and X-rays in all ops. #CA509
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. Owner retiring. Well-designed 1,550 sq. ft. office with 4 ops plumbed, 3 ops furnished. Gross Receipts for 2011 were \$309K on easy 3 days/week with low (47+%) overhead. Practice refers out Endo, Sudo, Surgery & Ortho. Pano, PBS software. May be able to merge with another existing practice that will also be for sale in the near future. This merger would result in \$800,000 gross annually. #CA503
- **GREATER CHICO/YUBA CITY:** *For Sale*-General Dentistry Practice. 2011 GR \$593,520 on 4 days. 1,200 sq. ft. office with 4 equipped operatories, Intra-Oral Camera, Pano, 1,100+ patients. Owner retiring after 33+ years in this picturesque and prosperous community with abundant recreation, close to the mountains and near one of the largest lakes in N. CA. #14359
- **GREATER SACRAMENTO:** *For Sale*-Periodontal Practice; Retiring owner is the only Periodontist in a community of 50+K with a draw area of 100K. Implant experience a must. Great opportunity to work closely with a Prosthodontist and an Endodontist. Nicely appointed 1,500 sq. ft. office with 5 operatories, Digital X-rays and Dentrix software. 2011 gross receipts of \$719K. #CA500.
- **HAWAII (MAUI):** *For Sale*-General dentistry practice. Gross Receipts of \$636K. Office has four equipped operatories in 1198 sq.ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 1/2 days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise. #20101
- **HAYWARD:** *For Sale*-General Dentistry Practice. This practice consists of 1,600 sq ft with 4 treatment rooms in an excellent location. 2010 Gross was \$501,000 with a \$228K adjusted net income. Dental Vision software, Average age of equipment is 8 yrs. Approximately 1,200 active patients.
- **HUNTINGTON BEACH:** *For Sale*-General Dentistry Practice: Jump start office. 2012 Gross Receipts of \$187K. Henry Schein built, high-end office with 1,395 sq. ft. in a retail location with street traffic. Completely computerized and charless with Dentrix. Equipped with Digital Instrumentarium X-rays with Dexis, OP200 Digital Pan. Kavio Quatrocare handpieces, Pelton and Crane massage chairs in both operatories. #CA520
- **LANCASTER:** *For Sale*-General Dentistry Practice. This 4 operator office is located in 2,360 sq. ft. on the second floor of an attractive Medical-Dental office building. Gross receipts were \$676,000 with a \$174K adjusted net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional operatories could be added to existing space. Great location. Asking price has been significantly lowered! #14376
- **LAS VEGAS:** *For Sale*-General Dentistry Practice. This 4 operator practice is in a great location in a high-end professional building with a view of the city of Las Vegas. It is equipped with an Intra-oral camera, Pano, Laser, and Dentrix software. There are 2 days of hygiene. The staff is well trained to efficiently run this low overhead office with great potential for further growth, 2011 gross receipts were \$727K with adj. net income of \$331K. Doctor moving out of state. PRICE REDUCED! Available for immediate sale. #NV500
- **MERCED:** *For Sale*-General Dentistry Practice. This is a tastefully done, 4 op., 1,550 sq. ft. office with 4 and 1/2 days of hygiene/week. All equipment is less than 10 years old and includes 2 Lasers, Intra-oral Camera, Panoramic X-ray, Digital X-rays, and Dentrix Software. Molar endo and involved oral surgery cases referred out. Basic general (non-amalgam) type dentistry. 2011 gross was \$878,000 with 4 weeks out as a result of a medical issue. 2010 collections were \$956,000. Excellent location. Seller retiring. PRICE REDUCED! Available for immediate sale. #CA512
- **MILLBRAE:** *For Sale*-General Dentistry Practice. This beautiful, well-established office is located on the main thoroughfare of the North Peninsula, offering great exposure that generates 25-30 new patients per month. 5 treatment rooms (6th plumbed) in approx. 1,500 sq. ft. equipped with Digital Pan, Digital Imaging and Intra-Oral Camera. 2011 gross receipts of \$651,000 with \$230,000 adjusted net income. Owner is retiring. Don't delay, this won't last long! #14395
- **MODESTO:** *For Sale* - General Dentistry Practice. Collections have been approximately \$700K per year with a 62% overhead on 3 days per week schedule. 5 days of hygiene in this 4 op. office. Eaglesoft software and Panoramic X-ray. Approximately 2,000 active patients. Perio and Endo referred out. Excellent location. #CA505
- **MODESTO AREA:** *For Sale*-General Dentistry Practice. Owner is a senior partner in a practice set up to share expenses and reduce overhead. Each partner has their own patients, operatories, etc. Selling partner's gross receipts in 2011 were over \$950,000 with only 54% overhead or \$443,777 adj. net income. There are 8 days of hygiene. Intra-oral Camera, Panoramic X-ray, Digital X-rays, and Dentrix software. Owner is retiring. #CA506
- **MODESTO-TRACY-AREA:** *For Sale*-Pediatric Practice. \$677,000 in collections in 2010 with a \$357,000 net income. This 3-chair office is located in approximately 1,250 sq. ft. & has recently been remodeled. Patient Base software. Office equipped for N2O & IV sedation. Practice has operated in its present location for 20 years.
- **MOUNTAIN VIEW:** *For Sale*-General Dentistry Practice: This 2 day per week satellite office is located the heart of Silicon Valley, surrounded by most of Mountain View's largest

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• **MORGAN HILL:** *For Sale*-General Dentistry Practice & Building. DECEASED DENTIST AS OF JUNE 6TH, 2012. The office and equipment are only 5 years old. The office is beautifully decorated and efficiently laid out with 5 operatories. The condominium space is located in highly visible, upscale, professional office building. 2011 gross receipts were \$846,000. Intra-oral Camera, Panoramic X-Ray and Digital X-Ray. Staff and hygiene are working daily with out-of-the-area doctor covering. Approximately 1,700 active patients. #14399

• **NEWPORT BEACH:** *For Sale*-General Dentistry Practice. This 4 operator practice is located in beautiful Newport Beach and is part of a larger office complex. Gross receipts were \$490K in 2011, with an average of 20 new patients per month. The office is 920 sq. ft. with Dentrix software, Dental laser, and up-to-date equipment. #14397

• **NORTHERN CALIFORNIA:** *For Sale*-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 1,160 sq ft, panoramic X-Ray, Dexis Digital and Dentrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.

• **NORTH OF SAN FRANCISCO:** *For Sale* - PERIODONTAL PRACTICE. Owner retiring: Great opportunity for a Periodontist with experience in dental implant placement. This well-appointed practice is located in a 1,300 sq. ft. office with 4 operatories along the busy 101 corridor north of San Francisco. 2011 gross receipts of \$558,000. DSN software. Buyer will be the only full-time periodontist in an area with the population of approximately 60,000. #14396

• **ORINDA:** *For Sale*-FACILITY SALE. If you are thinking about relocating or building out a new office in a prime location, then you need to look at this opportunity. At half the cost or less, you can have an outstanding, fully furnished, 3 operator office (2 additional plumbed) in a great location with good parking in an upscale building. Pictures and a complete list of equipment and furnishings are available. Office is suitable for Endo, Oral Surgery, or General Dentistry. #CA508

• **REDDING:** *For Sale*-General Dentistry Practice. Owner retiring. 2011 GR of \$548K on 1 day, 30 hr week schedule. Well-established practice in well-designed, 5 op. office, with 6 days of hygiene. Intra-Oral Camera and Dentrix. #CA514

• **REDDING:** *For Sale*-General Dentistry Practice and Building: Doctor collected \$888,015 in 2012 with adj. net income of \$324,896. The dental office was remodeled in 2001, approx. 1,500 sq. ft. There are 13-14 new patients a month with 7 1/2

days hygiene per week. The building is also for sale and has two additional occupied dental suites. A commercial Real Estate Appraisal was completed recently on the building. 100% financing is available for both the practice and building. Doctor has owned practice since 1977 and is now retiring. #CA519

• **RIDGECREST:** *For Sale*-General Dentistry Practice and Dental Building: This 4 operator office is located in 1,536 SF office building. Owner has worked in same location for 32 years and is now retiring. This small practice grossed about \$175K in 2012. Pictures of the building are available upon request. Lots of Potential. #CA523

• **ROSEVILLE:** *For Sale*-General Dentistry Practice and Building: This well-designed, 1,763 sq. ft. office has 4 ops, Softdent software, and 5 days of hygiene. 2012 GR were \$616,648 with 64.4% overhead. Equipment includes a new \$7,000 Air Techniques x-ray processor. The office is a standalone dental building, which is also being sold. Owner is retiring. #CA516

• **SACRAMENTO:** *For Sale*-General Dentistry Practice. **Ideal start-up or satellite practice.** This is a satellite practice of the owner. This is a 5 op. office that includes Intra-oral camera, Panoramic X-ray, and Soft Dent software. 2011 gross receipts were \$202,000. Average age of equipment is 5 to 10 years. Purchase price is far less than purchasing equipment and paying for leasehold improvements in a new location. This office also comes with approximately 450 active patients that provides an immediate cash flow. #CA507

• **SACRAMENTO:** *For Sale*-General Dentistry Practice. Owner moving out of state. 2011 GR \$130,373. 830 SF office with 2 equipped ops. Practice has been in same location since 1981. This is an opportunity for anyone looking to start a practice or open a satellite office with a small investment. #CA522

• **SACRAMENTO:** *For Sale*-General Dentistry Practice. Gross Receipts \$546K with adjusted net income of \$159K. Office is 2,400 sq ft with 7 operatories. Practice has been operating in the same location for the past 50 years. Pano, Softdent software. Owner to retire. #14374

• **SAN FRANCISCO:** *For Sale*-General Dentistry Practice. This 1000 sq. ft. office is located in the heart of the financial district. It is a corner office with each of the 4 operatories looking out at the incredible views on Golden Gate side of the bay. The 2011 collections were \$1,200,000 with a low overhead. The practice averages approximately 15 new patients a month.

• **SAN JOSE:** *For Sale* - FFACILITY ONLY: Avoid the expensive cost of leasehold improvements and equipment! Central Blossom Valley location ready for a start-up practice or 2nd office. 3 fully equipped treatment rooms in approx. 1,200 sq. ft.. Photos and complete inventory of furnishings and fixtures available. Owner is relocating. #CA515

• **SAN LUIS OBISPO:** *For Sale* - Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$691K. The office has 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrix software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views. #14353.

• **SAN RAMON:** *For Sale*-FACILITY SALE. Great San Ramon location in professional complex: equipment, leaseholds & furnishings only. 1,400 sq. ft. with 4 equip. treatment rooms (2 additional plumbed), Pano X-ray, Computer Server & Workstations w/Dentrix, Intra-oral Camera & wired for digital. Priced to sell in an upscale community that's home to Chevron, AT&T, Robert Half International, Accenture and Safeway Stores. #CA511

• **SANTA BARBARA:** *For Sale*-General Dentistry Practice. Wonderful opportunity to live and work in one of California's most desirable areas. 2010 gross receipts were \$974,000 with a \$370,00 adjusted net income. Six days of hygiene. Dentrix software, Intra-Oral Camera and Panoramic X-Ray. Owner is retiring. #14382

• **SANTA CRUZ:** *For Sale*-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft. with 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361

• **NORTH BAY AREA:** *For Sale*-ENDODONTIC Practice: Office collects \$880,000 with a net income over \$500,000. 5 treatment rooms in well-appointed 1,600 sq. ft., digital imaging, Intra-Oral Camera, and Datacon/Schick software. Office has been in same location for over 20 years with a very strong referral base. Owner is retiring but is willing to stay during transition. #CA517

• **WHITTIER:** *For Sale* - General Dentistry Practice: Retiring doctor, over 30 years in the practice. 7 ops., 2,850 sq. ft. office, long-term staff, 3 hygienists. Doctor refers out all Ortho, Endo, Pedo, Perio, and Oral Surgery. Gross receipts for 2012 were \$803K. This office will not last long! #CA518

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The **Dental Trader** is now removing certain ads placed by dentists. Those placing free statewide ads for staff, selling a dental practice or seeking employment in So. Calif. will be automatically removed from the No. Calif. edition and vice versa. Only paid ads will still be run statewide. Both editions may be read online at [dentaltrader.com](http://dentaltrader.com)

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# Western Los Angeles Dental Society

## 2013 Continuing Education Program

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**Tuesday, May 7, 2013 (3 CE units) registration 5:30 pm**

Upper Airway Resistance Syndrome- Screening, Diagnosis and Management

*Mark A. Cruz, DDS*

**Tuesday, June 25, 2013 (3 CE units) registration 5:30 pm**

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**FREE Reader Ads** offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc)

**For Commercial Reader Ad Rates**, (to promote a business) please use form below.

This ad is for (check one): ☐ So. Calif. ☐ No. Calif. ☐ So. & No. Calif.

#### Reader Ad Rates:

☐ 20 words or less - \*FREE.....(\$1 per word, thereafter-65 words maximum) \_\_\_\_\_

☐ All Bold Type: Add \$10. ....(add option: \$10) \_\_\_\_\_

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**Total** \_\_\_\_\_

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**Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month**

# COMMERCIAL AD FORM FOR BUSINESSES

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Type or print ad copy clearly: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐ Discover ☐

Card# \_\_\_\_\_

3 Digit Security Code (on back of card)

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This ad is for: ☐ So. Calif. ☐ No. Calif. ☐ So. & No. Calif.

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☐ Total # of words..(first 20 words \$20-add \$1 per word after first 20 words) \_\_\_\_\_

**Total** \_\_\_\_\_

Name: \_\_\_\_\_

Charge Card Billing Address: \_\_\_\_\_

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

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**Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month.**



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**Booth  
1157**

## BUY-SELL-TRADE (TAX DEFERRED)

*100% Financing available within 30 days*

**SAN DIEGO BEACH CITY** HIGH IDENTITY FREE STAND DENTAL BUILDING- ABSENTEE SELLER - HEALTH EMERGENCY SALE--Gr \$800,000 Requires hands on Dentist who can motivate staff to build to over a million like seller did when he had more time to work practice. Full Price on practice \$550,000.

**210/57 FREEWAY INTERCHANGE** CONFIDENT YOUNG BUYER ON A MISSION-- Join senior Seller willing to assist in a five year Buy out. Seller grosses in excess of one million consistently. Actually enough room for two young dentists. With a marketing plan there are many options available No HMO or Medi-cal

**MONTCLAIR** PURCHASE PRICE \$750,000 Need cash or bank loan for \$250,000 using other assets as collateral. Tricked out 6 op HI identity dental Office; Newly Constructed, This is an extension of a Practice Thomas Fitterer sold two times in 40 years and now will certainly be a million dollar office within five years. If you like the top of the muffin, you will like this opportunity. A great 2nd office that will be your first office within three years.

**HEMET--HI IDENTITY CORNER --LIKE A WESTERN DENTAL LOCATION-HMO OFFICE-SELLER WORKS TWO DAYS** Ten ops in pedo ortho bay, and incl comm lab all in 4000 sq ft and approx \$4000 rent. Incls approx 100K in ortho Gr approx 700k previously over a million when Seller limited himself to two offices. With good marketing plan this is a \$1,500,000 opportunity. FP \$550,000.

**LANCASTER** Estb. 50 years, center of city, 6 ops in 3000sq ft. Low rent, Part Time Seller Gr \$400,000 plus. Seller Mgr has full time DDS will do a million. When the US gets into a space age, this practice will take off like a rocket. Great future. Doing over \$600,000 now is assured.

**ANAHEIM HILLS** SELLER WANTS PARTNER TO SHARE OVERHEAD- Preferably a Dentist with a following in the area.

**LAMONT/ARVIN** Part time Dentist grs \$40k in Two days will assit young Dentist In building nice volujme office, Free Standing Dental Condo next to MacDonalds 3000sq ft office 5 ops with living area Full Price with Real Estate \$385,000 or present offer.

**BALDWIN PARK** HIGH IDENTITY FREE STANDING DENTAL BUILDING- (to be appraised) Small dental building 3 ops with conservative lady dentist, gr \$200,000 plus located next to large Medical Complex. Practice \$185,000.

**RESEDA** SF Valley Area High Identity location; 70 New Patients per month growing rapidly grossed \$600K in 2011, With current projections \$1,000,000 this year.

**ANAHEIM** PART TIME DENTIST 1 to 1 and 1/2 days per week Gr \$200,000. Previously oped 4 Doctor days, Seller has no time to cover the practice. Full Price \$150,000.

**TOURIST CITY** NEAR LAS VEGAS CALL PPS.

**SUPER SAN FERNANDO VALLEY** EST 30 YRS.

MULTI MILLION DOLLAR PRACTICES -  
REGISTER NOW BOOTH 1157.

BUYERS LOOKING FOR MULTI MILLION DOLLAR OFFICES  
REQUESTED TO REGISTER WITH PPS

**3237** - Anaheim Hills - Solo group member wanted-Hi-identity-HiTech share beautiful space.

**3250** - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. 1,800 sq. ft. 5 Ops equipped. Low rent.

**3280** - Indio - 4,600 sq.ft. building. First Dental Practice in Indio. Original location across street from City Hall. 2 Op office ready to expand

**3281** - Yuca Valley - Hi identity (huge sign) small Dental building. 600 sq. ft., 2 Ops on .44 acres, zoned for additional home plus apts. FP. \$110k.

**3284** Temecula/Menafee CL ASS. (N. HMO) PPO OR MEDI-CAL Estb 30 YRS, Gr \$850K 4 ops 3 day in clinic FP \$550,000

**NEW** Sml Twn minutes from Bakersfield MODERN RE/Practice Gr 20 to 40 per month Bargain.

**3290** - Santa Paul at Fillmore-Hi identity location. GP Gross \$400k+. Est 2006. Like new. 5 Ops plumbed, 3 equipped. Steady growth. Beautiful office.

**3298** - Orange GR 30 to 40k per month FP \$285,000.

**3299** - Lamont/Arvin Practice and RE next to MacDonalds Very Part time seller gr 15 to 40 per month. Full time DDS will do \$500,000. Full price \$250,000 RE \$150,000.

SPECIALIST TEAM REQUIRED TO OWN OR PARTICIPATE IN  
OWNERSHIP OF SEVERAL PRACTICES CALL TOM FITTERER

**SELLERS-FREE APPRAISAL (714) 832-0230**

**4000** - Hi identity Apple Valley Special SHOPPING CENTER Dental Office front and center Gr 650,000 Seller very conservative. Part time DDS says full time DDS will do a million FP at 550, K.

**Temec/Hemet HMO**. Gr. \$600,000 part time. 8 ops fantastic location Million Dollar corner. Full Price \$565.

**3284 - Temecula** Classic-Cash & Carry 13 ops Hygiene 4 ops 3 equip super staff. Grossing Approx \$850K. Retirement.

**HEMET/TEMECULA** - HMO PT ABSENTEE GR \$700 PPS says Buyer will do 1.5 within 18 months Special Situation.

**Lancaster** - Estb 50 years - Hi identity dental location, low overhead. Gross \$480,000 by part time owner. Seller can work full time for five operatories. Sellers Mgr says Full Time Doc will do a million here.

**Also Fantastic opportunity** near 57/210. LAVERNE GROSSING 1.2 million. Fulltime DDS will do more. Call PPS.

**Carlsbad** - Est 30 plus yrs Free Standing Bldg 12 ops Absentee run Gr \$700,000 HIGH IDENTITY BLDG-- Full Price Practice \$585,000.

**BALDWIN PARK** -HI IDENTITY BLDG & PRACTICE est. 1984 3 ops 50%Latin 30%Philippino.

**CARLSBAD** HI IDENTITY 4000 sq ft Dental Bldg and Practice est 28 yrs Gr 7 to 800k. FP \$585,000.

**TORRANCE PRACTICE** ESTB 37 yrs. RETIREMENT GORGEOUS OFFICE 3 ops SIEMENS 1000 sq. ft. GR \$240k FP \$195K.

**HI DESERT HMO** ESTB 30 YRS RETIREMENT 8 ops in \$3000 sq. ft reas. rent. GR \$7 to \$800k. FP \$550k.

**FOLLOW THE MONEY** Senior Seller has made it - BOUGHT RANCH IN IDAHO -- WANTS IMMEDIATE RETIREMENT--RUN DON'T WALK GROSS ONE MILLION NET \$500,000 LAST MONTH \$100,000--- 5 ops in Free Standing Tricked out Dental Building previously a central Bank in middle of city. Every resident knows of this premier practice. Fantastic area to see for a young family to raise a family. Run your spouse for mayor. Appraised at 500,000. Full price \$775,000 or present your offer. Ave over 50 new patients per month. CONFIDENTIAL--BE PREPARED TO SIGN NON-DISCLOSURE.-- There is room to grow to a two million Dollar office. Rent very reasonable, possible to buy real property as well. beautiful homes at a bargain now. THE STARS ARE LINED UP FOR A GLORIOUS FUTURE. CALL PPS TOM FITTERER OR DEAN GEORGE ASAP 714-832-0230.

**RANCHO CUCAMONGA** - EMERGENCY - HEALTH NECESSITATES SALE - Includes a Mgr who routinely can bring in 50 to 80 new patients per month-- high identity shopping center next to 210 freeway. Full price \$880,000 Call PPS 714832-0230.

**Ontario shopping center** near 60 fry 5 ops in Stater Bro bargain \$250,000 Call PPS 714-832-0230.

**PALMDALE** - ABSENTEE BARGAIN 4 OPS HI IDENTITY SHOP CENTER \$195K.

**San Diego Bch City** Gross \$800,000 absentee DDS lives far away. Owner operator will gross 1,000,000 first yea Beautiful Deco Architecture High Identity Bldg available or rent. Call PPS 714-832-0230.

**SELLERS, CONSIDER SELLING YOUR practice doing \$500,000 and Buy a Million Dollar dream Practice.**

**SELL YOUR ORANGE COUNTY OR LA PRACTICE GROSSING \$500K AND ASK PPS FOR A PRACTICE NETTING \$500k OR MORE.**

**Redlands** GP grossing \$15000 per month condo office low overhead Call PPS.

**Hemet/Temecula** - Absentee seller, more Dr. hours will grow to million within 6 months.

**Modern** 5 ops and 5 chair Pedo/Ortho bay. A/R and contracts 200K. Full price \$485k.

**Apple Valley** - HMO and PPO gross \$6 to 700,000 last month 70k. Absentee seller.

**Torrance** - Retirement - Beautiful Bldg \$500k Low Overhead hi identity merger candidate.

**Wanted** Buyers for multimillion dollar practices. Call Tom Fitterer 714-345-9659.

**SML TWN NEAR VEGAS ST OF ART \$600K INVESTED PT DOES 660K 4/5 DAYS ONE MILLION**

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**ANOTHER APPLE VALLEY CLASSIC \$650k plus LOW OVERHEAD**

Garden Grove Gr \$450,000 KOREAN Patients Estb many yrs 3 ops, shopping ctr. Only \$330? Bargain Ask WHY!

SEVERAL EXCITING OPPORTUNITIES -- CALL TOM FITTERER OR DEAN GEORGE

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*Purchase an existing practice or start a practice from scratch.*

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- ◆ Access to our complimentary Practice Heartbeat® program.\*

### Northern California:

Contact Phil Hoover at 614.361.8976 or  
phil.hoover@bankofamerica.com

### Southern California:

Contact Matthew Christie at 877.252.0938 or  
matthew.christie@bankofamerica.com

Reference Dental Trader.

## Practice start-up, remodel, relocation and expansion:

- ◆ Up to 100% financing for everything from architectural fees to construction, to equipment and cabinetry.
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- ◆ Demographic Site Analysis to help you select the ideal location and attract the patient base you want.†
- ◆ Access to our complimentary Practice Heartbeat® program.\*

### Southern California:

Contact Ali Karjoo at 614.403.8295 or  
ali.karjoo@bankofamerica.com

Reference Dental Trader.

\* All programs subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply. Bank of America Practice Solutions may prohibit use of an account to pay off or pay down another Bank of America account.

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