

THE Dental Trader

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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. Dentrux s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K - \$50K on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A.

KERN COUNTY

BAKERFIELD #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. turn-key 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 goodwill. **[SOLD]**

LOS ANGELES COUNTY

CALABASAS - G.P. in a highly sought after, upscale shopping center location with exposure, visibility & signage. Mostly Fee for Service. Newer eqt & build out. (4) ops eqt'd, 5th op plumbed. Central nitrous. Digital x-rays & pano, Dentrux and Dexis. 30+ years of Goodwill. Annual Gross Collections \$500K+. **[NEW]**

ENCINO - (4) op comput. G.P. Located in a modern, well known, easily accessible, recently remodeled professional bldg. on a main thoroughfare. Magnificent panoramic Valley views from (3) ops. Cash/Ins/PPO pt. base. Annual Gross Collect \$600K on a (4) day wk. Digital X-Rays & Laser eqt'd. Refers out all Endo. Seller moving, but will assist w Transition. **[SOLD]**

HOLLYWOOD - Super clean, (3) op computerized G.P. Only DDS in Medical bldg. Great starter or satellite office. Annual Gross Collections \$100K+ on a very p.t. schedule. **[NEW]**

SOUTH BAY - (4) op computerized G.P. located in a prof. bldg with ample free parking. 2013 Gross Collect \$508K+ on a (4) day week. Seller does no advertising. Averaging (8) new pts/mos. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Digital x-rays. Dentrux & Dexis s/w. Nice equipment. **[NEW]**

SANTA CLARITA VALLEY - You have been waiting for this one! Drop Dead Gorgeous, (6) op comput G.P. overlooking the golf course. Newer build out & eqt. Pt base is Cash/Ins/& a few of the better PPO's. 2013 Gross Collect \$807K+ on (4) days/week. Digital x-rays & Pano. Dentrux & Dexis s/w. Cerec. All the bells & whistles! 22+ years of Goodwill. Experienced & cross trained staff w (4) days of hygiene/week. (1-2) days/mos of Perio. Ready to expand further. Great opportunity for an experienced, quality oriented DDS looking for a larger, higher end practice. **[NEW]**

TOLUCA LAKE - Great startup opp. or second office! (4) op comput. G.P. (2) ops eqt'd w new eqt. (2) add plumbed. Digital x-ray. Located in a free stand. duplex bldg. on a well known main thoroughfare. Cash/Ins/PPO/HMO pts. \$1K/mos cap ck. Collect approx \$10K/mos on (1) day/wk. Seller to concentrate on other office. **[SOLD]**

VAN NUYS/SHERMAN OAKS - Bldg. & Practice - (5) op comput. G.P. (4) ops eqt'd, (5th) op plumbed. Located in a free stand. single use bldg. on a main thoroughfare w excell. exposure, visibility & parking. 50+ years of Goodwill. 2013 Gross Collect \$425K+ on a (4) day week. Seller does no advertising. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller retiring. **[NEW]**

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- Pre-Sale Planning

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.

WOODLAND HILLS #4 - (9) op comput. G.P. (6) ops of newer eqt. (3) add. plumbed. Located on a main thoroughfare in a busy shop ctr. w excellent exposure, visibility & signage. Cash/Ins/PPO & HMO pts. Mos. Cap Ck approx. \$2K/mos. 2013 Projected Gross Collections \$370K p.t. **[SOLD]**

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RIVERSIDE COUNTY

CORONA - Drop dead gorgeous, beautifully designed & appointed dental spa w all the special touches including: soft colors, free stand. waterfalls, plush carpeting, wood cabinets & flooring. There are (5) ops fully eqt'd w new eqt. In addition, there are two spa rooms, one set up for massage & the other for facials. The office is located in a two story 2,900 sq ft free stand. bldg. w exposure/visibility & signage. The bldg is also available for purchase. Digital x-rays, comput. & Pano eqt'd. Parking is convenient & free in the adjacent lot. Previous production of \$1.0M+ on a (4) day week. Partnership dissolution. **NEW/BACK ON THE MARKET.**

SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

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. **REDUCED.**

VENTURA COUNTY

CAMARILLO - (5) op comput G.P. located in a prof. bldg. with signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day week. Newer eqt. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller moving out of state. **[NEW]**

EAST VENTURA COUNTY #1 - (3) op comput. G.P. Located on a main thoroughfare w some visibility. Fee for Service pts. Pano eqt'd. Very low overhead. 2013 Projected Gross Collections \$500K. **[SOLD]**

EAST VENTURA COUNTY #2 - Bldg. & Practice - This is the one that you've been waiting for! (3) op computerized G.P. & single use bldg. 2013 Gross Collect \$560K+ & growing. Cash/Ins/PPO/HMO pts. Mos. Cap ck. \$2K+. Averaging (28) new pts/mos. Some newer eqt'd. **[NEW]**

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MANHATTAN BEACH (4) op comput G.P. for sale. Located in a prof bldg w ample free parking. 2013 Gross Collect \$508K+ on a (4) day week. Seller does no advertising. Averaging (8) new pts per month. Cash/Ins/PPO pt base. Digital x-rays. Dentrix & Dexis s/w. Nice eqt. D&M Practice Sales 818.591.1401.

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LA JOLLA – Retiring from this 30 yr estab GENERAL Practice. 2 Ops in Prof Bldg on highly visible corner. All FFS. Possibility to expand office.

CARMEL Mtn/PENASQUITOS – This GENERAL Practice has 3 Ops and is situated in a strip center. Cerec and Laser are included. **SALE PENDING**

LA JOLLA – GENERAL Practice situated in well-known, attractive Prof Bldg. Close to fwy 5 and UCSD. 2 Ops. Nicely appointed office.

LA MESA – Well-established (40 yrs) GENERAL Practice in Prof Bldg along busy thoroughfare. 4 Ops, ADEC cabinets and units. Digital Pan and 1 digital X-Ray. **SOLD!!**

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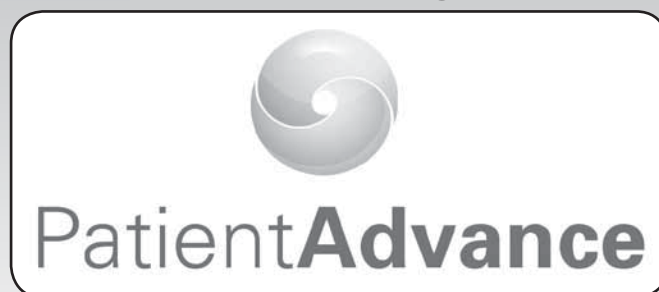


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CENTRAL AND NORTHERN CALIFORNIA LISTINGS

BISHOP: General Dentistry Practice and Building – Owner retiring after 29 years in same location. 2011 Collections were \$1,000,243 with \$285K Adj. Net. There are 6 days hyg./wk in the 5 Op, 1,800 sq. ft. building. 100% financing is available for both building and practice. Practice #14390, Contact Dr. Dennis Hoover - 209-605-9039.

CENTRAL COAST: Prosthodontic Practice with 4 Ops, a full in-house lab with IOS, mill, casting ovens, and ceramic ovens, in a beautiful area near shopping. Doctor had over \$1.1MM in GR in 2012. Practice #CAM535, Contact Jim Engel, 925-330-2207.

COALINGA: General Dentistry Practice with 3 Ops, 1,100 sq. ft., 1,000 active patients, remodeled in 2011. Owner completing Orthodontic program in Texas while averaging 2 days/wk in office, will relocate after program is complete. Excellent opportunity for a new dentist or an established dentist looking for a satellite office. Practice #CA564, Contact Dr. Dennis Hoover - 209-605-9039.

FOLSOM/EL DORADO HILLS: Like-new office with 1,200 sq. ft. and 4 Ops. 2012 GR of \$405K. 2½ days of hyg./wk. Practice utilizes Dentrrix, Laser, Digital X-Rays and Intra-Oral cameras. Owner is selling to pursue other interests. Practice #CA103, Contact Dr. Thomas Wagner - 916-812-3255.

FREMONT: Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Owner is downsizing multiple practices. Practice #CA553 - In Escrow. Contact Jim Engel - 925-330-2207.

FRESNO: General Dentistry Practice and Building. Building is free standing w/lots of parking. 3 treatment ops and 2 hyg. ops w/space for 3 add'l ops. 20 new patients/month, 5 ½ days hyg. 2013 GR were \$708K. Started by owner in 1997. #CA144, Contact Dr. Dennis Hoover - 209-605-9039.

GRANITE BAY: General Practice. Newly remodeled office in great Granite Bay location, 3 equip. ops, 2 more available. Much of the equipment was purchased since July 2012. Dentrrix, Digital X-Rays, 2013 GR on 8 days/month \$236K+ as of 12.11.13. Owner relocating out of country. #CA128 - In Escrow. Contact Dr. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO: General Dentistry Practice and Condominium. 1,300 sq. ft. office in Professional Office building w/4 ops, Eaglesoft software, and Fiber Optics. 2013 GR \$679K+. Owner retiring. #CA138, Contact Dr. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO: General Dentistry Practice. Well-designed 3,079 sq. ft. office (shared w/2nd dentist - separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2013 GR of \$947K w/ low overhead. Owner retiring after 35+ years in same location. #CA140, Contact Dr. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO: Orthodontic Practice - Like-new 2,300 sq. ft. office with extensive leasehold improvements and 6 chairs. 220 active patients in phase 1. Practice #CA551, Contact Dr. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO/ROSEVILLE: General Dentistry Partnership Position: One of several partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral Camera, Digital X-rays (Dexis), digital Pan, electronic charts, and excellent management team. Each partner has his/her own patients. Owner financing w/ acceptable down payment. Sale to new partner is subject to approval by current partners. Practice #CA126, Contact Dr. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO/ROSEVILLE: General Dentistry Practice. 2,200 sq. ft. office in Professional Office building. 6 ops w/Panorex, CAD/CAM, Laser, and Eaglesoft software. 2013 GR of \$966K w/low overhead. Owner retiring after 25+ years in same location. Practice #CA143, Contact Dr. Thomas Wagner - 916-812-3255.

HOLLISTER - FACILITY ONLY: Great shopping center location, 3 Ops and 2 more plumbed with cabinets. Adec chairs, units, and lights, Dexis, Easy Dental, and Pano in approx. 1,800 sq. ft. Owner relocating. Practice #CA563, Contact Jim Engel - 925-330-2207

MILPITAS: General Dentistry Practice - 1,440 sq. ft. professionally designed suite is located on a major thoroughfare in business district. 4 Ops with Intra-Oral cameras and computers in each plus a Pano X-ray. Great upside potential for a young and energetic buyer. Owner is retiring after 46 years, 34 at this location. Practice #CA562 - In Escrow. Contact Jim Engel - 925-330-2207.

NORTH OF SACRAMENTO: General Dentistry Practice, owner retiring. 2012 GR of \$515K on 32 hours/week, working about 37 weeks/year. EZ Dental Software, Pano, Fiber Optics. Newly remodeled with 4 Equipped Ops, 5 Available. Approx. 1,500 active patients, 20 hrs Hyg. per week. Building available for purchase. Practice #CA558, Contact Dr. Thomas Wagner - 916-812-3255.

NORTH EAST BAY: General Dentistry Practice established for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2012 GR of \$885K with overhead under 70%. Building to be sold with practice. Practice #CA108, Contact Dr. Thomas Wagner, 916-812-3255.

NORTH OF SACRAMENTO: General Dentistry 5 Op practice in 2,050 sq. ft. 2012 GR of \$1.2MM+ with overhead of only 54%. Dentrrix, Intra-Oral Cameras, Digital X-rays, Imaging System, and Pano. Practice established at current location for over 15 years. Practice #CA106, Contact Dr. Thomas Wagner - 916-812-3255.

NORTH OF SACRAMENTO: GR of \$521K in well-designed, 1,650 sq. ft. office with 4 Ops. Low overhead of only 52%, 4 days of hygiene. Easy Dental software and 1,600+ patients. Most Endo, OS, Perio, all Ortho and Implant Placement are referred out. Owner is retiring. Practice #CA528, Contact Dr. Thomas Wagner - 916-812-3255

PITTSBURG: General Dentistry Practice: Well-established practice on city's busiest thoroughfare. 3 year avg. GT of \$236K w/60% overhead. 5 equip. ops in 1,400 sq. ft. with Panoramic, Fiber Optics. 12 new patients/month and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. Practice #CA133 Contact Jim Engel - 925-330-2207.

SAN JOSE - FACILITY ONLY: Elegant Blossom Valley office with 6 Ops in approx. 3,700 sq. ft. Digital X-rays, computers in every room, reception with flat screen TV, equipped business office, sterilization, and conference room. Great start-up location or satellite office. Full inventory and photos available. Practice #CA565, Contact Jim Engel 925-330-2207.

SANTA CRUZ: Endodontic Practice: Attractive 850 sq. ft. office; ideal for the established Endodontist looking for a satellite practice. Seller will work for new buyer 1 to 1½ days per week. Practice is located in a large medical/dental complex. 2 Ops with Schick Digital X-rays. GR have been \$350K-\$400K with only 55% overhead. Practice #CA102 - In Escrow. Contact Dr. Dennis Hoover - 209-605-9039.

SANTA CRUZ COUNTY: General Dentistry Practice in a Professional building with 3 Ops. Approx. 1,100 sq. ft., near the beach. GR of \$338K on 2 days/wk with approx. 1,100 active patients and 10 new patients per month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dentrrix Software. Seller is moving. Practice #CA550, Contact Jim Engel - 925-330-2207.

S. LAKE TAHOE: General Dentistry Practice: This 1,450 sq. ft. office has 5 ops (1 add'l available), was started by owner in 1973. Average collections for the last 3 years have been \$773K. The practice has high visibility and parking. 15 new patients/month, 4 days hyg. Practice #CA134. Contact Dr. Dennis Hoover - 209-605-9039.

TURLOCK: Doctor's GR in 2012 were over \$950K with only 54% overhead or \$443K Adj. Net. 8 days of hyg/wk. Intra-Oral camera, Pano X-Ray, Digital, and Dentrrix software. Owner is retiring. Practice #CA506 - In Escrow. Contact Dr. Dennis Hoover - 209-605-9039

WALNUT CREEK: Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice had over \$530K in GR in 2012. Practice #CAM540, Contact Jim Engel - 925-330-2207.

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SOUTHERN CALIFORNIA LISTINGS

ANAHEIM: General Dentistry Practice is perfect for a merger or satellite office. The seller is retiring and refers out most specialty procedures. This 3 Op practice is nicely appointed and modern. 2012 GR of \$423K and an Adj. Net of \$140K. Practice established for 39 years, room to grow! Practice #CA101, Contact Kerri McCullough - 949-566-3056 – IN ESCROW.

BAKERSFIELD: General Dentistry Practice with 8 Ops, 7 fully equipped, 1 plumbed, in a 3,650 sq. ft. suite. Practice features Digital X-rays and Intra-Oral camera in a growing area of Bakersfield with \$453K Adj. Net on \$1.2MM GR. Practice #CAM554, Contact Kerri McCullough - 949-566-3056.

BAKERSFIELD and SMALL FARM COMMUNITY: New listing of 2 practices 30 minutes apart from each other, staff and doctor work both locations. Strong patient base in both practices with room for growth; communities are underserved. This is a rare opportunity to own 2 practices with GR of \$588K and \$278K combined Adj. Net. Practice #CAM557, Contact Kerri McCullough - 949-566-3056.

CERRITOS: General Dentistry Practice with 7 Ops, 6 fully equipped, 1 plumbed in a 1,500 sq. ft. suite with Digital X-rays and SoftDent software. Practice established for 39 years and is near shopping, residential and freeway. 2012 Adj. Net was \$140K with \$408K GR. Most specialty work is referred out, room to grow. Practice #CA100, Contact Kerri McCullough - 949-566-3056 – IN ESCROW.

CHULA VISTA: This General Dentistry Practice was started 50 years ago, seller acquired 35 years ago. 4 Ops, 3-1/2 days of hygiene, Dentrix Software. \$528K 2012 GR. In years past, the office was consistently collecting over \$700K/year, retiring doctor has slowed down throughout the years. Practice #CA109, Contact Thanh Tran - 949-533-8308.

CLAREMONT: General Dentistry Practice with 6 Ops in 2,200 sq. ft. suite. Established for over 44 years with 8 days of hyg./week. Practice uses Softdent, Digital X-rays, and refers out most specialty procedures. GR of \$581K in 2012. Practice #CA114, Contact Thanh Tran - 949-533-8308.

COASTAL ORANGE COUNTY: Retiring doctor spent \$500K in 4 new Ops of Pelton & Crane chairs and cabinetry in addition to the TIs. Dentrix and Dexis, Digital Pano. Close to the ocean - dream location! GR over \$600K in 2011 and \$500K in 2012. Practice #CAM566, Contact Thanh Tran - 949-533-8308.

COASTAL ORANGE COUNTY: Periodontal Practice with 5 Ops, fully equipped. Retiring doctor works a 3 day week with 4 days of hygiene and 2012 GR of \$343K. Great location in professional building near freeway. Practice #CAM533, Contact Kerri McCullough - 949-566-3056.

HUNTINGTON PARK: Retiring General Dentist with a large group practice that was started in 1984. 15 Ops and Dentrix/Dexis with 25 computer stations. E4D CAD/CAM machine. 2012 GR of over \$1.1MM in 2012. Seller owns the building. Practice #CA113, Contact Thanh Tran - 949-533-3056.

INDIAN WELLS: This General Dentistry Practice has a strong emphasis in TMJ in a 4,000 sq. ft. suite. Built 2 years ago with 6 Ops, and all new equipment and fixtures. Practice was in the Palm Springs area for over 3 years and moved to nearby Indian Wells. 2011 GR were over \$350K on just 1 doctor day per week. Practice has a CMT Pan/Ceph machine and a lecture room in the suite. Practice #CAM530, Contact Mario Molina - 323-974-4592.

LA MESA: NEW LISTING – This 3 Op practice is located in 2,000 sq. ft. in a professional building. GR of \$396K in 2012 with \$155K in Adj. Net. Practice utilizes Dentrix, Laser, and Digital X-Rays. Practice #CA127, Contact Thanh Tran - 949-533-8308.

LANCASTER: This 4 Op office is located in 2,360 sq. ft. on the second floor of a medical dental building. GR were \$676K with a \$174K Adj. Net. Dentrix and Hyg after 39 years. 4 days hyg./wk. Additional Ops could be added to existing space. Practice #14376, Contact Dr. Dennis Hoover - 209-545-2491.

LOS ANGELES: NEW LISTING – General Dentistry Practice with 5 Ops in a professional building downtown. Practice has been established since 1968. Retiring doctor has \$255K GR in 2013 and utilized PatientBase dental software. Practice #CA141, contact Kerri McCullough - 949-566-3056.

NEWPORT BEACH: General Dentistry Practice with 3 equipped Ops, high-end equipment is less than 10 years old and includes ADEC chairs, Kavio handpieces, 2 Dexis sensors, and Dentrix software. 2012 GR of \$350K on 3-1/2 days per week. Located near hospital in a desirable area. Practice #CAM534, Contact Thanh Tran - 949-533-8308.

NORTH ORANGE COUNTY: Endodontic Practice with 5 Ops, fully equipped and 3 Zeiss ceiling-mounted microscopes. Practice has been established for over 30 years. GR of \$370K and Adj. Net of over \$172K on a 3 day work week. PBS Endo software. Practice #CAM561, Contact Jaci Hardison - 714-318-4911.

NORTH SAN DIEGO COUNTY: General Dentistry Practice has 12 equipped Ops. Located in a free-standing building in a desirable area and established for 35 years. CAP and PPO contracts with \$1.2MM in GR in 2012 with \$405K Adj. Net. Practice #CAM555, Contact Kerri McCullough - 949-566-3056 – IN ESCROW.

ORANGE: NEW LISTING - Removable Prosthetic Dental Practice with 3 Ops, 2 Equipped, 1 plumbed, not equipped. Practice is in a very busy retail center near mall and freeway. \$279K GR and \$125K Adj. Net in 2013. Practice #CA142, Contact Kerri McCullough - 949-566-3056

ORANGE COUNTY: NEW LISTING – General Dentistry Practice with 2013 GR of over \$900K. Adj. Net of \$393K. Practice has 4 Ops and is located in a retail center in a desirable area of Orange County near shopping. Practice #CA132, Contact Kerri McCullough - 949-566-3056.

POWAY: NEW LISTING - General Dentistry Practice with 4 Ops in an 1,100 sq. ft. suite. Practice utilizes Dentrix with 6 workstations, digital x-rays, and intra-oral camera. Practice has been established since 1985. Equipment only 5 years old. 2013 GR of \$720K with \$241K Adj. Net. In Escrow. Practice #CA139, Contact Thanh Tran - 949-533-8308.

RIDGECREST: General Dentistry Practice and Dental Building: This 4 Operatory 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 \$168K in 2012. Pictures of the building are available upon request. Practice #CA523, Contact Steve Caudill - 951-314-5542.

RIVERSIDE: This General Dentistry/Implant Practice with 5 Ops has been established for 50 years and utilizes Dentrix, Digital Pano, and CT Scan. Dental equipment is 8 years old and has 20+ new patients/mo. Building also for sale Practice #CA120, Contact Kerri McCullough - 949-566-3056.

SAN BERNARDINO – NEW LISTING: This General Dentistry Practice has 4 Ops, 30+ years goodwill, street sign, average GR \$265K the last 3 years, Dr. is retiring. Great office location with great potential. Practice #, Contact Steve Caudill - 951-314-5542

SAN CLEMENTE: This General Dentistry Practice with 3 Equipped Ops, 2 Add'l plumbed has been established for approx. 10 years. Uses PracticeWorks, digital x-rays and Pano. Practice #CA129, Contact Kerri McCullough - 949-566-3056.

SAN DIEGO: General Dentistry Practice with 5 Ops, in a 1,200 sq. ft. suite. Practice utilizes EagleSoft, digital x-rays and has been established for 22 years. 2012 GR of \$442K with \$161K Adj. Net. Practice #CA130, Contact Thanh Tran - 949-533-8308.

SANTA ANA: NEW LISTING - General Dentistry/Pedo/Ortho practice on a main street in Santa Ana. Practice has been established for over 20 years in a free-standing building. Practice is fully computerized, has Pano and Intra-oral camera. Gross receipts of \$424K with \$222K Adj. Net. Denti-Cal makes up approx. 35% of business. Practice #CA136, Contact Kerri McCullough - 949-566-3056.

SHERMAN OAKS: NEW LISTING - General Dentistry Practice with 4 Ops in a professional building near freeways. Practice utilizes SoftDent and has been established for 40 years. 2012 GR of \$740K and \$220K Adj. Net. Practice #CA135, Contact Kerri McCullough - 949-566-3056.

SOUTH ORANGE COUNTY: General Dentistry Practice with 4 Ops in a 1,350 sq. ft. suite in a coastal location. Practice utilizes Dentrix. Practice #CA119, Contact Kerri McCullough - 949-566-3056 – IN ESCROW.

THOUSAND OAKS: NEW LISTING - Retiring General Dentist, established for 37 years with 6 Ops and 8 days of hygiene/week. Practice uses Dentrix/Dexis and GR of \$589K in 2012. Practice #CA118, Contact Thanh Tran - 949-533-8308..

THOUSAND OAKS: NEW LISTING – FACILITY ONLY - Move-in ready Thousand Oaks office with 4 Ops in 1,325 sq. ft. Office features a modern design, Dentrix with 4 computer workstations, equipped business office, and sterilization area. Great start-up location or satellite office. Full inventory and photos available. Practice #CA137, Contact Mario Molina - 323-974-4592.

TUSTIN: General Dentistry Practice with 3 Ops in a professional building. Practice has been established for almost 60 years. Great location on a main street near freeway. 2013 GR of \$300K with \$103K in Adj. Net. Dentrix and CEREC machine. Practice #CA131, Contact Jaci Hardison-714-318-4911- IN ESCROW.

WEST LOS ANGELES: General Dentistry Practice with 4 equipped Ops, 1 add'l plumbed. Great LA location on the West side with GR of \$342K on just 2 doctor days per week. Room to grow! Practice #CA117, Contact Kerri McCullough - 949-566-3056.

WEST LOS ANGELES: NEW LISTING – This well-appointed General Dentistry Practice has a heavy emphasis on Perio and Implants. Practice features 3 Ops, Pano, and uses ComputerAge Software. 2013 GR of \$795K with \$371K Adj. Net on 4 days/week. This great West Side LA Location has been established since 1988. Practice #CA145, Contact Kerri McCullough 949-566-3056.

YORBA LINDA: General Dentistry Practice with 5 Ops. This well-appointed practice is on a main street in a desirable area. Practice has been established for 28 years in this family community. Practice has 3 days of hygiene and 3 doctor days per week and has \$380K GR for 2012. Practice #CAM531, Contact Thanh Tran - 949-533-8308 – IN ESCROW.

OUTSIDE OF CALIFORNIA

MAUI HAWAII: General Dentistry Practice with GR of \$636K. Office has 4 Ops in 1,198 sq. ft., Pano, Laser, Intra-Oral camera, Fiber Optics, and 2-1/2 days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. Practice #20101, Contact Dr. Thomas Wagner - 916-812-3255.

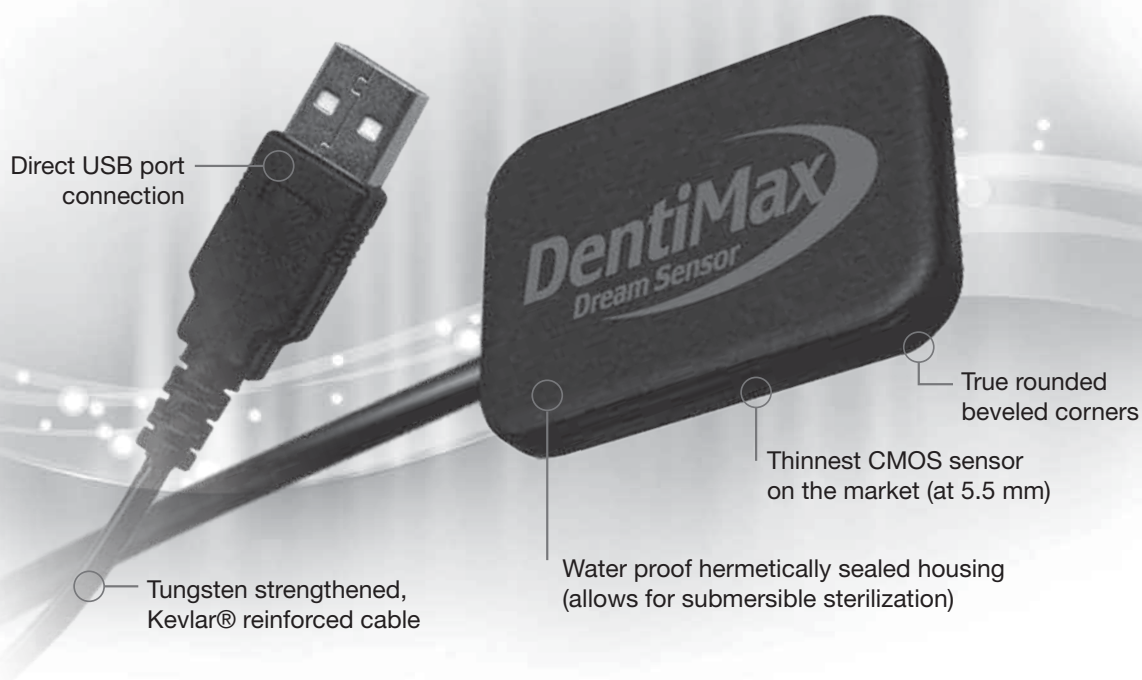
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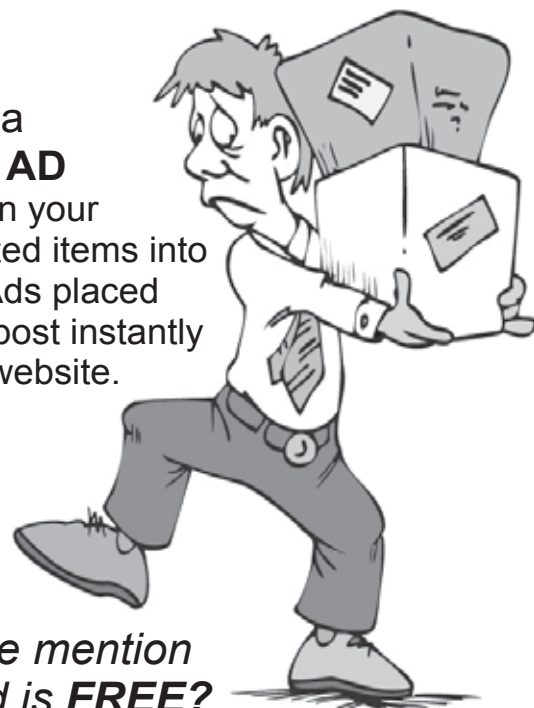
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Southern San Luis Obispo County (close to the beach): New Listing! 4 ops. 2013 collections \$519K. Nicely appointed office.

Santa Barbara Practice: Great practice with great growth potential. 3 ops and room for expansion. 2013 Collections about \$400K. Please Call!

Tulare County Perio Practice: 2013 Collections over \$407,000, Well-established perio practice with 4 ops. New listing, Please call for details.

Santa Barbara: Current A-dec top-of-the-line equipment and cabinetry. Collections over \$2,000,000 in 2013.

Santa Maria: New Listing! 3 ops. Growth potential. Great location. Easy parking.

Northern San Luis Obispo County: Newer building for sale in addition to a

great practice. 2012 Collections \$545K.

Glendale, La Crescenta, La Canada, Montrose: Great practice! 5 ops. Estimated 2013 collections about \$337K.

Coastal San Luis Obispo County: Gem of a practice! Established 30+ years. 2013 Collections over \$472K. Please call for details!

Coastal San Luis Obispo County: Great practice in a small beach town in San Luis Obispo County. 2012 collections over \$800,000.

Santa Barbara: Located in a very nice professional complex. 2013 collections \$388K. Currently no marketing which makes for lots of upside potential.



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ASK THE BROKER

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Most dentists understand that a practice sells for certain "rules of thumb", such as a percentage of collections or a multiple of NET profit. These "rules of thumb" vary from location to location, but the "covenant not to compete" is the promise or the security that assures the buyer that they will have the same opportunity to produce those numbers with the same patient base. Nobody can guarantee similar results of production because we are all different in our skill sets, clinically or communication-wise.

Amazingly, the sales price only varies approximately 10% between a practice that has all the bells, whistles, and newer equipment as compared to an outdated practice in the same neighborhood. This underscores that the value of most practice sales is in the patient base.

While the court system has placed a premium on the mileage component of the "covenant not to compete", obviously the intent of the covenant is that the buyer has every expectation that the seller will not treat the patients who were "promised" to remain as part of the transaction. The reason for this is mostly practical. It would be very difficult to audit the patient base of any practice to prove a seller was violating the covenant if he was practicing nearby. It is much easier to place a mileage restriction that can be simple to enforce. This is why we see smaller mileage restrictions in congested urban areas compared to rural areas where people are accustomed to driving greater distances for services.

This is a particularly good question as there are more dentists and businessmen who are buying and selling dental practices. They need to be aware that buyers are rightfully concerned about the future plans of the seller. In addition, most dental lenders also have some minimum expectations when financing dental practice transitions.

Bottom Line: There is always an expectation that a "covenant not to compete" will be part of any transition that involves patients.

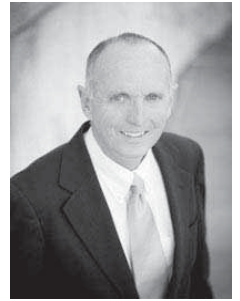
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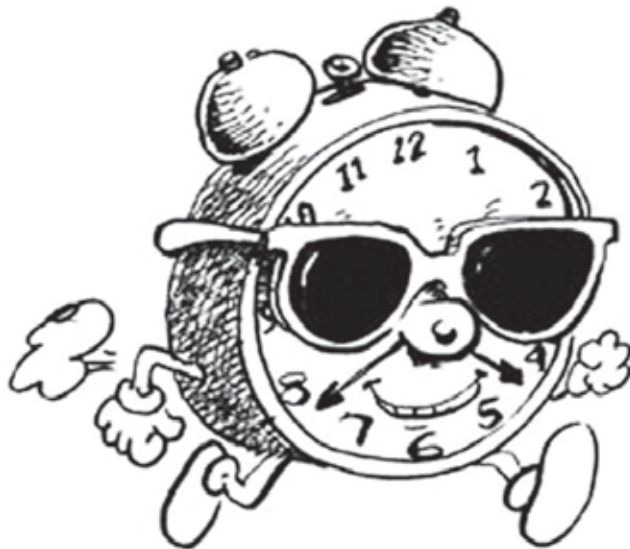
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Doctor-

I know that I am always looking for techniques and ideas to improve my services to my patients. With third party payers limiting revenues, staff looking to simplify our daily procedures, and patients wanting their teeth to look more natural, "the pressure is on" for my restorative procedures to be easier, faster, and with minimal post-operative sensitivity. So I am delighted to share with you, that our Northern California Academy of General Dentistry is teaming up with Ivoclar Vivadent in bringing Dr. Wilson Kwong to San Francisco.

Using today's state-of-the-art curing lights, cements, direct composites, and high strength all-ceramic materials, Dr. Kwong clarifies the nuances of restorative protocol that contribute to clinical success and patient satisfaction. He will also discuss treatment planning and the simplicity of proven technologies, materials, and techniques that can be implemented into our routines the next working day! His presentation is engaging and informational. See you there.

Sincerely,

Michael Lew, DMD, MAGD

Regional Director, Academy of General Dentistry

Registration from 8:00 a.m. to 8:30 a.m.

Course runs from 8:30 a.m. to 4:30 p.m.

Attendees will receive

7 lecture hours of CE

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Dr. Kwong graduated from the Faculty of Dentistry at the University of British Columbia in 1989 and is currently the CCAD's Program Director for Vancouver. He began his career in a rural community then moved back to Vancouver, Canada where he developed a state-of-the-art facility equipped with the latest technology.

Dr. Kwong is a member of the American Academy of Cosmetic Dentistry, the Academy of General Dentistry, the BC Institute for Oral Implantology, and is a past graduate of The Las Vegas Institute for Advanced Dental Studies.



Learning Objectives:

- Apply contemporary direct and indirect restorative options for conservative anterior and posterior restorations
- Incorporate appropriate adhesive and cementation protocol specific to the restorative material and indication
- Properly use today's state-of-the-art polymerization technologies to achieve superior results
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- Apply knowledge of properly finishing and polishing instrumentation for direct and indirect restorations to ensure functional and esthetic predictability

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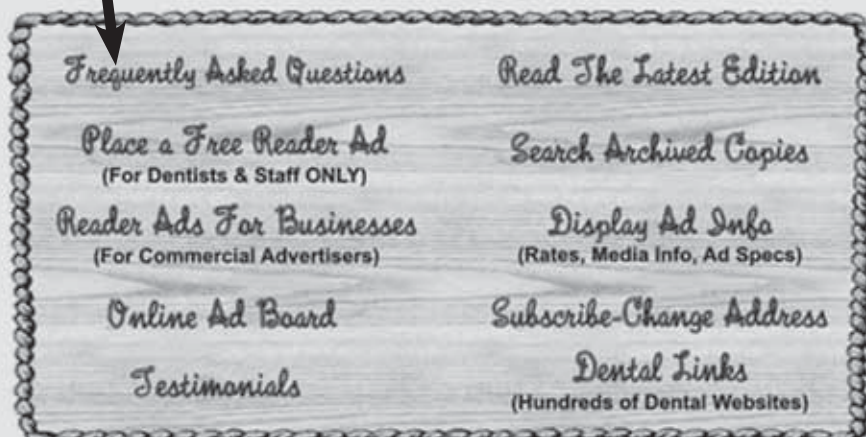
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