

# THE Dental Trader

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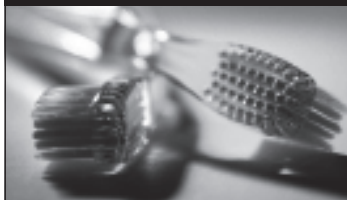
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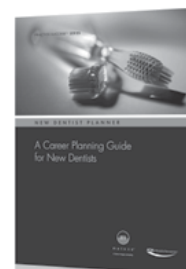


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**FRESNO COUNTY**

**FRESNO COUNTY #1** - (3) op G.P. Only private dentist in smaller town. Annual collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD IMMEDIATELY!** **[SOLD]**

**KERN COUNTY**

**BAKERSFIELD #20** - (3) op computerized G.P. & a duplex bldg. (2) ops eqt'd with new eqt, 3rd op plumbed not eqt'd. Cash/Ins/PPO & some regional center reimbursements. No HMO's or Denti-Cal! Gross collect \$450K-\$470K/yr. 35 years of goodwill. Approx 25 new pts/mos. Seller retiring. **[SOLD]**

**BAKERSFIELD #22** - (5) op computerized G.P. (3) ops fully eqt'd, 4th eqt'd with chair and x-ray, 5th plumbed. Retail location with exposure/visibility and signage. Cash/Ins/PPO/Denti-Cal. Gross Collect approx \$200K/yr on (2) days/wk. Seller to concentrate on other practice. **[NEW]**

**BAKERSFIELD #23** - PARTNER WANTED! 50% OWNERSHIP FOR SALE. (12) op computerized G.P. Prime retail location with excellent exposure & visibility. Cash/Ins/PPO pts. No HMO & no Denti-Cal. Annual Gross Collections \$2M+. Digital X-rays & Pano, paperless office, fully networked, & efficient, modern design. Seller is overworked & needs help. Equity partner is more desirable than an Associate. Must have excellent credit & strong desire to succeed. **[NEW]**

**LOS ANGELES COUNTY**

**ALHAMBRA #2** - (2) op G.P. located on the street front side of a small one story medical/dental building. Some exposure and signage. Mostly cash pts with some Ins and PPO. 2009 Collections of \$140K on a very limited schedule due to seller's health. Seller quotes 1,200 active pts. Seller retiring but will assist in the transition. **[NEW]**

**ARCADIA** - (4) op computerized G.P. located in a well known, easily accessible medical dental bldg. on a main blvd. Cash/Ins/PPO with no HMO's or Denti-Cal. Gross Collect \$315K+/yr on a (4) day wk. **[SOLD]**

**CALABASAS** - DDS office Build to Suit opportunity for long term lease in a prestigious two story prof. bldg. Bldg. is conveniently located just off the fwy. near the center of town. 1,200 to 3,600 sq. ft. available. **[NEW]**

**SANTA CLARITA VALLEY** - HERE'S THE ONE YOU'VE BEEN WAITING FOR!! (11) op computerized G.P. (10) ops eqt'd, 11th op plumbed. In a well known prof. bldg. with great signage! Cash/Ins/PPO/HMO and small amt of Denti-Cal. Gross Collect of \$1.6M+/yr. **with an annual net of approx \$600K!** Cap Cks of \$13K-\$15K/mos. Refers out Diff. O.S., Perio & Ortho. Pract can be easily grown to \$2.5M+/yr by adding more hygiene, specialists, and advertising. **[SOLD]**

**SOUTHGATE** - completely built out dental office for lease in a free standing bldg on a major blvd. Excellent exposure/visibility and signage. Location has been a dental office for 20+ years. Highly recognizable Govt. Center across the street. **[NEW]**

**VALLEY VILLAGE (SHERMAN OAKS)** - (4) op computerized G.P. located in a free standing bldg. on a major boulevard. Cash/Ins/PPO patient base. Annual gross collections \$475K+ on a 3 1/2 day/week. Seller is a 1-800 DENTIST Provider. Seller retiring but will assist in transition. **PRICE REDUCED.**

**WOODLAND HILLS** - (3) op computerized G.P. in a strip center on a main blvd. w excell exposure, visibility & signage. Digital x-rays & intra oral camera. Dentrux software. Cash/Ins/PPO only. No HMO's & no Denti-Cal. 1-800 Dentist provider. 2009 projected Gross Collect. of \$700K+. Seller is taking an academic position but will transition. **[SOLD]**

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**RIVERSIDE COUNTY**

**SAN JACINTO (HEMET)** - (4) op computerized. G.P. Absentee owned HMO practice with \$6K/mos Cap Check. No Denti-Cal! 2009 Projected Gross Collect \$450K+ on a (3) day week with a projected owner/operator net of ~ \$180K. **[PENDING]**

**ORANGE COUNTY**

**ANAHEIM #1** - (3) op computerized G.P. Low overhead office. Cash/Ins/PPO/Denti-Cal patient base. Annual Gross Collections exceed \$260K/yr on p.t. schedule. **REDUCED.**

**ANAHEIM #2** - (4) op computerized G.P. and free standing building. Located on a major blvd. with heavy traffic. Excellent exposure/visibility/parking. Cash/Ins/PPO/Kids Denti-Cal patient base. New equipment. Dentrux s/w & intra oral camera. Digital ready. 2010 Projected Gross Collections \$240K+ on a 3.5 day week. **[NEW]**

**TUSTIN** - (4) op turnkey office with newer equipment. No pts. Located on a major blvd. in a smaller prof. bldg. Nicely built out. Reasonable rent. **[NEW]**

**SAN BERNARDINO COUNTY**

**HIGHLAND #1** - (3) op G.P. 2 ops eqt'd with newer eqt, 3rd op plumbed and eqt'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. No HMO's & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. **[SOLD]**

**HIGHLAND #2** - (3) op computerized G.P. located in a shopping center with exposure, visibility & signage. Room to expand. Newer eqt. & nicely decorated. 2009 Gross Collections \$447K on a (3) day week. 20-25 new pts./mos. Cash/Ins/PPO & small amount of Peds Denti-Cal. Very low rent. Primed for Growth! **[NEW]**

**VENTURA COUNTY**

**WESTLAKE VILLAGE** - (4) op computerized G.P. in a very desirable upscale area. (3) ops of newer eqt/4th op plumbed. Very upscale office with vaulted ceilings, marble floors and counters, pastel colors etc. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. 2009 Gross Collections \$600K+. **[SOLD]**

**VENTURA - MULTI SPECIALITY** - (5) op comput. office in a one story prof. bldg. Digital x-rays & pano, paperless office, 3 1/2 yr old Belmont eqt. & (2) ceiling mt'd surgical microscopes. 2 days/wk Peds, 3 days/mos O.S., 2 days/wk. Endo, & 1+ days/mos Perio. Cash/Ins/PPO/HMO/Healthy Family pt. base. 2009 Gross Collect \$623K+.

**VENTURA** - (3) op computerized G.P. and free standing bldg. Located in a highly desirable area. Cash/Ins/PPO patient base with (1) HMO that pays \$1,800/mos. Seller is a 1-800-DENTIST Provider. Dentrux software and Pano equipped. Averaging 20-25 new patients per month. Annual Gross Collections \$400K+. **[NEW]**

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**USC Law School** (1984),  
top 20% graduate  
**US Tax Court** (1989)  
**Brokers License** (1998)  
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## Experience:

**Attorney for 25 years**  
**Completing Practice Sales since 1992**  
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David Buchan, DDS, San Clemente, CA

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**BAKERSFIELD #22** (5) op G.P. for sale. (3) ops eqt'd plus x-ray room. 5th plumbed. Retail location. Mixed pt. base. Gross collect. approx \$200K/yr on (2) days/wk. D&M Practice Sales 818.591.1401 License # 01172430.

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**SANTEE** – Very well-established **GENERAL** Practice situated in single story Professional Bldg. ALL Fee-for-Service (insurance and cash). 4 Ops. Equipment in excellent condition. Very consistent revenue. Very high quality practice.

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## Actual letter from client:

Every December, the dentist for whom I work, comes to the front office and asks me, "Do you want me to renew our Trojan Benefit Service?" I answered with an emphatic, "Yes, I us?" Here's what I told him:

Trojan allows us to look up a patient's benefits and print out a copy of these benefits without spending ten to fifteen minutes on the phone with an insurance company. In that ten to fifteen minutes that I am not on hold in "voice jail," I have accomplished the following: applied the benefits to the patient's family file (in Dentrix), input a patient's treatment plan, printed the treatment plan for the patient, explained the benefits to the patient based on the information that Trojan provided, and had the treatment plan accepted by the patient. I then scheduled that patient for the treatment presented, generating revenue and filling the doctor's schedule. If I hadn't had Trojan, by this point, I'd still be on hold waiting to get to the point within the "automated system" where I can actually hear the benefits or have them faxed to me (only three companies have this feature) and the patient would still be sitting in the chair reading a magazine or staring at the ceiling getting "impatient." After that patient has left the office, I still have approximately seven minutes to call the patients who have not scheduled their prophylaxis, thereby generating more income of at least \$98 for every appointment made.

I can schedule one appointment every minute and a half, which amounts to approximately \$457 just for prophylaxes, not including x-rays and exams. Exams and radiographs could add up to over \$120 per patient ( $\times 4 = \$480.00$ ). Add that to the crown I just scheduled for the patient who was in the office, and Trojan has just paid for itself in those fifteen minutes that I wasn't on hold with an insurance company. Instead, I would still be pressing buttons on the phone while trying to seize the opportunity to press "zero" for an associate to answer that one question the automated system can't answer which is already included in the Trojan report.

So, because I use Trojan's Benefit Service program, just once, I can generate anywhere from \$100.00 to over \$1,000.00 in revenue or scheduled treatment in the same amount of time it would take to call an insurance company to get that information. Multiply that times the number of times Trojan is used in a week, and the savings add up. That's why I insist on using Trojan in our office.

JoAnn Stehly

***Put the power of Trojan to work in your practice! Don't let the insurance companies waste anymore of your staff's valuable time! Free them to build your practice and increase revenues. Start today!***

**TROJAN PROFESSIONAL SERVICES**  
Call Asa at 800-451-9723 ext 6074 or visit [www.trojanonline.com](http://www.trojanonline.com)

**Curing light** wireless - high quality, very chic, brand new. 4 Available. \$175 call Mike: 562-207-7888.

**Assistina for sale** unused and a year old. (818)568-3279.

**VENTURA** (3) op computerized G.P. & free standing bldg. for sale. Cash/Ins/PPO pt. base w (1) HMO that pays \$1,800/mos. 1-800-DENTIST Provider. Dentrux s/w. Pano eq't.d. Collections \$400K+/yr. D&M Practice Sales 818.591.1401 License # 01172430.

**BOARD CERTIFIED FEMALE PERIODONTIST** Available in your office. Proficient in all periodontal procedures, including implants and all extractions. Email: socalperio@yahoo.com.

**GP in RESEDA, CA** Asking \$165K. 3 ops, 900 sq ft. Busy intersection. Loc Pham, Broker 714-550-7494.

**Attendees say** Xcel Seminars give "good solid information that can be used to treat patients." See Comprehensive Clinical Skills Series insert and learn new treatment techniques!

**Personal** Established 38 y Female GP (w/no kids) looking to meet Male GP or Specialist for friendship. e-mail me: upon\_rqst@yahoo.com.

**FOR SALE** EZ 2000 DENTAL MULTI-USE SOFTWARE BRAND NEW. REDUCED PRICE \$2,245. SUPPORT/TRAINING INCLUDED. INTERESTED CALL (714)553-1543.

**SAN FRANCISCO'S** INNER RICHMOND DISTRICT Great sidewalk visibility next to Bridge Theater. Collected \$360,000 on 3-day week. With more effort, recent past reflects revenue streams of \$480,000/year. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com). View under CURRENT LISTINGS.

**Tuttnauer Sterilizer Sterilization** cycle and drying feature automatic shutoff, double safety locking 2340M 9" Dia 18" Deep \$2999 and 2540M 10" Dia 18" Deep \$3484 (877) 772-3888.

**K7 Evaluation System** by Myotronics (They sell new \$27K) Selling our's in new condition-only \$18K. 925-837-8161 call Bob.

**SF - Heart of Financial District** Located in a well-known Medical/Dental Professional building. Quality, state-of-the-art practice. 800 sf & 2 fully equipped ops w/ plumbing for 1 additional \$250k (A-807) WPS 800-641-4179.

**Need Help** with INSURANCE AUDITS? For information please email [Imina2003@yahoo.com](mailto:Imina2003@yahoo.com).

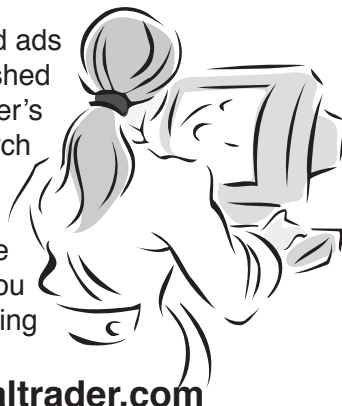
**Intraoral Camera** CAMREX for sale \$199. Good working condition. [astolya@yahoo.com](mailto:astolya@yahoo.com).

**"Accessibility** I truly feel their sincerity in wanting to help my situation. Absolutely recommend then to others all the time!" Camille Adli, D.D.S., Long Beach, California-See our ad on Pg. 2.

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To search recently placed ads that have not been published yet, use The Dental Trader's Online Ad Board. To search ads that have already been published, visit our Archives page. Both have search engines to help you find whatever you're looking for. It's almost too easy.

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**Pre - CDA San Francisco Dental Show Special** Eva Digital Sensor: \$8,995 for two sensors. Get an adult and pedo size. Go digital today! Call 800-273-5033.

**Dental Office for Lease** in Modesto, Good location, \$2000/month; 2 Operatories, digital x-rays, email [gbt1533@clearwire.net](mailto:gbt1533@clearwire.net) or 209-534-7311.

**Irvine** Irvine leasehold with partnership option. [royatoomarian@yahoo.com](mailto:royatoomarian@yahoo.com).

**Huntington Park** is a GREAT location for a Dental Specialist!!! We have a perfect location next to a Dentist Office for a Dental Specialist. CALL FOR DETAILS (310)849-9645.

**Pelton Crane** Coachman II dental chair with light. Beige color. Good condition. Highest bid accepted. 909-948-9333.

**PRACTICE FOR SALE** San Diego (SANTEE)—estab. 30+ yrs. GP with 4 Ops in Prof Bldg TOP QUALITY PRACTICE!! SDPS: 760-599-7828.

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# WESTERN PRACTICE SALES

John M. Cahill Associates

## BAY AREA

**A-6781 SAN FRANCISCO** - New equipment-hardly used. VIRTUALLY NEW practice! 1,000 sf/3 ops. **\$60k**

**A-7751 SAN FRANCISCO- Space Sharing.** GP seeks DDS to share office in renowned 450 Sutter St bldg. **Call Now!**

**A-807 SAN FRANCISCO** - Well-known Medical/Dental Prof bldg in heart of downtown financial district. Quality, state-of-the-art practice. 800sf w/2 fully equipped ops. Plumbed for 1 add'l **\$250k**

**A-817 BELMONT**- Surrounded by dental specialties in a 2-story Prof. Bldg w/easy access to public transportation. 860sf w/ 2 ops & plumbed for 1 add'l. **\$210k**

**A-829 SAN FRANCISCO Facility** - Attractive Office w/traditional décor. 1600sf & 2 fully equipped ops. **ONLY \$69k**

**A-8911 SAN FRANCISCO**— Don't hesitate! in a renowned building in one of the areas most prestigious addresses! 2,073 sf, 4 ops + plumbed for 1 add'l op. This practice has it all! **\$585k**

**A-8941 SAN FRANCISCO**— Ready to Move In. Fully Equipped. 2 ops. Plumbed for 1 add'l **\$85k**

**B-846 OAKLAND**- Long-established, fee-for-service practice. Excellent reputation. Dental Prof Bldg. 2,100sf w/ 3 fully equipped ops **\$325k**

**B-902 HAYWARD**-Easy Freeway access. Near Busy Shopping Mall. 2400sf, 5 ops office. Gross Receipts over \$977k in 2009! **\$795k**

**C-7811 SOLANO CO.** - 2,997 sf w/6 fully equipped ops + 2 Hyg ops + 1 add'l op! Buy the whole practice for \$1.3m or only 50% for \$650k. **Call for Info!**

**C-869 NAPA VALLEY AREA** - Quality, fee-for-service practice. Relaxed lifestyle & gorgeous scenery! Dental Prof Bldg w/ ~ 1,000 sq. ft. and 2 fully equipped ops. Option for 3<sup>rd</sup> op. **\$450k**

## BAY AREA CONTINUED

**C-8901 SANTA ROSA**— Residential area. 40+ new pats/mo. Highly Visible! 1291sf & 3 fully equipped ops. Plumbed for 1 additional op. **\$500k**

**C-884 FAIRFIELD**—Close to Air Force Base, San Francisco, Sacramento and the Napa Valley. 2,856 sf & 4 fully equipped ops w/ possible expansion and growth w/ plumbing of additional op **\$350k**

**D-842 PLEASANTON** —General Dentistry. 1,488sf w/ 2 ops **\$295k**

**D-779 SUNNYVALE** - Well established GP in heart of Silicon Valley! 4 ops, 1050sf. Call for more information! **\$225k**

**D-824 SANTA CLARA**- GP - 35+ new pats/mo by word-of-mouth referrals. Just 6 years old w/ 1,500 sf & 3 fully equipped ops. Plumbed for 1 add'l op **\$485k**

**D-845 SAN JOSE - Facility** -Attractive office. Traditional décor. Retail Plaza. 2,240 sf & 5 ops. **\$150k**

**D-863 SAN JOSE**-Excellent location & Stellar Reputation! Professionally Decorated in Popular Retail Shopping Ctr. 1500sf & 3 fully equipped ops **\$495k**

**D-870 CUPERTINO**— CAT6 fully computerized office. 2100sf & 3 ops. '09 collections over \$800k! **\$650k**

**D-877 LOS ALTOS** - Located in a spectacular and pristine Professional plaza. Office is ~ 2,400sf and consists of 6 fully equipped ops **2009 Collections - \$819k!! Asking only \$425K**

## NORTHERN CALIFORNIA

**E-729 AUBURN** - Busy retail shp ctr w/ excellent signage & good traffic flow. Well maintained FFS practice. 1750sf, 4ops. Plumbed for 2 add'l ops **\$250k**

## NO. CALIFORNIA CONTINUED

**E-7121 SACRAMENTO AREA** - Largely FFS. 1800sf, 4ops (+2 add'l plumbed). 2-story Prof bldg. **\$695k**

**E-818 SACRAMENTO**-Increase the part-time, relaxed workweek and watch the practice grow! Loyal Patient Base. Collections over \$350k in 2007. 1,200sf & 4 ops.

**Building previously appraised @ \$260k in 2004. \$315k for Practice AND Building**

**E-865 FOLSOM**—Newly equipped Assoc Driven practice. Generate higher revenue w/owner dentist! 1650sf, 5 ops office.

**2008 Collections ~ \$800k! \$525k**

**E-872 ROCKLIN**— Remarkable opportunity w/ a steady increase in monthly collections! 2450sf w/ 6 ops. **REDUCED \$445k**

**E-881 SACRAMENTO**—State-of-the-art Practice with growing patient base. Professional plaza w/ ample parking in desirable neighborhood. 2,400 sf & 3 fully equipped ops. Plumbed for 3 additional ops **\$250k**

**E-888 AUBURN** - Highly esteemed FFS practice. Doesn't get any better than this! Very desirable free standing building. Practice offers unparalleled dental care! 1,480sf w/3 ops. **Call for Details!**

**G-751 RED BLUFF/CHICO**- Known for special sense of community & small town living. Complete remodel ~5 yrs ago. FFS GP. 2350sf / 4 ops equipped. Plumbed for 2 add'l. **Current Lender Willing to Carry Qualified Buyer. Practice Offered at \$175k / Real Estate \$250k**

**G-875 YUBA CITY**— Sets the bar for excellence! Established 30 + years, GP, FFS, 3575 sf / 9 ops, great location. **\$1.5m—Associate Buy Opportunity!**

**G-882 YUBA CITY** - This thriving practice is well-respected, has 3 ops in ~ 850 sf, averages 12-15 patients per day with about 15-18 new patients per month. **\$190k**

800.641.4179

WESTERNPRACTICESALES.COM



**NO. CALIFORNIA CONTINUED**

**H-634 WEST OF RENO** - On the Feather River in Plumas Co. 1500 sf/ 4 ops, excellent location. Lease below market value. Asking only **\$250k**

**G-883 CHICO VICINITY** - Quality, fee-for-service practice that serves its large, stable, loyal, highly appreciative and educated patient base. Located in an attractive Professional plaza in desirable area. 1,990 sf w/ 5 fully equipped ops **\$535k**

**H-668 NORTHEASTERN CA** - GP with over 30 yrs goodwill. 4 ops 1600sf office. 2007 gr rcpts exceed \$650k **\$395k**

**H-856 SOUTH LAKE TAHOE** Live and Practice in the Beautiful and Unique Tahoe Area! This GP accepts over 50 new patients each month! Respected and Growing! 1568 sf & 4 fully equipped ops **\$425k**

**CENTRAL VALLEY**

**I-772 Facility STOCKTON** - Desirable, affluent health care area. 2,140sf/4 ops **REDUCED!! NOW ONLY \$150k**

**I-685 TURLOCK** - 1700sf, 7 ops. Avgs 14 patients & 11 Hyg Pats/day! Practice recently remodeled. Highly attractive free standing building. Mostly Adec Eqpmt. **REDUCED! NOW ONLY \$305k**

**I-840 TRACY** - Must See to Appreciate! Major thoroughfare / desirable area. 2,165 sf & 6 ops. Plumbed for 1 add'l op. **PRICE REDUCED!! \$345k**

**I-889 MERCED** - Quality practice well-known for providing comprehensive and full spectrum of dental care. Located in the heart of town, bustling with activity and foot traffic - in well-maintained Medical Professional building complex. 3 fully equipped ops **\$265k**

**I-934 Facility MODESTO** - Retail Shopping Center adjacent to a popular Supermarket 1,200 sf & 4 ops **\$150k**

**I-8961 SAN JOAQUIN CO** - 1000sf/ 2 ops. ~ 400 charts. FFS. 24+ yrs. Seller Retiring. **ONLY \$60k**

**CENTRAL VALLEY CONTINUED**

**J-801 FRESNO** - Facility. ~ 1300sf and 4 ops. Traditional Décor. **ONLY \$70k**

**J-9031 SLO Co** - Nestled between Pacific Ocean and beautiful foothills! 1218sf, w/ 4 ops. **\$350k Real Estate also available**

**SOUTHERN CALIFORNIA**

**K-735 ALISO VIEJO FACILITY** - Upscale 2 story Prof Bldg. 1,800sf/4 ops. \$4k sublet income at this location too! **\$225k**

**K-762 INDIAN WELLS** - Well Respected practice w/loyal patient base. Newly remodeled, 1400+ sf, 5 ops **REDUCED!! \$425k**

**K-816 MISSION VIEJO** - Reputation as one of the best dentists in this vibrant OC Comm. Top-notch office in popular Rtl Shp Ctr. Close proximity to Gov. amenities & schools. 1,300 sf & 2 ops **ONLY \$290k**

**K-858 CHATSWORTH** - Seasoned Staff supported by Excellent Specialists. Stable Loyal Patient Base. 2150 sf & 4 + fully equipped ops **\$295k**

**K-887 ESCONDIDO** - Beautifully landscaped office is conveniently located in a highly visible, free-standing, single-story Dental Professional building. 1,705 sf w/5 fully equipped ops **\$225k**

**K-885 RANCHO CUCAMONGA** - San Bernardino county - ringed by wealthy business parks and bustling shopping malls. Popular, Retail Shopping Center w/ major anchor store. 1,250 sf w/3 fully equipped ops **\$150k**

**K-900 LA HABRA** - 1700sf w/4 ops. Plumbed for 2 add'l. Newer EQ and Improvements **\$250k**

**NEVADA**

**LV-796 HENDERSON** - Master-planned community! Excellent location & easy freeway accessibility. Spacious, like-new office. 2,080 sf w/3 fully equipped ops & plumbed for 3 add'l ops **\$295k**

**NEVADA CONTINUED**

**LV-756 LAS VEGAS** - Brand new 1,600sf/ 3 op office (Plumbed for 1 add'l op) Attractive & well-equipped in Rtl Shpng Ctr. **\$150k**

**LV-800 LAS VEGAS** - Well Established FFS practice. Emphasis on prevention. Seasoned Staff. 3350 sf & 6 ops. **\$785k**

**LV-861 LAS VEGAS** - FFS Quality Practice—Stable Patient Base & Seasoned Staff. Professionally Remodeled 1750sf, 5 op office. Call for Info! **\$180k**

**LV-886 LAS VEGAS** - Low cancellations & high collection rate! Stable, loyal & appreciative patient base. **Growing even in this economy! Future Extension of Sunrise Hosp. being built across the street!** 1,900 sf & 4 fully equipped ops. Plumbed for 1 add'l **\$275k**

**R-810 DAYTON** - Gross Rcpts over \$1mil in 08! Amazing, quality, well-estab w/loyal, stable patient base & seasoned staff. Excellent signage, easy freeway accessibility, ample parking. 1,500sf & 5 ops. **\$595k**

**R-897 SPARKS** - Top of the Line, Quality Practice. 7 ops in spacious 2700sf office. Located in 2 story Prof bldg. **\$495k**

**SPECIALTY PRACTICES**

**C-6821 SOLANO CO. PROSTHO** - Personalized treatment in warm caring environment. 1040 sf with 3 ops. **\$225k**

**I-7861 CTRL VLY ORTHO** - 2,000sf, open bay w/8 chairs. Garden View. Antique Exam Room. 45 years of goodwill. FFS practice sees 60-70 patients daily. Prof Plaza. **\$370k**

**E-811 SIERRA FOOTHILLS ORTHO** - Fast growing area. Patient Oriented, Well respected Ortho practice. Avg 30 pats/day. 1200 sf & 3 chairs in open bay. **PRICE REDUCED! SELLER ANXIOUS TO SELL. NOW ONLY \$125k**

**D-892 MORGAN HILL ORTHO** - Remarkable Oppty! Floor to Ceiling Windows—wooded courtyard. 1900sf & 6 chairs in open bay. **\$275k**



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**1**

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**Modesto Dental Practice for Sale** \$350K, GP, 1200 sf, 2009 collect 438K, no Medi-Cal, no HMO, Call 209-534-6750 or email kmt0533@clearwire.net.

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**Beautiful San Diego dental office** for sale, digital, 3 ops equipped and 4th plumbed. Pano, selling for health complication. Email: HappyGoLuckyDDS@gmail.com, 909-255-6679.

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**Dental Office** for rent in Tustin. Call for info (714)371-0776.

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**NEWLY LISTED! HAYWARD** Easy Freeway access. Near Busy Shopping Mall. 2400 sf, 5 ops office. Gross Receipts over \$977k in 2009! \$795k (B-902) WPS 800-641-4179.

**Periodontist Wanted** Every other month. Board Certified. Must do implants. Send resume [manager@route66dental.com](mailto:manager@route66dental.com) fax 18887416009. See website [www.route66dental.com](http://www.route66dental.com).

**"I am amazed at the ease of this service** I can review charts and verify benefits in half the time it used to take when done manually. I am so happy we can save valuable time and spend them with our patients instead of on the phone with insurance companies. We contact Trojan when a patient comes in with new insurance and Trojan gets us the information faxed before the patient leaves our office so we look extremely efficient." Dana Thompson, Office Manager. Call Trojan Professional Services, ask for Asa Nelson 800-451-9723 ext 6074 or visit [trojanonline.com](http://trojanonline.com).

**practice wanted** in Ventura County. No brokers please. 805-403-1216.

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## Advertising Tips for Doctors

*Make your advertising more effective, follow these simple tips!*

1. **Don't start** your ad with "For Sale:" instead, begin it with the item you are selling. Example: **HEMET GP PRACTICE** for sale.
2. **Avoid using only an email address** for contact, using a phone number increases response dramatically. Sending email takes too much time & effort.
3. **Don't repeat the same ad** over & over...it is better to change it or, if running multiple ads in a single issue, avoid repeating them. Doctors dislike redundancies (they tell us this all the time).
4. **Use spell check** and check your contact info to make sure it's right. Many ads are submitted online w/ typos, incorrect phone numbers or lack contact information completely.
5. **Follow the guidelines** on our tutorial when submitting ads online. If you wish to run an ad more than once, please use the Commercial Reader Ad Form and pay for the redundant ads. It is Dental Trader policy to delete redundant free reader ads. You may run one free reader per need/item per month (up to 20 words). **Habitual violators get banned.**
6. **Select the appropriate area for your ad.** If you are seeking part time staff in Los Angeles, don't submit the ad for our Northern Calif. edition. Many doctors do this. Just because you can advertise statewide doesn't mean you should.
7. **Be exact in your language.** It is difficult to understand a vague ad. Example of a bad ad: **DA for busy downtown practice** Call 555.123.4567. Example of a good ad: **DA SOUGHT** for downtown LA practice. Call 555.123.4567.
8. **Paint a mental picture.** Be descriptive. Example of a bad ad: **PRACTICE FOR SALE** LA grosses 250K/yr, sell for \$180K. Call 555.123.4567. Example of a good ad: **STUNNING LOS ANGELES GP PRACTICE** in new medical bldg for sale. 3 ops w/ amazing views of city. Grossing 250K on 3 day work week, room for growth/expansion. Recently redecorated, equipment looks new. Call 555.123.4567.

For additional help with your advertising call us at 877 888 4237

**The Dental Trader**



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- **APTOS:** *For Sale* - General Dentistry Practice. Highly desirable location. 2008 Gross Receipts over \$1 Mil. w/adjusted overhead at 51%. 3-operatories in 1,000 sq. ft. Auto & Modi computerized software. 9-hygiene days per week. Practice operated for past 33 years in same location. Open 5 days a week. Owner willing to work back for new owner 2 days/wk. #14305
- **ATWATER:** *For Sale* - General Dentistry Practice. Gross receipts \$177K with adjusted net income of \$67,495. Practice has been in its present location for the past 27 years. 1,080 sq. ft. 2-equipped operatories. Owner to retire. #14307
- **CENTURY CITY:** *For Sale* - Office Space, equipment and leaseholds only. Opportunity for low cost startup practice and/or satellite. Asking \$100K.
- **CITRUS HEIGHTS:** *For Sale* - General Dentistry Practice. Well-designed 6 operatory, 1,500 sq. ft. office in professional building. Desirable location. 2-3 days hygiene. Owner is retiring. #14311
- **EL DORADO HILLS:** *For Sale* - General Dentistry Practice. 2009 GR \$790,758 adjusted net income of \$312K. Intra-oral camera, pano, Softdent software, 4-equipped ops. 6-hygiene days. Practice has been in its present location for past 18 years. Owner retiring. #14324
- **EL SOBRANTE:** *For Sale* - General Dentistry Practice. Ideal for recent grad or DDS looking for satellite practice. 3 ops. w/potential of 5. '08 receipts \$350K, adjusted net income \$124K. 3 days of hygiene. Pano, Easy Dental software. 1,300 sq. ft. Seller is retiring after 35 years in same location. #14302
- **FOLSOM:** *For Sale* - General Dentistry Practice 2009 Collections \$513K. Adjusted net income \$184K. 4 ops (plumbed for 5). Intra oral camera, fiber optics all ops. Patient base software. Owner retiring.
- **GRASS VALLEY:** *For Sale* - This Periodontics Practice is located in a very desirable growing community. Practice has been in its present location for the past 28 years. Office consists of 1,500 sq ft 3 ops. Intra-oral camera. Practice has 5 days of hygiene. #14272
- **LAGUNA BEACH:** *For Sale* - General Dentistry Practice. 2008 Gross Receipts \$898K. 4 operatory (3 available) 2,000 sq. ft. office. There are 4 days of hygiene. Practice has been in the same location for approx. 25 years. Owner is retiring.
- **LAGUNA HILLS:** *For Sale* - General Dentistry Practice. Owner acquired practice in 1992. Office remodeled in 2004. 3 days of hygiene. 1,324 active patients, 20 new prs/month, 6 operatories, Eagle Soft software. Receipts were \$868 in 2008. Wonderful location.
- **LAKE FORREST:** *For Sale* - General Dentistry Practice. This 4 operatory, 1,200 sq. ft. office had gross receipts of 1.2 million in 2009. There are 5 days of hygiene. Approx. 2,000 collective patients. Approx. 10% of receipts are from two HMO plans. Seller has practiced in the same location for approx. 30 years. Owner is retiring.
- **LIVERMORE:** *For Sale* - General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely updated 1,082 sq ft office space. Dentrux software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- **LOS ANGELES:** *For Sale* - General Dentistry Practice. This practice 80% Dental and has approximately 2000 active patients. Owner has operated in same location for 31 years. 2009 receipts were \$709,000. 6 equipped tx rms, laser, intra-oral camera Pano and Ceph. Call for details.
- **MODESTO:** *For Sale* - General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K. w/adjusted net income of \$346. Dentrux, Cerec, and Intra-oral camera. Owner to retire. #14308
- **MURRIETA/TEMECULA:** *For Sale* - 2009 receipts were \$648,000. This 4 op. 1,500 sq. ft. office space with 4.5 days of hygiene. Average age of Dental Equip is 7 years. #14313
- **NORTH HOLLYWOOD:** *For Sale* - General Dentistry Practice. 2009 GR \$642K with adjusted net income of \$251K. Office has 3 operatories 1 Addt plumbed op. 1350 sq ft in a small shopping center, very busy intersection-corner. Intra oral camera, laser, Easy Dental software. Owner relocating. #14328
- **NORTHERN CALIFORNIA:** *For Sale* - Pediatric practice. Owner has operated in same location for 32 years. Approx. 1,760 active patients, 1,160 sq. ft., panoramic X-ray, Dexis Digital and Dentrux software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for details.
- **NO. CA WINE COUNTRY: ENDO PRACTICE:** *For Sale* - GR 958K adj net \$673K 4 Ops, 1,500 sq ft. Overhead 29% Owner to retire #14296
- **ORANGEVALE:** *For Sale* - General Dentistry Practice This 5 op. 1,700 sq. ft. office has 8-days of hygiene. Receipts were \$1,154,000 last year with \$480K adjusted net income. The practice has shown increases every year the past five years. Pano and Practice Works software. Practice has been in its present location for 18 yrs of its 29 years. Owner is retiring. #14325
- **OROVILLE:** *For Sale* - General Dentistry Practice. Owner dentist recently deceased. 2009 collections \$770K. Very nice stand alone dental building in basement, 7 ops digital x-ray 5 days of hygiene. Bldg 3,000 sq ft Basement 540 sq ft. Temporary Dentist in place. #14310
- **PALM SPRINGS:** *For Immediate Sale* - General Dentistry Practice. 2008 Gross Receipts \$500K with adj. net income of \$346K. Highly desirable location with 4 ops. Laser, and Intra-oral camera, 5 days of hygiene. Owner recently deceased.
- **PLUMAS COUNTY:** *For Sale* - 3 equipped ops. Space available for 4th op. 1245 sf office in good location. 2009 gross receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- **RED BLUFF:** *For Sale* - General Dental Practice "REDUCED PRICE" Facility overlooks the Sacramento River, 3,500 sq ft, has 8 ops. 10 hygiene days. Appraised Value or Best Offer. Historically Gross Receipts have been over \$1 Mil per year. 100% financing available. Sale of Building (optional) #14252
- **REDDING:** *For Sale* - Owner looking for Assoc. trans. into Partnership w/Buy-Out. GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- **RENO:** *For Sale* - General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/week. 1,800 sq ft with 6 equipped ops (7 Avail). Dentrux software, Pano. Practice has been in its present location for 40 years. Owner retiring.
- **ROSEVILLE:** *For Sale* - General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1975 sq ft with 4 ops. 8 days hygiene/wk. Digital, Intraoral camera, Dentrux, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring.
- **SAN FRANCISCO:** *For Sale* - Patient Base for Sale - Owner passed away last June and the practice has continued on 4 days a week with an associate. Lease can't be renewed. There are approx. 1,000 active patients in the practice. The patient base can be purchased at no risk to buyer since the purchase price is paid according to the receipts collected on the patients that transfer. #14312
- **SAN DIEGO:** *For Sale* - General Dentistry Practice. This office is plumbed for 4 ops. 3 ops. are equipped with Promo Equipment. Lease is \$2,200 per month. 2009 receipts were \$185,645. PPO and Fee for service practice. #14315
- **SAN DIEGO/CITY HEIGHTS:** *For Sale* - General Dentistry practice. Owner has operated in same location for 12 years. Approx. 1,000 active patients, panoramic X-ray, Intra Oral Camera, in this 3-chair office. #14321
- **SAN JOSE:** *For Sale* - 3 op Office space & equipment only in south valley area of San Jose. Fully equipped including hand instruments. If you are going to start up a practice or add a satellite practice you can save hundreds of thousands of dollars. New lease available from landlord with the option to purchase suite.
- **SOUTH LAKE TAHOE:** *For Sale* - General Dentistry Practice. Office is 647 sq ft w/3 ops. Practice has been in its present location for the past 26 years. Owner to retire. #14277
- **TORRANCE:** *For Sale* - General Dentistry Practice: Owner has operated in same location for 20 years. Approx. 1,000 active patients, 1,080 sq. ft., Brican System, and CamSight software in this 2 equipped 3 available-chair office. 2009 Gross receipts \$434K with 38% overhead. Owner relocating. #14320

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**Harvey Hydroclave** SC8 autoclave for sale. Great condition. Just serviced. (Just purchased a bigger unit) (818)518-7426.

**Selling 80 MIS Dental implants** in assorted sizes. Office has switched to a new implant system. \$2500 obo (949)307-8448.

**Dissatisfied with Expensive Repairs** on your dental equipment Visit [WWW.DHPDENTAL.COM](http://WWW.DHPDENTAL.COM) for American Made Operatories with 10 Year Warranties.

**Orthodontist Wanted.** Startup in general practice. Board Certified. Inland Empire. Send resume [manager@route66dental.com](mailto:manager@route66dental.com) Fax 18887416009. See website [www.route66dental.com](http://www.route66dental.com).

**SPACE SHARE OPPORTUNITY** Torrance Spacious contemporary dental office. State of the art equipment and technology. Lower your overhead. (424)237-2057.

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**FREMONT** Collected \$356,00 with Profits of \$132,500 in 2009 on 3-day week. Phenomenal suite and superbly equipped. Sidewalk location. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com). View under CURRENT LISTINGS.

**Wanted DA/Front-Desk** for general dentist office located in Pomona. Must be reliable. Email & paste all resume to [julin247@hotmail.com](mailto:julin247@hotmail.com).

**ORAL SURGEON** needed 1-2 days/month in private offices in Chino and La Habra. Great Benefits. Email: [MESMAEILI@YAHOO.COM](mailto:MESMAEILI@YAHOO.COM); Fax: 909-902-1213.

# I AM AMAZED!

I placed a reader ad at dentaltrader.com seeking staff for my practice. The ad had been on The Dental Trader website for only 10 minutes when I got the call that filled the position. I tell my colleagues, "If you want results...advertise in The Dental Trader! It works!!"

Thanks,  
Dr. Kevin Lochona  
Margarita Dental

**canoga park dental office** buy in or buy me out. 3 chairs new equip. digital xrays call 818-371-6266.

**Gutta Percha Points** Conventional and Standardized Sizes (70 boxes), Retail \$13.95 each Sell \$7.00 [accorddds@yahoo.com](mailto:accorddds@yahoo.com).

**2 Digital Sensors for the price of one** The DentiMax sensor package includes size 1 & 2 sensors with USB control box and imaging software. Call (800) 704-8494.

**PLEASANTON FACILITY ONLY** \$50K for tenant improvements, cabinets, dental vacuum, and compressor only. Facility is 10 years old. No other equipments or patients. Please call Dr. Tran at 925-699-4535 for further questions.

**Modesto Dental Practice for Sale** \$350K, GP, 1200 sf, 2009 collect 438K, no Medi-Cal, no HMO, Call 209-534-6750 or email [kmt0533@clearwire.net](mailto:kmt0533@clearwire.net).

**Finally, a Comprehensive CE Series** (42 CA CEs), giving practical information at a great price (only \$475)! See Xcel Seminars insert or call 310-663-4055 for info.

**Beautiful San Diego dental office** for sale, digital, 3 ops equipped and 4th plumbed. Pano, selling for health complication. Email: [HappyGoLuckyDDS@gmail.com](mailto:HappyGoLuckyDDS@gmail.com), 909-255-6679.

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**We are looking for a Board Certified** Endodontist to work in our group practices (LA, OC). Fax resume to 310-634-1862.

**Orthodontist Wanted** part-time, long-term position. On a profit sharing basis. Located in Moreno Valley, call Rose 951 697-8888.

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**IN-HOUSE ORAL SURGERY** Female Senior Oral Surgery Resident. Surgical procedures in Your Office. Will Bring Equipment. Call: 310-617-6462 Email: inhouseOMS@gmail.com.

**GP IN GARDEN GROVE FOR SALE** Asking \$250K. 2,600 sq ft, 6 ops. Loc Pham, Broker 714-550-7494.

**BAKERSFIELD #23** PARTNER WANTED / 50% OWNERSHIP FOR SALE. (12) op G.P. Prime retail location. Cash/Ins/PPO pts. Gross Collections \$2M+/yr. Digital X-rays & Pano, paperless office. D&M Practice Sales 818.591.1401 License # 01172430.



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**Velopex Intra-X Automatic** Intraoral Film Processor, 2 Minutes wet, 4 Minutes dry \$1649 comes with Free Daylight Loader (this offer valid for March only) (877) 772-3888.

**The Dental Trader has added** a special search engine to our Archives page at <http://thedentaltrader.com/archive.htm> so now you can search our entire website for anything you may need.

**OFFICE SPACE TO SHARE OR LEASE: LAGUNA HILLS,** adjacent to hospital, across leisure world/mall..3 ops, 1100 sq ft, EAGLESOFT, DIGITAL xrays, plasma tv/ dvd, ADEC chairs..CALL 949-291-3443 OR aidashahangian@yahoo.com.

**Orthodontic Chair** (Boyd) Model FH-117 \$3385 (877) 772-3888.

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**28 YRS OF GOODWILL DENTAL** IN CENTURY CITY - 1,350 sq ft. 5 ops. Asking \$200K. Loc Pham, Broker 714-550-7494.

**San Diego** general (multi specialty) practice for sale near Qualcomm Stadium. Collected \$220k first three months of 2010. For more information e-mail: tinro12@yahoo.com.

**Dental Practice for sale** \$295K, Modesto, GP, 1200 s.f., 2009 collect \$438K, no Medi-Cal, no HMO, phone 209-534-6750 oremail kmt0533@clearwire.net.

**ENDODONTIC SPECIALIST IN YOUR OFFICE** Stop WASTING time, lets produce MORE by working TOGETHER. Send your contact information to: 1EndoInYourOffice1@gmail.com.

**We've gone digital** Velopex film processor-runs great. Best offer takes it. 714-898-4425 or jcole.dds@verizon.net.

**"They were clear** concise and had a good knowledge of the law in this highly specific area. I would recommend Wood and Delgado above all other attorneys. The others didn't compare." Nicholas N. Gadler, D.D.S., San Diego, California-See our ad on Pg. 2.

**2 Digital Sensors for just \$9,999** The DentiMax sensor package includes size 1 & 2 sensors with USB control box and imaging software. Call (800) 704-8494.

**SCALPLES WITH HANDLES** #15 STERILE, DISPOSIBLE. 8 SEALED BOXES WITH 10 IN EACH BOX. SELL ALL \$25.00 (951)7805508.

**PERI-PRO II for sale** Works well with no issues! email mary at cvdentalcare@gmail.com.

**SPECIALISTS TAKE A LOOK GPS OK TOO! Orange County Leaseholds for sale.** Brand new built out space, granite counter tops, 5 operatories in beautiful area of Anaheim Hills. Wifi ready/completely networked, ready for equipment. Gp next door. Great signage. Private surgical exit. [ahdentaloffice@gmail.com](mailto:ahdentaloffice@gmail.com).

**FOR SALE** Pouches all sizes; Bibs; Saliva/Evacuator suction; Ear loops; Bite trays; Midmark speed clean; much more. (714)553-1543.

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**DENTRIX G-4 Software** CANNOT TRANSFER LICENSE. \$1,000 Norm (916) 595-2019.

**Dentist seeking practice** from retiring dentist. No Broker needed. Email: [Fresno.Dentist.DDS@gmail.com](mailto:Fresno.Dentist.DDS@gmail.com) or 559-285-7297.

**PERIO & IMPLANT** Study Club Learn to place Implants and do Perio. Surgery. Hands-on teaching by Dr. Kenny, Chairman of UCLA School of Dentistry Perio Dept. Call Dr. Thein at (818)248-1991.



*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.*

Linda Schwartz-Wright  
Mitchell Silberberg & Knupp LLP  
Office Manager & Director of Operations/Facilities

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**DENTAL PRACTICE FINANCING** with an experienced, local dental lender who can get the deal done quickly! Call Evan Barker at Partners Bank of California today. 949.732.4068.

**FOR SALE** Beautiful 1200 sq ft practice located on Temecula Pkwy 79 next to Walmart/Kohls center. Asking \$160,000 Contact neimantran@yahoo.com.

**Adec 6300 Lights** 3 ceiling mounted lights and 2 track lights. \$500 each. Location: San Diego. Thanks, Tom (619) 737-6453.

**When you call or email** an advertiser you found here in The Dental Trader, whether it's a dentist or a dental company... would you please tell them you found them in The Dental Trader?

**ORTHO DENTAL ASSISTANT** needed for offices in San Jose area. At least 3 years experience required. Fax: 408-493-4585.

**Legal Tip** Can your attorney value a dental practice? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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**FOR SALE** BRAND NEW PRACTICE LOCATED ON TEMECULA PKWY NEXT TO KOHLS/WALMART. 3 OPS FULLY EQUIPPED. CONTACT (714)553-1543.

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**Orthodontist needed Orthodontist needed** in Los Angeles, Board Eligible or Certified, two days per month. Email your Info to Info@rdaschool.com.

**Pre - CDA San Francisco Dental Show Special** Eva Digital Sensor: \$8,995 for two sensors. Get an adult and pedo size. Go digital today! Call 800-273-5033.

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# I Shop!

I shop in the Dental Trader regularly and have had success when advertising in it.

*Dr. Eric Eng, DDS*

**ROSEVILLE** For Sale-General Dentistry Practice.09 GR \$900K adj income \$300K. 1975 sq ft 4 ops, 8 days hygiene/wk. Digital, Intraoral camera, Dentrux, Trojan, fiber optics, P & C chairs all less than 5 yrs old. Owner retiring. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S.800-519-3458.

**SOUTH GATE** Dental practice for sale. Excellent location. Low rent. Hispanic area. No patient records. 30K Call 323-351-3383.

**FOR SALE** SDI 500 caps/2 sp reg. set exp. 2016 \$295 ea. Midmark speed clean soln \$11 ea. Contact (714)553-1543.

**"If efficiency is important in your practice** then Trojan is an invaluable tool. The information that you can access in Trojan within seconds allows you to schedule Hygiene appointments and treatment for your patients with confidence. You can not only let them know if procedures are covered, but the frequency and their estimated portion due. Trojan is like having your own 'insurance specialist' right in your office." Jill Bishop, Office Manager. Call Trojan Professional Services, ask for Asa Nelson 800-451-9723 ext 6074 or visit trojanonline.com.

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**COMMERCIAL CONDO 4 SALE** Why pay rent? North OC, Free-standing Bldg. ~1400 SF. next to general dentist. Serious inquiries: Dentalcondo4sale@yahoo.com.

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# NOTICE OF DATE CHANGE

## SF-CDA Convention

The dates for the  
San Francisco CDA  
have been changed to  
September 9-11, 2010.

*The dates were changed after printing of the  
free 2010 Dental Trader Wall Calendar  
sent to you last year.*

The exhibit hall dates and hours for  
CDA 2010 San Francisco are as follows:  
Thursday, Sept. 9, 10:00am - 6:00pm  
Friday, Sept. 10, 9:30am - 5:30pm  
Saturday, Sept. 11, 9:30am - 4:00pm

*Please note the change.*

Thank you,

**The Dental Trader**

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**Prime location** in city of San Gabriel, perfect for dental (plumbing, electrical equipped), medical, Law firm or any office. 626-572-7211.

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**HUNTINGTON BEACH DENTAL FOR SALE** 18 yrs of goodwill. 3 ops. Busy corner street. Loc Pham, Broker 714-550-7494.

**"Our patients are impressed** with our ability to understand and discuss their insurance plan with them. This removes much confusion up front and makes it easier for us to collect their copayment at the time of service. This has helped us reduce billing and maintain a positive rapport with our patients." Donna Parr, Office Manager. Call Trojan Professional Services, ask for Asa Nelson 800-451-9723 ext 6074 or visit [trojanonline.com](http://trojanonline.com).

**For Sale** 2 Pelton Crane track lights (\$500./ea), 3 Assist chairs (\$100./ea), 2 H.P. Dentaleze Vacuum (\$700). Call Jim 530-750-5089.

**NEED BELMONT DENTAL CHAIRS** (BEL-20 OR ABOVE), DELIVERY UNITS, AND LIGHTS PLEASE CONTACT AT [DRSUH@HOTMAIL.COM](mailto:DRSUH@HOTMAIL.COM).

**Huntington Beach Dental Office Suite** for Lease available August 1. Please call 714-397-0929. Ideal for specialist. 3 miles to ocean!

**For sale** Velopex-Intra-X x-ray developer-switched to digital-call Angela 619-339-6114.

**Beverly Hills leaseholder improvements** (& equipment) for sale. Prime medical building on Wilshire Blvd. Completed remodel plans included with TI\$. 310-963-2101.

**BICON IMPLANT SURGICAL KIT** TRAINING DVDS AND 34 IMPLANTS FOR SALE. VARIOUS SIZES. \$8000 FOR EVERYTHING. CALL DENISE (626)914-3068.

**FT Assoc for GP VanNuys office** Great opportunity leading to buy out. 4 equipped ops+. Email resume/CV to [stardentist78@yahoo.com](mailto:stardentist78@yahoo.com).

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**Toluca Lake, CA** dental office available for sublease, nearby Burbank and Studio City; ideal for specialists. For info call: 818-769-1111.

**SOLANO COUNTY, CA** Price Reduction! Well established, 4 op, (3 equipped and 1 plumbed/unequipped) GP with strong patient base. Practice Transition Partners, (888) 789-1085, [www.practicetransitions.com](http://www.practicetransitions.com).

**For Sale** 3M ESPE Pentamix 2 mixer and two fiberoptic electric handpieces Lux 700. Best Offer contact [h.pourshirazi@yahoo.com](mailto:h.pourshirazi@yahoo.com).

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A number of doctors have been submitting multiple free reader ads promoting the same item. When this happens, The Dental Trader **selects one ad and delete the duplicates**. We encourage doctors to take advantage of our free reader ad opportunity but please don't abuse it. You only need one ad for one item. One doctor placed 8 free reader ads to sell one dental practice...that's unnecessary. Our policy is designed to keep a lid on the overhead and enable us to continue offering free reader ads in the future. Your cooperation is appreciated.

Thank you,  
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**San Diego** Multispecialty, Established over 30 yrs and growing, 1600 sqft, five ops, collection first 6 months 2010 \$450K. [eifle12@yahoo.com](mailto:eifle12@yahoo.com).

**Poway practice for sale** 2 ops plumbed for 3, digital xrays, visibility, panorex, ADEC equipment Must see. Call (858) 382-3091.

**MODERN PASADENA DENTAL FOR SALE** 4 ops, 1740 sq ft. High visibility. Loc Pham, Broker 714-550-7494.

**Legal Tip** Failing to complete annual minutes can destroy your corporation's tax breaks. Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**PRACTICE FOR SALE** Temecula (NEW!) Tenant Improvements & Equipment. 5 equipped Ops, ADEC Cabinetry, 2 X-Rays. Prof Bldg. 80K!! SDPS: 760-599-7828.

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**SAN JOAQUIN COUNTY, CA** Pediatric Dental Practice - Motivated Seller! – Price reduced to expedite the sale. Long established pediatric dental practice in a busy and popular location. The seller is retiring. Practice Transition Partners, (888) 789-1085, [www.practicetransitions.com](http://www.practicetransitions.com).

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**HIGHLAND #2** (3) op G.P. for sale in a shop. ctr. w exposure & signage. 2009 Gross Collect. \$447K+ on a (3) day wk. Mixed pt. base. Low rent. D&M Practice Sales 818.591.1401 License # 01172430.

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**Not using it? Sell it!** Place a free ad in The Dental Trader. Use the form in the back of this issue or place it online at [www.dentaltrader.com](http://www.dentaltrader.com). The first 20 words are free!

**Computer Monitor and Bracket** only \$199 with any Operatory Purchase. Call (800) 423 - 5657 for Details.

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**Legal Tip: Sellers** Did the buyer agree to loan approval within a specified time? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**Why take time away** from Patients to attend Continuing Education? PDS has applied clinical continuing education courses on Sundays. For more information call 1-866-4 CALL PDS or 1-866-422-5573.



**Timothy G. Giroux**  
DDS/Broker

## ASK THE BROKER

*Question:*

Do we need an escrow in a practice sale?

**James T., DMD**

**Great question!!! My personal opinion is** that it is generally a good idea, if not a **MUST!** A professional Title Company at “arm’s length” is best suited for the job. Title Companies normally perform all the lien searches, clean up all liens, ensure that the employment taxes and personal property taxes are paid, pro-rate taxes and any pre-paid expenses, then produce the “Bill of Sale”. The Title Company also gathers all contractual information, deposits the monies, then wires funds or cuts cashier’s checks at the close of sale.

This entire process costs approximately \$1,600 to \$1,800. The cost is split equally between Buyer and Seller. I believe this is a very valuable and worthwhile investment because it ensures a clean transaction for the benefit of both parties. Arguably, this is a great benefit to the Buyer because it guarantees that the Buyer does, in fact, own the asset they just purchased “free and clear” of any liens or encumbrances. It also helps the Seller in a future dispute if there is ever a question whether the Seller had the right to liquidate the asset without paying off other debts.

Oftentimes a Lender will “net fund” a dental practice in the course of a sale, acting as the escrow holder themselves. This can work because the Lender will run the lien searches to make sure that the lender is in first position. However, I have personally been involved in at least three transactions over the last five years where escrow services provided by the lender were not thorough enough to provide proper protection for the Buyer or Seller.

At Western Practice Sales, we take great pride on completing “clean” transactions. If I were a Buyer, I would absolutely insist on a professional Title Company completing the escrow, not the broker or attorney. If an issue does arise, you will have a national Title Company that will endorse their Bill of Sale.

**Timothy G. Giroux, DDS** is currently the Owner & Broker at **Western Practice Sales** ([westernpracticesales.com](http://westernpracticesales.com)) and a member of the nationally recognized dental organization, ADS Transitions. A graduate of Creighton University, School of Dentistry (1983), he and his wife, Mona Chang, DDS (LLUSD 1984) were in private practice together for 15 years in Scottsdale, AZ, before establishing their home in northern California.

Questions? Email them directly to **Timothy G. Giroux, DDS:**  
[wps@succeed.net](mailto:wps@succeed.net) or Call **800.641.4179**



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Mike Chen DDS

Saturday, October 23, 2010

Registration at 8:00am  
8:30am to 4:30pm

University of the Pacific, Health Sciences Building  
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AGD Members \$99  
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This course is designed for the general practitioner to incorporate dental implants into their practice, with a practical approach from surgery to restoration.

Attendees are invited to bring radiographs, study models and photographs of their potential implant cases for discussion.

Continental breakfast and lunch will also be provided.  
Register early as attendance is limited!

Questions? Call 916-539-2764 or email: ssagdgroup@yahoo.com

*7 CDE hours of lecture credit will be awarded for the completion of this course.*

Mail form to SSAGD  
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### Registration Form

Name \_\_\_\_\_ AGD # if member \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_ Telephone \_\_\_\_\_

Fax \_\_\_\_\_ E-Mail \_\_\_\_\_ ☐ Yes, email me about AGD courses

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**How would you like to average** one new patient per work day...GUARANTEED? You need only visit [www.AttractDentalPatients.com](http://www.AttractDentalPatients.com).

**"Very fast** Jason Wood didn't take much of my time. Everything was perfect. Yes!!" Gloria Nollie, D.D.S., Carmichael, California -See our ad on Pg. 2.

**"I love that Xcel Seminars' courses** are practical, affordable and take place on Sundays." Dr. S.S. -See insert or call 310-663-4055 for details.

**Dental office in Sherman Oaks** hiring front and back office staff with future management potentials. Experienced, Bilingual preferred, pleasant workplace. Salary, Benefits, Bonuses. fax resume to 310-471-5658.

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**FOR SALE** 500 caps SDI 2 sp/reg set for \$295 ea, exp. 2016. Midmark Speed Clean \$11ea. Contact [janatran1@yahoo.com](mailto:janatran1@yahoo.com) if interested.

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Newport Beach, CA 92707  
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# DENTAL PRACTICES FOR SALE

**DENTAL PRACTICE IN HUNTINGTON BEACH, CA** - 18 years of goodwill. Busy corner street. Good street visibility and signage. Excellent location across from entertainment & shopping center. Prop#510HB

**DENTAL OFFICE IN GARDEN GROVE, CA** - Asking \$250K. 2,600 sqft gp with 6 ops. w/ great potential to expand to 8 ops. (all plumbed). High visibility in shopping centers & entertainment. Prop#3410G

**FREESTANDING DENTAL PRACTICE IN LA HABRA, CA** - Well established gp in La Habra w/ 3 fully eq. ops, 3 x-rays, 1036 sqft. Great location. Busy street corner. Approx. 3,000 active patients. Prop#1618LH

**MODERN DENTAL OFFICE FOR SALE IN PASADENA, CA** - Asking \$350K. Pasadena office 4 ops, 1 pano, 1 x-ray, 1740 sqft. New equipment and renovation. High visibility. Prop #2110P

**28 YEARS OF GOODWILL DENTAL PRACTICE IN CENTURY CITY, CA** - 1,350 sqft. 5 ops located in medical plaza close by Beverly Hills High School and Century City shopping center. Asking \$200K. Prop#529CLA

**FREESTANDING DENTAL BUILDING IN EAST LA, CA** - Asking \$525K. 5 fully eq. ops, 3 x-rays. High foot traffic. Close to medical offices, schools, church, shopping, dining and entertainment. Prop#422LDB

**DENTAL PRACTICE FOR SALE A GP IN LOS ANGELES, CA** - Asking \$135K. Gross \$280K. 1,200 sqft. retail bldg., 5 ops, 3 fully eq. ops, 3 chairs, 2 x-rays with room for exp. Prop. #2221

**GREAT STARTER GP FOR SALE IN RESEDA, CA** - Asking \$165K. Great Starter GP w/ 3 ops, 900 sqft. Busy intersection, surrounded by lots of residential & commercial. Prime location. Prop#3240RL

**GP FOR SALE IN TEMECULA, CA** - Asking \$165K. New Equipment in 1,200 sqft, 3 ops office located in retail shopping center with 2 major stores as anchors. Lots of foot traffic. Good street visibility and signage. Prop#527T

**DENTAL OFFICE IN HAYWARD, CA FOR SALE** - 5 ops, 5 x-rays, 3 intraoral cameras in 2,785 sqft with room for expansion. Approx. 80% PPO. Close by school, park, church and dining. Prop#611HH

**DENTAL PRACTICE FOR SALE IN SAN JOSE, CA** - New dental chairs & equipment. 95% PPO, 1250 sqft, 4 ops w/ room for expansion. Located next to well-known retailers and supermarkets. Prop#3190HSJ

**MILLBRAE, CA DENTAL OFFICE** - 1500 sqft, plumbed for 6 with 5 ops, Pano Unit. Near Bart station, shopping mall along El Camino Real. 2007 gross -\$ 750K, 2008 gross -\$725K. No HMO, Office only \$ 275-300K. Prop#H1217M

**DINUBA, CA PRACTICE FOR SALE** - Asking \$250K. Well established gp 1,540 sqft, 4 fully equipped, 2 digital x-rays, Intraoral Camera - 2 yrs old. Gross \$465K in 2009, \$390K in 2008. Near Visalia, Central CA. 15 miles east of Selma on Fwy 99. Prop#6290D

**GREAT STARTER GP FOR SALE IN FRESNO, CA** - Located in nice shopping plaza in NE Fresno. 4 fully equipped ops, 3 x-rays. 1350 sqft. Equipment 4 yrs. old or less. Good location. Asking \$259K. Prop#4201NF

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**DENTIST DREAM BUY** PACOIMA Established 30 yrs., PT schedule Grossed \$332K+, 3 ops 1 plumbed, Insurance & Cash, Low Rent, Call Cristina 818-605-0688.

**GENDEX** Orthoralix 9000 Digital Pano and Ceph X-ray Unit For Sale. Available July 2nd. Email chasityrd@aol.com or call 858-451-0200.

**For Sale** EZ 2000 software mutli-use. Brand new. Support included. Price reduce from \$2395 plus tax to \$1745. Neimantran@yahoo.com.

**Office Manager/Tx Coordinator needed** for Rosemead office. You develop the office and share the profit. Excellent facility, location, and exposure. Bilingual preferred. Must be willing to invest time and energy. Some HMO. Collected \$650,000 last year. This year similar production. fax resume 626-5748948.

**Digital Amalgamator** \$150. Brand new surgical 45 degree handpiece \$199 Call Dr. Ray 310-44-smile.

**2 plumbed ops available** for specialists to sublease in Thousand Oaks office- \$1750/month-email 1998dmd@gmail.com.

**Brand New Dental office for lease** no reimbursements for the tenant improvement, in Long Beach, CA. Call Dr. Sam 310-666-3910.

**A BRAND NEW Air Techniques** automatic FILM PROCESSOR FOR SALE. DEALERS price IS \$6500. SEND YOUR OFFER TO FASTFOOD86M@YAHOO.COM.

**Practice For Sale** Glendale. 445K collected in '08 and '09. No dental patients. Digital xrays. Serious buyers only. 818-645-6565.

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Address: \_\_\_\_\_

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# Professional Practice Sales

## Buying or Selling a Dental Practice?

### 5985 PICTURESQUE NORCAL COAST

If operating a busy practice on the ocean in a desirable country setting (service area is approximately 25,000 people) sounds appealing, you should investigate this offering. High tech office topped \$675,000 in 2009 on Owner's 3-day week. 2010 tracking \$750,000. Practice can easily expand to 4th day. Busy Hygiene schedule. Rare opportunity to operate a "Big City Practice" outside the Big City. This has been a consistent high performer.

### 5987 PEDIATRIC PRACTICE - NORTH SACRAMENTO VALLEY

Well established practice enjoys best location and operates out of a beautiful custom designed suite with everything only 5 years old. Great family community. 2009 collected \$514,000 despite Owner reducing time due to outside commitments. No Interceptive Ortho performed here, and Owner does not market practice to community GP's. This office could not be replicated for the price. Full price \$260,000.

### 5988 SOUTHERN SONOMA COUNTY - LOCATED ALONGSIDE HIGHWAY 101

This opportunity is well positioned for its Successor. This practice possesses a strong patient foundation, has a strong Recall system, enjoys a great drive-up location and occupies its own free-standing building. Has been operating on a deliberate 3-day week yet it could easily be expanded to 4+ days. 2009 produced and collected \$376,000. 3-ops and 3-days of Hygiene.

### 5989 SAN FRANCISCO'S INNER RICHMOND DISTRICT

Nice foundation to build upon. Enjoys a great sidewalk location on busy street. Has been a consistent \$400,000+ per year performer. With less attention per its 3-day schedule, 2009 collected \$360,000. With dedicated Successor, this could be a very busy practice.

**For complete details on any  
of these practices, go to  
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### 5991 SAN FRANCISCO'S FINANCIAL DISTRICT

Platinum Opportunity! Best location to practice on West Coast. \$450,000 invested in facility. Paperless and digital. 14-years left on "below market rate" Lease. Tracking \$775,000 in 2010. Great Recall, busy Hygiene schedule and well managed. Want to do \$1+ Million? Here is your opportunity.

### 5993 SAN FRANCISCO'S FINANCIAL DISTRICT

Great opportunity for nearby Dentist to acquire attractive 3-op dental office with patients. 3-days of Hygiene. Collections in 2009 totaled \$325,000.

### 5994 LAKE TAHOE

Interested in acquiring busy practice in beautiful Alpine setting? If so, investigate this opportunity. Well established practice has been ticking off \$900,000+ per year in collections while averaging 20+ new patients per month. 4-days of Hygiene, 90% Insurance, low AR balance, great staff and beautiful office.

### 5995 WALNUT CREEK MANAGED CARE PRACTICE

Collected \$681,600 in 2009 with Profits of \$290,000+. Tracking \$700,000 for 2010. 11-Managed Care Plans delivered \$150,000+ in Cap checks in 2009 which paid 39% of overhead. Great central location.

### 5996 MONTEREY BAY AREA'S SALINAS

Want to practice and live in the Monterey Bay Area, then practice in Salinas and live on the Monterey Peninsula. There are more people, the area is growing and the economy is more stable in Salinas than the Monterey Peninsula whose economy is tourist-driven with little growth. And Salinas has fewer Dentists! 2009 collected \$419,000 with Profits of \$221,000.

### 5997 FREMONT

3-day practice wants to do more. Great location. Collected \$355,000+ on part-time schedule in 2010 with \$132,600 in Profits. Beautiful facility and well equipped.



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