THE DENTAL VOL. 2 NO. 12 DECEMBER 2005 No. California Edition Ph: 877-888-4237 Fax: 949-498-1198 The Dental Trader.com Pay, Sell or Trade all things Dental



Specials 12/01-12/30 1-800-290-4405

DCI Operatory Package

- Pro Ensemble Unit without stools
- DCI Pro 72 Light
- DCI Pro 31 Delivery Unit
- \$250 extra with cuspidor



GS-80 2-Spill Amalgam - 500 pc. BLOWOUT SPECIAL!!!

Only \$195

Limited Quantity Available

Pearson price* 348.95 SAVE 44%

JDS Single Head Vacuum Pump

- Single Head, 1 horsepower
- 3 YEAR WARRANTY!!!

JDS Dual Head Vacuum Pump

- Dual Head, 2 horsepower
- 3 YEAR WARRANTY!!!





High Speed Handpiece Repair Repair 4 handpieces get the 5th repair FREE!! As low as

Push Button High SpeedHandpiece - Only \$149 Bur Chuck High Speed Handpiece - Only \$85 BUY 5 GET 1 FREE!!!

* - all Pearson, Schein, & Darby prices are from their website as of 11/8/05

WOOD & DELGADO

Attorneys At Law



Patrick J. Wood, Attorney at Law

REPRESENTING DENTISTS FOR OVER 20 YEARS IN THE FOLLOWING AREAS:

Real Estate
MSOs
Practice Purchase Agreements
Partnership Agreements
Leases
Space Sharing/Group-Solo
Associate Agreements
Corporate Formations/Dissolutions
Partnership Disputes
Estate Planning



Jason P. Wood, Attorney at Law

Pat Wood is knowledgeable, fair and a nice guy!"

Ari Rosenblatt, DDS, DMD,

Beverly Hills, California

"I highly recommend that you use his legal services!

Bette Robin, DDS, JD Select Practice Sales & Atty

"Pat Wood is honest, accurate, efficient and confident."

Philip B. Potter, D.D.S., San Clemente, California

"Patrick Wood is not your typical dental attorney. I have seen Mr. Wood interact with other attorneys and I can say with a great deal of confidence, Mr. Wood is an attorney you want on your side."

Chris Go, DDS, Valencia

"California Practice Sales has referred clients to Pat Wood for 20 years. Pat has been timely in contacting the clients, is very up-front in describing and delivering his services and is very skilled in completing negotiations for his clients. I highly recommend him!"

John W. Knipf, President California Practice Sales Inc.

"Mr. Wood provides incredibly prompt, five star service you only dream of in an attorney.

Mark Weiser, DDS, Santa Barbara

"I have been a client of Wood and Delgado for over ten years and wouldn't think of going to another attorney for any matter in the dental field."

Felipe Vital, D.D.S., Santa Ana, California

"I highly recommend Wood and Delgado to all dentists."

Victor E. Israel, DDS, Downey, California

"I would recommend Wood and Delgado because of their familiarity with dental practices, and promptness in returning phone calls."

John R. Stewart, DDS, Orange

"Wood and Delgado have been representing me for many years. I would highly recommend their firm to my friends and colleagues."

Saman Habibi, DDS, South El Monte

"Wood and Delgado have taken care of all of my legal needs for a number of years now and I constantly recommend them to other dentists."

Moni Mosharaf, Orange and Aliso Viejo, California

"I am impressed with all the knowledge Mr. Wood has in the dental field. Very knowledgeable and experienced, nice to work with."

Will Wong, DDS, Irvine

"Pat Wood is a principal, ethical, interesting, knowledgeable and impressive attorney."

George Koerber, DDS, Concord, California

"I liked everything about Mr. Wood's representation of me."

David S. Han, DMD, MS, Vista, California

Patrick J. Wood, Attorney at Law Charles X. Delgado, Attorney at Law Jason P. Wood, Attorney at Law

Offices in Irvine, San Francisco & Temecula

Toll Free: 800-499-1474 • FAX: 800-511-2138

Visit our website at: www.dentalattorneys.com

Buy it!

Sell it!!

Trade it!!!

MARINA DEL REY patient data base for sale. Office is doing \$ 240 000.- in the last 3 years. 310-823-8945.

PRACTICE FOR SALE in Culver City Grosses 1.4 per yr 80% PPO 15% HMO 5% Cash (310)488-6818.

ENCINO OFFICE FOR RENT 2 operatories in a plush dental suite.1-2 days per week. Great location and great terms.call 818-625-6030

PRACTICE SALE: Indio, GP, Shopping CTR, Capitation 30/32K, projection 2005 715K, overhead 48%-Owner retiring, 40+ New patient a month, HMO 48%, Medical 30%, Cash 22%, Asking 522K Please call First Choice, Patricia 949-548-4559.

FREE BOX (500) of Disposable Prophy Angles (value: \$120.00) when purchasing AdvanceCAM Intraoral Camera System, \$1,475.00. www.buytpcdirect.com.

SYSTEMATIC APPROACH to incorporate advanced dentistry with confidence while you achieve prestigious Fellowship, Mastership. Call 800-762-2511.

SAN LEANDRO Established General Practice for sale. \$100K. 2 ops + 1 more plumbed. \$245k/\$120K. Seller motivated. 510-351-3621.

GREAT SERVICE, reasonable fees, extremely competent." Carey Bledsoe, O.D., Upland, California. Call Wood and Delgado toll free: 800-499-1474.



www.mbna.com

All programs are subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply, MBNA, the MBNA logo, the tree symbol, and MBNA America are service marks of MBNA America Bank, N.A.

'MBNA may prohibit use of a practice finance account to pay off or pay down another MBNA account. © 2005 MBNA America (Delaware), N.A.





(800) 560-8222 Fax (626) 810-4245

Additional Products

- Xray Film Mounts
- Curing Lights
- Amalgamators
- Fiber Optic Light Source
- Xray Film Reader
- Flat Screen Monitor Brackets
- Xray Film Viewers
- Intraoral Camera
- Ultrasonic Scaler Inserts
- · Syringes, Hve & Se Valves
- Post-Mounted Utility Trays
- Disposable Prophy Angles
- Micromotor Lab Handpiece
- Ultrasonic Scalers
- · Prophy Jet
- Ultrasonic Cleaners
- Bleaching Lights

Buy Direct. It Pays

INNOVATION • RELIABILITY • QUALITY

www.buytpcdirect.com









New Products



Sonikleen Ultrasonic Cleaner 3 Quarts and 10 Quarts

\$279 (3 quarts) \$595 (10 quarts)



Mobile Cabinets

North Carolina Mobile Cabinet Alabama Mobile Cabinet Doctor's Mobile Cabinet Utility Mobile Cabinet

AdvanceCAM

Intraoral Camera System

\$1,120



PowerMAX 25 Ultrasonic Scaler

\$425 (includes FREE insert)

\$360 each

Phone: 1-800-560-8222 • 626-810-4337 • Fax: 626-810-4245 www.tpcadvancedtechnology.com

Contact TPC for a complete product catalog today.

Buy it!

Sell it!!

Trade it!!!



One call will change the way you look at lending. Our Personable and Professional Staff will create the loan you want and secure your approval quickly. See the difference for yourself Doctor. Quick & Simple Phone-In Applications • Start-Ups Expansions • Working Capital • Construction • Consolidation Real Estate • Equipment Financing • Practice Acquisition Low Rates • Flexible Terms • No Hidden Fees 12 Month Deferral • Step Payments • Up to 15 Year Financing

For Fast & Friendly Service Call

800-550-9228 LCF Financial Services www.lcffin.com

—Seeing Is Believing—

MILL VALLEY - MINUTES NORTH OF SR Great location, stunning site & phenomenal views. Technologically superb. Collections range from \$440,000 to \$500,000/year. Go to www.PPSsellsDDs.com for details.

GO LUBELESS, send us your handpieces and for \$69 we can repair Kavo, Star, NSK, MIdwest. Handpiece Trading Post, 800-445-6719.

LEASE SPACE San Diego-Eastlake. 1K to 10K sq. ft. available for lease. New construction. Avail. 12/14/05. \$2.25/sq. ft. + NNN. \$30/sq. ft. improvement allowance from landlord. This is currently the fastest growing community in California! Call Dr. Robert Olson, owner, at 858-774-0190, or go to SDCDS.org; click on: "Public", click on "Classifieds", click on red, "Special" in LR, view ad.

MORENO VALLEY PRACTICE FOR SALE. Great location, 3 operatories, large reception, 1,200 sq-ft. Lease hold improvements and dental equipment investment substantial. Contact Dr. Nicholas @ (760) 340-1030.

ARE YOU LOOKING FOR IN-HOUSE ORAL& MAXILLOFA-CIAL SURGEON? Then, do it with" WISDOM". General anesthesia, Implants, 3rd molar Surgery, Bone graft, Sinus Lift. E-Mail: scalpel_4me@ yahoo.com Call 949-716-5949. **ORTHODONTIC HAND INSTRUMENTS** used pliers, wire cutters, most in good condition; 2 older dental engines with hand-pieces. tingrin2004@sbcglobal.net or 530-841-2683.

ORAL SURGEON WANTED IN MULTI-SPECIALTY PRACTICE IN PASADENA, VALENCIA, ESCONDIDO, SOLANA BEACH. UP TO 10 DAYS/MONTH. \$3500+/DAY. CALL DR. MICHAEL KIM OR PATRICE (626)795-9328 FAX (626)795-3763. WWW.ARROY-OHEALTHCARE.COM.

#B-348 LA MIRINDA AREA Fee For Service Practice every dentist aspires for! Established 34 years. Call WPS 800-641-4179.

ENDODONTIST NEEDED 4 days/month to work in a multi-specialty practice in Palm Desert, CA. Beautiful newly expanded office with the latest equipment & technology. Part-Time High Income Potential. Leave Message (760) 272-6292; Fax (760) 340-2448. palmdesertimplantdentist.com.

SEEKING HIGHLY MOTIVATED DENTIST FOR OUR FAST GROWING PEDIATRIC AND GENERAL PRACTICE. WE OFFER STATE OF ART EQUIPMENTS, GREAT STAFF, AND GREAT PAY. FAX RESUME TO 661-871-0764 OR CALL DR. OH 661-323-1111.

SERVICE REPAIR for a lot less, in your office, over 15 years experience. Maramar Dental. 800-445-6719.

PROMPT AND PERSONALIZED SERVICE Guaranteed

Flat Rate Legal Services:

no surprise costs; comparison shop for full service packages.

\$1,350
California Incorporations

\$3,500
Dental Practice Sales

\$1,350 Shareholder Agreements

All Inclusive Packages: EVERYTHING included in price: legal consultation, overnight filing, and all fees/expenses/costs.

Experienced and Knowledgeable:

USC Law School, 1984 Dartmouth College, 1981 CA Broker License, 1998

Free Services at Website:

Practice Appraisals
Practice Sale Marketing Tips
Tax Comparison of C vs S corporations



Robert W. Olson, Jr.

a Professional Corporation Business, Corporate & Real Estate Law

805.963.1120

www.transdental.com

RWO@transdental.com 831 State Street, Santa Barbara, CA 93101

"Only four days before signing my practice purchase and lease documents, I called Mr. Olson for help. His quick response and practical advice protected my interests and saved me money in ways I never even considered."

Larry Cao, DDS, Orangevale, CA

"Mr. Olson's help with my incorporation and two practice purchases has been prompt, thorough, knowledgeable, and ethical. I highly recommend his services."

Warren Gerosa, DDS, Los Angeles, CA

"I didn't realize the crucial decisions involved in incorporating until I hired Mr. Olson. He took the time to explain these issues, and saved me thousands of dollars in the process!"

Ruth Shifman, DDS, Thousand Oaks, CA

YOU CAN SAVE up to \$1,700 by forming your corporation at year-end. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

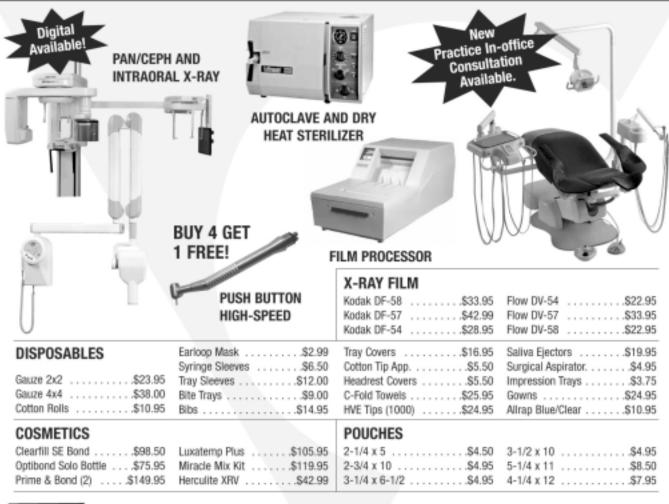
PRACTICE FOR SALE San Diego (Escondido) 10 yr established GP. 3 Ops + 1 plumbed in 1200 sq.ft. 220K. SDPS: 760-599-7828.

DENTAL AIR COMPRESSOR BRAND NEW DENTAL AIR COMPRESSOR. FULL FACTORY WARRANTY. RETAIL \$2745. YOUR COST \$1372. NEW REPLACEMENT MOTORS \$788./FOB. COMPARE OUR PRICES WITH OTHER DEALERS. 800-748-1437.

SALE: Intra Oral Camera, Digital X-ray sensor, 2 station network, 2 brand new Dell P4 PCs, 2 Flat Panel 17" Mtrs, completely integrated with EZ 2006 #1 Rated Dental Software, training, support for one year: Entire Pkg: \$414.00 per month for 60 mos. w/2 pymts up front and \$1 guaranteed buyout at lease end (on approved lease). call 800-273-5033.

MANAGED CARE PRACTICE MINUTES SOUTH OF SF Quality practice, 4-days of Hygiene, 5-year old high-end equipment, 4-ops with 5th available. Shall collect \$750,000 with \$310,000 in Profits. FP \$395,000. Go to www.PPSsellsDDs.com for details.







Come visit our NEW showroom!

888 818-9696



- represents Sellers and Buyers
- exclusively in San Diego County
- more than 28 years of experience with the San Diego Dental Community

PRACTICES FOR SALE —December, 2005

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

RECENT SALES: La Mesa, Oceanside, Mission Valley

SAN DIEGO-HILLCREST.—**JUST LISTED!!** Seller relocating to another state. Highly profitable PROSTHODONTIC Practice. Situated in well-known Medical-Dental Bldg. in "Pill Hill" area of Hillcrest. Excellent LOCATION with off-street parking. Established 22 years. 3 fully-equipped Ops in approx 1700 sq.ft. (room to add Operatories!)

SAN DIEGO-RANCHO SANTA FE-NEW LISTING!! VERY Unique Opportunity for a special practitioner to acquire a very high end, adult restorative/reconstructive practice in one of the most affluent communities in the country! Established 15 years, this cash/fee-for-service is situated in the heart of the historic Village. 3 Ops. in approx 650 sq.ft. Collections 550-600+K on only 2 days per week. Offered for 600.

SAN DIEGO-BAY PARK—Owner Retiring from **GENERAL** Practice with 32 years of GOODWILL!! All Feefor-Service!! Located in single story Prof. Bldg., excellent visibility. 5 Ops in 2600 sq.ft. includes large Laboratory. Offered for 575K.

SAN DIEGO-LA JOLLA—Fee-for-Service **GENERAL** Practice located in prestigious area, established in 1984. 9 Ops in approx 3000 sq.ft. Very efficient practice with outstanding staff. 2004 collections of 1.2 mil. Seller desires to become part-time associate.

SAN DIEGO-LA MESA—Situated in a Professional Bldg. immediately adjacent to I-8 Freeway. **GENERAL** Practice established 1996. 4 Ops in 1530 sq.ft. Approx. 70% Capitation. Offered for only 210K.

SAN DIEGO-ESCONDIDO—GENERAL Practice located in shopping center along major thoroughfare. All Insurance and Cash patients. Established 10 years. 3 fully-equipped Ops (plus 1 plumbed) in approx 1200 sq.ft. ADEC chairs/units, Digital X-Rays. Asking 220K. ACCEPTED OFFER!

SAN DIEGO-LA MESA-NEW LISTING!! Patient base comprised of private and PPO. GENERAL Practice established in 1978, situated in busy strip mall. 4 Ops in 1075 sq.ft. Offered for 580K.

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

for updates, please visit us at:

WWW.SDPRACTICESALES.COM

SAN DIEGO PRACTICE SALES can also assist you with <u>PRACTICE APPRAISALS</u>, BUY-IN BUY-OUT TRANSACTIONS and LEASE NEGOTIATIONS.

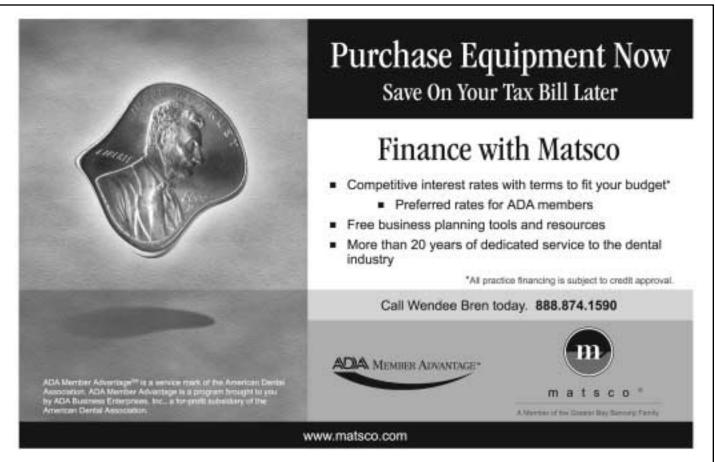
For More Information Call:

Mike Hostler (760) 599-7828 Bob Fleming, D.D.S.

(voice mail)

SERVICE — INTEGRITY

Buy it! Sell it!! Trade it!!!



WANT TO PURCHASE A PRACTICE? Remodel? Add equipment? Check out the low rates waiting for you at LCF Financial 800-550-9228 (see ad pg. 5).

PAN/CEPH PLANMECCA PM2002CC upgradable to digital, but excellent film quality, also AT2000PLUS developer with Daylight Loader, \$9,500 (925)228-8330.

"WOOD AND DELGADO know what dentists need since they only represent dentists." Alice Moran, D.D.S., San Clemente, California. Call Wood and Delgado toll free: 800-499-1474.

FOR SALE: Kavo Super Torque Lux 3 (647B) highspeed handpieces (\$379 ea.); Whipmix 2400 articulators (\$299 ea.); excellent condition 858-551-2400.

DENTIST PART TIME TO TREAT ADULTS OR CHILDREN.6 HOUR DAYS[8AM -2PM OR 2PM-7:30PM]NO HMO. CERRITOS. WWW.TEETHTALK.COM.

NEW TPC Assistant's "North Carolina" Mobile Cabinet-\$360.00. www.buytpcdirect.com.

PRACTICE FOR SALE Some of the best patients in Orange County! Family practice grossing \$339,000 on a conservative 3 1/2 days a week. No HMO's or Cap. Call 714-921-8406 Fri-Mon.

WLA OFFICE SPACE FOR RENT 2-3 days weekly. Great start up with potential buyout. Even. 310-280-0772.

PALM SPRINGS Beautiful Relaxing Living! Dental Suite Available Newly Updated and Remodeled Ready to move in. Ideal for a specialist. (760)318-7484 Ext. 231

SEEKING FRIENDLY DENTIST or Specialist to sublease office space for 3-5 days, 1-2 operatories. Located in Beverly Hills. Call 310-860-9311.

"WOOD AND DELAGOO have expertise in dental practice sales." Donald S. Kaneoka, D.D.S., Los Angeles, California. Call Wood and Delgado toll free: 800-499-1474.

HOW TO PLACE AN AD: Go to www.thedentaltrader.com, click on the FAQs page. Read the brief instructions and register using a Username & Password you cannot forget. Your ad will appear on our Online Ad Board instantly.

PALM SPRINGS Beautiful Relaxing Living! Dental Suite Available Newly Updated and Remodeled Ready to move in. Ideal for a specialist. (760)318-7484 Ext. 231.

DEXIS 60IP SENSOR WANTED: Do you have used DEXIS Sensor for sale? Call JAN @ 209 381 2018. Space for lease in Rancho Santa Margarita 949-683-5411.

ARE YOU LOCKING FOR IN-HOUSE ORAL& MAXILLOFA-CIAL SURGEON? Then, do it with WISDOM". General anesthesia, Implants, 3rd molar Surgery, Bone graft, Sinus Lift. E-Mail: scalpel_4me@ vahoo.com Call 949-716-5949.

Handpiece Trading Post

Celebrating our 25th Anniversary!

2005 is a special year for getting
100% tax write-offs on equipment.
If you are thinking about replacing
those old chairs or units now is the
time!!! We specialize in rebuilt
chairs and units come with a 1 year
guarantee. Please call for referrals
in your area! We also invite you to
trade-in

your old equipment or make us an offer and we will consider it. "We welcome trade-ins on equipment and supplies! Since 1980 family owned and operated!"

Handpiece Repair



Anniversary Special
Hi speed repair......\$49!!!!
Rebuild, Midwest, NSK, etc.

We can fix the unfixable!

Send us those handpieces that
your current repair guy said aren't
worth fixing or "can't " be repaired! We
have lots of extra parts and the
experience! We'll give you free
estimates!

The Super Bearings are Here!!!!!
4 month Warranty for Midwest Tradition,

Quiet Air, and NSK, etc.\$49, will run like new, no vibration, quiet! Kavo, Euro-Bearings!

Super quiet, 10 mo. warranty......\$149
Star 430 no-lube, 10 mo. war.....\$149
Low speed overhaul....1 yr. war...\$169
Our tech. has over 15 yrs. experience!
Speedy, same day in- out repair!

Big Equipment!!

Adec Priority Chair with delivery and light \$4999



P/C Chairman chair with delivery and light \$4999 Other units available! All equipment rebuilt with 1 year warranty! Call for referrals in your area! We buy used dental equipment!

Rebuilt/new HandpieceSpecials!

Kavo, NEW! p/b, multi, f/o	\$599
Kavo Klone, new, multi, f/o	
Adec Synea, rebuilt	
Tradition, power lever, reb	
Tradition clone, new, p/b	
Traditon p/l, f/o, reb	
Tradition clone, new, p/b. f/o	
NSK, p/b, f/o, reb	
NSK clone, new, p/b, f/o	
Titan L motor, f/o w/latch hd. new	
Star 430 SWL, no-lube, reb	
Star 430 SWL clone, new p/b, f/o,	
Lares, F/O, P/b reb. 6 mo. war	
Quiet Air, rebuilt, 6 mo. war	
Shorty,reb,w/ nosecone or sheath/head.	
Titan S or SW scaler w/tip, reb	
Kavo 2307L or 2320L with contra head	
Tru-Torq, reb. 1 or 2 speed, w/sheath	\$299
Titan generic latch heads, new	
Shorty generic latch heads,new	
We also have W&H, Adec, Bien Aire, Call us we just might have it!	

Big Equipment too!!

Let us build and design your new office!

Adec Priority Chair or Pelton Crane Chairman with delivery unit and P/C light, totally refurbished.....\$4999

We also carry new and rebuilt ultra-sonic scalers, piezos, "jets", sterilizers, stools, LED curing lights, roto-endo units, intra-oral cameras surgical handpieces, electric lab handpieces, handpiece attatchments, All-a-cart utiliity carts, expendables, Mar-a-mint prophy powder, Teflon lube and more. Check out our web site!

Handpiece Trading Post

18627 Brookhurst St. #351 Fountain Valley. CA 92708

We like trade-ins! Visit us at: www.handpiecetradingpost.con

800-445-6719

FREMONT \$1.5 Million in production and \$1.36 Million in collections. Beautiful 6-chair office. Go to www.PPSsellsDDs.com for details.

BUY 2 EVA SYSTEMS for \$5500 each and get a FREE wireless intra oral camera system CALL US TODAY ASHTEL DENTAL 909-484-2727.

SEEKING FRIENDLY DENTIST or Specialist to sublease office space for 3-5 days, 1-2 operatories. Located in Beverly Hills. Call 310-860-9311.

ISOLITE DRYFIELD ILLUNINATIOR KIT, WITH SMALL, MEDIUM MOUTHPIECES, USED ONCE IN BOX. PAID \$1350.00, SELL \$950.00 CALL 310-821-0921.

REDDING: **FOR SALE** General Dentistry Practice. This excellent dental practice had gross receipts of \$922K in 2004 with \$395K adjusted net income. There are 5 equipped treatment rooms in this beautiful 2,550 sq ft. office. Laser, Intra-Oral Camera and Digital X-Rays. Henry Schein Professional Practice Transitions Inc. 800-519-3458

DIGITAL DIGITAL DIGITAL DIGITAL DIGITAL X-RAY SENSORS DIGITAL CAMERAS WIRELESS INTRAORAL CAMERAS PRINT SOLUTIONS-NO PC REQUIRED 866-646-3001.

#E-365 SIERRA FOOTHILLS As Good As it Gets! Practice in this beautiful four season upscale rural community nestled amongst towering pine trees. Collections in million dollar range. WPS 800-641-4179.

BUYERS: Are you getting an EDD Release from the Seller? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

ORTHODONTIST Multi-Specialty private group practice in Pasadena seeks Board Eligible Orthodontist for 1-3 days per week. XInt income. Fax CV (626) 432-4270 Phone (626) 432-4242.

QUICK & SIMPLE PHONE IN APPLICATIONS fast approvals with no hidden fees. Get your money the fast & friendly way. Call LCF Financial 800-550-9228 (see ad pg. 5).

SPACE FOR LEASE in a brand new building. For dental office, free standing building on Sepulveda, Culver City. 310-488-3557.

PROMINENT DENTAL TECH passed away leaving his entire lab with equip. & supplies. Porcelain material and oven, lathe, gold, etc. If interested, call 539-674-2030.

"I WILL RECOMMEND Wood and Delgado to other dentists." Stan Kandal, D.D.S., Santa Monica, California. Call Wood and Delgado toll free: 800-499-1474.

PERIOSCOPE FOR SALE used less than 10 times. \$9995 or best offer. contact Michelle at 760-789-8537.

Lease Renewal Time?



Caudill and Associates DENTAL REAL ESTATE ADVISORS

National Real Estate Brokerage and Consulting Services

The #1 Negotiator in Dental Office Real Estate Nationally Services Offered

So./No. California and National Representation Finding "Prime Dental Locations"

- Representing DDS in Lease Renewals, Expansions and Reductions
 - Buyer Representation/Practice Sales

Office (909) 337-0466 • Fax (909) 337-0495 Web: www.ddsrenegotr.com

Email: caudassoc@aol.com

HEY DOCTOR! If you know of someone who would do well to advertise in the Dental Trader...please refer them to us. Thanks for spreading the word! Sincerely, bruce@thedentaltrader.com.

SEEKING FRIENDLY DENTIST or Specialist to sublease office space for 3-5 days, 1-2 operatories. Located in Beverly Hills. Call 310-860-9311.

WELL ESTABLISHED PRIVATE GP OFFICES In Fullerton and Montebello Seeking Independent, Experienced, Quality Oriented Restorative Dentist(s) To Join Our Team. Must Have Great People Skills And Well Trained In Adhesive Dentistry, C&B and Restorative Implant Dentistry. Possible Equitable Partnerships Offered Excellent Pay+ Incentives. Days Negotiable- Email Resume To: kchendds@yahoo.com OR By Mail To: Dr.Chen 19491 Shetland Ln. Yorba Linda CA 92886.

WIRELESS INTRA ORAL CAMERA with Wireless Receiver and a 2 year REPLACEMENT WARRANTY - \$1895 CALL US TODAY ASHTEL DENTAL 909-484-2727.

NORTHEAST SACRAMENTO COUNTY CLOSE TO I-80 Steady performer, collecting \$375,000+ with \$210,000+ in Profits. No PPO's or Medi- Cal. FP \$210,000. Go to www.PPSsellsDDs.com for details.

Spectrum

Contrastpm® Touch Up Take Home Kit

Available 10%, 15%, or 20% Bax (4 Syringes) \$ 9.99

Full Arch Patient Kit

Available 20% Bax (8 Syringes) \$ 31.99



Coltene Whaledent



Denticator



Original Green Disposable ProphyAngles (Soft or Firm) \$51.99

Box (144) Box (500) \$ 169.99

Dentsply/Pharm

Citinest 4% Plain or Forte Xylocaine 2% Red, Green, Blue



Se Habla Español. Hours 9am to 6pm (PT)

Septodont

Septoject® Needles

\$7.99/Box

Buy 9 Boxes. Get 1 of the same FREE!







Lignospan® Standard

Lidocaine 2% w/Epi 1:100,000

Lignospan® Forte

Lidocaine 2% w/Epi 1:50,000

\$ 16.99/Box

Buy 9 Boxes





Scandonest® 3%

Mepivicaine HCL

\$ 19.99/Box

Septodont Hand Cream



\$ 6.99/ Tube

Coltene/Whaledent



Coltolux 75 Curing Light \$ 429.00



GC America



Fuji Glass Ionomer Capsules

Fuji Triage™ Fuji II LC Any Shade \$ 139.60 Fuji IX Any Shade \$ 151.05 Fuji I \$ 133.30 Fuji II \$ 187.10 Fuji Plus \$ 133.10 Miracle Mix® \$ 163.50



GC GRADIA DIRECT Unitip Refills and Flo & LoFlo

Unitip Refill (10) \$ 25.65 Syringe Refill 2.7 ml \$ 34.20





GC Tion Whitening System

In Office Package \$ 70.90 Take Home Package \$ 49.95





Examix NDS & Exafast NDS

Mix'n'Match

Kodak Kodak Insight Film and Ultra-Speed Film \$33.00 Value iet 1 Box Zorcaine FREE! WINSIGHT

IP-21 \$ 45.99 IP-22 \$ 57.99



DF-57 \$ 49.99 DF-58 \$ 39.99

Lidocaine 2% 1:100,000 Can (50)





Tuttnauer



Your Full Service Dental Supply Company

-866-SKY-**D**F

Prices subject to change without notice. Limited to quantities on hand. Not responsible for typographical errors.

Buy it!

Sell it!!

Trade it!!!

WEST PETALUMA Great lifestyle community which has positioned itself extremely well for economic prosperity. \$315,000/year on relaxed pace. \$90,000 spent in recent upgrades. FP \$180,000. Go to www.PPSsellsDDs.com for details.

SAN DIEGO, MED/DENT SUITES FOR SALE NOTHING DOWN! (No..this isn't a typo!)EASTLAKE, 1K-5K sq. ft. Owner financing, no bank qualifying. Will co-op w/brokers. 1-858-774-0190.

PRACTICE FOR SALE: Downtown Los Angeles, 3 Operatories, Busy shopping Center (949)400-4677.

BEFORE YOU GIVE AWAY your used dental equipment call us! It may be worth alot more than you think. Handpiece Trading Post. 800-445-6719.

#J-34! NORTH FRESNO GP in prime location. Office is 1600 sf and 5 ops plumbing for additional. WPS 800-641-4179.

NEW CONTEMPORARY OFFICE 3-identical Ops. with views, free parking, near the 22, 55, 91, and 57-FWY in Orange. 2-3 Ops. available for sublease for a Specialist Wed. and/or Thurs. only. Call (714) 998-2241.

DIGITAL DIGITAL DIGITAL DIGITAL DIGITAL X-RAY SENSORS DIGITAL CAMERAS WIRELESS INTRAORAL CAMERAS PRINT SOLUTIONS-NO PC REQUIRED 866-646-3001.

WANTED practice for sale, dentist looking to purchase within a 5 miles radius of East Los Angeles, will pay top dollar, call now (310)915-1817.

REPLACEMENT UPHOLSTERY KITS FOR DENTAL CHAIRS STARTING AT \$546 - No down time for your operatories. All new materials are used including foam, vinyl and metal parts. Available for Adec, Belmont, Chayes, Pelton, Healthco, Dental-Ez and others. Call Jay at SDE Inc. 714-728-9760.

FRESNO: For Sale- General Dentistry Practice. 2004 Gross Receipts were 545K with an adjusted net income of 178K. This 1,100 sq ft office has 3 treatment rooms, with 4 days of hygiene. It has been at its present location for 19 years. Dentrix software. Dentist is retiring. Henry Schein Professional Practice Transitions Inc. 800-519-3458.

MEDICAL-OFFICE BUILDING with dental practice for sale call 949-683-5411.

PRACTICE FOR SALE San Diego (Pacific Beach)-Fee-for-Service GP in Professional Bldg. on busy street. 3 equipped Ops, 1 plumbed. SDPS: 760-599-7828.

ENDODONTIC ELECTRIC digital motor and handpiece torque control motor and auto reverse. Like new. Cost \$1550. Sell \$1025 - including shipping. 707-257-2400.

INTERIOR OFFICE DESIGN, call for special pricing 951-252-4807.



SEE NEXT MONTH'S ADS NOW! Visit the Online Ad Board at www.thedentaltrader.com. Our website also has a huge Links Page with nearly EVERY DENTAL WEBSITE in the nation on it.

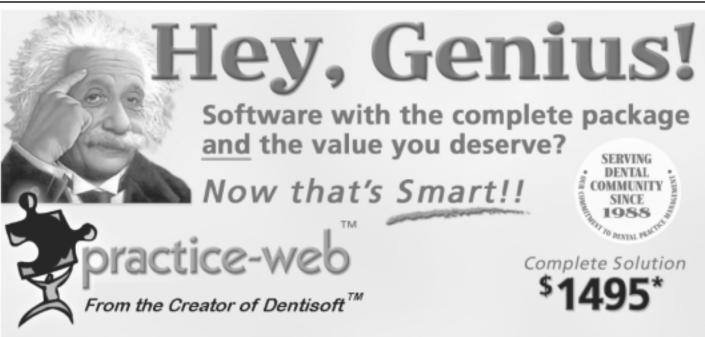
WANTED TRI AUTO 2X ENDO HANDPIECE Do you have a Morita ZX you are not using? Would like to purchase. 209-847-8091. fsorderheide@cs.com.

#J-292 SAN LUIS OBISPO COUNTY GP, long est. practice. Fee-For-Service practice, 2 ops loyal patient base. Live and practice on the beautiful Big Sur coastline! Call for Details! WPS 800-641-4179.

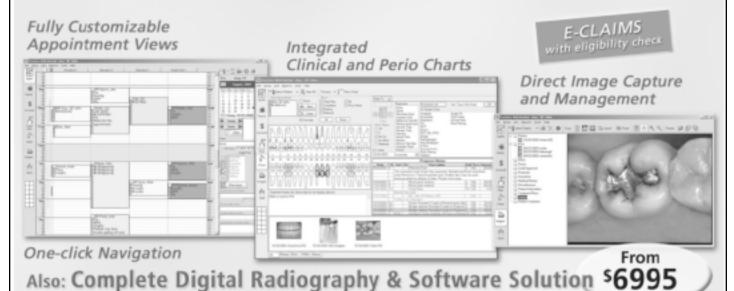
BAKERSFIELD AREA NEEDS GENENAL DENTIST TO DO ENDO. ON MC PATIENTS. 50% COMMISSION FAX RESUME @ 661-871-0764, OR DR. OH @ 661-871-2223.

DENTAL PRACTICE FOR SALE! LONG BEACH Emergency selling due to Dr. Married and moving. 6eq.ops in 1700sqft., EXCELLENT LOCATION with huge sign. Practice is approx.35% Ins., 20% cash, 45% medical. Projecting easy \$550,000 with right doctor. Open 5 days/wk seeing 15-20 pts a day. Asking \$350,000. Call Spencer 818-974-9321.

NEW TPC Doctor's Mobile Cabinet- \$360.00. www.buyt-pcdirect.com.



Our philosophy is simple: More power and ease-of-use for one good price.



* Limited Time Offer, Includes phone training, 12 months support and upgrades. Based on Microsoft, NET, a trademark by Microsoft Corporation.

Practice Smarter Today! Call 800.293.7939, or visit us at www.practice-web.com

DOWNTOWN OAKLAND Best location. Tracking \$615,000 in collections with \$270,000 in Profits. 4-Chair Bay has 3-walls of glass. Go to www.PPSsellsDDs.com for details. MARIN COUNTY'S MILL VALLEY Well established. 2005 tracking \$500,000+. Low AR balance. Go to www.PPSsellsDDs.com for details.

PRACTICE FOR SALE Auburn nice office. 4 operatories 3 X-Ray Chair and Machine. Approximatly 2000sq'. Collections 250K 2004. Best Offer. Phone 530-368-0461 530-885-2335.

#J-315 FRESNO GP, Modern equipped 5 op office plumbed for 6th. Mixture of insured/PPO/denti-cal patient base. Call for Details! WPS 800-641-4179.

ASSOCIATE DENTIST NEEDED with option to buy P/F Rapidly growing area with excellent potential Turlock/Central California call 209-535-3469 or 209-872-3124 fax resume 209-668-2227.

SPACE TO SHARE: Downtown Los Angeles (949)400-4677.

SPACE FOR SHARE/LEASE: 3 plumbed operatories, prime location in Fremont, Great opportunity for specialist or minimal cost start-up for anyone. 510-299-3404.

DOES IT MATTER whether the sale closes this or next year? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

Dentsply/Professional

Buy a Cavitron Bronze or Silver Package, Recieve a \$ 300 Cash Rebate



Cavitron Bronze Package includes

- 1 Cavitron Select with SPS technology,
- 1 Steri-Mate Handpiece Cable with Swivel,
- 2 Steri-Mate Handpieces,
- 1 Insert Nozzle, 3 30K FSI-SLI inserts,
- 1-30K FSI-SU 105 Insert, 1-30K FSI-1000 Insert,
- I-30K FSI-100 Insert, 1-30K FSI-3 Insert

Cavitron Silver Package includes

- 1 Cavitron Select with SPS technology Scaler,
- 1 Dual-Select,
- 1 Steri-Mate Handpiece Cable with Swivel,
- 2 Steri-Mate Handpieces.
- 3 30K FSI-SU inserts, 1 30K FSI-SU 105 Insert,
- 1 30K FSI-1000 Insert, I 30K FSI-100 Insert,

Tradition or Quiet-Air® High Speed Handpieces

Buy 4 Midwest® Tradition or Quiet-air® Fiber Optic or Non Fiber Optic Handpieces, Receive 1 of the same FREE!

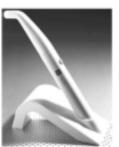


Shorty® or Rhino® Slow Speed Handpieces

Buy 1 Midwest® Low Speed Motor, Sheath and Head, Receive 1 Straight Attachment FREE!

Buy 3 Midwest® Low Speed Attachments, Receive 1 FREE! (Free goods must be of lesser or equal value to the purchased goods)





SDI Radii Curing Light

- Cordless
- · Ergonomical
- · Light Weight
- · Highest Intensity Available
- 400 Ten-second Cures Before Needing Recharge
- 2 Year Limited Warranty

Buv 2, Get 1 FREE!



SDI Radii Curing Light

\$549.00

CALL FOR PRICES ON ALL YOUR DENTAL SUPPLY AND EQUIPMENT NEEDS.

SE HABLA ESPAÑOL.



Toll Free 877-767-8237

www.tricountydental.com

CALL FOR PRICES ON ALL EQUIPMENT



Dent-X

810 Plus Processor



Processor & Daylight Loader





Tuttnauer Sterilizers

1730 ValuKlave

2340M





Coltene Whaledent

UC-100 Ultrasonic Cleaner

WE WILL MATCH OR BEAT ANY ADVERTISED PRICE!

Star Dental



Buy 1 Titan Plus Scaler, Get 4 Tips or a Sensi Tip Kit and up to 500 Supply Reward Points FREE! Titan-SW Plus w/5 Tips

Titan-K Plus w/5 Tips

Only \$465.00 Only \$515.00



Buy 4 Handpieces, Get 1 of the Same Handpiece and up to 3,500 Supply Reward Points FREE!

Choose Solara Plus™, Solara®, 430SWL, 430SW, or 430K

Solara Plus™ and Solara® Call for Price 430SWL #62054 \$655.00

430SW #62057 430K #62052 \$425.00 \$425.00

Buy 4 Solara Plus™, Solara, or 430SWL Fiber Optic Handpieces, Get a Fiber Optic System and 6-Pin Tubing and up to 3,500 Supply Reward Points FREE!

Not Responsible for Typographical Errors.





"DENTAL PRACTICE BROKERAGE"

Making your transition a reality.

Practice Sales

•

Contract Services

•

Purchase Financing

•

Associateships

•

Partnerships

٠

Mergers

Upcoming Seminar Dates 2006

To be announced in January 2006 issue CARSON CITY, NEVADA: Both beliding and destal practice for immediate sale. One non-countries is retiring and the other is selling but would like to come back as the associate to the new buyer for two or three days a week. Building can be purchased at no money down and the lenders will finance 100% of the dental practice loan. The building is attractive and has a basement. There are 6 operatories all with new dental chains and delivery systems.

CORCORAN: For Sale - Average Adjusted Income \$117K, 2004 GR were 289K. 3 treatment moma. 2 days of hygiene. Doctor works approximately 33 hours per work. The perfect opportunity for a satellite practice. Present dentist to patient population ratio is 1: 5,000.

SUTTER CREEK - SPECIAL OFFER - The practice is located close to Jackson on Historic Highway 49. The owner also operates a satellite practice in Orangesale. There are eight days of hygiene with a total of seven treatment rooms. Owner would eventually like to work a schedule of 30 days on and 30 days off. Potential transactions include working as an associate with an option to buy or as a dentist that would like to work the same schedule either as an associate or partner, ideal for the dentist that has refired early but would still like to work. 2004 gross receipts were 606K with a low overfload.

BAKERSFIELD: For Sale - General Dentistry Practice, Gross Logisty are \$366K with approximately \$100K adj, not income. Seller is retiring 28 years in same location and practice started in 1962. The control of days of hygiene.

REDDING: For Sale - Both practice and building are for sale - SOLD office building. 5 operatories - 200) gross receipts were 458K - 4 days of loggiere - 24 years same location - Doctor retiring.

SANTA CRUZ: For Sale - General Dentistry Practice established Dentistry Practice established

REDONG: For Sale - General Dentistry Practice. 2004 Gross Receipts were 438K with less than 60% overhead. Office and building have a new exodern appearance and is located on a major throughfare. 4 treatment rooms, 4 + days of hygiene. 1,400 sq. ft.

LAKE TAHOE: (South Shore) For Sale - How does it get better than this? A successful family oriented practice located in the heart of beautiful Lake Tahoe has gross receipts of over 850K in 2004 with low overhead. There are 4 operatories with 5 days of hygiene. If you over wanted to locate in a resort community with extensive summer and winter sport activities and have a very successful dental practice at the same time you should consider this opportunity.

MODESTO: Associateship leading to purchase. Owner would like to retire in 1-2 years. Gross Receipts of one million six hundred thousand dollars in 2004 with 15 days of hygiene. Owner offers cosmetics, implant dentistry, milled crowns along with his general dentistry practice. Owner is well respected in the community.

S. FRESHO COMMUNITY: For Sale - General Dentistry Practice. This 6 operatory office has 5 days of hygiene, and has been at it's present location for 32 years. 2004 grass receipts \$1,016,277.00. Small community with high grawth and new housing development. Doctor is retiring.

PASADENA: For Sale - 2,600 sq. ft General Dental office space completely built out. Owners warn to sell the leaseholds and dental equipment no patients. 9 ops with a 15-chair reception area. Owners are Periodontist and they are building a new facility. Ideal for any dentist wanting to have a larger facility at a minimal cost.

WILLITS: For Sale - Both dental practice and building are for sale in this beautiful rural community. 2004 gross receipts were 512K with 184K adj, not income. This 1,200 sq ft office has 4 ops with 4 days of hygiene. The practice has been in the same location since 1971. Owner is retiring.

WATSONVILLE: For Sale - 2004 Gross Receipts were 709K with an adj. net income of 312K. There are 6 treatment rooms in 1,400 sq. ft. Practice has operated in its present location since 1983. Owner is willing to stay or consider an entright sale, or partnership leading to complete ownership.

HACIENDA HEIGHTS: For Sale: ORTHODONTIC PRACTICE. DOCTOR PASSED AWAY IN AUGUST. Practice needs to be sold immediately. 3 chair open buy and one additional room, 1,100 sq. ft. near major shopping center in a professional building with lots of purking.

HENRY SCHEIN INC. through its dental practice sales division, PROFESSIONAL PRACTICE TRANSITIONS, is dedicated to the highest ethical standards for practice brokerage on a national level. We provide the experience, credentials, and resources you would expect from a Fortune 500 Company.



Northern California Consultants

Dennis R. Hoover, D.D.S.

Corporate Broker Direct:

(800) 519-3458 dennishoover@mac.com Corporate:

(209) 605-9039 Mobile dennis.hoover@henryschein.com

Southern California Consultants

Steven Rizer, D.D.S. (805) 405-6568 Mario Molina (323) 974-4592

"DENTAL PRACTICE BROKERAGE"

MODESTO: ASSOC. WANTED - This busy practice has been doing over 1.4 million dollars a year in gross receipts. There are 5 operatories and 8 days of bygiene, Pano, Cerac Unit, Intr-oral Camera, Dentrix Software and Digital Radiography are some examples of the high tech equipment available. The office interior has been tastefully redone. Owner looking for a long term associate to work 2 days a week, Ideal for the dentist morn that wants to practice long term without ownership responsibilities, or retired dentist that wants to continue working 2 days a week.

LA PUENTE: This practice has been operating for 11 years at its present location out of a total of 26 years. Situated in a growing demographic area flourishing with new bousing and city developments. 2004 gross receipts were 458K, with an overhead of only 60%. 5 treatment rooms, average age of equipment is a young 7 years, Easy Dental Software.

MONTEBELLO: For Sale - General Dentistry Practice 2001 those Receipts were 397K with a 181K adjusted net income. Owner will consider selling building also. There are 4 ops. 3 are equipped in this 1,700 sq. ft. office.

EL DORADO HILLS - FOLSOM AREA: For Sale: This practice was just listed. 2004 Gross receipts were 850K with a 414K adjusted net income. Owner wants to keep sale confidential - Call for details regarding this outstanding practice. Owner is refiring.

REDDING: For Sale: General Dentistry Practice: Owner is retiring practicing 27 years in same location. 2004 gross receipts were 413K with a 143K adjusted net income. There are 3 treatment rooms in 1,475 sq ft. The building is being appraised and will also be for sale. Owner works 4 days a week.

REDDING: For Sale: General Dentistry Practice. This excellent dental practice had gross receipts of \$922K in 2004 with \$395K adjusted net income. The practice has increased its gross receipts yearly for the last 5 years we raviewed. There are 5 equipped treatment rooms in this beautiful 2,550 sq. ft. dental office. Specialized equipment includes Laser Intra-oral Camera and Digital X-Rays. The view from each operatory is incredible.

FRESNO: For Sale - General Dentistry Practice. 2004 Gross Receipts were 545K with an adjusted net income of 178K. This 1,100 sq ft office has 3 treatment rooms, with 4 days of hygiene. It has been at its present location for 19 years. Dentrix software. Dentist is retiring.

COTTONWOOD: For Sale - This small practice with free standing dental building that is also for sale is ideally suited for the new graduate or a satellite practice. Owner is retiring after 27 years in the same location. Four thousand acres was recently purchased in Cottonwood for a new Del Webb retirement community, Groundbreaking for the development is Spring 2006. A dentist with a solid patient base in place now will benefit in every way as the development moves forward.

FREMONT: For Sale - Owner is retiring after 36 years in same location. Three treatment rooms. All Endo Perio and Oral Surgery is routinely referred out. This practice is ideal for the new graduate or as a satellite practice. Very attractive lease available for the office space.

 Practices coming available but appraisals not completed prior to publication - Shasta Lake, Redding, Santa Barbara, Folsom, Fresno.

LOOKING FOR A DENTAL PRACTICE TO PURCHASE? Consider Redding, California. When quality of life and the opportunity to have a successful dental practice are important consider working and living in Redding, California. Money magazine rated Redding as #9 of the nation's 20 best places for starting, relocating or expanding a small business and Forbes magazine rated it #4 in the nation for growth potential. Enjoy beautiful Shasta Lake just minutes away, as well as Mt. Lassen, Whiskeytown Lake, Mt. Shasta and the Siskiyou Mountains, Population in the primary retail trade area is 169,000. Redding has low crime, good air quality and affordable housing. Call us today about available dental practices we have listed in the area.

HENRY SCHEIN PROFESSIONAL PRACTICE TRANSITIONS (800) 519-3458

For All Your Insurance Needs MITCHELL & MITCHELL Insurance Agreey, Inc.

250 Bal Maria Kaya Blvd., E-1 • Novato, CA 94949 (415) 883-2525 • Fax (415) 883-7752 • Lic. 60629050

Corporate Headquarters

10920 West Lincoln Avenue West Allis, WI 53227 (800) 730-8883

Contact us for your FREE:

- · Articles ·
 - · CDs ·
- · Consultations ·

and visit us online at:

www.SullivanSchien.com



BUYERS

PLANNER CD \$195 VALUE

Includes:

- · PRACTICE TRANSITIONS ARTICLES
- · FREQUENTLY ASKED QUESTIONS
- WORKSHEETS
- + PERSONAL NET WORTH STATEMENTS
- FAMILY BUDGET-INCOME REQUIREMENTS
- EVALUATING ASSOCIATESHIP OFFERS
- PURCHASING AN EXISTING PRACTICE
- · NEW PRACTICE START-UP
- · START-UP WITH PARTNER



Western Practice Sales 800-641-4179

BAY AREA

#B-333 SAN LEANDRO—GP located in a two-story, highly visible professional building. Practice grosses over \$300k with an adjusted net of over half! FP \$235K

NEW: 6B-348 LAMORINDA AREA—GP long estab. practice, Seller retiring. Collections of 1.2 plus million in '04. Insured/Cash patients only. 4 fully equipped ops. Active recall wi 12 days of hygiene. Seller refers out all Ende and surgery. This is one of the finest practice we have seen in the East Bay. Call For Details

REDUCED! WD-250 CUPERTINO - Turn-key facility off Stevens Creek, less than five years old! Great location! Great Build Outs! Call for Details.

REDUCED! 4D-288 SAN JOSE - Facility in a professional building. State of the Art 1000 sf., office w/3 fully equipped operatories w/ Pelton Crane chairs and Siemens X-ray w/ an option to purchase pano machine Rent below market value \$1.70 sf. Only \$79K

#D-394 CENTRAL COAST - GP This practice is as good as it gets. Collections of approx 2.5 million over last 12 months. Insured/cash pts only. Beautifully equipped 9 ops, w/ Ceree machine and updated computers. Call for Details!

#D-320 PALO ALTO - GP, Located in single story complex. Fee-For-Service, 3 ops newer equipment, less than 2 years old. Call for Details!

#D-332 NORTH SUNNYVALE AREA - One of the best locations in North Sunnyvale area. Consistent collections of 1.1 million wiroom to grow in this 11 operatory office. Price includes accounts receivable. Call for Details?

8C-342 NAPA AREA - GP located in an easily accessible medical/dental building. This busy practice generates approximately 60-70 new patients per month. 5 fully equipped ops with room for more. FP \$459K

#D-340 SAN JOSE - GP in prime strip mail, in West San Jose. New office w/2 fully equipped ops, plumbed for 2 add. ops. Insured/PPO patients, FP \$275K

NEW! AD-362 SUNNYVALE—GP, Established practice with Collections of \$847k in 2004. 3 fully equipped ops. Insured/Cash Patients. Excellent professional location. FP \$650K

NORTHERN CALIFORNIA

#E-295 SACRAMENTO - Long estab. practice w/4 ops, approx. 18 new pts/month collected \$550K in '03. Call for Detailed

4E-287 FOOTHILLS - GP, long estab. Seller retiring. Refers out most specialties, nicely equipped 5 op office. Gorgeous picturesque views! Only \$ 175K?

4E-300 SACRAMENTO - GP, long estab, practice. Great opportunity to own your own building, lab and practice. Practice and Building \$535K!

#E-317 CITRUS HEIGHTS -GP, estab. practice located in single story bldg. 5 ops collected \$200k won't last with asking only 50% of collections FP \$110K

<u>WE-330 SACRAMENTO</u> -GP, Estab. Seller Retiring, collections of \$372K in '04 on 3 day a week schedule. Insuredicash pts only, 3 fully equipped ops. Seller refers out all ondo. FP \$270K

#E-346 SACRAMENTO -GP, family oriented practice.
Wide spectrum of patients. Located in single story Professional building. Call for Details.

NEW: #E-363 SIERRA FOOTHILLS—GP, Experience all four seasons in this upscale rural community. Just an hour from Sacramento or Lake Taboe. Potential for growth due to increasing population. First Class Building. Condounit can be purchased separately. Call for Details.

#F-326 EUREKA AREA - GP, long estab practice, Seller retiring. Nicely appointed 1,250 sf office w/ 3 fully equipped ops. Insured/eash pts only. Collected \$604K in '04 w/ Seller taking 5-6 weeks vacation. FP \$345K

NEW: #G-360 REDDING AREA - Coming Soon.

NORTHERN CAL CONT.

NEWT #F-344 HUMBOLT COUNTY — GP. Long Estab practice. Seller retiring. Practice located in high quality rural area. Mostly insured/cash patients. 4 op office. Collections of \$332K in '04. FP for practice \$175k. FP For Building \$425K.

REDUCED! #H-224 CHESTER/LAKE ALMANOR Long Estab. GP in beautiful 4 season resort area. Office is 1400 sq ft with 3 fully equipped ops. Insured Cash pits only. Collected approx. \$340K in '04 on a 3 day work work! Office bldg avail w/purchase of practice. Will Consider All Reasonable Offers!

#H-311 NORTH SHORE, LAKE TAHOE - GP Long established practice. Collections of \$589k in '04. Modern equipped 4 op office. Mostly cash patients. Great location of scenic lake views. FP \$325K

NEW #H-383 NORTH SHORE LAKE TAHOE—GP, long established practice, w/ collections of \$507K in '04 w/ higher projected revenues for '05. Insured/cash patients only. Fully equipped 3 op office. Beautiful, seemic views of Lake Tahoe. Call for Details.

<u>#1-291 SALIDA</u> - GP, Great location in growing north area of Modesto. Collected \$950k in last 3 years. Modern equipped 10 op office misture of insured/managed care patients. Exc. opportunity for owner/dentist. Averages 160 new psyline. Call for Details!

81-306 STANISLAUS COUNTY - GP, in nice historical area of town. 5 ops 1800 sq ft office w/ reasonable rent. Seller motivated. Call for Details!

REDUCED! AI-314 MERCED - GP, TWO offices for sale.

One practice is 100% Denti-Cal the other is FFS. Just blocks from each other. Both Practices for only FP \$450K.

REDUCED! #I-318 STOCKTON - GP, in single story building. 50% Denti-Cal, Nicely equipped 3 op practice. Practice and Building for Sale. CALL FOR DETAILS!

REDUCED: 01-388 MERCED - GP, Seller retiring. Parttime practice with collections of \$164K in 2004. Mixed patient base of Insured:PPO/Denti-Cal. Seller refers out all specialties. Office condo available to purchase with practice. FP for Practice: \$758C; FP for Office Condo \$200K

REDUCED 41-305 VISALIA - GP, Long estab. Mostly insured/cash patients. Two fully equipped ops, plumbed for 3rd op. Doctors take home pay is close over \$200K. Price Reduced To: FP \$225K

AJ-292 SAN LUIS OBISPO COUNTY - GP, long est, practice. Fee-Fee-Service practice, 2 ops loyal patient base. Live and practice on the beautiful Big Sur coastline! Call for Detaile!

6J-315 FRESNO - GP, Modern equipped 5 op office plumbed for 6th. Mixture of insured/PPO/denti-cal patient base. Call for Details!

83-341 FRESNO AREA—GP, long established. Collections of \$307K in '94. Fully equipped 3 op office, plumbed for additional ops. Heavy Denti-Cal patient base along w/indemnity patients. New prison under construction. FP \$125K.

SOUTHERN CALIFORNIA

6K-310 MOORPARK - GP, in busy shopping center on a major street with easy freeway access. Practice has 5 ops and is grossing in Million Dollar range. FP \$875K

#K-316 LOS ANGELES - Tumkey facility with new leaseholds and refurbished equipment with 4 ops. Bldg may also be available for purchase! Call for Details!

6K-319 WHITTIER - GP in shopping center. Practice has 2 ops with plumbing for 1 more. Call for Details!

8750K range.

BY ANTA ANA/TUSTIN - GP, in state of the art office w/ 10 ops. Practice grosses in the \$750K range.

Over 1600 active patients. Call for Details

<u>#K-349 TORRANCE</u>— Great practice in professional building on a main street. Doctor will stay on as needed. FP \$550K

SOUTHERN CALIFORNIA CONT.

#K-334 SAN BERNADINO - GP located in very busy medical bldg on first floor near buildings main entrance. Great potential! Only \$95K!

NEW! AK-347 ENCINO - GP Located in new office on main street. All new equipment! Great Potential Only \$365K2

ARIZONA

<u>#Az-324 MESA - Turn-key Facility</u>, 6 op office with all of the major equipment. No patient base and ready to move into! Only \$62,500K.

#Az-343 TUCSON—Coming Soon! Call For Details!

NEWT Az-345 PHOENIX—Parkey practice philosophy.

Approx 2300 of w/5 ops. Practice grosses in the 600K range. \$350K

NEVADA

#R-142 RENO - Long Estab. GP. Seller retiring. 1,540 sf w/5 equipped ops, centrally located office. Colfd \$361K in 2004. Ins/cash pts. Call for Details!

NEWT #R-359 RENO—GP, Established practice with collections of \$608K in 2004. Modern equipment. 5 oppractice is located in upscale area. Mostly insured and cash patients. FP 450K

NEWY #R-367 RENO— GP 2 story professional building. 5 ops 2300 sf +. Fee-For-Service. Collections in the Million Dollar Range. Call for Details!

#LV-263 LAS VEGAS - GP Estab. 24 years. Beautiful 3000 sf, 6 op practice w/ gross in 1.1 to 1.2 Million range! Portion of Bldg for Sale. FP \$650k

#LV-299 LAS VEGAS - GP, located in nice North LV area. 4 op office with room for expansion located in single stery professional bldg. Call for Details!

#LV-313 LAS VEGAS - GP, Well established practice with consistent collections in 1 million dollar range. Large quality pt base. Call for Details!

#LV-335 LAS VEGAS - Seller Retiring. Modern equipped 8 op office. Call for Details!

#LV-336 HENDERSON- Collections of \$1 million plus for '04. Great location, 2765 sq ft office 4 ops plumbed for an additional 4 ops. Practice nets \$1.2 million in '04. Call for Details!

#LV-339 HENDERSON- Scratch Start, Leasehold Improvement practice. State of the Art Equipment. 5 ops w/ 2-3 being equipped upon completion. Call for Detailed

NEWT #LV-364 LAS VEGAS—GP, Well Established practice Seller Retiring. Room for growth in the 3 op practice. Won't last long at this price. FP \$125K

NEWY #LV-366 HENDERSON—GP, Collections of \$635K in '04. Fully equipped 4 op office, plumbed for additional 2 ops. Mixture of insured/PPO patients. FP \$325K

SPECIALTY PRACTICES

REDUCED! ND-283 SAN JOSE -Oral Surgery, Absolately beautiful located in very desirable area of SJ!! New equipment, Gross over I Mill. Reduced to \$635K2

REDUCED! #B-351 EAST BAY- Perio, Long Estab, Inv(ash pts only. Beautifully appointed office with updated computer systems. Does not do implants so plenty of room for expansion for dentist that enjoys implant work. Reduced \$475K!

NEW: #ID-365 TRI-VALLEY AREA—Perio, Family orientated bread and butter practices that production could easily be increased due to doctor currently not doing implants. Call for Details!

#D-322 SOUTH BAY - Ortho, Long est practice, 3 open bay ops with updated equipment. Collections in the high \$300s. Call for Details!

#H-328 GREATER SOUTH LAKE TAHOE AREA -Ortho practices with a Combined Collection of \$620K+ in '04. Modern equipped 4 op office. Call for Details!

WESTERNPRACTICESALES.COM



ORASCOPTIC ZEON ILLUMINATOR LIGHT SOURCE W/FIBEROPTIC CABLE. USED 1X, STILL IN BOX. NEW \$1000.00 PRICE \$500 (949)310-1517.

SPACE FOR LEASE to specialist in established Dublin, CA GP dental office. Three operatories, you furnish. Fast growing area 925-556-6708.

DOWNTOWN SAN FRANCISCOS UNION SQUARE Last 3-years have averaged \$405,000+ in collections and \$225,000+ in Profits. Phenomenal views. Go to www.PPSsellsDDs.com for details.

PRACTICE FOR SALE North LA County. Collected \$1.5 million last year, absentee owner, 9 ops, Ins/Cash/Denti-Cal/Cap. 818-726-4177.

Pano/Ceph Model. Digitalize your whole office! FMX and Pano in less than 3-5 mins.. Includes the latest Imaging S/W. 2 Carousels. Full 1 Year Warranty by Kavo. New \$18000. Sacrifice at \$12950! 714-573-7100.

FREMONT: For Sale -Owner is retiring after 36 years in same location. Three treatment rooms. All Endo, Perio and Oral Surgery are routinely referred out. This practice is ideal for the new graduate or as a satellite practice. Very attractive lease available for the office space. Henry Schein Professional Practice Transitions Inc. 800-519-3458

PRACTICE FOR SALE Some of the best patients in Orange County! Family practice grossing \$339,000 on a conservative 3 1/2 days a week. No HMO's or Cap. Call 714-921-8406 Fri-Mon.

SEEKING HIGHLY MOTIVATED DENTIST FOR OUR FAST GROWING PEDIATRIC AND GENERAL PRACTICE. WE OFFER STATE OF ART EQUIPMENTS, GREAT STAFF, AND GREAT PAY. FAX RESUME TO 661-871-0764 OR CALL DR. OH 661-323-1111.

PERIODONTIST: Gentle, personable female practitioner. Seeking work in G.P./Pros practice S.F. Bay Area. Implants, 12 yrs exp. (415) 420-3197.

SAN DIEGO AREA ORTHO Shall realize \$765,000 in collections and Profits of \$350,000 this year. Positioned to reach \$1 Million/year bar in near future. Go to www.PPSsellsDDs.com for details.

LOOKING FOR USED ADEC, Belmont and Pelton Crane, chairs and delivery units and X-rays. Handpiece Trading Post, 800-445-6719.

ORTHODONTIST, **ORAL SURGEON** PERIODONTIST, ENDODONTIST, PEDIATRIC DENTISTS AVAILABLE TO WORK IN YOUR OFFICE. Extremely Experienced. Why refer patients out? 310-804-8889.

DENTIST PART TIME TO TREAT ADULTS OR CHIL-DREN.6 HOUR DAYS[8AM -2PM OR 2PM-7:30PM]NO HMO. CERRITOS. WWW.TEETHTALK.COM.

DENTAL AIR COMPRESSOR BRAND NEW DENTAL AIR COMPRESSOR. FULL FACTORY WARRANTY. RETAIL \$2745. YOUR COST \$1372. NEW REPLACEMENT MOTORS \$788./FOB. COMPARE OUR PRICES WITH OTHER DEALERS. 800-748-1437.

SAN LEANDRO Established General Practice for sale. \$100K. 2 ops + 1 more plumbed. \$245k/\$120K. Seller motivated. 510-351-3620.

LOOKING FOR A DENTAL PRACTICE TO PURCHASE? Consider Redding, California. Money magazine rated Redding as #9 of the nation's 20 best places for starting, relcating or expanding a small business and Forbes magazine rated it #4 in the nation for growth potential. Enjoy beautiful Shasta Lake just minutes away, as well as Mt. Lassen, Whiskeytown Lake, Mt. Shasta and the Siskiyou Mountains. Population trade area, 169,000. Henry Schein Professional Practice Transitions Inc. 800-519-3458.

LA MESA STARTER PRACTICE. Retiring after 37 yrs. 3 ops, 960 sq. ft. Ins./cash, gross \$165K part time. F. P. \$100K. 619 248 2858 lv. message.

SANTA BARBARA CITY AREA: GENERAL DENTIST WANTED. 1-3days/wk(4-6hrs/day), short/long term? CALL 805-965-8141 M-F 10-6 POSSIBLE BUY-IN.



Biosonic US-100 INTERGUIDE **Dental & Medical Supply**

Coltene-Whaledent, made in Swiss significantly less expensive than competitor's unit. Operates with either 25kHz or 30kHz inserts. Turbo' button for an operator controlled power boost. Accepts most magnetostrictive inserts. Unit's small footprint saves space in the Operatory No bulky external power supply Only 8469 Price Include 2 Inserts 25K with purchasing \$129 value of each.







Apex Locator

FOURTH GENERATION APEX LOCATOR 3D VIEW OF FILE MOVEMENT IN CANAL LARGE, CLEAR DISPLAY INDICATES APICAL CONSTRICTION & FORAMEN NO X-RAY EXPOSURE TO PATI \$649 FAST, RELIABLE, PRECISE

Buy 2 Radii Plus Р Ε twist 'n' blast the ultimate LED light. С Radii Plus brings a new standard to LED curing lights. ı With an extremely high intensity of 1500 mW/cm2. Α 5 year warranty, the choice of attachment tips and an ergonomic and lightweight design, your wishes have been granted \$5599

Eezee-Grip Digital Sensor Holder Works with virtually all brands of digital sensors \$15

Slow Speed

E-Type Motor Set

Mini & Standard Heads High Speed Handpiece All Handpieces are Compatible to yours existing couplers: Push Button with High Tongue Lubricated Turbine. Star Dental, Kavo, NSK, and DentSplv. 400 Rpm, Triple Port Water Sprays. Exclusively Bright Fiber Optic Components. Standard Connection Available, 6 months warranty.



Buy Any 3 Handpieces you will get Oil and Cleaning Spray in one FREE \$30.00 value. We are offering Kavo Compatible Couples 5 and 6 Holes with Great Price at \$169.00 per pc Also, Midwest and NSK couplers compatible H/P Available. Please, Call US for other options



\$460 Autoclavable - 132 C Top quality, light weight, ergonomically designed motor Buy 1 motor set for you will receive Pana Spray Lubricant free/\$26,00 value/



We provide high quality repair sevice for all equipment and handpieces Also, we carry all brands replacement turbines for your convenience & warranty repair

nterGuideDental.co

Visit our Web Store for consistency lowest prices and expert service from Interguide Dental & Medical Supply

890 B-D Mahler Rd. Burlingame, CA 94010 Ph: 866.697.7744 Fax: 650.697.7754

\$850

FOR SALE: **IMPLANT SURGEON?** I have a NEW Straumann Orthosystem kit plus implant "onplants" never opened. Also can be used with mini-implant "Ortho-C". Worth \$2,000, will take B/O (415) 420-3197.

WELL ESTABLISHED PRIVATE GP OFFICES In Fullerton and Montebello Seeking Independent, Experienced, Quality Oriented Restorative Dentist(s) To Join Our Team. Must Have Great People Skills And Well Trained In Adhesive Dentistry, C&B and Restorative Implant Dentistry. Possible Equitable Partnerships Offered Excellent Pay+ Incentives. Days Negotiable- Email Resume To: kchendds@yahoo.com OR By Mail To: Dr.Chen 19491 Shetland Ln.Yorba Linda CA 92886.

TORRANCE DENTAL SUITE in Professional Building, Adjacent to TMMC, 2,663 sq.ft., 8 Operatories, Lab, 2 Private Offices, Large W/R, Business Office. Call Susan Brody or Steve Miller (broker) 310-791-3010.

NEW SONIKLEEN ULTRASONIC CLEANEr (3 quart) w/ ss basket- \$279.00. www.buytpcdirect.com..

SPACE SHARING OPPORTUNITY 4 ops in beautiful Marina del Rey. Great office, location, view. Don't miss out! Call (310)577-5888.

PRACTICE FOR SALE: San Luis Obispo County, 2 ops, fee for service-mainly prosthetics, general dentistry turned away. \$155,000. Phone 805-473-0203.

GENERAL DENTIST Associate/Partner needed for Private Practice (No HMO) in Torrance, CA. FAX inquiries to (310) 371-2445.

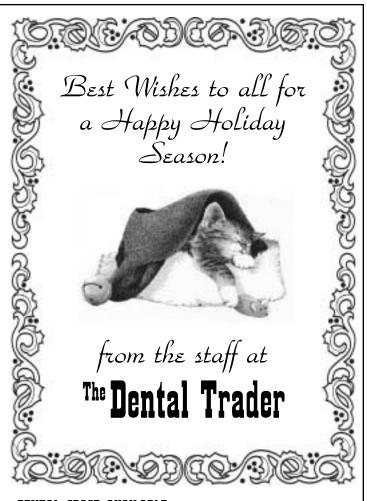
P/T ASSOCIATE in City of Ventura. Great Location and Opportunity. Prefer 2 years+ experience Fax Resume to Sheryl21@adelphia.net.

PRACTICE FOR SALE San Diego (La Mesa)-Capitation GP estab 1996. 4 Ops, 1530 sq.ft., Prof. Bldg., just off freeway. SDPS 760-599-7828.

FREE BOX (500) of Disposable Prophy Angles (value: \$120.00) when purchasing AdvanceCAM Intraoral Camera System \$1,475.00. www.buytpcdirect.com.

PRACTICE FOR SALE San Diego PROSTHODONTIC estab. 22 years. Excellent LOCATION, 3 Ops in 1700 sq.ft. SDPS: 760-599-7828.

CARSON CITY, **NEVADA**: Both Building and dental practice for immediate sale. Building can be purchased at no money down and the lender will finance 100% of the dental practice loan. There are 6 operatories all with new dental chairs and delivery systems. 2004 Gross Receipts \$1,048,000. Henry Schein Professional Practice Transitions Inc. 800-519-3458.



DENTAL SPACE AVAILABLE in a busy shopping center. 1002sq ft, plumbed for 3ops, plenty of parking. CONTACT: CAROL(310)675-1136.

PRACTICE FOR SALE San Diego (La Jolla)-Fee-for-Service GP. 9 Ops in 3000 sq.ft. Collections of 1.2 mil. Seller will stay. SDPS: 760-599-7828.

FREE ADVANCEGAM Intraoral Camera System (value: \$1,670.00) when purchasing (3) Mirage Chair Mounted Delivery Systems. www.buytpcdirect.com.

FREE BOX (500) of Disposable Prophy Angles (value: \$120.00) when purchasing AdvanceCAM Intraoral Camera System, \$1,475.00. www.buytpcdirect.com.

PRACTICE SALE: Indio, GP, Shopping CTR, Capitation 30/32K, projection 2005 715K, overhead 48%-Owner retiring, 40+ New patient a month, HMO 48%, Medical 30%, Cash 22%, Asking 522K Please call First Choice, Patricia 949-548-4559.

DENTIST PART TIME TO TREAT ADULTS OR CHILDREN.6 HOUR DAYS[8AM -2PM OR 2PM-7:30PM]NO HMO. CERRITOS. WWW.TEETHTALK.COM.

PRACTICE-WEB DENTAL SOFTWARE \$1495 COMPLETE - State-of-the-art practice management system, clinical chart, imaging, scheduling with training, one-year support/upgrades. Call 1-800-293-7939.

WINTER SPECIALS

Take Advantage of These Great Prices.



CLEAR CLASP TOOTH SHADING

\$75.00

ONLAY-INLAY

\$99.00 now \$80.00 PER UNIT

(3) UNIT BRIDGE

20% OFF REGULAR PRICE

FMC

\$45.50

PFM

\$56.00 Now \$52.00

VALPLAST PARTIAL + TEETH \$205.00

FULL UPPER or LOWER + TEETH \$98.00

PORCELAIN JACKET or VENEER **\$95.00**

> **SET OF PORCELAIN** TEETH REGULAR

\$200.00 now \$100.00

Ask About our New Customer "Introductory Offer"!





Call Today for a Free Starter Package.

We Pay Shipping both Way and Checks are

818-366-5583 · 877-366-5583

P.O. Box 9440, Granada Hills, CA 91394

WHY PAY MORE? \$1,995 gets you EZ 2006 #1 Rated Dental Software. Highest score in the ADA online dental software survey for companies with over 5,000 clients with a cost of under \$2,500. Call today: 800-273-5033. See Demo at www.ez2006.com.

NEW TPC UTILITY MOBILE CABINET \$360.00 www.buytpcdirect.com.

#H-311 NORTH SHORE TAHOE Quality practice located in 2 Story Building capturing Million Dollar Views. Call for Details WPS 800-641-4179.

DENTAL OFFICE PLAN Design for New and Remodel Construction, reasonable price 714-715-9025.

PRACTICE FOR SALE ORANGE COUNTY; COSTA MESA GP Rare opportunity at great location. Yearly over \$800,000. collection last 5 years,in 4 days a week.Over 2300 active patients(insurance,cash only) Fully digitalize CEREC 3-D, Schick digital Xrays, Eaglesoft/softdent, Brand new A-dec operatory rooms, many other Advance Tech equipments FOR SALE BY OWNER NO BROKERS PLEASE, CALL(714) 424 9393 ASK MONECA.

DENTAL OFFICE PLANS 661-257-8989.

DENTAL OFFICE CONSTRUCTION on time and on budget 714-715-9025.

TOOLS TO MAKE your digital sensors comfortable. Please call 909-484-2727 and ask for Anish to get more details on different things you can use to make your sensors more comfortable for your patients.

NEW HYDRAULIC Dental Chair still in box \$2,490.00 / 800-680-1644.

DENTAL OFFICE CONSTRUCTION and Plans 661-257-8989.

DIGITAL DIGITAL DIGITAL DIGITAL DIGITAL X-RAY SENSORS DIGITAL CAMERAS WIRELESS INTRAORAL CAMERAS PRINT SOLUTIONS-NO PC REQUIRED 866-646-3001.

PRACTICE FOR SALE Imperial County. Opportunity for growth. 1000 sq. ft. 3 operatories. 30 yr. private practice. '04 collections 388K. 760-357-4696 after 5:00 pm.

PRACTICE-WEB DENTAL SOFTWARE \$1495 COMPLETE - State-of-the-art practice management system, clinical chart, imaging, scheduling with training, one-year support/upgrades. Call 1-800-293-7939.

SELLERS: Will you remain liable on the lease after the sale? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

MODESTO: For Sale - Associateship leading to purchase. Owner would like to retire in 1-2 years. Gross Receipts of one million six hundred thousand dollars in 2004 with 15 days of hygiene. Owner offers cosmetics, implant dentistry, milled crowns along with his general dentistry practice. Henry Schein Professional Practice Transitions Inc. 800-519-3458.

HOW QUICKLY DOES YOUR ATTORNEY return your phone calls? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

COMPLETE DIGITAL SYSTEM: EVA Sensor, Camera, Laptop, Mobile Cart and Printer - \$6995 CALL US TODAY ASHTEL DENTAL 909-484-2727.

#J-305 VISALIA GP, Long estab. Mostly insured/cash patients. Two fully equipped ops, plumbed for 3rd op. Doctors take home pay is close over \$200K. Price Reduced To: FP \$225K WPS 800-641-4179

POWAY TURNKEY DENTAL OFFICE LEASE SPACE FOR SALE: 6 fully furnished operatories, Consultation, DrOffice, Lab, Business Office, in 2000sqft. Ideally located in professional dental building near the Pomerado Hospital. Attractive decor, newer carpet, woodwork throughout, newer Panoramic X-Ray, intraoral cameras, computer networked, EZDental. Excellent starter opportunity. Motivated seller-\$135,000. Call Wendy @ (858)487-8090.

WIRED INTRA ORAL CAMERA and foot pedal with a 1 year REPLACEMENT WARRANTY - \$995 CALL US TODAY ASHTEL DENTAL 909-484-2727.

JOIN AGD enhance your knowledge & skills. Achieve prestigious Fellowship, Mastership, Board certification in General Dentistry. Call SCAGD: 800-762-2511.

TWO DAYS OF COMPREHENSIVE Implant Dentistry education by Dr. Carl Misch, Dr. Dapper and Dr. Freidman. CAGD Annual meeting January 7 & 8, 2006. Call 877-408-0738.

ASSOCIATE NEEDED: Central Coast - Santa Maria. Nice office, great pay. We will sponsor visa. Fax resumé: 818-781-4212.

INTEREST RATES HAVEN'T BEEN THIS LOW in decades! Now is the time to apply for the practice acquisition loan you need. Call LCF Financial 800-550-9228. (see ad pg. 5).

DID YOU KNOW you could change the mailing address of your Dental Trader online? Just visit www.thedentaltrader.com and complete the Change of Address form.

NEW TPC ADVANCE 1500 Bleaching System- \$1,495.00. www.buytpcdirect.com.

SAN FRANCISCO'S DALY CITY Best location. Shall collect \$750,000 with \$300,000+ in Profits. 4-days of Hygiene. \$100,000 in new equipment 5-years ago. FP \$395,000. Go to www.PPSsellsDDs.com for details.

YOUR SOLUTION FOR PROFESSIONAL PRACTICE + BUSINESS FINANCING

No Prepayment Penalty Loans Up To \$3,000,000 Low Fixed-rate Bank Financing



Financing your professional future

800.456.2779 • www.ppcloan.com

25211 Grogan's Mill Road Suite 400 | The Woodlands Texas 77380

DENTAL DIRECTORY

WOOD & DELGADO

Attorneys At Law

Representing Dentists for over 20 Years in the Areas of:
Real Estate • MSOs • Practice Purchase Agreements
Partnership Agreements • Leases
Space Sharing/Group-Solo • Associate Agreements
Corporate Formations/Dissolutions
Partnership Disputes • Estate Planning

Patrick J. Wood, Attorney at Law Charles X. Delgado, Attorney at Law Toll Free: 800-499-1474 • Fax: 800-511-2138 Visit our website at: www.dentalattorneys.com



CONTACT US FOR VALUABLE INFORMATION ABOUT ADVERTISING HERE!

www.The DentalTrader.com



NEED TO BUY OR SELL SOMETHING?



www.Thedentaltrader.com



Professional Practice Sales

Buying or Selling a Dental Practice?
Know Your Options

Talk to the Professionals

Contact: Ray Irving
San Francisco: (415) 899-8580
Sacramento: (530) 894-0700
www.PPSsellsDDS.com

PRACTICE SALES AND LEASING

"THE
PERSONALIZED
SERVICE
DENTAL BROKER"®

P.O. Box #6681, Woodland Hills, CA 91365 Phone/Fax: (818) 591-1401 www.dmpractice.com Dental Practice Sales: \$3,500 flat fee Incorporation: \$1,350 rush, all inclusive Free Practice Valuations. Free Online Practice Sale Ads

Robert W. Olson, Jr., P.C., Attorney Business, Corporate & Real Estate Law RWOlsonJr@aol.com - (805) 963-1120

http://www.transdental.com/rates.htm



1-866 SKY-DENTAL (759-3368)

Se Habla Español Your Full Service Dental Supply Company



THE SMART WAY
TO SHOP OR TRADE

www.TheDentalTrader.com

Rope in more profits!

Advertise with us!



www.TheDentalTrader.com



SAW SOMETHING YOU WANTED in a past edition but can't locate it anymore? Archival copies of The Dental Trader are available online at www.thedentaltrader.com (Available in high band & low band formats.)

CHICO - BEST PURCHASE OPPORTUNITY IN CALIFORNIA! 5-ops in beautiful custom-designed suite. Sets own fees - no adjustments. \$800,000 in collections & \$325,000 in Profits. FP \$375,000. Go to www.PPSsellsDDs.com for details.

#H-353 NORTH SHORE LAKE TAHOE GP, long established practice, w/ collections of \$507K in '04 w/higher projected revenues for '05. Insured/cash patients only. Fully equipped 3 op office. Beautiful, scenic views of Lake Tahoe. Call for Details. WPS 800-641-4179.

NEW WIRELESS ADVANCECAM Intraoral Camera System-\$1,670.00. www.buytpcdirect.com.

NEED DIGITAL X-RAYS? Don't want high pressure salesmen calling on you to "over sell" you? Call EZ 2006 #1 Rated Dental Software today. 800-273-5033.

NEED PERIO CHARTING but don't want to pay through the roof? Call EZ 2006 #1 Rated Dental Software today at 800-273-5033. Only \$500 when purchased with basic dental billing software.

INSTANT GRATIFICATION!!!

When you place your Reader Ad online at www.dentaltrader.com.

it posts to our website's Online Ad Board instantly. Your ad may get response long before it is printed in **The Dental Trader!**

"This is the first time I've used The Dental Trader Online Ad Board. I was pleasantly surprised to have several contacts within the first week. So I am very happy with the results obtained by using The Dental Trader.

Thanks again!"

Dr. R.P., DDS

The doctor who sent us this testimonial requested his ad be removed from the publication because his item sold shortly after being placed. **The Dental Trader's** Online Ad Board works for shoppers and advertisers! It's where you'll find the best bargains. Check it out!

www.thedentaltrader.com

Dental Trader

Buy, Sell or Trade all things Dental

CHANGE OF ADDRESS FORM

Post Office Box 2631 • Capistrano Beach, CA • 92624 Fax 949 498 1198 • E-mail: tradestaff@cox.net Web: www.thedentaltrader.com

Old Address

Dentist's Name:
Address:
City/State/Zip:
New Address
Dentist's Name:
Calif. Dental License #:
Address:
City/State/Zip:
Phone: Fax:
E-mail:
Authorizing signature:
Please mail to above address or fax this form to

Please mail to above address or fax this form to 949-498-1198 on or before the 1st of the month.

For faster filing, submit this form online at

www.thedentaltrader.com

TAKE ADVANTAGE of 2005 tax write offs! Remodel with Adec, Belmont or P/C equipment. New or rebuilt! Call us at Handpiece Trading Post, 800-445-6719.

MODESTO: ASSOC. WANTED Over 1.4 million dollars a year in Gross Receipts. 5 operatories, 8 days of hygiene, Pano, Cera Unit, Intra- oral Camera, Dentrix Software and Digital Radiography. Looking for a long-term associate to work 2 days a week. Ideal - dentist mom that wants to practice long term without ownership responsibilities, or retired dentist that wants to continue working. Henry Schein Professional Practice Transitions Inc. 800-519-3458.

ORAL SURGEON WANTED IN MULTI-SPECIALTY PRACTICE IN PASADENA, VALENCIA, ESCONDIDO, SOLANA BEACH. UP TO 10 DAYS/MONTH. \$3500+/DAY. CALL DR. MICHAEL KIM OR PATRICE (626)795-9328 FAX (626)795-3763. WWW.ARROY-OHEALTHCARE.COM.

"DEAR PAT, thank you for all your kind efforts. You are the best!" Masoud Fanaian, D.D.S. and Behzad Fareid, D.D.S., Kingsburg, California. Call Wood and Delgado toll free: 800-499-1474.

SUNI SENSOR DEAL 3 sensors for the price of 1 - \$9995 complete system with 3 sensors #2, #1, and #0 CALL US TODAY ASHTEL DENTAL 909-484-2727.

READER AD FORM

Submit this form online at: www.thedentaltrader.com, mail w/check or Fax submissions (accepted w/charge card payment only) to 949-498-1198

The Dental Trader Buy, Sell or Trade all things Dental Post Office Box 2631 • Capistrano Beach, CA 92624						
Type or print ad copy clear	'ly:					
This ad is for: So. Calif		Calif. So. & No. C	alif.			
Bonus Feature Reader Ad						
	20 words or less \$20(\$1. per word thereafter-65 words maximum) _					
☐ All Bold Type:						
* *				•		
	_			-		
☐ Total # of words		(first 20 words \$2	20 add \$1. per word af	ter first 20 words):		
				Total:		
	PAYME	NT MUST BE SUBM	ITTED WITH THE	AD		
Form of Payment:						
Check enclosed □ V	isa/MC 🗖	American Exp. \square	Mastercard			
Card#			Pin #	Exp.Date		
Name:						
	J .					
Charge Card Billing Address						
			State:	Zip:		

"I MUST BE STUPID." This is a common statement we hear from doctors trying to place an ad online. In nearly every case, the doctor did not read the tutorial before submitting an ad and didn't complete all the necessary steps to Check Out. Before you submit your ad online, first read the instructions on our FAQs page...then you won't feel stupid because your ad wasn't published. Visit www.dentaltrader.com

DEXIS 60IP SENSOR WANTED: Do you have used DEXIS Sensor for sale? Call JAN @ 209 381 2018. Space for lease in Rancho Santa Margarita 949-683-5411.

PRACTICE SALE: Indio, GP, Shopping CTR, Capitation 30/32K, projection 2005 715K, overhead 48%-Owner retiring, 40+ New patient a month, HMO 48%, Medical 30%, Cash 22%, Asking 522K Please call First Choice, Patricia 949-548-4559.

Copyright 2005 THE DENTAL TRADER. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any storage of information and retrieval system.



Professional Practice Sales

Buying or Selling a Dental Practice?

5853 GRAEAGLE'S PORTOLA

Alpine setting in Golfer's Paradise. Located between Truckee and Susanville. Generated \$550,000 last year with \$195.000 in Profits. Beautiful 4-chair office.

5869 SAN JOSE'S VALLEY FAIR & SANTANA ROW

Office only. Beautiful "Tuscany Valley" themed suite. 2-Ops equipped with 3rd wired and plumbed.

5870 NORTH EAST SACRAMENTO COUNTY

Close to I-80. Steady performer collected \$350,000+ in 2004 with \$175,000 in Profits on 3.5 day week with great patients in a comfortable, long-established, fee-for-service practice.

5872 FREMONT

Busy practice collected \$1.3 Million in 2004. 2005 is doing better. 4-days of Hygiene and 25+ new patients per month. Attractive 6-op office.

5873 SAN FRANCISCO'S STONESTOWN GALLERIA

Office only. Highly desirable location near many affluent neighborhoods. 3-Ops with 2-equipped.

5874 CHICO

One of the nicest offices viewed. Quality from top to bottom. Currently tracking \$800,000/year. Strong profits. Phenomenal area to raise one's family.

5876 SAN LUIS OBISPO COUNTY'S PISMO BEACH

Beautiful ocean setting. Office underwent complete make over. Produced \$380,000+ and collected \$375.000 in 2004.

5877 DOWNTOWN HAYWARD

Great location. Beautiful 6-Op office. Looks brand new! \$1 Million/year performer.

5878 SAN FRANCISCO DAILY CITY

Fantastic location. Shall collect \$800,000 with \$400,000 in Profits. \$100,000 spent in new equipment. 4-days of Hygiene. FP \$500,000.

5879 SOUTHERN MARIN COUNTY

Spectacular setting! Does \$400,000+ year. Successor should have ambition to create something truly special here.

5880 DOWNTOWN OAKLAND

Great high rise office with unbelievable views. 4-day week with 3-days of Hygiene. Practice shall collect \$625,000+ this year with great profits!

5881 MARIN COUNTY'S MILL VALLEY

Long established practice shall collect \$550,000. Nice payer mix, great cash flow management, strong patient foundation. Great location.

5882 SAN DIEGO AREA ORTHO PRACTICE

Growing practice currently operates at \$750,000/year level seeks Successor who will take it to the \$1 Million+/year level.

5883 SACRAMENTO'S EL DORADO HILLS

Young practice shall collect \$275,000 in 2005. Beautiful 3-op office. It would cost at least 147% of the listed price to replicate this office and you would not have a single patient.

5884 MINUTES SOUTH OF SAN FRANCISCO - MANAGED CARE PRACTICE

Quality practice employs just one dentist. If not for Managed Care Plans, the office and staffing model looks like any other successful one-owner practice. \$100,000 spent in upgrades. Currently tracking \$800,000 in collections with Profits of \$400,000.

5885 SAN FRANCISCO'S NORTH BAY - WEST PETALUMA

Highly treasured community per strong historical lineage and pastoral settings. Great Westside location. Relaxed pace has practice tracking \$315,000+.

5886 SAN FRANCISCO'S UNION SQUARE

Highly regarded practice in great high rise view suite. Collections last 3-years have averaged \$407,000 with strong profits.

Go to www.PPSsellsDDS.com

Scroll under CURRENT LISTINGS for more information on any of these opportunities.

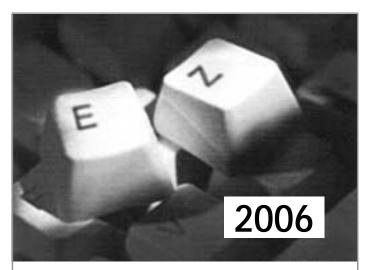


Specialists in the Sale & Appraisal of Dental Practices Since 1966 San Francisco: (415) 899-8580 Sacramento: (530) 894-0700 Los Angeles: (714) 832-0230

8

NEW VERSION 2006 - EARLY RELEASE SPECIAL

Go for the best - Get the Highest Scoring Software by the ADA*



#1 Rated Dental Software

only \$1,995.00 reg. \$2,395.00

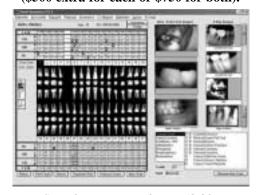
- Free Training in your own office (full day)
- Free Updates & Free Support for an entire year
- No monthly support fees No forms to buy
- Includes new Mandatory CDT-5 Codes for 2006
- Electronic Claims or plain paper (your choice)
- Appointment Scheduling, Day Sheets
- Pre-Determination of Benefits
- Show Patient vs. Insurance Due on Bills
- Treatment Plans, Routing Slips, Recall
- Walkout Statements, Patient eMailing
- Password protection, Embezzle-Proof Repts.
- Dentical, HMOs, PPOs, Multiple fee schedules
- Monthly patient statements, Receivable Reports
- Production/Collection & Practice Analysis Repts.
- Word Processing w/Mailmerge

New Add-on Modules Released for 2006!

EZ-PERIO-CHARTING makes perio-charting quicker, smoother, and more accurate. Record information including bone loss, plaque, probing depths, gingival margins, bleeding points, and furcation grades.

EZ-IMAGING allows capture of intra-oral images, digital x-rays, & patient photos directly into patient's chart; Print picture centered with patient name, birth date and social security number; Increase case acceptance & quick turn around of insurance payments.

When integrated with **EZ-IMAGING** and **EZ-PERIO-CHARTING**, the dentist is provided with a comprehensive database of dental information for each patient. (\$500 extra for each or \$750 for both).



Complete systems also available:

Single User Power System: Dell Pentium 4 Computer, 2.8 GHz, 80 GB Hard disk, 512 Ram, New USB Flash Drive for backing up your data, Dell 17" Flat Panel Color Monitor, HP Laser Printer, EZ2006 #1 Rated Dental Software, Training & Support: Reg. \$3,995. Special: \$3,495 (lease at \$135/mo. for 36 mos.); 2 Station Network: Reg. \$5,995. Special \$5,495. (\$132/mo. for 60 mos.); 3 Station Network Setup: Reg. \$7,495. Special \$6,995. (\$168/mo. for 60/mos.)

*Fully Integrated Intra-Oral Camera & Digital X-ray Sensors also available.

Online demo - www.ez2006.com 800-273-5033

*ADA Directory of Practice Management Software. (category: under \$2,500: having over 5,000 clients)

PRSRT.STD
U.S. POSTAGE
PAID
OS ANGELES, CA
PERMIT #30391