

# THE Dental Trader

VOL. 7 NO. 12 • DECEMBER '10  
So. Calif. Edition

Ph: 877-888-4237 • 949-429-6836  
Fax: 949-498-1198 • DentalTrader.com

*Buy, Sell or Trade all things Dental*

**FREE ADS FOR DENTISTS  
& STAFF!**

**Time for a Tax Write-Off.....**  
**Time to improve your practice.....**  
**Time to Go Digital...**

**Call 800-273-5033**

## Digital System Special

*includes:* Eva Sensor, Imaging Software, Intra-Oral Camera,  
Windows 7 Dell PC, Monitor, Mobile Cart,  
EZ 2000 Billing Software, Perio Charting Software,  
In-your-office Training, Technical Support

**only \$7,495.00\***

Regular Price: \$14,995.00



### If purchased separately, you would pay:

• Eva Digital Sensor Kit	8,660
includes Image Software, Box of 500 sheaths, Rinn Positioners.	
• Bridge Software to EZ 2000	500
• EZ 2000 Dental Billing Software	2,395
• Perio Charting Module	500
• Dell Win 7 PC & Monitor	895
• Mobile Digital Wooden Cart	300
• Intra Oral Camera	995
• In-Office Training	750

**Regular Total → \$14,995**

- **INCREASE** Revenue with optional **Web Appointment Scheduling**
- **OBTAIN** Patient Benefits in seconds with optional integrated **Benefit Service** by Trojan Professional Services

**Don't need the whole package?**  
Then buy just  
**EVA Sensor**  
**Only \$4,995.**

**Call Now for  
a Free Live Demo  
in your own office**

**Lease @ \$203/mo.**

- 48 Month Term
- No Money Down
- No Payment for 90 Days
- One Dollar Buyout

**Already have your own billing software?** Not a problem. Keep it. We will integrate it into the new Digital System.

- Less Radiation
- Instant X-Ray Image
- Spotlight & Zoom Features
- Create Case Studies & Referral Letters with built in M/S Word templates.
- Winner of Technology Impact Award from N.Y. Polytechnic Institute

### IMPORTANT:

1. **EZ 2000** is the only Company offering these prices, licensed by the ADA
2. **EZ 2000** is Rated #1 by the American Dental Association\*
3. **EVA** digital sensors are made in USA
4. **EVA** received Highest Rating from New York's Polytechnic Institute
5. **EZ 2000** is a California corporation in business for 25 years with local references

**You get all this with your purchase:**



**Eva Digital  
X-ray Sensor**



**EZ 2000 Billing  
Software**



**Dell Computer  
(Win 7) & Monitor**

**Mobile Cart**



\*ADA rating based on online software survey of s/u software w/cost <\$2,500 w/>6,000 users

**Intra-Oral  
Camera**



**Imaging  
Software**



# WOOD & DELGADO

*Attorneys At Law*

## **The Authority in Dental Law**

### **Business Transactions**

Transition Consulting  
Practice Purchase Agreements  
Partnership Agreements  
Shareholder Agreements  
Associate Agreements  
Associate Buy-ins  
MSO's

### **Lease Negotiations**

### **Dental Board Defense**

### **Estate Planning**

#### **UPCOMING SEMINAR: Navigating the Dental Transition Minefield**

**Friday, December 3, 2010**  
7 C.E. Credits • 9:00am - 4:00pm  
Doubletree Hotel San Diego/Del Mar  
11915 El Camino Real  
San Diego, CA 92130-2539

Go online to register or  
for more information  
[www.dentalattorneys.com](http://www.dentalattorneys.com)

*"Wood and Delgado provide incredibly prompt, five star service you only dream of in a law firm."* Mark Weiser, D.D.S.

*"Best return on investment ever! There's Wood and Delgado, and then everybody else. No comparison."* Moni Mosharaf, D.D.S.

*"Wisest decision we could have made."*  
Drs. Jeremy and Jennifer Lansford

Offices in Irvine, San Francisco & Temecula

**Toll Free: 800-499-1474**

**Fax: 800-511-2138**

Visit our website at:

**[www.dentalattorneys.com](http://www.dentalattorneys.com)**

*Represented over 3800 dentists*

Look online for upcoming CE courses in your area



Jason P. Wood  
Attorney at Law

Patrick J. Wood  
Attorney at Law

Charles X. Delgado  
Attorney at Law

Jason P. Wood, Esq.  
Attorney at Law



Patrick J. Wood  
Attorney at Law

# Matsco is now Wells Fargo Practice Finance

**WELLS  
FARGO**

While our name has changed, the value and service you expect from us has not. We remain committed to helping you achieve your practice goals, and are still the only practice lender endorsed by ADA Business Resources<sup>SM</sup>.

Let's talk about how we can support you. Call us today:

**Bob Affleck**

1.888.220.7321

**Sina Mansouri**

1.888.220.7321

**Sandy Vargas**

1.800.326.0376

Or visit us at [wellsfargo.com/practicefinance](http://wellsfargo.com/practicefinance)

**ADA**
**Business Resources<sup>SM</sup>**
*Connecting dentists with business solutions*

© 2010 Wells Fargo Bank, N.A. All rights reserved.

Wells Fargo Practice Finance is a division of Wells Fargo Bank, N.A.

ADA® is a registered trademark of the American Dental Association. ADA Business Resources<sup>SM</sup> is a service mark of the American Dental Association. ADA Business Resources is a program brought to you by ADA Business Enterprises, Inc., a wholly owned subsidiary of the American Dental Association.

Together we'll go far



**GP for hire** New grad speaks also Farsi, Spanish. Gentle but efficient! People-person:) please email [st1117@nyu.edu](mailto:st1117@nyu.edu).

**Enough amalgam mix for 10 years** Amalgamator included. (949) 661-2290.

**Seeking a Temporary** Part time front office person for Tele-marketing during the Holidays. 562-862-1345.

**Office Space Newport Beach Space** to rent 2-3 days/wk 4 OPs Dentrax Digital Xrays. Call for details 949 887 5789.

**Air Techniques ARC Light** used as backup. Works fine. \$1000. Pick up in LA. 310-273-5542.

**Academy of Dental Practice Careers** has courses in Dentrax, SoftDent, & EagleSoft Clinical. 5 CEs. Call 858-274-4777 or [www.dentalpracticecareers.com](http://www.dentalpracticecareers.com).

**Pediatric dentist** Very fast, gentle, caring. Treating ages 1 and up. Please email: [pedo998@live.com](mailto:pedo998@live.com).

**For new dental offices in SD** Selling new dental instruments for all type of procedures ranging \$20-\$80. (858)232-3588.

**Very experienced foreign grad** orthodontist available for LA, OC. Provide all the supplies, reasonable compensation. [dds.4@hotmail.com](mailto:dds.4@hotmail.com).

**Female DDS looking** for hygiene only position in Southern California. Available Wednesdays and/or Fridays only. (760)962-9842.

**Oral Surgery for Medium to Large office** Great patient feedback. Typical collection 12-14K/day. 20 years experience. IV sedation. Carry equipment. (949) 374-4243.

**Worked for the last 10 years** at this same location (Spanish, Korean) Great location for start. Call 562 413 6763 for detail.

**GP to work with children** 3 yrs experience. Will work in the IE, high desert or Palm Desert area. 909-659-8799.

**Fast growing dental office** in Westminster, CA. Gross income until today is \$400,000. Sale \$310,000/OBO Email: [newsus90@yahoo.com](mailto:newsus90@yahoo.com).

**PRACTICE FOR SALE** #3204 – Bellflower – Gross \$1.2 million. Super bargain. Call PPS (714) 832-0230.

**General Dentist with Three years Experience** Seeking FT/PT job in CA, please call 818-744-3799.

**TORRANCE PROPERTY SALE BY OWNER** Currently chiropractic clinic. On very busy Crenshaw Blvd 1600 sf. 8 parking 7000 lot (310)328-8898.

**9 Suni sensors** Light use, good for back-up/credit towards new w/ Suni's loyalty program. \$5999/OBO E-mail: [jen\\_drtassey@sbcglobal.net](mailto:jen_drtassey@sbcglobal.net).

**Leasehold in Rancho Cucamonga** for sale, situated on prime location with busy traffic. Serious buyer only. Please call (909)910-1688.



**CA REPRESENTATIVE  
FOR THE NATIONAL  
ASSOCIATION OF  
PRACTICE BROKERS  
(NAPB)**



Paul Maimone Broker/Owner  
CA Broker #01172430

*"Happy Holidays"*

## FRESNO COUNTY

**CENTRAL VALLEY/So. FRESNO CTY** - (3) op comput. G.P. w newer refurb Belmont eqt, digital x-rays, & Dentrix s/w. In a town of 17,000 w very ltd. competition. Built out in mid 2009. Already collects \$10K+/mos on a ltd. sch. Cash/Ins/PPO. No HMOs or Denti-Cal. Town is loaded w cash & PPO pts who work @ the prisons & hospital. This is a gold mine for the right full time Buyer. Seller's plans have changed. **[NEW]**

## KERN COUNTY

**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.

**BAKERSFIELD #23** - (12) op comput. G.P. Prime retail ctr. w excellent exposure/visibility & signage. Cash/Ins/PPO pt. base. Gross Collect. \$2.0M+/yr. Digital X-rays & Pano, paperless office, fully networked, & efficient modern design. Excellent advertising campaign in place with tons of new pts. Excellent long term experienced staff in place to assure Buyer's success. Will also consider a 50% Partnership. **[NEW]**

**BAKERSFIELD #24** - (4) op comput. G.P. located in a strip center w exposure/visibility & signage. (2) ops eqt'd w newer eqt., (2) add. plumbed ops. Cash/Ins/PPO pt. base. Gross Collect \$200K+/yr on (3) - (4) days/wk. Low rent. Seller retiring, but will assist w transition. **[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 600+ active pts. Seller retiring but will assist in the transition.

**GLENDALE #2** - (5) op state of the art, comput. G.P. (4) ops eqt'd/5th plumbed. Dentrix s/w, networked ops, intra oral camera system & digital x-rays. Prof. designed & decorated. Street level location in a two story free stand. bldg on a major blvd. Bldg has excel. signage & ample & free parking in rear. Additional space included in rear of office for expansion. Cash/Ins/PPO & small % of kids Denti-Cal. 2010 projected Gross Collections of \$500,000+. **[NEW]**

**NORTHL.A. CTY** - (5) op comput. G.P. located in a shop. ctr. w excellent exposure/visibility & signage. Great parking! Limited competition! Annual Gross Collections in the range of \$800K+ to \$975K+. Cash/Ins/PPO/HMO & very small amount of Denti-Cal. Mos Cap checks \$5K+. Seller retiring. **[NEW]**

**NORTHBRIDGE** - (4) op comput. G.P. located in a smaller prof. bldg. on a heavily traveled main blvd. Bldg. is easily accessible & has ample free parking in rear. Cash/Ins/PPO pt. base. (17) years of Goodwill. 2010 Gross Collect projected at \$440K+. Selling due to health. Seller will assist w transition. **[NEW]**

**TEMPLE CITY** - (3) op turnkey office for sale. Located in a strip center w exposure/visibility & signage. (4) year old eqt. Location has been a dental office for 13+ years. Many walk-ins. Previous successful DDS @ this location bought a bldg. **[NEW]**

**WEST HILLS** - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Projected Gross Collect \$360K+ on a part time schedule. Digital x-rays & Dentrix s/w. Newer leaseholds. Seller retiring but will transition. **[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.**

## RIVERSIDE COUNTY

**LAKE ELSINORE** - pride of ownership, state of the art (4) op comput. G.P. located in a shop. ctr w exposure, visibility & signage. (3) ops eqt'd w nearly new Belmont eqt, 4th op is plumbed. Networked ops, digital x-rays & a Quick Vision Imaging System. Cash/Ins/PPO & HMO pt. w mos. CAP of \$1.2K. Approx (20) new pts/mos. 2010 Projected Gross Collect of \$300K p.t.

**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. **[SOLD]**

## 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. Dentrix s/w & intra oral camera. Digital ready. 2010 Projected Gross Collections \$240K+ on a 3.5 day week.

## 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]**

## VENTURA COUNTY

**WESTLAKE VILLAGE #2** - (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]**

**WESTLAKE VILLAGE #3** - Well maintained (4) op comput. G.P. located in a smaller prof. bldg. w ample free parking. (3) ops eqt'd/4th plumbed. Newer eqt. digital x-ray, eye illumination system & central nitrous. (47) yrs of Goodwill. Cash/Ins/PPO & Smile Saver pt. base. 2009 Gross Collect \$200K+ p.t. Seller retiring but will assist w transition. **[SOLD]**

**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. Dentrix software and Pano equipped. Averaging 20-25 new patients per month. Annual Gross Collections \$400K+. **REDUCED.**

## UPCOMING PRACTICES FOR SALE

Camarillo, Canoga Park, Central Coast, Corona, Covina, El Monte, Fontana, Lake Forest, Los Angeles, Montebello, Newport Beach, No. Hollywood, Oxnard, Panorama City, Poway, Reseda, Riverside, San Bernardino, San Fernando Valley, San Gabriel, Santa Ana, Simi Valley, Thousand Oaks, Torrance, Ventura Cty., West Covina & West L.A.

## D&M SERVICES:

- Practice Sales & Appraisals
- Expert Witness Court Testimony
- Practice Search & Matching Services
- Medical/Dental Bldg. Sales & Leasing
- Practice & Equipment Financing
- Pre-Death and Disability Planning
- Locate & Negotiate Dental Lease Space
- Pre-Sale Planning



*"The Personalized Service Dental Broker®"*

P.O. Box #6681, WOODLAND HILLS, CA. 91365  
(866) 425-1877 Outside So. CA or (818) 591-1401 • [www.dmppractice.com](http://www.dmppractice.com)

# Buying A Practice? Expanding? Need New Equipment? Consolidation? Working Capital?

## LCF specializes in "NO STRESS LOANS"

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.

- Quick & Simple Phone-In Applications
- Start-Up Expansion • Working Capital
- Construction • Consolidation Real Estate
- Equipment Financing • Practice Acquisition
- Low Rates • Flexible Terms

No Hidden Fees • Deferred Payments  
Step Payments  
Up to 25 Year Financing

We have flexibility other lenders don't have and can offer you terms and rates that meet your specific needs. You don't need unnecessary financial pressure when purchasing your new practice

**you just need LCF.**

*For Fast & Friendly Service Call*

**800-550-9228**

**LCF Financial Services • [www.lcffin.com](http://www.lcffin.com)**

DRE Lic. #01875780

A Division of LCF Financial Inc.

OAC  
12.10

**EasyRay Digital Xray System** Complete 3 sensors, docks, multiuser software! Mint condition. Bought \$18,000 sell \$9500 call 818-455-3321.

**L.A. DENTAL PRACTICE FOR SALE** Miracle Mile district, 3 ops, PPO, 60 yrs goodwill, call Mary at 310/971-3871.

**Dental office Culver City** hiring Orthodontist, slow paced office. flexible schedule, preferably available on Wednesday, please email resume to martinez\_kgaby@yahoo.com.

**GP WITH EXTENSIVE EXPERIENCE** LOOKING TO PURCHASE A DENTAL PRACTICE IN FONTANA, VICTORVILLE, LA AREAS PLEASE CALL 6266412862.

**Like teeth** computer networks need regular care & maintenance. ROUTE 66 NETWORKS has 20 years' experience, specializes in dental practice IT, & is a Microsoft Small Business Specialist. Mention this ad & receive \$50 off your first service. Contact us at 888.508.RT66 & info@rt66nw.com.

**part time Dental hygienist needed** for a dental office in palm desert area. pls call 818-437-4666.

**DENTAL FRONT OFFICE** P/T to F/T. Fluent in Spanish and English. Knowledge Medical/HMO. Fax 213-383-2937 Downtown LA.

**BRAND NEW DENTAL OFFICE** (FREE STANDING BUILDING) FOR RENT (Fri/Sat) "275/day" Alarm Electricity... and more ...included 6266166335 Tania.

**PRACTICE FOR SALE** #3251 – Anaheim – GP – Estb. 1,700 sq.ft., rent \$2,400. Martin Luther Campus. Estb 1967 Conservative Senior. Gross \$240k. Full Price \$150k. Call PPS (714) 832-0230.

**Demi Plus Curing Light** BRAND NEW!!!! NEVER OPENED. Comes with an extended turbo light guide and a three-year warranty. washington.dental@yahoo.com.

**Endodontist needed** in Goleta, CA; GP (who loves molar endo) is okay also; please send resume bizpi9ul@verizon.net.

**FOR SALE** 2 ops 1 xray 800 sq ft starter practice in Burbank, CA; low overhead (818)813-7570...best offer.

**e360 Insurance Services** is a full service Insurance agency. Services include: Commercial Insurance, Workers' Compensation, Health Insurance, Life Insurance, Business Liability Insurance for Dental offices. 888-862-6750.

**Experienced dentist** in Oral Surgery will do all extractions in your office. Flexible hours. LA/SGV areas. (626) 616-8437 dentalextractions@gmail.com.

**ENDODONTISTS WANTED** We are seeking ENDODONTISTS to join our multispecialty dental group. Please send your resume to dentistsjobs@gmail.com.

**Female GP** with 1 year GPR available for temporary position (1 day-6 months). Willing to travel within CA 310-903-6625.



# Choosing an Attorney? Quality Matters.

*When you invest your life in your practice,  
"good" just isn't good enough.*

## Credentials:

Dartmouth College  
USC Law School  
US Tax Court  
US Supreme Court

## Experience:

26 year Corporate & Business Attorney  
Practice Sales since 1992;  
Corporations, Partnerships,  
Business Sales and Leases since 1987

## Ratings:

"Distinguished & Very Ethical"  
from Martindale.com  
"Superb" from Avvo.com

*Prompt and personalized  
Service - Guaranteed!*

*"Thank you for a fantastic job you did in helping me handle my practice transition, especially on such short notice. You were very professional, extremely timely and helped me achieve ownership of an incredible practice. I would highly recommend you to any dentist who needs legal counsel as someone who helps get the job done in a seamless manner. Although we did not even meet face to face, it was a pleasure to work with you."*

David Buchan, DDS, San Clemente, CA



**Robert W. Olson, Jr., a Professional Corporation**  
Practice Sales - Corporations - Partnerships

www.transdental.com  
Skype: RWOlsonJr

Phone Toll Free: 888.963.1120  
rwo@transdental.com

## "YES DOCTOR, YOUR LOAN IS APPROVED"

*Not hearing that from your current lender? We can help.*

We look at the total financial package, not just FICO scores. We have more latitude with terms and rates than the "big banks". We are not burdened with corporate red tape and are able to fund our loans locally and quickly.

**Practice Acquisitions • Equipment Purchases (with no minimum) • Working Capital • Expansion • Relocation • Leasehold Improvement • Practice Real Estate Loans**

**Why Wait? Call Today!**

**John C. Drake**

**Direct (626) 204-2471 • Mobile (626) 512-8000**

**John.Drake@calgenbank.com**



**CALIFORNIA GENERAL BANK**



**www.calgenbank.com • (626) 683-9182**

**2700 East Foothill Boulevard • Suite 100 • Pasadena, CA 91107**

**Member  
FDIC**

**IMPLANTS, ORAL SURGERY** in your office, all instruments & supplies provided. Will place implants and complete prosthetics if you desire. Eighteen years implantology experience, Fellow ICOI, Fellow CII. San Diego & Imperial Counties. ImplantDentist@hotmail.com.

**Looking to Rent** in San Diego County Thursday and Saturday Contact me: chargerdentist@yahoo.com.

**PRACTICE FOR SALE** #3250 – ANAHEIM – Part time 2 days. Gross \$360k. 5 Ops low rent. Full Price \$285k. Call PPS (714) 832-0230.

**Academy of Dental Practice Careers** has courses in Dental Front Office Administration: Insurance Billing, Treatment Planning, Scheduling, Computer. 858-274-4777 or www.dentalpracticecareers.com.

**PRACTICE FOR SALE/CENTURY CITY** 5 eq ops, located in historic bldg. California Practice Sales, Inc. Phone: 714-639-2775.

**North OC dental office** is hiring bilingual office manager/receptionist. Experience. Please send resume to email: ocprosthodontist@hotmail.com.

**Get your FREE PFM CROWN COUPON** (\$59.00 Value) with the purchase of \$500.00 or more from Kings Two Dental Supply. Lower your lab bills and get a better service with Kings Dental Lab. Want to know more? Please call us at 800-715-5464. This promotion is valid until 12/31/2010.

**CREATE the office of your future** within your time frame and your budget. All County Construction. 714-240-4123 Building the office of YOUR future.

**Oral Surgery for Medium to Large office** Great patient feedback. Typical collection 12-14K/day. 20 years experience. IV sedation. Carry equipment. Call (949) 374-4243.

**ORANGE COUNTY, CA** New Listing! Full service, high-tech, 4 op GP in great Orange County location. Spacious office in an easily accessible medical/professional building. Seller is retiring. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

**Endodontic Obturator Introductory Kit** from Soft-Core. Brand new. Asking \$100. pdnorco@sbcglobal.net.

**GENERAL DENTISTS** We are seeking general dentists to join our multispecialty dental group. Please send your resume to dentistsjobs@gmail.com.

**SAN DIEGO, NEW LISTING** Asking \$950,000. Well Established! Doctor Retiring! Beautiful, Professional, State-of-the-Art Office! Select Practice Services, 714-421-4407.

**hiring for new dental office** front & back dental assistants at rialto call 9098772000 or 9093641330.

**\$375,000** Fee for Service, GD Practice, Irvine, with 6 Ops, 4 equipped, 2 plumbed. Modern office, Professional Building. MPG, (949) 675-5578.



# San Diego Practice Sales

- 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, 2010

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

**SAN DIEGO–CLAIREMONT Area** – Situated in strip center in a heavily populated residential community. This **GENERAL** Practice has 3 equipped Ops, and Digital PA and Pan X-Rays. Owner desires quick sale and practice is priced accordingly!!

**TEMECULA** – TENANT IMPROVEMENTS & EQUIPMENT. 5 Ops total (4 with ADEC Cabinetry). 2 periapical X-rays. Situated on the first floor of two-story Professional Building. Owner anxious for immediate sale. ONLY 80k!!!

**SANTEE** – Doctor retiring from this **GENERAL** Practice established in 1971. Currently practicing approximately 20 hrs per week. PPO and Cash Patients. Situated in freestanding building along major artery in growth area. 6 Ops in 1900 sq. ft.

**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. **SOLD!!**

**SOLANA BEACH** — TENANT IMPROVEMENTS & EQUIPMENT. Approx 1000 sq.ft. office in single story Prof Bldg. near 5 freeway. 3 equipped Ops plus Panorex. **Price REDUCED** to only 35K!! **SOLD!!**

**SAN DIEGO–CHULA VISTA–EASTLAKE** – ORTHODONTIC Practice established 2 years as satellite. **GORGEOUS** Office in Prof Bldg (several Gps in immed area) 5 treatment Ops, 1 private exam Op. Planmeca digital Pan-Ceph. Large windows with pleasant view. Once in a lifetime "turnkey" opportunity with existing cash flow!!

**LA MESA** – **JUST LISTED!!** Established **GENERAL** Practice situated in Professional Bldg. Combination of CAP, PPO, and Fee-for-Service. 4 Ops in 1100 sq.ft. Operated 2 days per week. Absentee owner desires immediate sale!

for updates, please visit us at

**WWW.SDPRACTICESALES.COM**

SAN DIEGO PRACTICE SALES can also assist you with *PRACTICE APPRAISALS, 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





Shab David Kerendian, Attorney

# DENTAL LAW

**Over 14 years of in court experience,  
with hundreds of dentists and over  
35 hospitals represented.**

**888-299-7848  
FREE CONSULT**

**Buy/Sell Agreements  
Lease/Real Estate  
Contract/Business  
MSOs**

**Partnership/Employment  
Lawsuits/Defense  
Estate Planning/Trusts  
Asset Protection**

## Does your practice hold up against lawsuits?

1. Will your corporate shield hold against lawsuits?
2. Do you know options to long/short term plan your partnership/corporation?
3. Can your Partnership Agreement lead to costly disputes?
4. Do your advertisements comply with the Dental Act?
5. Do you know options to create home/asset protection?
6. Do you have proper dispute handling procedures/policies to reduce large malpractice/fee claims?
7. Do you know options to reduce needless liability in practice/lease/employment/contracts?
8. Is your practice Dental Board compliant?
9. Do you have a Will/Living Trust?

*Flat Fee Packages Available*

## KERENDIAN & ASSOCIATES ATTORNEYS AT LAW

**11755 Wilshire Blvd., 15th Floor, Los Angeles, Ca. 90025**

**Ph: 888.299.7848 • [www.ka-firm.com](http://www.ka-firm.com) • 310.914.4143 • Fax: 310.914.5441**

12.10

**GREAT OPPORTUNITY! PRACTICE 4 SALE** (South Gate) 3 Eq. Ops, busy Hispanic area, PPO and Cash, 1000 sqf, BO, call (818)730-7992.

**Peri Pro automatic developer** with all accessories. Works great! Went digital. \$300 (949) 463-8831.

**Make Regulatory Waste & Compliance** Management EASY – AFFORDABLE – CONVENIENT Visit: [www.archtechnochem.com](http://www.archtechnochem.com) or E-mail us: [sales@archtechnochem.com](mailto:sales@archtechnochem.com) or Call: 858 348 3974.

**Keep ortho patients in your office** Dentist with many years of orthodontics experience, provide all the supplies. LA. OC 4083078995.

**MOSTOFI LAW GROUP Incorporation** Practice Purchase and Sales Agreements • Leases and Subleases • Sherry Mostofi, Esq. • [www.MostofiLawGroup.com](http://www.MostofiLawGroup.com) • 1-888-448-4288.

**Sublease available for specialists** in Westwood. Available Tue, Wed, & Fri. Fulltime office manager & assistant also available. Includes supplies & equipment 310-208-8551.

**PRACTICE FOR SALE** #3253 – Porterville/Tulare – Gross One Million in state of art Building First year. 6 Ops, 2,700 sq.ft.. ADEC equipment. Digitized X-rays. Bargain price – Net \$500k first year. Seller referred out \$250k in Endo. Still produced near \$1 million. A fantastic area to raise a family. A \$250k home in Porterville would cost One million in Irvine. Call PPS (714) 832-0230.

*Serving Southern & Northern California Since 1981*

# Practice Sales & Appraisals

RELIABILITY & ETHICS YOU CAN TRUST... PROVEN RESULTS YOU CAN COUNT ON



## PRACTICES FOR SALE

### *San Fernando Valley & Surrounding Areas*

**Canoga Park** – Long-established private practice w/1st floor visibility, walk-in traffic & some HMO income. Starter opportunity with selling price below \$150,000.

**Burbank** – Rare Burbank opportunity. Long established private practice. 5 ops. Busy shopping center. Priced to sell immediately.

**Encino** – 2 equipped ops + 1 plumbed in prestigious medical bldg., some charts included. Great starter opportunity or bring your patients into a beautiful suite. Reasonable rent.

**North Hollywood** - Equipment & Leaseholds w/charts! Long-estab practice in busy shopping center. 3 ops + x-ray room. Visibility; walkins; pole sign. Priced under \$200k

**North Hollywood** - Strip center location on busy street. 5 ops plus x-ray room. Good visibility. Revenues of over \$40k/mo. Priced for immediate sale.

**Northridge** – Equipment and leasehold only. Fully designed dental office with 3 ops fully equipped. A very inexpensive way to establish your practice.

**Reseda** - Selected PPO's accepted in this 100% private practice with over 35 years of goodwill. 3 hygiene days/wk. Revenues between \$35-42/mo on part-time schedule.

**Sunland** - 1st floor private practice with over 25 yrs of goodwill. 4 ops. Busy office. Some ortho revenues. Income over \$40k/mo on part-time schedule. Clean.

**Van Nuys** - Low cost practice opportunity w/ 25+ yrs of goodwill. Disability forced sale. 1st floor location with sign. Monthly revenues over \$20k/mo. Some HMO's.

### *Ventura/Santa Barbara & San Luis Obispo Counties*

**Simi Valley** - This one has it all! Location, sign, modern equipment, computerized, monthly revenues exceed \$40k/mo. Revenues ready to explode. Call now.

**Oxnard (upcoming)** - Call us now and get your name on the list before this one sells! 1st floor...5 ops...Revenues \$50k/mo...6 ops...busy. Ideal for absentee owner.

**San Luis Obispo (upcoming)** – Private only practice. 25+ yrs of goodwill. Active hygiene program. Revenues exceed \$35k/mo. Seller transition available.

### *San Bernardino, Riverside & Surrounding Areas*

**Fontana** – This one has it all!!! Free standing building. Large sign. State-of-the-Art equipment w/digital x-rays. Multi-op facility. Revenues exceed \$60k/month. Call now!

**Rialto** – Free standing bldg. w/street visibility. Modern office design & equipment. Low fixed overhead. Over 12 years of goodwill. Seller works limited schedule w/no promotion.

**Riverside** - Neat office w/3 ops. Free standing building. Equipment & leaseholds only. Excellent for first time owner.

**Phone (818) 999-9595 ♦ Fax (818) 999-9615**

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





# Practice Sales & Appraisals

## *Los Angeles & Surrounding Areas*

**Beverly Hills (upcoming)** - Private only. Seller works p.t. sched. Revenues of \$40k. 3 op modern gem w/digital x-rays. Must see!

**Hawthorne** – Free standing building...Super large pole sign...Practice established over 25 years...One of THE busiest streets in LA County. 4ops + room for growth.

**Huntington Park** - High revenues! Large upside! Low overhead!! Near Florence & Pacific. With revenues of \$700k/yr on p.t. sched. Ready to be Crazy busy? Call now!

**Inglewood** – Private practice w/1st floor location. Ideal for absentee owner. Revenues of \$35k/mo on part-time schedule. Low cost....low overhead.

**Los Angeles** – 5-op practice in visible prof. bldg., collecting \$17K per month; great growth potential in an area with changing demographics; over 30 years of goodwill; bargain price!

**Los Angeles** – Near LAX. Visible 1st floor location. Growing practice with revenues of \$25k/mo on part-time sched. Priced for immediate sale.

**Los Angeles (East)** – 30+ years of goodwill. Seller retiring. Walk-ins. Hispanic Area. Large sign available. Seller owns bldg and willing to offer low cost rent.

**Los Angeles (West)** – Private practice of 30+ years. On major thoroughfare. 3 modern equipped ops; revenues of \$40k/mo part-time. Transition available.

**West Covina** - 1st floor location. Very neat office w/3 ops. Equipment & leaseholds for complete turnkey opportunity. Excellent for first time owner.

## *Orange County & Surrounding Areas*

**Brea** - Leaseholds only. 3 ops plus room to expand. Nice design. Low cost long-term lease available. Priced for immediate sale.

**Fullerton & Newport Beach** - Bank Repos! This bad loan may be your good luck. Selling for cents on the dollar! Call if looking for a deal !! Equipment, leaseholds, patients records, established staff & more.

**Mission Viejo (upcoming)** - 35+ yrs of goodwill. Private only patients. 3 hygiene days/week. 4 equipped ops. Low rent rate. Seller retiring. Call now!

## *San Diego & Surrounding Areas*

**Carlsbad/ Escondido area (upcoming)** - Call us now if ready to step up!

**Temecula** – Must see. Revenues exceed \$65k/month. 15+ yrs of Goodwill. Thousands spent on Tenant Improvements; State-of-the-Art Office & Equipment. Shopping center.



*Serving you:*

**Dr. Fred Sherman, Broker**  
License #01002789

**Lou Bermudez, Broker**  
License #01102002

[www.ddspracticesales.net](http://www.ddspracticesales.net)

# ***Want More Patients?***

***Get Dozens of Additional New Patients  
Every Month with Less Than 10 Minutes  
Work Per Week***

**100% Guaranteed!**



**Our fully automated Dental Practice Builder that gets you 20-35 new patients every month, gets you more visits per patient, keeps existing patients longer, dramatically lowers your overhead, gets you one referral after another and quickly makes you a Local Dental Superstar.**

**Do You Have It Yet?**

**Visit**

**[www.GetDentalPatients.com](http://www.GetDentalPatients.com)**

**or call Toll-Free, 24 Hours: 1-888-719-3892**





SELECT PRACTICE SERVICES, INC.

**Bette Robin, DDS, JD**

**LOMA LINDA DENTAL 1983**  
**SOUTHWESTERN LAW 1995**

## Dental Practice Sales

**SAN DIEGO, New Listing!:** Very Well Established! Doctor Retiring! Beautiful, Professional, State-of-the-Art Office! **Asking \$950,000.**

**LAKE FOREST, New Listing!:** Great Location!! On a Main Street. Doctor Retiring!! Well Established, Since 1984!! **Asking \$298,000.**

**SAN BERNARDINO, New Listing!:** In a Nice Area of San Bernadino, just off Hospitality Lane!! 4 Op General Practice! **Asking \$195,000.**

**HACIENDA HEIGHTS, New Listing!** 2 Op General Practice! Has PPO and HMO Patients!! **Asking \$169,000.**

**SANTA MONICA:** Long established, Seller Retiring!! Located in a Professional building!! Just 2 miles from the Beach! **Asking \$260,000.**

**IRVINE:** Seller retiring after almost 30 years! Quality oriented, largely cosmetic practice. Grossed about \$1.3 million in 2009. **Asking \$1,250,000.**

**WEST COVINA:** Great location, good visibility! **Asking \$59,950.**

**ORAL SURGERY, HUNTINGTON BEACH:** Great location! Professional building near two busy intersections. Seller relocating. **Asking \$695,000.**

**RIVERSIDE:** Approximately 1,800 sq. ft. with 4 ops. Near 91 FWY!! Well equipped office. This practice must sell!! **Reduced to \$310,000.**

**FIND OUT FIRST!!** For new practice listings, visit [www.BetteRobin.com](http://www.BetteRobin.com)!

**877.377.6246 • [www.BetteRobin.com](http://www.BetteRobin.com)**

**DOWNTOWN LOS ANGELES PRACTICE FOR SALE** General practice with 8 operatories— grosses over \$600,000/year— approx. \$1100/mo in CAP checks — mostly absentee owner —Thomas & Fees Practice Sales (714) 544-4341.

**Practice for Sale** GD needed for Glendale, Fee for Service, \$325,000 714-259-0501.

**PRACTICE FOR SALE** #3248 — Small town near Palmdale — GP Est. 15 yrs. Previous Seller Grossed \$800k in hi identity shopping ctr. Gorgeous office. 5 Ops. Nicely appointed PPS previously sold at \$550k. Seller turned down offer. Patients highly educated and salaried. This practice is available now @ \$250k. A fantastic buy. Expect \$500k 1st year. Call PPS (714) 832-0230.

**Unlike others who only “promise” results** we GUARANTEE you 23 - 35 new patients every month! Visit [www.AttractDentalPatients.com](http://www.AttractDentalPatients.com).

**Top-of-the-line video printers** Used for intraoral photographs. Great color and clarity. Call 949 463 8831.

**RESEDA (or NEARBY)** Office wanted. Minimum 5 OPERATORY facility sought! Turn-key or vacant plumbed facility OK; NO patients needed. 818-848-5619.

**Matsco is now Wells Fargo Practice Finance** Let's talk about how we can support you. Call 1-888-937-2321 or visit [wellsfargo.com/practicefinance](http://wellsfargo.com/practicefinance).





# *Exceeding*

*Expectations in Design,  
Detail and Quality  
Craftsmanship*



**ALL  
COUNTY  
CONSTRUCTION**  
Bradley Jordan Construction Co. Inc. dba All County Construction

Tel: 562.989.3350  
Email: jcardio@aol.com  
[www.AllCountyConstruction.com](http://www.AllCountyConstruction.com)  
1826 Moorpark Dr.  
Brea, Ca. 92821  
Jim Jordan 714-240-7179 Cell



## Have you heard the Good News?

Our recent **SAN DIEGO** practice sale:

**\$2,500,000 Sales Price**

**\$3,050,000 Collections**

### Listings Currently Available:

### Listings Currently in Escrow:

N. County Coastal	7 Ops	\$2,000,000+ Collections
Escondido	5 Ops	\$758,000 Collections
Pacific Beach #1	5 Ops	\$461,000 Collections
Pacific Beach #2	3 Ops	\$483,000 Collections
Chula Vista	4 Ops	Location only (Eqpt & T.I.'s)

Vista	8 Ops	\$1,257,000 Collections
Carlsbad	6 Ops	\$590,000 Collections
Ocean Beach	4 Ops	\$420,000 Collections
Poway	4 Ops	\$849,000 Collections
La Mesa	6 Ops	\$1,015,000 Collections



## Ken Rubin Dental Practice Sales

An affiliate of Ken Rubin & Company, Dental CPA's

**www.KRPracticeSales.com**

**(619) 299-6161**



4420 Hotel Circle Court, Suite 350  
San Diego, CA 92108

Serving The SAN DIEGO Dental Community Since 1984

**California Dental Practice Act** and Infection Control Courses by mail or email. Each course covers the required 2 units for California license renewal. \$50 for both courses. Call today: 617-669-4149.

**SAN DIEGO SHOPPING CENTER PRACTICE FOR SALE** Collected \$725,000 with an average net income of \$300,000 with 4 days of hygiene/week. Asking \$625,000. Call Kurt Skarin 805-777-7707.

**Dental Clinic For Lease** Fully Improved with 4 Ops, great window line. Newly renovated building located in SFV. 818-899-4458 danny@tristargroup.com. Negotiable Rates.

**Dental Carts Delivery Systems** \$1595 complete with Assistants Package and Junction Box, Made in USA Call (800) 423 - 5657 or visit WWW.DHPDENTAL.COM for more info.

**Temporary part-time biller needed** Work on your own time. Will be paid hourly or commission. Contact: Dr. Vatan (310) 991-7921.

**ENDODONTIST WANTED** GENERAL PRACTICE, VALLEJO CA one day/week, make \$7000-9000/month, possible more days, please call (707) 643 1714, email nazilaedalati@gmail.com.



# Thomas & Fees

## Practice Sales

*"A better kind of practice sales company"*

### Practices for Sale

#### Rancho Santa Margarita

Orthodontic practice in shopping center – 4 operatories + 1 plumbed currently used as Dr private office – cash & insurance only - 20 years goodwill - \$4750 full child's case – net income in 2009 of approx.. \$210,000 on 3 easy days/week- great starter practice or place to relocate your practice - Dr. selling for personal reasons is your gain

#### Downtown Los Angeles

**General practice** - 8 operatories - insurance, PPO and approx. \$1,100/mo in Capitation checks - grosses over \$600,000/yr - almost completely absentee owner (owner works 1 day/week)- orthodontist and pedodontist each work 3 days /month.

**WE ARE SELLING PRACTICES SO FAST THAT WE ARE  
ACTIVELY SEEKING NEW PRACTICES TO SELL AT A  
SPECIAL LOW RATE FOR A LIMITED TIME ONLY**

---

### Philip L. Kempler, DMD, Broker

Days (714) 544-4341 • Evenings (949) 362-4749

Cell: (949) 395-6000 • FAX (714) 731-7296

**Visit our website at [www.TFPSales.com](http://www.TFPSales.com)  
E-mail: [PKempler@ThomasandFees.com](mailto:PKempler@ThomasandFees.com)**



# Don't waste money on a Pension Administrator with huge fees and sub-par service!

Call Thomas & Fees Pension Services, Inc.

*You're just a phone call away from:*

- Hundreds of dollars in savings...Nobody beats our prices. Call today and we'll prove it
- "Government Approved" Plan Designs that reduce taxes and maximize owner's contribution
- Timely reports ...no "last minutes hassles" and time wasting calls
- A Pension Administrator owned and operated by a C.P.A. firm with a stellar reputation and over 25 years experience
- And, the best customer support in the industry

*"I can't believe the difference. My old administrator cost a fortune and never returned my calls. Deadlines were a disaster! My reports were last minute and I had to call 10 times to get what my tax man needed. I wish I had switched years ago."*

Dr. J.T. - Los Angeles

Get a phone quote today (714) 544-4011

**Thomas & Fees Pension Services, Inc.**

*Partners in your retirement planning*

**GO DIGITAL** Uses 1/5th the radiation. No more developer mess. Instant clear x-ray image on screen. \$4,995 for a complete package including sensor, box of 500 protective sheaths, box of rinn positioners, installation, training support. Adult or Pado size. Discount if you buy 2 at a time. Call: 800-273-5033.

**PRACTICE FOR SALE** San Diego (SANTEE) 6 Ops in 1900 sq. ft. General Practice estab 1971. Growth area. SDPS: 760-599-7828.

**hiring bilingual** (english spanish) marketer good com- mition L.A. downtown area olympic and alvarado 213-380-1996 fax213-382-5737 asap.

**DENTISTS ARE EARNING** tens of thousands of dollars train- ing dental assistants. GET STARTED FOR ONLY \$1,500. Call for details: Larry (626)941-4636 Chris (562)777-5913 or see [www.schoolbuilderplus.com/dentist](http://www.schoolbuilderplus.com/dentist).

**Legal Tip** Fictitious business names are not permitted as a dental corporation's name. Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**DENTIST WANTED** ORANGE FT/PT. EXCELLENT WORK- ING ENVIRONMENT. MUST BE ABLE TO DO MOLAR ENDO. FAX RESUME (909)533-2313.

**2 Boxless Sensors** for just \$11,999! The DentiMax boxless sensor package includes size 1 & 2 sensors with imaging software. Call (800) 704-8494.

**PRACTICE FOR SALE** #3247 - Route (66) GLENDORA - Su- per shopping center. Established 15 yrs. Like new 6 Ops. Partnership being dissolved. \$45k to \$60,000 per month. Last month \$59,841 with \$62k N.P. \$550,000 for a proven location. Call PPS (714) 832-0230.

**All of your insurance on one monthly payment!** No more headaches with paying multiple bills. We can put your Busi- ness Office, Workers Comp., Life and Disability policies on one monthly payment. Only \$1.00 per month! Call the Dental Insurance Specialist! Dennis A. Rosene Insurance Agency Inc. (949) 645-6000 or (800) 448-4664.

**Oral Surgery for Medium to Large office** Great patient feedback. Typical collection 12-14K/day. 20 years experi- ence. IV sedation. Carry equipment. Call (949) 374-4243.

**"Wood and Delgado** provide incredibly prompt, five star ser- vice you only dream of in a law firm." Mark Weiser, D.D.S., Santa Barbara-See our ad on Pg. 2.

**Health provider plus 1.1% for debit, 1.6% for credit, 0% debit with pin. At the end of the day, they saved me money. I even get free paper credit- William Stanley DDS** If we can't beat your current plan, we will give you \$250. Call 888-244-1455 or [bankcards@att.net](mailto:bankcards@att.net) or <http://www.citadelbankcard.com>.

**PRACTICE FOR SALE/ENCINO** 3 eq ops located in a 7story bldg NET \$166K. California Practice Sales, Inc. Phone: 714-639-2775.

# When OSHA Calls...

## You'll Be Covered!

OCPI provides 100%  
protection - 100% OSHA  
Compliance. If you are  
ever issued a fine -  
we will pay it!

*That's our guarantee.*

Simplify your OSHA  
Compliance & Waste  
Management...see how  
our all-in-one plan  
eliminates all the risk  
easily and affordably.



**OSHA Compliance Partners, Inc.**

**888-55-WASTE**

**888-559-2783**

**[oshacompliance.info](http://oshacompliance.info)**







## A REPUTATION OF TRUST, DENTAL EXPERTISE AND RELIABILITY



### The Law Offices of A. LEE MADDOX, DDS

- Lease Reviews
- Partnership Agreements
- Practice Purchase Agreements
- Corporation Formation/Dissolutions
- Space Sharing Group/Solo Agreements
- Associate/Independent Contractor Agreements
- Dental Bureau Complaints/Matters
- Limited Liability Company Formation and Agreements

**Toll Free: 888-685-8100**

Email: [lmaddox@cadentallaw.com](mailto:lmaddox@cadentallaw.com) • Web Site: [cadentallaw.com](http://cadentallaw.com)

414 31<sup>st</sup> Street, Suite C, Newport Beach, CA 92663 • Tel: 949-675-1515 • Fax: 949-675-1717

*Comprehensive & Professional Legal Services Exclusively for Dentists*

**Attn: Dental Shoppers...**we know the economy is tough and you are trying to get by with less. The Dental Trader saves you money! More Calif. dentists advertise in the Dental Trader than in any other publication. Place your free ad at [www.dentaltrader.com](http://www.dentaltrader.com) today.

**SEE NEW LISTINGS FIRST!!** [www.BetteRobin.com](http://www.BetteRobin.com)!

**OFFICE BUILDING IN HAYWARD** 3 units in a 3,000 sq ft. one-story building. Ideal for dental & medical. One 933 sq ft. unit is available for rent. Buy or Rent. Loc Pham, Broker 714-550-7494.

**Clean out that junk drawer...** your junk is treasure to someone else! Place a free ad and turn that junk into cash! It's fast and easy! Visit our FAQs page at [dentaltrader.com](http://dentaltrader.com) for details.

**Healthcare Provider** Accept credit cards for less-1st 3 months we pay your fees & give you a free terminal. Call 1-888-244-1455 or [bankcards@att.net](mailto:bankcards@att.net) or <http://www.citadelbankcard.com>.

**PRACTICE FOR SALE** #3245 – Arcadia/Monrovia area. Location only. Million dollar location. 2,500 sq.ft. with 8 Ops, 4 equipped. Very busy shopping center with AAA tenants. Call PPS (714) 832-0230.

**Cyclorinse oral anesthetic rinse** Go to [www.cyclorinse.com](http://www.cyclorinse.com) for additional information and order form. Cyclorinse...the "needle-free" solution.

**Do you demand the best service?** This is what keeps Diversified Dental & Upholstery growing. SERVICE! Our customers keep coming back because our commitment to happy, satisfied customers is unbeaten. See for yourself. (800)707-3449 / (714)827-8515.

**Ever thought how expensive** a continuing education course is, when you take time away from patients to attend during a week day? PDS has applied clinical continuing education on Sundays. For more information call 1-866-4 CALL PDS or 1-866-422-5573.

**"EQUIPMENT FINANCING W/NO MINIMUM!"** California General Bank, John Drake 626-204-2471.

**PRACTICE FOR SALE/SAN DIEGO** Carlsbad 6 Ops, \$590 collections. KEN RUBIN Practice Sales, Inc. 619-299-6161.

**Dentist w/7+ years experience** looking to purchase dental practice in Southern California with gross 400k and up. Contact# 949-354-2188.

**BAKERSFIELD #23** (12) op G.P. for sale in Prime retail location. Cash/Ins/PPO pts. Gross Collections \$2M+/yr. Digital X-rays & Pano, paperless office. Will also consider 50% partnership. D&M Practice Sales 818.591.1401.

**WTB - Diagnodent** good condition. I Just bought practice, can't afford a new one. Email me [raemund@gmail.com](mailto:raemund@gmail.com) or call 4153353429.



# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

**MID SAN FERNANDO VALLEY GENERAL PRACTICE FOR SALE:** Canoga Park, Century City, Cerritos, Imperial Beach, Lakewood, Los Angeles, Moreno Valley, Monterey Park, San Clemente, San Diego, Santa Monica, Torrance, Valencia and Van Nuys. Call Lee Skarin and Associates at 805-777-7707, 818-991-6552 or 1-800-SKARIN #1.

**MID SAN FERNANDO VALLEY GENERAL PRACTICE FOR SALE:** Fifty plus years of goodwill. State of the art facility was completely remodeled two years ago. Ten equipped operatories of top quality equipment plus one additional operatory that is plumbed but not equipped for future growth. Fully computerized with dual monitors in every operatory and capable of being paperless. Digital x-rays, digital panoramic. Consistent collection history. Practice collected \$2,595,000 in 2009 and is on track to collect \$2,650,000 this year. \$17,000 per month in capitation. Seller works 3 1/2 days per week and nets over \$700,000 every year. Six days of associate coverage plus specialists. Asking \$1,850,000. – **PENDING AT FULL PRICE**

**LAKEWOOD CERRITOS DENTAL PRACTICE FOR SALE:** Two locations; one in a free standing building, which can be purchased or leased, and one in a large shopping center with excellent visibility. Each office has 25 equipped operatories. Practice has \$53,000 per month in capitation. 2009 collections were \$5,464,469 and 2008 collections were \$5,356,830. This practice requires an experienced buyer with significant management experience and a strong financial background. Asking \$2,000,000.

**MORENO VALLEY PRACTICE FOR SALE:** Located in a free standing retail building in a heavily populated residential community with little competition for miles, this practice collected over \$2.3 million in 2009 and \$2.1 million in 2008 on ten dentist days per week with eleven days of hygiene per week. The practice has eight equipped operatories in a state of the art facility. No Denti-Cal, no HMO, no evenings, no weekends, and minimal advertising. This is a great family community and an outstanding opportunity for a quality practitioner. Asking \$1,500,000 for the practice. Real estate is also available for purchase or lease.

**SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE:** Prime Wilshire Blvd. location with seven equipped operatories including Cerec unit, Global microscope, digital x-ray machines, and full computerization with Dentrix software. Collections in 2009 were \$1,311,677 and in 2008 were \$1,326,108 with a net income in excess of \$450,000 each year. No advertising, no plans. Nine and one-half days of hygiene per week. Most oral surgery and perio and half of the endo is referred to specialists. Asking \$1,025,000.

**SAN DIEGO/IMPERIAL BEACH AREA PRACTICE AND REAL ESTATE FOR SALE:** Over 35 years of goodwill with building is available for purchase. The practice collects over \$400,000 per year and is currently collecting over \$30,000/month on three days per week with three days of hygiene per week. No Denti-Cal, no HMO, no evenings or weekends. Good potential for growth with a more motivated owner willing to work more days. The free standing building is included and is about 1,200 square feet with four equipped operatories. Great opportunity to have your own practice and be your own landlord. Asking \$450,000 for the package.

**TORRANCE GENERAL PRACTICE FOR SALE:** This practice is located in a shopping center with excellent visibility and a high traffic count. Seller is retiring after 35 years of practice. Three equipped operatories. Practice collects \$180,000 per year with no Denti-Cal, no HMO, no advertising and no evenings. The practice cost more to build and equip than the asking price when it was moved to the current location in 1991. Motivated. Asking \$130,000.

**MONTEREY PARK GENERAL PRACTICE FOR SALE:** Established in 1977, this practice is a fee for service practice that consistently collects \$200,000 per year on three days per week. No Denti-Cal, no HMO, and no advertising. Three operatories of older equipment in a one-story professional building with very good visibility and signage. High net income percentage. Seller refers all endo, all perio surgery, most oral surgery, some pedo and all ortho. Good starter practice or satellite office. Retiring. Asking \$130,000.00 – **MAKE OFFER!!!**

**CANOGA PARK GENERAL PRACTICE FOR SALE:** This is an excellent starter practice that is located in small, one-story professional building on a busy street with good signage and visibility. The practice has two equipped operatories with one additional operatory that is plumbed, but not equipped. Computer networked. Attractive office. Practice has \$4-5,000 per month in capitation and accepts all insurances. Owner works three days per week with no evenings or weekends. Seller refers all endo, all perio surgery, all third molars and all ortho. Good lease. Seller is motivated and must retire. **MAKE OFFER**

**SAN DIEGO GENERAL PRACTICE FOR SALE:** Prominently located in a prime location in a major shopping center, this practice averages 44 new patients per month with minimal advertising. The office has four fully equipped operatories with digital x-rays and full computerization. Collections are over \$725,000 per year with no capitation. The net income averages over \$300,000 per year. The office is open five days per week with four full days of hygiene per week. Asking \$625,000.

**SAN CLEMENTE PRACTICE AND REAL ESTATE FOR SALE:** Free standing dental building with rental apartment unit within walking distance to the beach. Three equipped operatories with newer equipment. Long established fee for service practice collects \$170,000 per year with no marketing, no capitation, no Denti-Cal, no evenings and no weekends. Seller works a short three days per week with a high net income due to building ownership. Practice with real estate is available for \$750,000.

**VALENCIA PRACTICE FOR SALE:** Located in a retail center, this practice collects \$395,000 per year on three days per week with a net income of \$180,000 per year. Over \$5,000 in capitation income per month with 20 new patients per month. No advertising, no Denti-Cal, no evenings and no weekends. Most production is done by associates as the Seller works in this practice less than one day per week. Four equipped operatories. Asking \$265,000 including the accounts receivable.

**WEST LOS ANGELES GENERAL PRACTICE FOR SALE:** Four equipped operatories with two additional ops that are plumbed but not equipped. Professional building. Currently collecting about \$15-20,000 per month on three days per week with about \$2,000/month in capitation payments. Asking just \$210,000.



**LEE SKARIN and ASSOCIATES, INC.**

530 W. Stafford Road, Westlake Village, CA 91361

800-SKARIN #1 • 805-777-7707 • Fax: 805-777-0051 • Email: lsainc@aol.com • www.LeeSkarinandAssociates.com

*Serving the dental profession since 1959*

- Expert appraisals
- We have a large inventory of buyers
- Over \$20 million in practice sales last year

# of Your Dental Practice . . . .

## Timing Can Be Everything

**LEE SKARIN AND ASSOCIATES...**

**the Name Dentists have Trusted Most Since 1959.**

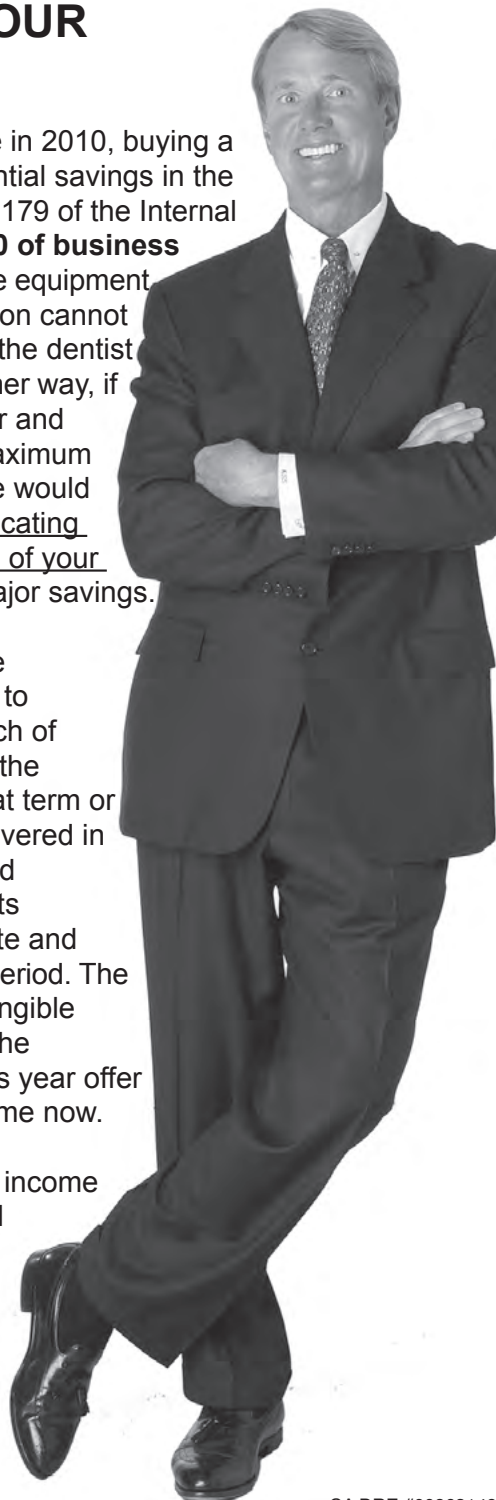
**BUY NOW AND SAVE ON YOUR  
INCOME TAXES**

For any dentist with significant taxable income in 2010, buying a dental practice this year can provide a substantial savings in the form of reduced income taxes. Under Section 179 of the Internal Revenue Code, **purchases of up to \$500,000 of business equipment can be depreciated this year.** The equipment must be purchased in 2010 and the depreciation cannot exceed the earned income of the business or the dentist that is purchasing the equipment. Stated another way, if you have earned income of \$300,000 this year and have no other income tax deductions, your maximum income tax rate for federal income taxes alone would be 35%. Purchasing a dental practice and allocating \$300,000 to the equipment would eliminate all of your federal income tax liability. This would be a major savings.

While dental practices are made up of multiple components such as goodwill, a covenant not to compete, equipment, patient records, etc., each of those components represents a tax benefit to the purchaser. The primary difference is over what term or how quickly the purchase amount can be recovered in the form of depreciation for tangible assets and amortization for intangible assets. The amounts allocated to goodwill, covenants not to compete and patient records are spread over a fifteen year period. The amounts allocated to different categories of tangible assets are spread over a range of terms, but the immediate benefit of equipment purchases this year offer the greatest relief to a buyer with taxable income now.

If you have a tax problem looming because of income earned this year, consider purchasing a dental practice or dental equipment to reduce that burden come April.

Call Kurt Skarin at Lee Skarin and Associates for the answers to all of your practice sale questions.



CA DRE #00863149

**LEE SKARIN  
& ASSOCIATES INC.**

**Call for Free Consultation! 805-777-7707 or 800-SKARIN #1 (800) 752-7461**

**Art Wiederman, CPA, CFP**  
**Since 1984**  
**Broker Lic. #01511094**



**Phil Potter, DDS, FAGD**  
**Retired 2005**  
**Broker Lic.# 017806564**

**YOUR BRIDGE TO A SUCCESSFUL TRANSITION**

***Contact us for a Complimentary Consultation***

**1415 Warner Ave., Suite D • Tustin, CA. 92780**

**714.295.0501/p • 714.259.0406/f • [www.wppps.com](http://www.wppps.com) • [info@wppps.com](mailto:info@wppps.com)**

## **PREMIUM LISTINGS**

**Greater Palm Springs Area #1040**— Gorgeous Restorative/ Implant/ esthetic practice, fee-for-service grossing \$1M + in 2010 Net profit projected at \$422,381. Great street visibility, all digital, extremely well trained team. DREAM PRACTICE! Asking \$750,000!

**Central Orange County #1042**— Orthodontic practice, beautiful suite in highly desirable location, decades of goodwill. 2009 Gross \$370,000 Asking \$315,000!

**San Diego #1036**— This exquisite general practice is located in a free standing building, with great street signage and all digital. Eight (8) operatories, approx. 2,500 sq ft. Projected 2010 Gross \$1,680,837, true net profit \$704,610 Asking \$1,250,000!

**Glendale #1037**— Restorative/ Implant fee-for-service practice located in a elegant upscale area with decades of goodwill. approx. 1,100 sq ft., with 3 operatories, and 2 additional plumbed rooms, great access to major freeways, free private parking. 2009 Gross receipts \$488,853, Asking \$285,000!

**Victorville #1001**— Restorative/ Implant fee-for-service practice, approx. 1,500 sq ft. and dental building. 2009 Gross \$413,343, Asking \$225,000, option to purchase building for \$270,000!

**Mission Viejo plumbed Dental office for Lease**, approx. 1259 sq ft., if interested contact : [trish@healthcarerealty.org](mailto:trish@healthcarerealty.org)



*"I recently purchased my dream practice in San Clemente, CA. I completed my first week there and it exceeded my expectations... I know i am meant to be there." -Eric Johnson, DDS*

For Golf Tournament  
 photos and sponsor/  
 volunteer/ donation  
 information log onto :  
[www.wppps.com](http://www.wppps.com)





## Dental and Medical Office

### Design and Construction New and Remodel



**TOLL-FREE**

**(888) 462-6423**

**General Contractor Licensed Bonded**

**Excellent References**

Custom Design

Quality Construction

Certified Medical Gas Specialist

Personal supervision of all job phases

Respect for your budget and time frame

Turnkey office or any construction phase

Computerized layout maximizes space options



**SAN JOSE: For Sale** 3 op Office space & equipment only in south valley area of San Jose. Fully equipped includes hand instruments. Start up/satellite save hundreds of thousands of dollars. New lease avail w/purchase option. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

**Zoom Advanced Power lamb** works great. \$450 Call 949-548-0966.

**SONOMA CO** Santa Rosa, Grosses \$475k, 3 Ops, Seller Retiring, 100% Financing Available. Great Opportunity. Call ProMed 888-277-6633 info@promed-financial.com.

**Earn your live dental CE units in your pajamas** Yes – you can now earn live dental credits online in an ACES online classroom course. “Terrific! What a great method to help us access CE without leaving our home or office!” Merlin B. RDH, North Carolina. Check it out at [www.aces4ce.com](http://www.aces4ce.com).

**ORANGE COUNTY** Grosses \$530k, Established 25 Years, 1250 SF, 4 Ops, 3500 Patient Charts, 100% Financing. 888-277-6633 info@promed-financial.com.

**Urban Renewal Construction** Simple Designs, Fastrack Construction and Equipment all from one source. Call (949) 632-2648.

**SANTA CRUZ** General DDS, Building Available, 30 Years Established, Grosses \$600k, Sees 275 Patients/Month. More Potential. 888-277-6633 info@promed-financial.com.

**PRACTICE FOR SALE** #3240 – Redlands – GP Estb – 5 Ops, shopping center. Should do \$500k first year with a little marketing. Great lease. \$1.00 sq. ft. Grossing \$250k. FP. \$250k. Call PPS (714) 832-0230.

**SAN BERNARDINO & RIVERSIDE** Grosses \$540k, Established 15 Years, 4 Ops. Grosses \$300k, 1300 Patient Charts. 100% Financing. 888-277-6633 info@promed-financial.com.

**Got the Denti-Cal blues?** Let's face it, Denti-Cal is a complicated and challenging dimension of dentistry...don't go it alone. Let Kerendian & Associates guide you. 888-299-7848.

**MENDOCINO COUNTY** Established 22 Years, 3 Ops, 1300 SF, Grosses \$650K+, Building Available. More Potential. 100% Financing. 888-277-6633 info@promed-financial.com.

**Oral surgeon wanted** 2 days/mo. Fast paced downtown Oakland general dentist office. 50% of production. 510-928-1177.

**CEREC 3D CAD CAM** ACQUISITION MILLING UNIT FOR SALE. Includes 100+ Vita Mark II vitablocks, pro cad blocks and extra cutting diamonds. Beverly Hills. Contact: hlmccuinn@hotmail.com.

**LOS ANGELES CO** New Listing, Group Practice - Grosses \$2M, Nets 35%+, Building Available. 12 Total Ops. 888-277-6633 info@promed-financial.com.



# KINGS TWO DENTAL SUPPLY

Equipment Dental Supplies Handpiece Repair Service Department Dental Lab

*Mirage*



(Optional: cuspidor, monitor bracket & monitor)

**\$5,295**

As Low As \$115.00 Per Month

Finance is available through Providence Capital



Receive Two Items Free

- Fiber Optic System Installed
- Built-in Pieze Scaler W/3 Tips
- LED 60 Cordless Curing Light
- LED 55 Cordless Curing Light
- Dynamic P/B Handpiece
- \$200 Merchandise Credit

## MIRAGE System

**Mirage Dental Chair with Mirage Chair Mounted Unit and Light**

## BEL20/MIRAGE

**X-Calibur Dental Chair with Mirage Chair Mounted Unit and Light**

**Belmont**



(Optional: cuspidor, monitor bracket & monitor)

**\$6,295**

As Low As \$135.00 Per Month

Finance is available through Providence Capital

## ScanX Rebate Offers

**AIR TECHNIQUES**

ScanX Duo



**\$500  
Rebate**

ScanX I/O



**\$750  
Rebate**

ScanX Classic



**\$1,500 Rebate  
or Free Pan Plate**

**ScanX**  
The most versatile, compelling digital radiography system in the market

**Convert your Film Base Pan/Ceph System to Digital**

**AIR TECHNIQUES**



**Vac Star**



**Air Star Ultra**

**Call us Today**  
For 4th Quarter Special

**Belmont**



**Bel-Ray II  
097 AC**



**PHOT-x II  
DC**

**Call us Today**  
For 4th Quarter Special

**DENTIX**



**Eva Sensor**  
Get a Size 1 or Size 2 Sensor With Docking Station and a Basic Software

**~~\$5,695~~**

**\$5,195**



**SERVING OUR DENTISTS FOR OVER 20 YEARS**



**Tuttnauer**

Buy any Ez Series Fully Automatic Autoclave and receive your choice off

**Free Distiller (\$586 Value)  
OR  
\$400 Rebate**



**TEL: 800-715-5464**



918 Canada Court  
City of Industry, CA 91748

**FAX: 626-581-8137**



## WESTERN PRACTICE SALES

John M. Cahill Associates

### What separates us from other brokerage firms?

As dentists and business professionals, we understand the unique aspects of dental practice sales and offer more practical knowledge than any other brokerage firm. We bring a critical inside perspective to the table when dealing with buyers and sellers by understanding the different complexities, personalities, strengths and weaknesses of one practice over another.

*We offer unsurpassed exposure - Marketing your practice in all of the major journals, including Dental Economics.*

As the only brokerage firm that represents sellers and locates buyers throughout California, Nevada and Arizona, Western Practice Sales/John M. Cahill Associates not only offers personalized service, superior credentials, combined resources, data base and networking power but also experience, expertise and exposure that is unsurpassed in the industry today.



Tim Giroux, DDS

"Owned by Dentists, Serving Dentists"

**800.641.4179**  
westernpracticesales.com



Frank Farry, MBA

**Buy 5 of the 5-5 U&L Stainless Steel Roth** or MBT Prescription Brackets kit 20/Set for \$19.95 and Receive 1 Kit for Free with Kings Two Dental. Want to know more? Please call us at 800-715-5464. Top Quality Guaranteed on our Orthodontics Products (Made in USA).

**Want to retire?** I will run your practice with buyout option. Preferably Orange County. Contact [giad@msn.com](mailto:giad@msn.com).

**Caudill & Associates (New Listing)** Palm Desert – 5 Ops (All Adec), a picture perfect Office, over \$400,000 in Interior improvements. Collections of \$1,300,000 in 2009, p/t Assoc. Call (951) 314-5542. [www.caudillpracticesales.com](http://www.caudillpracticesales.com).

**LA OFFICE SEEKING SPECIALISTS** Oral Surgery, Pediatrics, Periodontics. Bring own equipment/contracted with most Ins. plans a plus. Email [cpdc@sbcglobal.net](mailto:cpdc@sbcglobal.net).

**PRACTICE FOR SALE** #3237 – Anaheim Hills – Group member wanted – Hi identity. GP has space to share with Specialist. Pedo/Ortho/Or ?. Call PPS (714) 832-0230.

**Manage Safely Bio-Hazard** and Hazardous Waste in your Practice. California State approved Eco-friendly, Safer, Cleaner, Self-disposal and Recycling products. Visit: [www.archtechnochem.com](http://www.archtechnochem.com) or E-mail us: [sales@archtechnochem.com](mailto:sales@archtechnochem.com) or Call: 858 348 3974.

**STATE OF THE ART DENTAL OFFICE** FULLY EQUIPPED TO SUBLEASE 2-3 DAYS A WEEK IN REDONDO BEACH [LUZ@DENTALIMPLANTSCENTER.COM](mailto:LUZ@DENTALIMPLANTSCENTER.COM).

**\$600,000** Amalgam-free GD Practice, Westwood, with 4 Ops, includes equipment, wet lab, consultation/seminar room, sterilization room. MPG, (949) 675-5578.

**DIGITAL X-RAY SENSOR** for Sale-Brand new EVA Size #2 Complete System with 3-year Warranty. \$3,900. 909-844-6866.

**FOR SALE MM250** midmark ultrasonic cleaner, or trade w/ other dental materials. Brand new in box email me at [areluciodds@sbcglobal.net](mailto:areluciodds@sbcglobal.net).

**VENTURA, CA\*\*\*** Dental Office Sale By Owner Established 23 yrs.\*\*\*PP0 + Cash Only Office!\*\*\* No Brokers. Qualified Buyers Only.\*\*\* (805)626-0206.

**Hundreds of new patients** will pour thru your door regardless what the economy is doing... GUARANTEED! Visit [www.AttractDentalPatients.com](http://www.AttractDentalPatients.com).

**All County Construction** Enhanced to fit your style, designed to fit your budget. Call us for a free estimate today 714-240-4123.

**I need an apex locator and cavitron** Call David 818-439-9954. Thank you.

**Dentist needed in Huntington Beach office** Part/time, base salary and bonus 8-5pm email [gary@harbourlandingdental.com](mailto:gary@harbourlandingdental.com).





**ON YOUR WAY TO THE TOP  
MAKE SURE YOU HAVE THE RIGHT TEAM ON YOUR SIDE**

*"If you want an attorney who will protect you and make sure the deal gets done, then Sherry Mostofi is the one for you."*

*A. Benson, D.D.S., Newport Coast, CA*

*"Having a competent and intelligent attorney, who takes the time to talk to her clients in the evenings and on weekends is what makes Mostofi Law Group #1."*

*M. Friedman, D.D.S., Los Angeles, CA*

**SHERRY MOSTOFI, ESQ.**  
GRADUATE OF YALE LAW SCHOOL

**CALL FOR A COMPLIMENTARY  
CONSULTATION**

**1-888-448-4288**

**[www.MostofiLawGroup.com](http://www.MostofiLawGroup.com)**

**LOS ANGELES**

**IRVINE**

**SAN DIEGO**

**Incorporation**

**Estate Planning**

**Lease and Subleases**

**Partnership Agreements**

**Employment Agreements**

**Purchase and Sales Agreements**

**Real Estate Purchase and Sales**

# 10 YEAR WARRANTY on these Operatories



**\$4795**

**Clinic Operatory**



**\$4995**

**America Operatory**



**\$5495**

**Universal Operatory**



**\$5495**

**Independence Operatory**

**Complete Delivery Systems Available at \$2095 with 10 Year Warranty**

## Complete Dental Office

Delivered & Installed

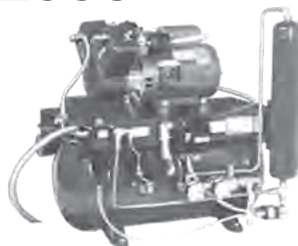
**\$21987** or **\$99.00**  
Per Month/OAC

2 Operatories, 2 Dentists Stools  
2 Asst. Stools, Air Compressor  
Vacuum System, Utility Controls  
X ray Machine, Sterilizer Autoclave  
X ray Processor

**Includes Office Design**

**DHP Air Compressor**  
Oil Less w/ Drying System

**\$2995**



**Super Flow 10 Dry Vacuum**

**\$4695**

Trade In \$1000

**\$3695**

Water District  
Rebate \$500  
Lower Price  
to \$3195



## Dansereau Dental

250 E. Harrison Street, Corona CA 92879

[WWW.DHPDENTAL.COM](http://WWW.DHPDENTAL.COM)

(800) 423 - 5657

**Dental Office for Sale or Lease** Inland Empire. Great Location. New Equipment. Call (949) 633 - 6260 for more information.

**ORAL SURGERY IN YOUR OFFICE** Oral Surgeon will bring assistant + all instruments/equipments. GA/IV Sedation. Flexible hours. Call 818-606-7598.

**PRACTICE FOR SALE** #3235 - VENTURA - EMERGENCY - Health necessitates sale. Ventura - Center of city. Hi identity Shopping center. 1,100 sq.ft. - 3 Ops. Established 32 years. Grossing \$300k. Full Price \$150k. Treat this opportunity as a starter practice - starting with 32 years of patients. A diamond in the rough. Call PPS ASAP (714) 832-0230.

**"Trust and reputation"** Best at what they do." Dr. Bruce and Judy Goldman, Chula Vista, California-See our ad on Pg. 2.

**PRACTICE FOR SALE/FULLERTON** 4 eq ops in shopping center. California Practice Sales, Inc. Phone: 714-639-2775.

**Matsco is now Wells Fargo Practice Finance** Let's talk about how we can support you. Call 1-888-937-2321 or visit [wellsfargo.com/practicefinance](http://wellsfargo.com/practicefinance).

**For Sale** Cerec 3 CAD/CAM system and Cerec MC XL milling machine with Biogeneric software incl. Only 2 years old. Call (805)797-7221.

**Bilingual Dental Assistant** with good communication skills. Private office in South Gate. 562-862-1345.

**\$3,000 intraoral camera** on sale for only \$1000. EZ 2000 hi res usb wired camera. Comes with free image software. 800-273-5033.

**BUYER LOOKING TO BUY ORTHO PRACTICE IN LA** Prefer 10-mile radius of Down Town. Avoid 10% Commission Call (310) 617-8525.

**Orascope** Flip-up, 2.5x magnification. It is in good condition. Comes with a black wooden case. \$500 obo. [perioimplantdoc@gmail.com](mailto:perioimplantdoc@gmail.com).

**Experienced male GP** available for Sat and Sun. Please call 323 825 3490.

**San Diego** Seeking an Orthodontist to share office and start/bring his own patients to this established General practice. e-mail: [eifle12@yahoo.com](mailto:eifle12@yahoo.com).

**UOP graduate GP** seeking P/T dentist position in S Calif. possible buy out preferred. (805)405-1213 [achoroomi@yahoo.com](mailto:achoroomi@yahoo.com).

**ORAL SURGEON AVAILABLE** AVAILABLE TO DO ALL ASPECTS OF ORAL SURGERY WITH VERY STRONG BACKGROUND IN IMPLANTS AND DENTO-ALVEOLAR SURGERY. 818-388-2737.

**PORTERVILLE** Freestanding Building & Practice for sale. 2,700 sq ft, 6 ops & 1 bedroom upstairs. Loc Pham, Broker 714-550-7494.

# DENTAL PRACTICES FOR SALE

**OFFICE BUILDING FOR SALE IN HAYWARD** - 3 units in a 3,000 sq. ft. one-story building located on corner lot. Nearby 7-Eleven, gas station and elementary school. Good foot traffic, ample parking, and good security. Building is primarily occupied by dental and medical tenants. Ideal for multi tenant building: dental, medical and office use. One 933 sq. ft. unit 3 plumbed ops is available for rent. Call to Buy or Rent. #111MH

**MOUNTAIN VIEW** – Busy 1,500 sq ft. gp located on major cross street along with major store anchor. Excellent visibility. 3 ops, plumbed for 5. Seller financing available. #919HMY

**SAN BRUNO** – Leasehold Improvements. 4 plumbed ops in 1,500 sq ft. freestanding building located on street corner. Excellent visibility and parking spaces. Building purchase optional. #920HSB

**HAYWARD** - 5 ops, 5 x-rays, 3 intraoral cameras in 2,712 sq.ft bldg. Approx. 80% PPO. First 6 months collection 2010 approx. \$315K. 2009 collection ~ \$570K, 2008 collection ~ \$515K. #611HH.

**MILLBRAE** - 1500 sqft, 5 ops, plumbed for 6, Pano Unit. 2007 gross -\$ 750K, 2008 gross -\$725K. #H1217M

**DINUBA** - Well established gp 1,540 sqft, 4 ops, 2 digital x-rays, Intraoral Camera - 2 yrs old. Gross \$465K in 2009, \$390K in 2008. Asking \$165K. #915RD

**FRESNO** - Great starter gp located in shopping plaza. 4 ops, 3 x-rays. 1350 sqft. Asking \$259K. #4201NF

**PORTERVILLE** – Dental Practice Oasis. Freestanding Building & Practice for sale. 2,700 sqft, 6 ops, 4 x-rays, 2 intraoral cameras & 1 bedroom upstairs, located on busy street. High visibility. Great opportunity. #914PV

**TEMECULA** - Projected annual production approx. \$276K. New Equipment in 1,200 sqft, 3 ops office located in shopping ctr with 2 major stores as anchors. Lots of foot traffic. Good street visibility. Asking \$165K. #527T

**GLENDALE** - This modern, well designed, efficient dental practice with 3 ops, approx. 1,200 sq. ft. located on main street in shopping center/strip mall with marquee sign. Excellent visibility and accessibility. Building is in excellent condition. #120NEG

**LOS ANGELES** - Starter gp w/ 3 ops, 3 x-rays in ~ 950 sqft. No HMO, no Medical. Asking \$154K. #825DLA

**EAST LOS ANGELES** - Freestanding Building with 5 ops, 3 x-rays. Asking \$525K. High foot traffic. #422LDB

**LOS ANGELES** - Asking \$135K. Gross approx. \$280K. 5 ops in 1,200 sq.ft. retail bldg. #2221

**RESEDA** - Asking \$148K. Great Starter GP w/ 3 ops, 900 sqft. Busy intersection. Prime location. #3240RL

**PASADENA** - Asking \$350K. Modern office. New EQ & renovation. 4 ops, 1740 sqft. High visibility. #2110P

**BUENA PARK** – 3 ops in approx. 1,070 sq. ft. located on main street in plaza close by shopping center, dinings, entertainments & hotels. Equipment is approx. 3 yrs old. Excellent visibility & easy access to freeways. #112BP

**GARDEN GROVE** - Asking \$250K. 2,600 sqft gp, 6 ops. w/ potential to expand to 8 ops. (all plumbed). #3410

## DENTAL PRACTICES WANTED

Attn Seller! We have high demand for listings for the following areas:

San Fernando Valley • Los Angeles • San Gabriel Valley • Orange County • Fresno  
San Diego • San Jose • San Francisco Bay Area • San Bernardino Valley • Riverside County

**BUY PRACTICE • SELL PRACTICE • FINANCE PRACTICE**

**Call Loc Pham, Broker (714) 550-7494 For More Information!**

quickbiz4-e@yahoo.com | www.lcffin.com

LCF Financial, Inc. DRE #01875780



**Fuji Dental Lab offers American made products** with a 3 day turn around, quality and low pricing. Call Kip for special pre-paid pricing. 800-315-3251.

**MURRIETA SALE** 6 ops, full digital, 4 yrs new SCRATCH, exquisite design. Lots of FFS patients. No HMO/DENTAL, Average last two year COLLECTIONS: \$428K on 2 1/2 days. PRICE: \$250K-300K Email: gowgates2006@yahoo.com.

**PRACTICE FOR SALE** #3227 – Orange County – GP – HMO – Gross \$1.15 million. Modern multi Op office. Good lease. Seller will stay 3+ yrs. Seller referred out \$250k in Endo, \$100k in O.S., \$300k in Ortho. Buyer to manage/with specialists should Gross \$2 mil. F.P. \$1,150,000. A Fantastic bargain. Call PPS (714) 832-0230.

**Dental office** with 3 operatories available for lease on Mondays or Wednesdays. LOW RATE (Endodontist only) Please contact fshadrok@gmail.com.

**BAKERSFIELD #24** Pride of ownership, (4) op compt. G.P. for sale. (2) ops eqt'd/ 2 add. plumbed. Retail location. Mixed pt. base. Gross Collect. approx \$200K/yr p.t. D&M Practice Sales 818.591.1401.

**sublease, ocean vu** santa monica, gorgeous, state of the art equip, great for new DDS, free parking 310 779 7219 Lisa.

**DENTIST LOOKING TO PURCHASE PRACTICE** immediately in SF bay area, 3+ ops, no hmo. please contact 650-396-8167, or email irajkumar@gmail.com.

**LANCASTER, CA** Well established, 4 op GP with an excellent location. Over 34 years goodwill. The seller is retiring. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

**Associate Dentist** Min. 5 years experience. Anaheim. Molar endo, pedo, 3rd molars a plus. Fax CV to: 714-687-0880.

**"We use Cyclorinse on a daily basis** for light ultrasonic cleanings. It's fast acting, short duration, and reliable." –Dr. James Wilson, DDS.

**Dentists** Why refer out your patients for 3rd molar Extractions, Endos & Implants? Keep the \$\$\$ in your practice. Call (310)869-5754.

**SAN CLEMENTE PRACTICE AND REAL ESTATE** Dental building with 3 ops plus one apartment rental unit. Practice collects \$170,000/year. Building plus practice for \$750,000. Kurt Skarin 805-777-7707.

**A/T 2000 FILM DEVELOPER FOR SALE** BRAND NEW IN BOX WITH WARRANTY, EMAIL YOUR BEST OFFER FASTFOOD86M@YAHOO.COM.

**PRACTICE FOR SALE/SAN DIEGO** Pacific Beach 5 Ops, \$461 collections. KEN RUBIN Practice Sales, Inc. 619-299-6161.

**Orthodontist wanted** one day a month prefer Wednesday in Culver City, Please call (310)904-9925 or e-mail to Martinez\_Kgaby@yahoo.com.

# Best Value to Insure Your Dental Practice!

**Dental Offices - Our Specialty**  
**Free no obligation quotes**

**- Office Package -**  
**The most comprehensive**  
**in the business includes:**  
**Earthquake, Flood, Fire, Theft for**  
**your Business Personal Property and**  
**Tenant Improvements. Not available**  
**anywhere else at any price!**

- All risk computer coverage including software
- Employee Dishonesty
- Loss of income (actual)
- Comprehensive General Liability
- Workers Compensation
- Professional Liability
- Life Insurance - Term, Universal life, Variable Plans
- Disability Income - Best rates
- One stop for all your insurance needs
- 0% Interest Financing
- One monthly payment for all your policies
- VIP Service • No Brokers Fees

**What are you waiting for?**  
**Call me now.**



**Dennis Rosene**  
**Insurance Agency, Inc.**  
**2503 Eastbluff Drive, Ste. 201**  
**Newport Beach, CA 92660**  
**800-448-4664**

**SPECIAL OFFERS!**

Expires December 31, 2010

**0% Financing****FREE iPad®**  
With sensor bundle purchase!

# It's Boxless!

The all new DentiMax® digital sensor represents the latest in CMOS radiography. See how DentiMax sensors can help your practice with...

- Crystal-clear, Film Like X-ray Images
- Improved Patient Comfort
- Windows® 7 Compatibility
- No Cumbersome Sensor Box
- Powerful but Easy to Use Software
- Free Software Training

Crystal  
clear digital  
x-rays



DentiMax digital imaging also works with most digital panoramic x-ray machines and most intraoral cameras!

SENSORS STARTING AT

**\$5499**
**DentiMax**  
Better Technology, Better Price

Call for the best imaging systems and  
Practice Management Software

Call for your **FREE** demo  
**(800) 704-8494**  
[www.dentimax.com](http://www.dentimax.com)

® are all registered trademarks of  
their respective owners.

► **DON'T MISS OUT ON SECTION 179**

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



**ModuPro Endo Kit** removable sextants, auto-mixing Fixing Gel and Apex Putty with case. New is \$172, Selling for \$100. perioimplantdoc@gmail.com.

**PRACTICE FOR SALE** San Diego CHULA VISTA (Eastlake) ORTHODONTIC Practice 2 yrs NEW. Stunning Office. 6 Ops SDPS: 760-599-7828.

**PRACTICE FOR SALE** #3226 – Corona – New Hi identity – new shopping center. Grossing \$400k. HMO \$3k - \$4K/month and growing. 4 Ops room for more. Obviously this is a million dollar location. Question of time. Seller's health necessitates sale at a bargain price. Call PPS ASAP. (714) 832-0230.

**For Sale** CEREC 3D and Compact Milling Unit. Perfect Condition. Latest Software. Blocks and Oven Included. \$29,000. Contact MSalamy@aol.com.

**I am honored to write this testimonial** for Medikbuild and Mr. Ken Levi. I admire his professionalism, integrity, passion, great listening ability and attention to detail. My office was completed on time with more than pleasing results. I highly recommend Medikbuild and Mr. Ken Levi to anyone who needs a great builder in the healthcare facility field. Dr Alijani 310 968 9323.

**BUYER LOOKING TO PURCHASE** DENTAL PRACTICE: Prefer 5-mile radius of E.L.A. or Down Town. Will Pay Best price. Avoid 10% commission. (310) 617-8525.

**UOP graduate GP** seeking P/T dentist position in S calif. Bilingual english, persian. (805)405-1213 achoroomi@yahoo.com.

**Practice for Sale** GD needed for San Diego County, CA \$1,250,000 8 operatories, 714 259-0501.

**ORTHO position immediately available** Dallas TX. Full/part-time. Fully staffed and managed. Orthodontist has autonomy in starts/treatment plans. orthodallas@gmail.com.

**Complete Sensor/Practice Management** Software Bundle. Includes three sensors, imaging software and practice management software. Call (800) 704-8494.

**Periodontist available in your practice** Contact me at periodontalexpert@yahoo.com. I have all my instruments. Do not send patients out!

**MOSTOFI LAW GROUP Dental Law** Practice Purchase and Sales Agreements • Leases • Estate Planning • Employment Law • Sherry Mostofi, Esq. • www.MostofiLawGroup.com • 1-888-448-4288.

**Get a jump on everyone else?** Read The Dental Trader online before it hits the streets in print. Look for it at www.dentaltrader.com around the 20th of each month and get the best bargains before it arrives in the mail. Check out the ad board too! Next month's ads appear there now!!

**Bakersfield Pediatric Dental Office** seeking associate for Fridays. Either specialist or G.P with conscious sedation permit (661)872-2170.

## Want your Dental Trader to follow you?



Just use our Change of Address form at:

**www.dentaltrader.com**

and provide the address you want it mailed to.

Your home, post office box, anywhere!

*The Dental Trader does not sell or share it's mailing list with anyone...your privacy is fully protected.*

**Litigation is the new retirement plan...** if you find yourself placed in a defensive position, call Kerendian & Associates. We'll protect you. Call Kerendian & Associates 888-299-7848.

**Just pay rent** New clinic, three fully equipped operatories, X-ray etc... by landlord in San Gabriel. (626)478-8813.

**Bilingual Front office** with strong customer service skills. Basic office duties, appointment scheduling, answering phones etc. 562-862-1345 South Gate.

**Hygienist wanted in Lawndale** 2 yrs experience. HS diploma. Radiology/Nitrous Oxide certifications. Job description will be provided. Send resume: kajikawafamilydentistry@gmail.com.

**PRACTICE FOR SALE/GARDEN GROVE** Turn-key 3 eq ops, 10 yrs goodwill. California Practice Sales, Inc. Phone: 714-639-2775.

**GP looking for space** to share two days a week near I-15 and I-8 in San Diego. please contact 858-679-2838.

**DENTISTS ARE EARNING** tens of thousands of dollars training dental assistants. GET STARTED FOR ONLY \$1,500. Call for details: Larry (626)941-4636 Chris (562)777-5913 or see www.schoolbuilderplus.com/dentist.





Lic.# 866049

FREE ESTIMATE &amp; CONSULTATION

**1.888.833.7361**[www.medikbuild.com](http://www.medikbuild.com)

## BUILDING YOUR DREAM FACILITY



- New dental offices
- Dental office renovation
- Tenant Improvements

- Creative finance solutions
- Excellent references

**Legal Tip** Does it matter whether the sale closes this or next year? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**STOP REFERRING OUT!!!! CHIEF ORAL SURGERY RESIDENT WILL DO ALL YOUR SURGICAL PROCEDURES IN YOUR OFFICE. ALL INSURANCES. IV SEDATIONS. CALL (818)253-5223.**

**Motorized Pelton Crane chair** with mount light. Avg. condition. \$645 Please email [allaboutsmile@yahoo.com](mailto:allaboutsmile@yahoo.com) for pictures and more info.

**CEREC 3D CAD CAM ACQUISITION MILLING UNIT FOR SALE.** Includes 100+ Vita Mark II vitablocks, pro cad blocks and extra cutting diamonds. Beverly Hills. Contact: [hlmquinn@hotmail.com](mailto:hlmquinn@hotmail.com)

**ENCINO office for rent** up to 5 days/week. great location, excellent terms. general or specialist call 818-625-6030.

**RANCHO SANTA MARGARITA ORTHODONTIC PRACTICE FOR SALE** - Private Ortho practice with 4 operatories in shopping center – 20 years old – greater starter practice – very modern – private insurance and cash only – 2009 net income over \$200,000 on 3 easy days/week – Thomas & Fees Practice Sales (714) 544-4341.

**Do you hate taking a day off** to get your live dental CE units? Now you can earn live CE units online. "I really enjoyed the ACES webcast seminar! So much better than taking up my work day or free time." Gary A. DDS, California. Over 20 live webcast dental CE courses offered every month at [www.aces4ce.com](http://www.aces4ce.com).

**i am looking to buy** all type of dental instruments/equipment for my office. [agamasoud@hotmail.com](mailto:agamasoud@hotmail.com).

**PRACTICE FOR SALE** #3205 - Downey – G.P. Grossing \$850k, \$80,000 last month. 4 Ops. Fantastic location. 1-800-Dentist emergency rights. F.P. \$650k. Call PPS (714) 832-0230.

**With our 100% GUARANTEED** you can't lose. Hundreds of new patients are at your fingertips. Just visit [www.AttractDentalPatients.com](http://www.AttractDentalPatients.com).

**Got an ugly operatory?** Give it a makeover! New upholstery and paint can make humdrum equipment exciting and new. Diversified Dental & Upholstery (800)707-3449 / (714)827-8515. Ask about our new equipment specials!

**USC graduate GP** seeking FT/PT position. Great with kids, caring, and efficient. Call (310)625-8812.

**Buy 5 of the Orthodontics** Super Elastic Ni-Ti Archwires and Receive 1 Free. Ni-Ti Wires Round 10/Bag \$8.95, Rectangular \$9.95 with Kings Two Dental. Please call us at 800-715-5464. Top Quality Guaranteed on our Orthodontics Products (Made in USA).

**Dental Office for Rent** Available NOW! Located on second floor. Has remodeled skylights and private parking. Contact [njydds620@yahoo.com](mailto:njydds620@yahoo.com) if interested.

**MOUNTAIN VIEW** Busy 1,500 sq ft, 3 ops, plumbed for 5. Seller financing available. Loc Pham, Broker 714-550-7494.

**\$700,000** GD Practice, San Dimas, 4 Ops, 13 computers, paperless office, state-of-the-art sterilization room, free-standing building. MPG, (949) 675-5578.

**Oral Surgeon needed** for Long Beach office, mostly Denti-Cal and few Insurance. Denti-Cal provider preferred. Please fax CV to 949-646-1576.

**"NOBODY IS MORE FLEXIBLE** WHEN IT COMES TO DENTAL LOANS!" California General Bank, John Drake 626-204-2471.

**Experienced general dentist** placing implants in your office @ \$500/implant including the Implant. Over 1000 placed. Willing to teach you hands on during surgery if interested. For info email [Implant600@gmail.com](mailto:Implant600@gmail.com).

**Gendex x-ray developer 4 sale** great condition \$950+S&H, Please email [allaboutsmile@yahoo.com](mailto:allaboutsmile@yahoo.com) for pictures and more info.

**\$4695 for a Dry Vacuum System** made in USA. Replace that water guzzling Wet Vacuum System. Call (800) 423 - 5657 or Visit [WWW.DHPDENTAL.COM](http://WWW.DHPDENTAL.COM). for more information.

**LOS ANGELES OFFICE FOR SALE** Gross 230-250K. Hispanic patients. 80% cash. Low overhead = high net. 120K obo. (626) 378-4564.

**ENDO in OC** Laguna Niguel. Asking ONLY \$120,000. Select Practice Services, 714-421-4407.

**GP 4 Hire in S CA** USC new grad 32 yo asian M spk Chinese [tedsheng@yahoo.com](mailto:tedsheng@yahoo.com) 626-757-3786.

**DIGITAL X-RAY SENSOR SPECIAL** Buy one complete Eva Sensor Kit at \$4,995 and get a 2nd sensor for only \$3,995. While supplies last. Call 800-273-5033.

**Orthodontist wanted** Office in El Monte, CA. One day a month for 3 hours in the evening. Please call 626-444-2002.

**Matsco is now Wells Fargo Practice Finance** Let's talk about how we can support you. Call 1-888-937-2321 or visit [wellsfargo.com/practicefinance](http://wellsfargo.com/practicefinance).

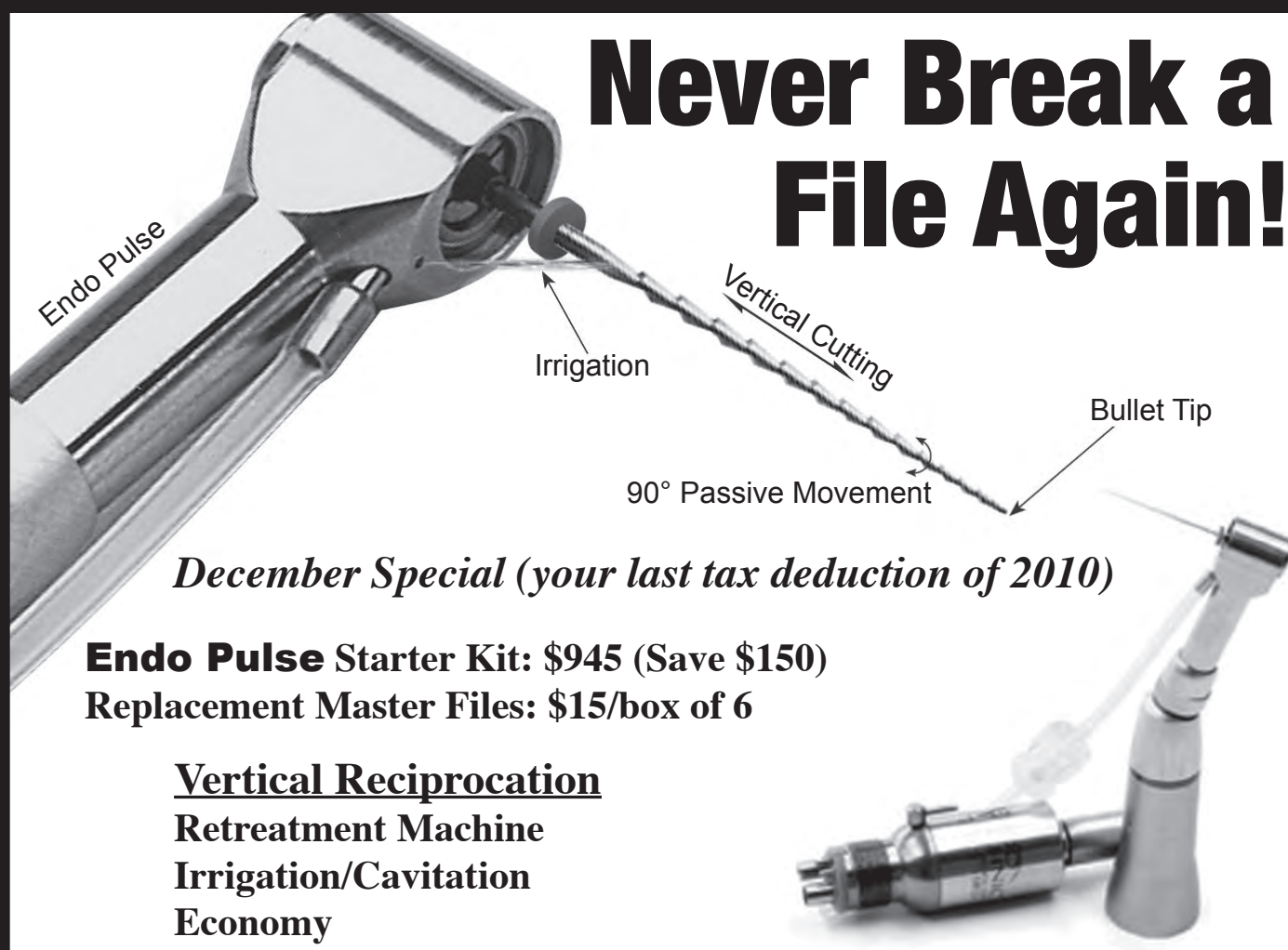
**Just because you can advertise** to every dentist (statewide) in CA free (in The Dental Trader) doesn't mean you should. Consider whether your free ad is best suited to the northern or southern CA edition exclusively when placing your ad.

**An air compressor suffered internal damage** which then caused the drive motor to short circuit. The cost to replace the motor and compressor was \$8,082.00! We paid it! Call the Dental Insurance Specialist! Dennis A. Rosene Insurance Agency Inc. (949) 645-6000 or (800) 448-4664.

**dental office for lease** valley village, upgraded suite approx 1300 sf 6 parking free contact [svierheilig@charlesdunn.com](mailto:svierheilig@charlesdunn.com).



# Never Break a File Again!



## Wamkey

**2 minute Crown and Bridge removal**  
**SAVE the Crown**  
**NO Patient Pain**



**Wamkey \$265**

(Kit includes 3 sizes Wamkeys, 3 burs, DVD)

## FILE SALE



**Nickel  
Titanium  
File Sale**

**Super Flexible Hand Files**

**\$12 or \$15 per box of 6**

**K-Files**

**H-files**

*Limited Supplies (Give us a call)*

# ENDO TECHNIC

**Toll Free: 877-477-8899**

**Local/Intl: 619-286-8899**

**Fax: 619-286-0270**

**Visit [www.endotechnic.com](http://www.endotechnic.com)**



# DENTAL OFFICE CONSTRUCTION WITH NEW EQUIPMENT & CABINETS UNDER 99K COMPLETE!

**DESIGN  
REMODEL  
RENOVATE  
BUILD  
EQUIP**

**SIMPLE  
COST  
EFFECTIVE  
SOLUTIONS  
TO YOUR  
NEEDS**

**URBAN RENEWAL CONSTRUCTION**

**(949)632-2648**

3 GROVESIDE DRIVE ALISO VIEJO, CA 92656  
LICENSE 501-106

**"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.

**Secretary job for immediate hire** Lawndale, CA. Requirements: 2 yrs experience. HS diploma. Job description will be provided. Send resume: kajikawafamilydentistry@gmail.com.

**Paying too much for Rent** time to Renew your lease, want Rental Reduction – Caudill & Associates has represented 100's of Dentist – www.caudillpracticesales.com Call (951) 314-5542.

**I am looking for used or new** Nitrous oxide unit. If you are selling one please email me at mbp165@gmail.com.

**PRACTICE FOR SALE/GARDEN GROVE** 2 practices 1 location; Bldg for Sale. California Practice Sales, Inc. Phone: 714-639-2775.

**Looking to rent a chair** in a dental office on Mondays for general dentistry. Orange County. Please contact griad@msn.com.

**WEST HILLS (CANOCA PARK)** (3) op comput. G.P. for sale. In a prof. bldg. Digital x-rays & Dentrux s/w. Cash/Ins/PPO pts. 2010 Projected Gross Collect of \$360K p.t. Seller retiring. D&M Practice Sales 818.591.1401.

**Dental assistant for immediate hire** in Lawndale, CA. HS diploma, 2 yrs experience. Job description will be provided. Send resume: kajikawafamilydentistry@gmail.com.

**PRACTICE FOR SALE** #3193 – Palm Desert – Great Shopping center. Grossing \$400k+. Great Location. Call PPS (714) 832-0230.

**Sensimatic Electrosurge** 600se for sale, \$250 O.B.O., used once. (949)380-9506.

**Fuji Dental Design Lab** offers superior quality porcelain Veneers, made in the Usa by Japanese Master Ceramist and technicians. Affordable quality. Call Kip today! 800-315-3251.

**Reseda Dental office** Family growing. Beautiful 5 operatories + 1 plumbed. Good production. Price reduction for quick sale. Call (818) 836-4815.

**PRACTICE FOR SALE/SAN DIEGO** Mission Valley 4 Ops, \$403 collections. KEN RUBIN Practice Sales, Inc. 619-299-6161.

**40 year Perio Practice** Low overhead. Brand new 5 operator (3 year old equipment). Doctor works 2 days/week. dentaltrader@hotmail.com.

**MORENO VALLEY PRACTICE** Collects over \$2.0 million per year with 10 days of hygiene per week. 8 op, free standing building. Asking \$1,500,000. Kurt Skarin 805-777-7707.



# CALIFORNIA PRACTICE SALES, INC.

Specializing in the Selling and Appraising of Dental Practices



**John W. Knipf**  
President

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

## GREATER LOS ANGELES COUNTY

**BEVERLY HILLS** - Leasehold Improvements & Equipment Only! Located in multi story historical medical professional building with parking options. Practice consist of 3 fully eq. ops., in 993 sq. ft suite. The building management is offering up to 6 months rent at half price and approximately \$15,000 in tenant improvements. A must see to appreciate. Property ID #3601.

**CENTURY CITY (GP)** - Located in Medical Professional Building with underground and valet parking Practice consist of 3 fully eq. ops., each with their own x-ray unit, in a 770 sq. ft. suite. All of the equipment is new or less than 2-3 years old. Seller work 3 days/wk and see approximately 8-12 patients/day. Income source: 80% insurance and 20% cash. The office is completely computerized with electronic charts and tracked with Easy Dental. Property ID #3571.

**CENTURY CITY (GP)** - Well established practice located in a multi story medical professional building. Computerized office with Dentrux software, intra-oral camera and digital x-ray. Office consist of 5 fully eq. ops. Equipment is approximately 5-8 years old. 100% patient referral. 2 days/wk practice with 2 days of hygiene and sees approximately 6-8 new patients/day. Projecting approx. \$500K in 2010. **Buyer's net of \$175,867.** Property ID # 3581.

**ENCINO (GP)** - Price Reduced!!! 3 fully eq. ops., 1,200 sq. ft. suite, 7 story professional building. Seller works 2 1/2 day/wk. 15-25 new patients/mo. 100% Patient Referral. Income stream: insurance/cash 30%, special needs/ cash 60% & Medi-cal 10%. Computerized practice with Intra Oral Camera & Digital X-Ray. Denti-soft software package. 2 1/2 year old equipment. Low rent for the area. Collected approx. \$514,348 for 2009. **BUYER'S NET OF \$166,627.** Property ID # 2631.

**GLENDALE (GP) Turn-Key Practice** - 3 fully eq. ops., 5 plumbed not eq. ops., 1,200 sq. ft. suite, two story Medical/Dental building. 3 day/wk practice with approx. 30-40 new patients/mo. 45% insurance, 38% cash & 17% Medi-cal. 100% Patient Referral. Computerized office with Intra Oral Camera and Easy Dental software package. Good location. Projecting approx. \$218,004 for 2010. Property ID# 2591.

**HOLLYWOOD (GP)** - 6 fully eq. ops., 1,800 sq. ft. office located in single story shopping center. 20+ years of goodwill. 5 days/wk practice w/ approx. 30-40 patients/day. Income source: 15% insurance, 66% cash, 11% Medi-Cal & 8% capitation. Computerized office with digital x-ray. All dental chairs have been reupholstered and the outside and inside of the building has recently been painted. Grossed approx. \$936,888 for 2009. Projecting approx. \$920,630 for 2010. **Buyer's Net of \$214,821.** Property ID #3441.



**4 CE Credits!**


# PLANNING & PREPARING FOR PRACTICE OWNERSHIP

**Limited Seats Available!**

You Are Invited to Join Us

**Friday, January 21, 2011 • 8am - 12:30pm**

**Old Ranch Country Club**

**3901 Lampson Ave, Seal Beach, CA 90740**

**Here is what you will learn from Gary at this informative seminar:**

- Why owning your own practice is your key to financial success and professional fulfillment
- Seven specific criteria to use when evaluating potential practices to purchase
- The most common practice transition pitfalls and how to avoid them
- Specific steps to take to prepare for practice ownership
- OK....Now I own a practice; now what?..... How to develop your ideal practice!



Practice Finance

To be sponsored by California Practice Sales, register before January 14th, 2011  
Course Registration Fee: \$295 - Contact Mari at (888) 376-6434 to register today!

## Featured Guest Speaker



### Gary Takacs *Practice Advisor*

Gary is a nationally recognized expert on the business of dentistry. For the past 25+ years, his passion has been helping dentists develop their ideal practice. As one of the most requested speakers on the national (and international) lecture circuit, Gary has educated and entertained audiences throughout the world with his unique combination of wisdom, humor and practical, 'use-it-now' advice. Attendees report that his courses are the most informative and entertaining courses they have ever attended and they can't wait to get back to their office to apply their newfound information. Gary also owns a dental practice that serves as his 'test kitchen' to develop and refine the information he teaches ensuring that his concepts are tested and proven in the real world!



Takacs Learning Center is an ADA CERP Recognized Provider.  
Course may be cancelled at any time. Full tuition will be refunded with a 24 hour notice.





Alice C. King, V.P.



# CALIFORNIA

## Specializing in the Selling



### Have You Visited Our Web Site?

[www.CalPracticeSales.com](http://www.CalPracticeSales.com)

Instructional videos & current practices in a single easy-to-use location!

Free instructional videos; hear from our clients on how we became their most trusted advisor...

Your opinion is important, email us topics you would like to see in our video library at:

[Jknipf@aol.com](mailto:Jknipf@aol.com)

**LOS ANGELES** – Price Reduced!!! 1,300 sq. ft. GP practice in strip shopping center with 5 fully eq. ops. Sellers work 3 days/wk. Computerized office with intra oral camera and Dentrix software. Income source: 50% insurance, 29% cash, 20% medi-cal & 1% capitation. Approx. 15 patients/day are seeing with approx. 10 new patients/mo. 17 year of Goodwill. Heavy traffic flow with great street visibility. Collected approx. \$360,151 for 2009. **BUYER'S NET OF \$ 73,550.** Property ID #2771.

**LOS ANGELES GP** – Long established practice with excellent street visibility and amazing views. 3 fully eq. ops. 1 plumbed not eq., 1,000 sq. ft suite located in a multi story medical professional building. 3 days/wk practice. Approx. 10-15 patients/mo. Income source: 50% insurance & 50% cash. 100% patient referral. Computerized office with intra oral camera, digital x-ray and SoftDent software package. Grossed \$272,163 in 2009. **BUYER'S NET OF \$64,054.** Property ID #3251.

**LOS ANGELES GP** - Over 75 years of goodwill practice with 3 fully eq. ops., 1,100 sq. ft. suite located in 16 story medical building next to a hospital and developing new commercial and residential communities. Computerized office with intra oral camera, digital x-ray and Practice Software package. 5-6 year old equipment. Retiring Seller works 4 days/wk with 3 days/wk of hygiene. Approx. 8-10 patients/day. 100% patient referral. Income source: 70% insurance & 30% cash. Grossed \$663,170 for 2009. Projecting approx. \$657,290 for 2010. **BUYER'S NET OF \$222,953.** Property ID #3261.

**MONTEBELLO GP** - Price Reduced!!! Long Established Practice - Leasehold Improvement, Equipment & Charts Only! 2 fully eq. ops., 1 plumbed not eq., 900 sq. ft. practice, located in single story busy shopping center. Computerized office intra oral camera and digital x-ray. 3 Star software package. Equipment 4 years old. Good street visibility. Easy access to freeway. Seller has another practice in Orange County. Property ID # 2701.

**PARAMOUNT (GP)** - 5 fully eq. ops., 1 plumbed not eq. op., 1,675 sq. ft. office located in a single shopping center. Computerized office with Dentrix software and digital x-ray. Absentee owner. Practice is open 2 days/wk. Approx. 41 new patients/mo. Income source: 53% insurance (FFO), 37% cash and 10% medi-cal. 20+ years of goodwill. Projecting approx. \$242K for 2010. Property ID #3241.

**SHERMAN OAKS GP** - Turn-Key practice located in busy shopping center. Office consist of 3 fully eq. ops. 840 sq. ft suite, computerized with Easy Dental software and intra-oral camera. Seller work 2 days/wk. Sees approx. 6-8 patients/day. Income source: 70% insurance & 30% cash. Great street visibility with heavy traffic flow. A must see to appreciate. Property ID # 3461.

**714-639-2775 • Outside (714) area: 800-697-5656 • Fax: 714-771-1346**

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

**WESTLAKE VILLAGE - NEW BUILD OUT – LEASEHOLDS AND EQUIPMENT ONLY!** –Approx. 25-50 charts included. Office started from scratch in January 2010. Seller has primary office in Valencia. Currently Seller works 1 day per week. Beautiful Office – Set up for Paperless / Digital – located on the 2nd floor of the “Westlake Medical Center” – Great Upscale area – Perfect to merge an existing office into / relocate or Start up. There are a total of five (5) PLUMBED OPS / 2 are equipped. Property ID # 3211.

**WHITTIER** - Price for a quick sale - Leasehold improvement & equipment only. 4 fully eq. ops., 2,500 sq. ft. suite located in single strip mall with excellent signage. Youth center and LASD across the street. Computerized office with Cam Sight software, intra oral camera and digital x-ray. 3-4 year old equipment. Property ID #2291.

**WHITTIER (PERIO)** - 70+ years of goodwill. 5 fully eq. ops., plumbed for N2O2, 2,000 sq. ft. office located in a single story free standing building. Building for sale. Seller work 4 ½ days /wk with 3 ½ days of hygiene. Approx. 20-24 new patients/mo. Income source: 65% insurance, 30% cash & 5 % capitation. 100% patient referral. Computerized office with Easy Dental software. Grossed \$419,796 for 2009. Projecting approx. \$507,307 for 2010. **BUYER'S NET OF \$147K.** Property ID #3521.

### ORANGE COUNTY

**ALISO VIEJO (GP)** - Modern design Turn Key practice with great views and beautiful decor. 5 fully spacious eq. ops., 1 plumbed not eq., 2,600 sq. ft. suite located in a Medical Professional Building. Computerized with Eagle soft software, intra oral camera and digital x-ray. 5 days/wk practice with approx. 20 new patients/mo. Income source: 80% insurance & 20% cash. Seller will be relocating out of area. Property ID #3301.

**FULLERTON (GP)** - Long established practice with excellent street visibility & large parking lot. Located in a single story shopping center. Has the exclusive for the only Dentist. Computerized office with digital x-ray and intra oral camera. Practice consist of 4 eq. ops., in a 1,000 sq. ft. office. Projecting approx. \$246,436 for 2010. Absentee owner. Property ID #3611.

**GARDEN GROVE (GP) Turn Key** - Ten (10) years of goodwill. Consist of 3 fully eq. ops., located in a 2 story professional retail building. Good exposure and visibility. Seller only works 1.5 days/wk. Income source: 20% insurance & 80% cash. 100% Patient referral. Computerized office with Dentrux software. Grossed \$129,355 for 2009. Property ID #3561.

**GARDEN GROVE (GP)** - GROUP SOLO PRACTICES~ 2 OFFICES UNDER ONE LOCATION~ BOTH LISTINGS ARE TO BE SOLD TOGETHER: Retiring Sellers / Great Location / Great Staff! / Great Potential / Office Condo for sale, price for building is to be agreed upon appraisal.

- **36 YEARS OF GOODWILL** / 3 eq. ops / Seller works 4 days per week and sees approx. 10-12 patients per day / Seller has 2 Hygienists working 2-4 days each / Office Income is 70% Insurance & 30% Cash / 100% Patient Referral / THIS GROUP SOLO IS NOT COMPUTERIZED / Projecting approx. \$696,730 for 2009 Corporate Year. Property ID #3591-A.

- **36 YEARS OF GOODWILL** / 2 eq. ops, & 1 plumbed not eq. / 1,000 sq. ft. / Seller works 4 days per week and sees approx. 12-13 patients per day / Newer Equipment / Computerized Office / Software used is Easy Dental / 100% Patient Referral / Projecting approx. \$332,685 for 2010. Property ID #3591-B.

**Web site: [www.calpracticesales.com](http://www.calpracticesales.com)**

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



Tina Ochoa, V.P.



# CALIFORNIA

## Specializing in the Selling

**IRVINE** - Great opportunity for GP or Specialist!! Leasehold Improvements & Equipment Only - 5 fully eq. ops., 1,450 sq. ft. suite located in a busy large shopping center. Approx. 1/2 mile away from 405 freeway. Near Valley College. Seller is relocating practice to a new office. Property ID #3401.

**IRVINE** - GP practice located in a busy shopping center next to a Medical Building. Easy freeway access. 4 fully eq. ops., 1,200 sq. ft. suite. 3 days/wk practice with approx. 45 new patients/mo. Income source: 60% insurance, 15% cash and 5% Medi-Cal & 20% capitation. 100% patient referral. Computerized office with intra oral camera and digital x-ray. Seller moving out of area. Property ID#3471.

**LAGUNA HILLS** - Great opportunity for a GP or Specialist. Leasehold Improvement, Equipment & Charts. Located in a shopping center with low rent. 2 fully eq. ops., 1 plumbed not eq. op., 800 sq. ft. suite. Brand new office with great potential. Motivated seller moving out of area. Property ID #3481.

**LAKE FOREST (GP) Turn-Key** - Well design modern office with great growth potential. 3 fully eq. ops., 2 plumbed not eq., 1,618 sq. ft. suite located in a 2 story building in busy shopping center. 4 days/wk office. Approx. 15-25 new patients/mo with approx. 10-15 patients/day. Income source: 50% insurance; 25% cash, 5% medi-cal & 20% capitation. Computerized office with Eagle software, intra oral camera and digital x-ray. Practice wired for two swing thru x-rays. Good street visibility with excellent signage. Property ID #3351.

**ORANGE (GP)** - Well established practice located in a single story medical center with 4 fully eq. ops., 1 plumbed not eq., in a 2,000 sq. ft. suite. Computerized office with intra oral camera, digital x-ray and Dentrix software. 4 days/wk practice. Income source: 80% insurance & 20% cash. Many referrals come from nearby Hospital. Great street visibility and heavy traffic flow. Property ID #3531.

**ORANGE COUNTY** - Beautiful State of the Art Dental Office / Multi Specialty / New Equipment / Digital Office / 70% insurance, 16% cash and 11%capitation (approx. \$16,000 p/mo in Cap checks) / Seller works 5 days per week. Great opportunity! Buyer MUST have a minimum of \$350,000 cash as down payment! Seller willing to carry part. Grossed \$1,700,000 in 2009. Projecting approx. \$1,718,328. Property ID #3291.

**S. ORANGE COUNTY** - State-of- the-art Multi Specialty practice with high quality patient base. Computerized office with Dentrix software, intra oral camera, digital panoramic x-ray, Zeiss Microscope, Soft tissue laser, 4 eq. ops., and 2 plumbed not eq. Located in a corner free standing building with great street visibility and heavy traffic flow. Walking distance to the beach. Seller works 4 days/wk . 100% Patient referral. Income source: 53% insurance, 41% cash & 6% capitation. Approximately 22 new patients per month. Projecting approx. \$648,820 for 2010. **Buyer's Net of \$224,307.** Make an appointment will sale quickly! Property ID 3621.

**TUSTIN** - GP or Specialist. Leasehold improvement & equipment only! 3 fully eq. ops., 960 sq. ft. suite located in single story medical/dental building. Computerized office with Dentrix software, intra oral camera and digital x-ray. Approx. 3-4 year old equipment. Seller moving his practice to another city nearby. This location is conveniently located by the 5 freeway and surrounded by retail and restaurant venues. Property ID #3371.

**YORBA LINDA** - Turn Key practice located in a free standing building with heavy traffic intersection, excellent street visibility and good signage. Practice consist of 4 fully eq. ops., 3 plumbed not eq., newer equipment and fully computerized office with Easy Dental software. Seller works 2 days/wk and sees approximately 8-12 patients/day. Income source: 50% insurance and 50% cash. Projecting approx. \$277,066 for 2010. Motivated Sellers moving out of state. Great potential for a full time owner. Property ID #3711.



# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

### RIVERSIDE & SAN BERNARDINO COUNTIES

**CORONA** - Leasehold Improvement, Equipment & Some Charts!!! 4 fully eq. ops., 1 plumbed not eq., 1,592 sq. ft. suite located a busy shopping center. Computerized office with intra-oral camera. Seller leaving Healthy Family & Medi-Cal patient charts up to 21 yrs of age. Seller moving his practice to a new office. Practice has 12' ceiling ceilings, ceramic tiles in equipped operatories and waiting room and sound system in ceiling. Good street visibility with heavy traffic flow. Property ID #3431.

**MORENO VALLEY (GP)** - Turn-Key practice in busy Ralph's shopping center. 3 fully eq. ops., 2 plumbed not eq. ops., 1, 650 sq. ft. suite located in a single story building. Computerized office with Camsight software, intra oral camera and digital x-ray. Approx. 1-3 year old equipment. Seller works 2 1/2 days/wk. Approx. 20 patients/mo. Income source: 80% insurance & 20% cash. Seller will be focusing on his primary office in Corona. Property ID #3311.

**MORENO VALLEY** - TURN-KEY OFFICE with 5 equipped ops & x-ray room w/pano located in FREE-STANDING building with four additional suites. approx. 25 yr old equip., established since 1983. 90% insur. (15-20 PPO's), 10% cash non-computerized office; 100% patient referral. Building available for \$1,400,000. Property ID #6341. Property ID #6341.

**MURRIETA (GP)** - Leasehold improvement, equipment and some charts!! Well design office with 4 fully eq. ops., 1,350 sq. ft office located in a single story condo. Computerized office with intra oral camera and with Easy Dental software. Newer equipment. Seller will be focusing on his primary office in Calexico. Property ID #3221.

### SAN DIEGO COUNTY

**E. SAN DIEGO COUNTY GP** - Located in a one-story medical/dental professional building and with 5 fully eq. ops., digital x-rays and full computerization. Seller works 3 days/wk with 2 days/wk of hygiene. The practice averages approximately 20-25 new patients/mo. Grossed \$621,102 in 2009. Projecting approx. \$620,744 in 2010. **BUYER'S NET OF \$271,185.** Great location in picturesque community. Property ID #3411.

**SAN DIEGO COUNTY (GP)** - Busy shopping center with major anchor tenants. 4 fully eq. ops., 1,178 sq. ft. suite. Absentee owner. Associate works 3 days/wk. Income source: 50% insurance, 13% cash, 10% medi-cal & 27% capitation. Approx. 20-30 patients/day. 15+ years of goodwill. Computerized office with digital x-ray and Dentrux software. Grossed \$474,186 in 2009. Projecting approx. \$439,693 for 2010. **BUYER'S NET OF \$135,604.** Property ID #3341.

**SAN DIEGO COUNTY (GP)** - Solo practice. Free standing building with plenty of parking. Seller owns the building. Easy access to freeway. 3 fully eq. ops., 1 plumbed not eq., 2,200 sq. ft. office. 5 days/wk practice. Approx. 20-30 new patients/mo. Computerized office with intra oral camera. Income source: 70% insurance & 30% cash. 10 years of goodwill. Seller retiring. Collected approx. \$499,790 for 2009. Projecting approx. \$492,897 for 2010. **Buyer's net of \$123,129.** Property ID #3031.

**SAN DIEGO** - Well established and still growing GP located on a major thorough fare in heart of San Diego. In small shopping plaza with other tenants including chiropractor and a therapist with free parking in front and back of the building. Practice consist of 5 fully eq. ops. with SoftDent software and intra-oral camera and digital ready. Seller works 4 days/wk with 4 days/wk of hygiene, Ortho 2x/mo and Perio 1x/mo. Sees approx. 12 patients/mo. Income source: 80% insurance and 19% cash and 1% capitation. Projecting approx. \$815,444 for 2010. **BUYER'S NET OF \$254,020.** Property ID #3501.

### Call us about Debt Consolidation & Retirement Planning

#### SELLER'S DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

John W. Knipf  
jknipf@calpracticesales.com

Robert A. Palumbo  
rpalumbo@calpracticesales.com

#### BUYER'S DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

Alice King - aking@calpracticesales.com  
Greg Beamer- gbeamer@calpracticesales.com  
Tina Ochoa - tochoa@calpracticesales.com  
Maria Silva- msilva@calpracticesales.com

Web site: [www.calpracticesales.com](http://www.calpracticesales.com)

CA DRE #00491323

*The top 2 reasons why people don't go to the dentist are "Needles" & "Pain"*

# CYCLORINSE\*

Dyclonine 1%

Topical anesthetic oral rinse

## Extremely effective and uses include:

- Patients who require mild anesthesia for ultrasonic cleanings, prophies and gross debridements
- Use before bulky digital x-rays are taken to minimize discomfort
- Patients with sensitive gag reflex prior to taking impressions
- Periodontists and hygienists may use prior to probing for pocket depths
- Great for needle phobic patients
- Cost-Effective: Average cost per dose is under \$3

**FAST ONSET & SHORT DURATION!**

**PAIN FREE  
SOLUTION**

**16 oz. (480ml) bottle = \$59.99 + \$5 shipping**

**Two or more bottles, shipping is FREE**

**CYCLORINSE\***  
*is a wonderful  
practice builder.*

Dr. David S. Kang, DDS

### What doctors are saying:

*"I use Cyclorinse primarily for my patients that are super sensitive to probing as well as for periodontal maintenance. I am coming up with different uses all of the time. It's a great pre-treatment rinse."*

**Dr. Christopher Accone, DDS**  
Periodontist

*"Ever since I've been using Cyclorinse and promoting a painless solution to needles, I've been seeing patients that haven't been to my office in years because they were scared of shots and the pain."*

**Dr. Vihar Bhakta, DMD**

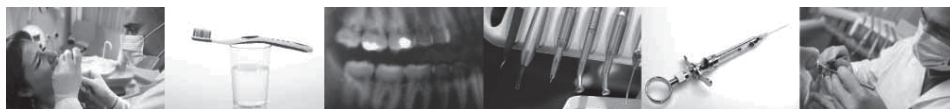
*"I would recommend Cyclorinse for any patient who experiences sensitivity with dental cleanings or any other procedure that causes sensitivity. The simple mouth rinse really helps patients feel more comfortable and less sensitive during multiple procedures from dental cleanings to periodontal probings to post-operative soreness without the use of a needle. My patients love it!"*

**Dr. Laura Bucci, DDS**

*"I've been using Cyclorinse on a daily basis ever since a colleague recommended it to me. I've found numerous applications for it and it's never failed me."*

**Dr. Peter Suh, DDS**

**For ordering and additional information:  
[www.cyclorinse.com](http://www.cyclorinse.com)**



\* Trademark pending

**Looking for practices in Orange County** Husband and wife team looking to buy. Retiring or relocating? email occadds@yahoo.com.

**Dental Office for lease** Cottonwood Professional Center, FULLY EQUIPPED including Dentrux. 3 ops. \$2/1600 sq ft. Rent negotiable 3435 Main St. Cottonwood, Ca 96022. Be the only full time dentist in town !!! 530 365-0373.

**General Dentist** looking for PT position in Southern California. Please Call (951)746-1022 for resume.

**DEDICATED to producing** a high quality product at a price that fits your budget. Customer SATISFACTION is our #1 Goal. All County Construction 714-240-4123.

**IN-HOUSE ORAL SURGERY** Female Oral Surgeon. Surgical Procedures IN YOUR OFFICE. GA/IV Sedation Extractions & Implants. Will Bring Equipment & Assistants. 310-617-6462. Email: inhouseOMS@gmail.com.

**earn more money** with in house Endodontist. Available 1-2 days per month. I average 10-15 cases per day. 9493513354.

**No need to miss work** to attend continuing education courses. PDS has applied clinical continuing education on Sundays. For more information call 1-866-4 CALL PDS or 1-866-422-5573.

**dentist looking for Treatment** coordinator biller / dentrixG4/ Spanish+/Experience minimum 2 years in general dentistry, incentive for production, please Fax 909-483-5520.

**ENDODONTIS needed** for general practice in W.COVINA 1-2 d/mo. 626-913-1421 or send resume to ryannids@hotmail.com.

**"Cyclorinse is great for needle phobic patients** for those times when you need light anesthesia." —Dr. Ann Lee, DDS.

**Opportunity for Oral Surgeon** with experience in Full Boney Impacted. Please send resume to pinnacleamini@yahoo.com or fax to (714)549-1246.

**PRACTICE FOR SALE** #3164 —General Practice — Temecula/ Murrieta area. Currently collecting \$30,000 per month. Insurance and cash only. 1,700 sq. ft., 5 Ops. Located in shopping center with AAA tenants. FP \$385,000. Super Bargain. A P.P.S. "Best Buy". Call PPS (714) 832-0230.

**ENTHUSIASTIC DENTIST** WANTING TO PURCHASE A SUCCESSFUL DENTAL PRACTICE IN LOS ANGELES/ VALLEY OR 20 MILE RADIUS. CALL 818-970-2528.

**Miltex surgical blades** 15c \$40/box plus shipping. Email manao333@yahoo.com.

**Remodeling Your Office?** MedikBuild Design & Construction is your Answer! Specializing in New Dental Office Design and Construction - Dental Office Renovations. Over 10 years of service in the So Cal areas. Excellent references, creative finance solutions. Call Us Today! 1-888-833-7361 www.MedikBuild.com.

**Dental Practice For Sale** In Santa Barbara, Great Cash Flow, Dr Relocating, 500 New Patients Every 6 Months. Call 805-284-5622.

**SAN BRUNO** Leasehold Improvements. 1,500 sq ft. free-standing building. Building purchase optional. Loc Pham, Broker 714-550-7494.

**TRACY: For Sale** Equipment, furnishings, & leaseholds only. Including 4 Belmont Accutrax chairs, 2 Midmark chairs, 6 DCI rear delivery units, 3 Gendex x-ray units, 1 Soridex digital x-ray processor, 1 Statim 5000, 1 Harvey autoclave. 2,800 Sq ft, 6 Ops. New lease available. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

**Dental office for sale in Tarzana** 4 operatories with top of the line equipments. \$485,000 Call for details 8182681634.

**Dansereau dental chair** with delivery system, good condition, light gray. \$1400+S&H, Please email allaboutsmile@yahoo.com for pictures and info.

**Apple Valley Practice & Building for Sale** GD needed, CA \$275,000, 714-259-0501.

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

**General dentist** with vast experience in ortho over 15 years, bilingual, (626) 575-7565 Available several days a month.

**Buy 5 of Patient Stick Elastic Ligature Ties** 1000/Pk for \$9.95 and Receive 1 for Free with Kings Two Dental (All Colors Available). Want to know more? Please call us at 800-715-5464. Top Quality Guaranteed on our Orthodontics Products (Made in USA).

**Porterville GP for sale** 3 Ops + office. 900 sq.ft. \$900 rent. Some charts included. Asking price \$80,000 e-mail: sellingporterville@yahoo.com.

**ORANGE COUNTY COASTAL COMMUNITY, CA** Periodontal Practice - Busy periodontal practice with a highly desirable location near major freeways. 5 op, very profitable business with long term goodwill. The seller is retiring. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

**Urban Renewal Construction** Do you need a contractor with the vision to design, build and equip your dental office to your standards and budget. Call (949) 632-2648.

**GP USC Grad seeking FT position** Willing to relocate in CA. Fluent in English, Urdu, and some Spanish and Punjabi. Sqaisardds@yahoo.com.

**Looking for an experienced treatment** coordinator for a general practice in Lancaster please call 6614385058. Leadership skills required.

**PRACTICE FOR SALE** San Diego (Clairemont)—GP situated in strip center in residential area. 3 Ops, Digital PA & Pan X-rays. SDPS: 760-599-7828.



# *Introducing the Belmont Equipment and Tuttnauer Esterilizers!*

**Take advantage of the end of the year sales!  
Belmont Equipment has something for Everyone!!**

**Quolid 5000 Delivery System**

**X-Calibur Delivery System**

**Belcypther Digital Pan**

**Belmax Cm Digital  
Panoramic w/Cephalometric**

**Phot-X-II Dc X-ray**

**Belray II AC X-ray**

**Bel Seusor-Intra Oral Sinsor**



## **Other Services:**

- Upholstery Replacement
- Dental Unit Painting
- Complete Unit Refurbishing
- Mechanical Chair Repairs
- Stool Re-Upholstery
- Compressor Repairs

## **Refurbished Equipment Available:**

- Complete Refurbished Packets
- Nes Compressor
- New Vacuum Pumps
- New Ultra Sonic Cleaners
- New and Used Sterilizers

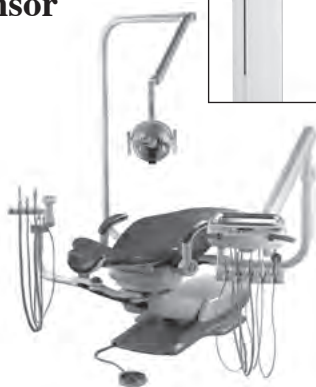
*For more information call*  
**Diversified  
Dental & Upholstery**

2511 W. La Palma Ave. #K  
Anaheim, CA 92801

**714-827-8515**

**800-707-3449**

[diversifieddental.org](http://diversifieddental.org)



**Experienced/Board certified pedodontist** looking to purchase/partner into existing pedo practice in OC/LA please email kidsdentistoc@gmail.com Thanks!

**Leasehold improvement** & equipment for sale in Santa Barbara. 4 ops, plumbed for 5th, nice office, no charts. make offer. 805-403-1216.

**PRACTICE FOR SALE/LAGUNA HILLS** Equip / charts; low rent. California Practice Sales, Inc. Phone: 714-639-2775.

**DENTAL OFFICE** (1060 SQ. FT.) FOR LEASE IN SAN GABRIEL ON LAS TUNAS DRIVE (X. STREET, DEL MAR). IDEAL FOR SPECIALIST). BUILDING HAS TWO SEPARATE G.P. OFFICES AND ONE SEPERATE ENDO. OFFICE. THE 4TH OFFICE IS EXCELLENT FOR EITHER O.S., PERIO., ORTHO. OR PEDDO. (626-332-6284).

**Curious where the doctor next door** is getting all those new patients? He came to us! Get 275 - 400 new patients per year GUARANTEED! Visit [www.AttractDentalPatients.com](http://www.AttractDentalPatients.com).

**MOSTOFI LAW GROUP Dental Law** Representing dentists throughout California • Sherry Mostofi, Esq. • [www.MostofiLawGroup.com](http://www.MostofiLawGroup.com) • 1-888-448-4288.

**Have a commercial lease?** Is your office lease as thick as a novel? Need to know what's hidden inside that? Call Keren-dian & Associates 888-299-7848.

**Periodontist Needed for office** in Marina Del Rey. Send CV to [rpartovy@gmail.com](mailto:rpartovy@gmail.com) fax: (310)822-9623 cell: (310)621-3111.

**PRACTICE FOR SALE** GP Gross \$1.4 million. Absentee – No HMO, No Medi-cal. 57/60 area, Rowland Hts/Diamond Bar. 8 Ops, 4,000 sq.ft. One of the classic practices with great exposure. Call PPS (714) 832-0230.

**dentist for bakerfield** p.t. experience with HMO. private office 909 5765248.

**DentiMax Dental Software** Only \$499, add clinical for \$499. Go to [www.dentimax.com](http://www.dentimax.com) to download your free demo. Call DentiMax at (800) 704-8494.

**dental off sale** canoga park 3 ops new equip digital xray will partnercall 818-371-6266 for info. dentist to retire.

**WANTED** DDS with M.D. Spouse for Simi Valley. Call PPS (714) 832-0230.

**Blowout Sale!** X-ray film, 3M composites & Bonding agents, handpieces high & slow speeds and surgicals, diamond burs, In-Office whitening light, all brand new. Call Dr. Ray 310-749-9180.

**Treat Sharps Waste on-site** and dispose off as Regular trash! No Contracts, No Pick-up, No Business Interruption. Visit: [www.archtechnochem.com](http://www.archtechnochem.com) or E-mail us: [sales@archtechnochem.com](mailto:sales@archtechnochem.com) or Call: 858 348 3974.

**Lidocaine 2% w/Epin** \$18.50 Dr. bought so many. I bought more than 50 boxes at this price. 949-279-8817.

**Be a mom and earn dental CE units** at the same time. Now you can earn live CE units online with live format webcast seminars. "This is great. I am a mom of two small children, it's difficult for me get out to seminars and I love this format." Gina M. RDH, Arizona. Over 20 live webcast dental CE courses offered every month at [www.aces4ce.com](http://www.aces4ce.com).

**PRACTICE FOR SALE/SAN DIEGO** Escondido 5 Ops, \$758 collections. KEN RUBIN Practice Sales, Inc. 619-299-6161.

**Successful Riverside office** seeking associate dentist with excellent patient care. DO NOT CALL/FAX OFFICE. Please email resume to: [missiongrovedentist@rocketmail.com](mailto:missiongrovedentist@rocketmail.com).

**Fuji Dental Lab** American made quality, low pricing, great service. 5% off your first case. Call Bobby or Kip now! 800-315-3251.

**For sale** 2 complete portable military dental Xray machines Peltoncrane & Dynard. Both for only \$1000. [zlatdds@yahoo.com](mailto:zlatdds@yahoo.com) 909-796-1246.

**GO DIGITAL....** We will come into your office, install a digital xray sensor, computer, monitor, on a cart, intra oral camera, practice management software, train your staff, and get you going...all for only \$7,495. Call 800-273-5033.

**Panoramix X-ray Unit** PANEX BY J-Morita for sale, in working condition. \$600-negotiable. If interested please email to [dralabyan@sbcglobal.net](mailto:dralabyan@sbcglobal.net).

**GP office space in Carlsbad** available for sublease to GP or Specialist. Please call (858)382-7115 or email [info@carlsbaddentistry.com](mailto:info@carlsbaddentistry.com).

**For sale** Kavo Protar Evo7 articulator, brand new. [deutschdds@verizon.net](mailto:deutschdds@verizon.net).

**We can make a 20 year old dental chair** look like it just rolled off the production line. Dazzling selection of exciting colors and patterns. Call Diversified Dental & Upholstery now and give your operatory an amazing makeover. (800)707-3449 / (714)827-8515.

**\$320,000** GD Practice, Brea, with 4 Ops, includes equipment, sterilization room, private office in a shopping center near mall/freeway. MPG, (949) 675-5578.

**San Diego** Associate position available for Wednesdays 9-6 pm please send resume to: [eifle12@yahoo.com](mailto:eifle12@yahoo.com).

**3 brand new Dexis accessory kits** 1 opened 2 unopened. 949-857-1244 [jen\\_drtassey@sbcglobal.net](mailto:jen_drtassey@sbcglobal.net).

**"Best return on investment ever!"** Moni Mosharaf, Orange and Aliso Viejo, California-See our ad on Pg. 2.

**Dental Treatment Coordinator** Full time in Valencia. Good pay with bonuses. Experience with HMO a must. Contact: [drkoutosoukos@gmail.com](mailto:drkoutosoukos@gmail.com).

**Experienced GP available to work** Thursdays in LA/OC/SFV. Clinical experience all phases of general dentistry. Call (310) 694-1055.

# Maddox Practice Group

## Dental Practice Sales and Transitions Specialist



*Check our website for  
upcoming educational  
seminars.*

**Los Angeles County Amalgam - Free Dental  
Practice - 4 Operators - \$600,000**

**Costa Mesa Practice - 5 Operators -  
\$275,000 - *Sale Pending***

**Irvine Practice - 5 Operators,  
3 equipped - \$399,000**

**Irvine Practice - 6 Operators,  
4 equipped - \$375,000**

**West Covina Practice - 5 Operators -  
\$720,000 - *Sale Pending***

**San Dimas Practice - 4 Operators -  
\$700,000**

**Brea Practice - 4 Operators - \$320,000**

**Santa Clarita Endo Practice - 3 Operators,  
2 equipped - \$175,000**

*Please see our website for more information:  
[www.maddoxpracticegroup.com](http://www.maddoxpracticegroup.com)*



**A. Lee Maddox, DDS, Dental Practice Brokerage, Inc.**

Telephone: (949) 675-5578 • Fax: (949) 675-1717

E-mail: [info@maddoxpracticegroup.com](mailto:info@maddoxpracticegroup.com)



**Endodontist Needed** for office in Marina Del Rey. Send CV to rpartovy@gmail.com fax: (310)822-9623 cell: (310)621-3111.

**Suni complete Digital Xray System** one #1 sensor, one #2 sensor, 6 computer licenses, software, accessories, 2-year old, perfect function, \$5,495. Cell 949.701.3031.

**Legal Tip: Buyers** It takes 15 years to fully deduct allocations to goodwill. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

**Midwest Stylus Lubefree** Fiberoptic High Speed Handpiece for only \$150 (new is \$1200). Coupler for \$85 (new is \$275). 949-838-6655.

**Dentist and Assistants Stools** only \$699 for both, made in the USA. 150 Colors available. Call (800) 423 - 5657 or visit WWW.DHPDENTAL.COM or more information.

**Reseda Dental office** Family growing. Beautiful 5 operatories + 1 plumbed. Loyal patients good production. Price \$350,000. Call (818) 836-4815.

**PRACTICE FOR SALE** Downtown Alvarado – Beautiful office. 3 Ops. 50% Hispanic, 50% Korean. Free standing building. Grosses \$400k part time. Absolutely beautiful. Call PPS (714) 832-0230.

**X-Ray Unit for Sale** Pano/Ceph available. Please call 909-844-6866 for more details.

**Great Opportunity** for start up practice to share a space in Toluca Lake. Contact Blossom @ 818-760-7500 email - toothaid@yahoo.com.

**SANTA BARBARA/SLO COUNTIES** General dentist seeking associate position possibly with buyin/buyout option. Experienced qualified buyer. (661)867-2113, dinodds@yahoo.com.

**GLENDALE** (5) op comput. G.P. for sale. (4) ops eqt'd/5th plumbed. Newer eqt., digital x-rays, networked ops, Dentrrix s/w. Cash/Ins/PPO & small amount of kids Denti-Cal. In Free Stand. Bldg. 2010 Gross Collect. Projected at \$500K+. Seller moving. D&M Practice Sales (818) 591-1401.

**LOOKING FOR OFFICE SPACE TO LEASE OR SUBLEASE:** Implant surgeons (a periodontist and an oral surgeon) would like to lease/rent space in a nice office 4 to 10 days a month. We would bring our own patients, assistants and equipment. Please contact us: implantsurgeons@gmail.com.

**STOP REFERRING OUT!!** TEAM OF 2 ORAL SURGERY SENIOR RESIDENTS WILL DO ALL SURGICAL PROCEDURES IN YOUR OFFICE, CALL 619-335-0875.

**FREE! YES! FREE!!** Join thousands of dentists...place your FREE reader ad in The Dental Trader anytime. Use the form in the back of this issue or online at www.dentaltrader.com.

**Down Town L.A** Panorama City/Huntington Park/Santa Ana. \$\$\$ for office 3 ops+. no patients O.K 818-300-7100.

**Time to Sell?** Get results and \$ave – Caudill & Associates (951) 314-5542 – www.caudillpracticesales.com.

**Sublease Dental office Space** to Specialist only. Woodland Hills Professional building two modern operatories Dentrrix and digital x-rays (818)224-4224.

**Specialty space available** in Riverside General Office. Endo/Perio/Ortho/Pedo. Terms are negotiable Call (951)313-5544.

**PRACTICE FOR SALE/MORENO VALLEY** Turn Key office; Bldg available. California Practice Sales, Inc. Phone: 714-639-2775.

**Dental Space to Share** on Lankershim Blvd. in North Hollywood. \$2000 a month. Brand new construction. Contact hamletabnous@sbcglobal.net (818)749-1841.

**A/T2000 Brown** just serviced works great \$500, also Gen-dex panoramic can be converted to digital xray \$1500 818 605 3300.

**"BE TREATED WITH RESPECT AND THE UTMOST CUSTOMER CARE!"** California General Bank, John Drake 626-204-2471.

**santa monica** office to share, gorgeous office with ocn vu frm balconies. state of the art. Free parking. call Lisa 310 779 7215.

**HAYWARD** First 6 months collection 2010 ~ \$315K. 5 ops. Loc Pham, Broker 714-550-7494.

**Panoramic GenDex works** great complete \$1500 also A/T2000 Brown, just serviced works great \$500 818 6053300.

**All County Construction** High Quality and Great Service within YOUR Budget! Specializing in Dental / Medical Construction since 1991. (714) 240-4123.

**ENCINO DENTAL SPECIALITY SPACE** To share a four operator established endo office on Ventura Blvd. Call 818-906-3933 for details.

**ORAL SURGEON** ESCONDIDO.. 1-2 DAYS/MONTH... CALL DR KIM OR PATRICE AT (626)795-9328...FAX (626) 7953763... MIKEKIMDDS@YAHOO.COM... WWW.ARROYOHEALTHCARE.COM.

**Cyclorinse, the "needle-free" solution** Discover Cyclorinse and promote the "new needle-free option" in your practice today. Information at www.cyclorinse.com.

**\*\*\*VENTURA COUNTY\*\*\*** GENERAL DENTIST, GENTLE CARE, WITH 7 YEARS EXPERIENCE IN ALL PHASES IN DENTISTRY, AVAILBLE PART TIME. (818) 523-7580.

**Dental office in Visalia available** 2 to 3 days a week. Call for additional information. 559-627-1111.

**Get your Belmont/Mirage Operatory Package** for As Low As \$135.00/Month or \$6,295. Also get two extra free items with the purchase of Belmont/Mirage operatory package. Want to know more? Please call us at 800-715-5464.

# CUT YOUR WASTE DISPOSAL COSTS!

**Sharps, Amalgam and amalgam Contaminated Items,  
Lead Foils, X-ray Chemicals, and other Infectious Waste**

## Eliminate Regulatory Waste Disposal Headaches

### Sharps Container Consolidation - Mail-Back\*

Looking for compliant and economical solution to dispose of existing Sharps containers?

We have the solution. Compliant, Safer, Cleaner, and affordable products.



SMSm 5.3 gal Bio-Hazard container **\$125.00**  
BH-18 18 Gallon container **\$205.00**

For more details visit our website or call us.

## No Contracts, No Pick-up, No Business Interruptions

### SHARPS Mail-Back System Kit\*:

Pre-Paid Mail back Sharps Waste Management



SMS2400m 3.0 Liters **\$48.54**  
SMS4000m 5.8 Liters **\$65.65**  
SMS10000m 10 Liters **\$95.95**  
Locking Wall Mount for SMS m **\$40.95**

Buy online at our website.

## Make Regulatory Waste & Compliance Management Easy - Affordable - Convenient

Safer and Cleaner alternative  
**Self-Disposal & Recycling**



Products to manage Bio-hazardous and Hazardous waste in your practice.

*Arch*  
**TECHNOCHEM, Inc.**

Visit our site for more details:  
**www.archtechnochem.com**

**Call: 858-348-3974**  
**858-689-4984**

**Fax: 858-689-9061**  
**sales@archtechnochem.com**

### SHARPS Waste Management Isolyser®/SMS®:



Onsite Sharps Treatment & Disposal  
Encapsulates Sharps waste Material



SRS800 0.8 Liter **\$28.95**  
SMS2400 3.0 Liters **\$48.54**  
SMS4000 5.8 Liters **\$65.65**  
SMS10000 10 Liters **\$95.95**  
Locking Wall Mount **\$40.95**

### Hg5 Mini - Amalgam Separator

Compact, economical and virtually maintenance free



Functional for wet or dry vacuum systems (install before pump on wet vacuum system, install before tank on dry vacuum system)

Hg5 Mini **\$625.00**  
Replacement Collection Container w/Recycle Kit **\$285.00**

Buy online at our website.

### Amalgam Waste\* - Pre-paid Mail-back Waste Recycling and Disposal Kit:

For Amalgam and Amalgam Contaminated items



Amalgon® 1 **\$115.65**  
AB - 2 **\$204.95**  
AB - 3.5 **\$305.50**  
Amalgon® 5 **\$315.50**

Buy online at our website.

\* Pre-Paid Mail-Back Kit includes UN/DOT approved prepaid return shipping container with disposal, pre-paid return postage and proper documentation

### Lead Foil Waste\* - Pre-paid Mail-Back Waste Recycling and Disposal Kit:

For X-ray Film Lead Foils - DOT/EPA Approved Storage/Container.



Foilon® 7 lbs Cap. **\$45.95**  
LB - 1 1.25 Gallon **\$70.00**  
LB - A Lead Apron bucket - 2 Aprons Max **\$72.00**

### Water Purifier+

This unique technology combines membrane filtration with advanced activated carbon adsorption to virtually eliminate viruses and bacteria from your incoming water source.

Remove 99.99% of viruses (>4-log) & 99.9999% of bacteria (>6-log).  
NO distilled water needed



Kit **\$235.00**  
Filter **\$250.00**

Visit website for more details.

### X-ray Chemicals Treatment Dental/Silver Compliance System



For Fixer Only - Hand-Tank System  
For Manual Machine

#### ST-WMP Mini Pack

Use up to 1 year Max

ST-WMP Mini Pack **\$134.95**

Buy online at our web store [www.archtechnochem.com](http://www.archtechnochem.com)

### Silver Trap Multi Media Canister



For Automatic Machine

ST-MM4-GF **\$71.95**  
Use up to 1 year Max

Visit our website [www.archtechnochem.com](http://www.archtechnochem.com) for CA specific photo chemicals treatment products

### Other Products Required for Waste Management

#### Disposable Traps



Traps: #5500, #5501, #5502, #5503, #5504, #5505, #5506, #5509, #5510, #5511, #5512

144/Pack **\$20.95**

#### Cuspidor Strainers



Strainers: #6100, #6200, #6400, #6500

144/Pack **\$21.95**

#### Disposable Canisters



#2100-16pcs/Pack **\$47.50**  
#2200-12pc/Pack **\$47.50**  
#2300, #2350, #2400-8/Pack **\$47.50**

#### Sharp Containers



4 qt. **\$2.65**  
8 qt. **\$4.25**  
16 Qt. **\$7.00**

**www.archtechnochem.com**

**Space to share** Beverly Hills Golden Triangle, Fully Equipped Operatories, Beautiful waiting area. Call Dr. Cohen 320-995-3736.

**Dentist(s)** P/T in Ventura for Molar endo, apico's etc.. also some OS. 805-698-4610.

**SANTA MONICA** Asking \$300,000. Select Practice Services, 714-421-4407.

**TRAVELING IMPLANTOLOGIST** Keep the patient and income in your office. I will come to your office, provide the implants and supplies and prepare the patient for restoration to your specification. 33 years experience with implants both surgical and restorative. I understand your restorative needs. Diplomat of American Board of Implantology and Fellow of the American Academy of Implant Dentistry. 949-939-7419 rseberg931@gmail.com.

**Protect your Computer Data!** Are your computers protected from viruses or utility power surges? We've got you covered! Call the Dental Insurance Professionals! Specialist! Dennis A. Rosene Insurance Agency Inc. 949-645-6000 or 800-448-4664.

**got kids patients?** female bilingual UCLA grad will implement the system, tx the kids and make you \$\$.  
happysmiles18@gmail.com.

**PRACTICE FOR SALE** #3220 – Group or for Entrepreneur DDS – Merger Candidate Temecula – Spacious office Grossing \$1,000,000 - \$6,000/month Cap checks. Great opportunity to develop contiguous separate Specialty center. Call PPS (714) 832-0230.

**Female Dentist** in SFV available 1day/wk teaching billing secrets in HMO-Dental-PPO for maximum payments. Excellent for new practices. 818-442-1715.

**\*\*\*EXPERIENCED** ENERGETIC, FRIENDLY, FEMALE DENTIST IS WILLING TO WORK IN LA/OC/IE AREA PT. PATIENTS LOVE ME! CALL 909-964-1277\*\*\*.

**SAN DIEGO PRACTICE SALES** Looking to BUY or SELL a practice in San Diego County?? Call the area experts for prompt personal service with integrity. We can also assist you with PRACTICE APPRAISALS, BUY-IN/BUY-OUT TRANSACTIONS, and LEASE NEGOTIATIONS. Call for complimentary consultation. 760-599-7828.

**General dentist with experience** in endodontics looking for part-time evening & weekend employment in GP offices near Long Beach/OC 716-472-4684.

**For Sale** Peri-Pro III with Daylight Loader in working condition. \$600. Call (818) 744-5795.

**office for lease** good for dental, medical, Law office or any others. please call 626-572-7211.

**MOSTOFI LAW GROUP Incorporation** Practice Purchase and Sales Agreements • Leases and Subleases • Sherry Mostofi, Esq. • www.MostofiLawGroup.com • 1-888-448-4288.



Timothy G. Giroux  
DDS/Broker

## ASK THE BROKER

*Question:*

What can I do as a buyer to help me in my negotiations with a seller?

*Stan K., DDS*

First of all, it may sound like common sense, but the best thing a Buyer can do is to put your best foot forward with the Seller the moment you first meet. Forget that you are nervous about paying all that money for goodwill and old equipment. The most valuable assets you are buying are the patient base, patient-doctor relationships, staff relationships and office location.

Even if, in your opinion, the practice is grossly overpriced, your job is to impress the Seller that you are going to perform amicably during the transition. If you convince the Seller that you will preserve the patient and staff relationships the Seller will practically want to give you the practice for free!!! All kidding aside, the more the Seller is impressed with you, the easier negotiations will proceed.

Most Sellers are very emotional about their practices and perceive the practice as if it was their infant child. If you start attacking the price or even something as simple as old equipment that needs repair, they view it as an attack on a loved one.

You should take note of all the concerns you have with the practice that need to be addressed. **However, rather than risk offending the seller, address those concerns with the Broker at a later date.**

There are many issues that will arise during the negotiation and transition that will be more likely to go in your favor if you begin the relationship on a positive note. Even though you might be the one bearing all the stress and future risk, you need to go into the first meeting as though you are applying for a job that has many more qualified candidates applying for that position.

Rework issues may be a concern for some Sellers, but mature Buyers know that those issues, if handled properly, can build trust in the existing patient base in the future.

*We will address this issue separately in our next column.*

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



# Results are the only

***PS&A is a full service, results-driven dental practice brokerage. We connect pre-approved buyers with sellers who have established and profitable practices. Our formula is simple...we do more! We work harder to make sure every aspect of your transition is handled carefully, comprehensively and equitably.***



**DR. FRED SHERMAN, BROKER**

Fred@ddspracticesales.net  
License #01002789

**LOU BERMUDEZ, BROKER**

PracticeBrokers@aol.com  
License #01102002

“Not every broker will “show” the practice to every buyer. PS&A took care of every aspect of the sale including my lease and the new owner was a perfect fit. Best of all, they walked the loans docs in and secured financing at a favorable rate that was approved in one week! I am thrilled with the services I received from Practice Sales & Appraisals.”

Dr. Panganiban, DDS

“When I finally decided to sell my practice I was concerned about several things...the market, stricter lending policies, fluctuating values, finding qualified buyers and numerous other issues. Lou Bermudez told me I had a fine practice that would be easy to sell and easy to secure funding for. He was right, it sold almost instantly and I got my asking price. I trusted PS&A and it was the right choice.”

Dr. McKell, DDS

“PS&A sold my practice in nine weeks and handled everything. It was a quick and easy transition. I didn’t have to do a thing.”

Dr. Shah, DMD

“Tax positioning motivated me to buy a dental practice and I had several very specific prerequisites in mind

**Phone (818) 999-9595 • Fax (818) 999-9615**

# thing that matter...

RELIABILITY & ETHICS YOU CAN TRUST... PROVEN RESULTS YOU CAN COUNT ON

for the purchase. PS&A examined my list and located the perfect office for me...it had everything I wanted plus some things I hadn't considered. I was amazed how quickly and smoothly everything went."

Dr. Zarinnegar, DDS

"After trying to buy two other practices directly from dentists (without a broker) I quickly realized I need more protection. The lenders would not fund these purchases...not because of my credit but because the practices themselves were insufficient to support the loan. I turned to PS&A for assistance and they found me an established practice that has only grown in value since. Thank you Practice Sales & Appraisals!"

Dr. De Graw, DDS

"At PS&A I wasn't just one of several practice listings. They took the time to listen, understand what I wanted from the transition and worked with me to make the necessary improvements that made the practice look attractive to buyers. I got my asking price and best of all, the seller and I are now friends. I even go back occasionally so he can take vacations. It was a great deal for us both and we have PS&A to thank for it."

Dr. Puentes, DMD

"My practice was listed with another broker for 12 months without a single solid offer. Within seven weeks with PS&A I not only had multiple offers but was able to select the buyer best suited for the culture of my practice. What a difference! I highly recommend PS&A." Dr. Kach, DDS

"I tried to sell my practice on my own but became frustrated with lowball offers, doctors who were not qualified and broken appointments. After five months I called Lou at PS&A. Within a week I had an offer on the table that was acceptable and because the buyer was pre-qualified...the funding was readily available. I could have saved a lot of time if I had called them sooner. Thank you Lou!"

Dr. Twersky, DDS

"I wanted to sell my practice quickly and with a minimum of fuss. PS&A came in, appraised the practice, got all the information they needed and not only sold the practice in weeks but found a doctor well suited for my staff and patients. They exceeded my expectations by leaps and bounds."

Dr. Arawaka, DDS

## Practice Sales & Appraisals

*Appraising and Selling Practices Throughout California*



[www.ddspracticesales.net](http://www.ddspracticesales.net)

# Stop Earning Your Live CE Credits the **HARD WAY...**



**ADA CERP®** | Continuing Education  
Recognition Program

## Earn Your 'Live' CE Units Online

*Why GO to a seminar when  
we will bring the seminar to  
you?... Live over the internet*

### Webcast Seminars... Diverse Variety of Course Topics & Dates



#### No More...

- Closing Your Office
- Losing a Day's Production
- Driving Long Distances

Works on All PC & Mac Computers  
No Computer Knowledge Needed

Courses Offered Over 20 Days a Month  
Weekend and Evening Courses

So Easy to Do - Save Time and Money  
**3 CEU Webcasts Starting at \$59**

Advanced Continuing Education Systems  
Call ACES Toll Free: 888-844-ACES  
E-mail ACES: [aces@aces4ce.com](mailto:aces@aces4ce.com)

# [www.aces4ce.com](http://www.aces4ce.com)



**Looking for moonlighting opportunities** Im a Oral Surgery resident. Extractions and simple 3rd molars. Flexible hours/ payment. Contact rkriwanek@gmail.com 310-482-7770.

**Associate Equity Partnership** Oceanside GP looking for the right person for partnership purchase. Seller financing available. Excellent location, Dentrrix, Dexis, Pan/Ceph, 5 ops. docras1@hotmail.com.

**'ORTHO4HIRE' 310-916-WIRE(9476)** Why refer out? Build Smiles with your Traveling Trilingual Orthodontist; provides in-house treatment to your patients! LAOrthodontist@gmail.com.

**TORRANCE SHOPPING CENTER PRACTICE** Collects \$180,000/year. 3 ops. Great visibility. Retiring. Asking \$130,000. Kurt Skarin 805-777-7707.

**Orthodontist & Endodontist Wanted** Multi-Specialty Group Practice in Carmel Valley. Part Time. Contact Kertin at tdmkerstin@aol.com or fax (858) 484-9211.

**Starter Practice FOR SALE** below \$165,000. (626) 318-5973.

**PRACTICE FOR SALE/S. ORANGE COUNTY** Multi Specialty office near the ocean. California Practice Sales, Inc. Phone: 714-639-2775.

**SALE dental office** LA downtown (near to korea town) 450,000 collection last year korean necessary GOOD location cross street many walk in sales prices \$320,000 562-803-9999 cel562-445-5117.

**Sunday Continuing education courses** approved by Dental Board Of California by PDS. For more information please call 1-866-4 CALL PDS or 1-866-422-5573.

**ENDODONTIST USC TRAINED AVAILABLE** PREFERS IN-LAND EMPIRE AREA. PROFESSIONAL, QUALITY ORIENTED, EXCELLENT INTERPERSONAL SKILLS, PRODUCTIVE PLEASE CONTACT rootsdr4u@gmail.com.

**USA manufactured Oil** Less Dental Air Compressors, made in USA. Starting at \$2995 with complete drying system. Call (800) 423 - 5657 or visit WWW.DHPDENTAL.COM for more information.

**For SALE** 1997 Good condition MARUS dental chair, euro/ delivery unit, pole mounted light, tan upholstery, 2 stools. 3239302386.

**"Wood and Delgado are honest** accurate, efficient and confident attorneys." Philip B. Potter, D.D.S., San Clemente, California-See our ad on Pg. 2.

**General Dentist available** Over 3 years of experience, perform all procedures, molar RCTs, extraction, Fixed and removable. (949)290-2405. ashkanhaeri@hotmail.com.

**CEREC 3D CAD CAM** ACQUISITION MILLING UNIT FOR SALE. Includes 100+ Vita Mark II vitablocks, pro cad blocks and extra cutting diamonds. Beverly Hills. Contact: hlmcquinn@hotmail.com

**Cosmetic Dentist available** with extensive experience seeking part time position in a high end practice. Please send offers to cosmeticdmd3@gmail.com.

**Dental Specialty office** in Whittier CA is seeking for part time oral surgeon (2 days/month). Please email resume to st1179@yahoo.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.

**REFERRING DENTISTRY OUT?** Have your Oral-Surgery and/or Pedo done at your office by an experienced GP. Cell#: 310-709-5251. www-DrMinoofar-com.

**PRACTICE - WANTED** ORTHODONTIC PRACTICES - Call PPS (714) 832-0230.

**DentiMax Advanced for Networks** Only \$2,499. From the charting screen, you can post procedures directly to the ledger and are literally one click away from digital x-rays, clinical notes, treatment planning and medical alerts. To order, call DentiMax at (800) 704-8494.

**Operatories available for sublease** in a large dental office in Rancho Santa Margarita. \$600/room/mo. (949) 939-7831 for info.

**Associate needed** 4 days/week, lead to buy out after one year, will work back for you. (408)981-0709.

**PRACTICE FOR SALE/SAN DIEGO** Ocean Beach 4 Ops, \$420 collections. KEN RUBIN Practice Sales, Inc. 619-299-6161.

**PERIO-PRO III** WITH DAY-LIGHT-LOADER FOR \$1700. (JUST CHANGE NEW ROLLER, SWITCHED TO DIGITAL X-RAY), X-RAY FILM MOUNT \$20/PKG, 760-3668877.

**\$175,000** Endodontic Practice in Santa Clarita, 3 Ops, 2 equipped, equipment, microscope, sterilization room, private office, professional building. MPG, (949) 675-5578.

**Orthodontist wanted** from a GP Office in orange county. Please fax your CV to 714-761-8030.

**ENDODONTIST** Professional and Friendly. Available for Part-Time, PPO/FFS office in West LA / OC area. Contact Levi-dds@gmail.com and/or Benjamin 949-514-4190.

**Nobody wants to sue...** or defend against a lawsuit, but they are a fact of life. Deal with enough people, you are bound to end up in court. On that day, Kerendian & Associates is the firm you want representing you. 888-299-7848.

**CENTRAL VALLEY/SO. FRESNO CTY** (3) op comput. G.P. for sale. Newer eqt, digital x-rays & Dentrrix s/w. In a smaller town w ltd competition. Built out in mid 2009. Collects \$10K+/mos on very ltd sch. Cash/Ins/PPO. A gold mine for the right Buyer. D&M Practice Sales 818.591.1401.

**endodontist needed 3 days/week** (sunnyvale and santa rosa areas). 40-43% production. Fax: (408) 774-1700.



# HENRY SCHEIN®

## PROFESSIONAL PRACTICE TRANSITIONS



## "DENTAL PRACTICE BROKERAGE"

### Making your transition a reality.

For more information regarding the listings below:

VISIT OUR WEBSITE AT:  
**WWW.PPTSALES.COM**  
 (Practice Opportunities)

Practice Sales • Mergers  
 Partnerships • Appraisals  
 Patient Record Sales

More information is available on our website regarding practices listed in other states, articles, upcoming seminars and more.

- **AFTOS:** *For Sale* - General Dentistry Practice. Highly desirable location. 2008 Gross Receipts over \$1Mil. w/adjusted overhead at 51%. 3-operatives in 1,000 sq. ft. P&M & 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 8 years. 1,080 sq. ft. 2-equipped operators. 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.
- **CENTURY CITY/BEVERLY HILLS AREA:** *For Sale* - Office space, equipment and leaseholds only. 1,100 sq. ft. 3 operators. digital x-ray system. Remodeled 4 years ago. Shows well. Located in a professional building. Owner has relocated.
- **EL DORADO HILLS:** *For Sale* - General Dentistry Practice. 2009 GR \$790,758 adjusted net income of \$12K. 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
- **FOLSOM:** *For Sale* - General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years, 2009 Adjusted Net of \$550K, 2,700 sq. ft. office with 7 ops. Digital, Dentrax, Intra-Oral camera, Laser, 5+ year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- **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. #14329
- **GRASS VALLEY:** *For Sale* - General Dentistry Practice. 2009 GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho, Pano, Endo, Surgery, Laser, Intra-oral camera. Diagnost, EZ Dental Software. Good Location. Owner retiring. #14337
- **GRASS VALLEY:** *For Sale* - This Periodontal 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
- **GREATER SACRAMENTO AREA:** *For Sale* - Gross Receipts in excess of \$1.1 Million dollars for the past three years. Adjusted net \$450K. 2,400 sq. ft. office-5 ops. Hygiene days-6. Owner works 32 hours per week. Eagle Soft, Laser, Pan, Intra Oral camera, fiber optics. Owner retiring.
- **LAKEPORT:** *For Sale* - General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq. ft. with 8 equipped treatment rooms. Intra-Oral camera, Pano, Sedation, and Data Con software. Owner to retire.
- **LIVERMORE:** *For Sale* - General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely remodeled 1,082 sq. ft. office space. Dentrax 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% Dentrax and has approximately 2000 active patients. Owner has operated in same location for 31 years. 2009 receipts were \$490,000. 6 equipped ops rms, laser, Intra-Oral camera Pano and Cephal. Call for details. #14319
- **MODESTO:** *For Sale* - General Dentistry Practice. 5 operators, 32-years in practice. Gross Receipts \$884K. w/adjusted net income of \$12K. Dentrax, Cerec, and Intra-Oral camera. Owner to retire. #14308
- **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 Dentrax software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for details.
- **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 Sale* - General Dentistry Practice. Fee for Service. 2009 Gross Receipts \$282K with adjusted net income of \$157K. 1,280 sq. ft., 3 equipped operators. Intra-Oral camera. Pano, Practice-NEB software. Doctor willing to transition by working 1-2 days a week. #14332
- **PLUMAS COUNTY:** *For Sale* - 3 equipped ops. Space available for 4th op. 1,245 sq. ft. office in good location. 2009 gross receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- **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 GR \$900K with adjusted net income of \$165K. 4 1/2 hygiene days/wk. 1,800 sq. ft. with 6 equipped ops. (7 Avail). Dentrax 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. 1,975 sq. ft. with 4 ops, 8 days hygiene/wk. Digital, Intraoral camera, Dentrax, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- **SACRAMENTO/ROSEVILLE:** *For Sale* - One of many partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334
- **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:** *For Sale* - General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office is 1,300 sq. ft. with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$354K. Doctor would like to phase out then retire. #14331
- **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. #14330
- **SANTA BARBARA:** *For Sale* - General Dentistry Practice. This excellent practice's 2009 gross Receipts \$801K with steady increase every year. Practice has 6 days of hygiene. 1,690 sq. ft., 5 ops, Laser, Intra-Oral camera, Schick Digital X-Ray, Datacon software. Doctor has been practicing in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring.
- **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., Brian System, and Camtarg software in this 2 equipped, 3 available-chair office. 2009 Gross receipts \$434K with 38% overhead. Owner relocating. #14320
- **TRACY:** *For Sale* - Equipment, furnishings, and leaseholds only. In the Central Valley. Fully equipped including 4 Belmont Accutrac chairs, 2 Midmark chairs, 6 DCI rear delivery units, 3 Genex X-ray units, 1 Soridel digital x-ray processor, 1 Statim 5000, 1 Harvey autoclave. 2,800 sq. ft., 6 Ops. New lease available from landlord.

### CALIFORNIA / NEVADA REGIONAL OFFICE

#### HENRY SCHEIN PPT INC.

California Regional Corporate Office

**DR. DENNIS HOOVER, Broker**

Office: (800) 519-3458 Office: (209) 545-2491

Fax: (209) 545-0824 Email: dennis.hoover@henryschein.com

5831 Stoddard Road, Ste. 808 Modesto, CA 95356

#### Henry Schein PPT Inc., Real Estate Agents and Transitions Consultants

Dr. Tom Wagner (916) 812-3255 N. Calif.

Mario Molina (323) 974-4592 S. Calif.

Hallie Johnson-Nelson (209) 545-2491 N. Calif.

Thanh Tran (949) 533-8308 S. Calif.



**LOS ANGELES COASTAL COMMUNITY, CA** Price Reduction! Profitable, 6 op GP with over 28 years of goodwill located in a highly desirable Los Angeles coastal community. Collections in 2009 exceeded \$650,000. The seller is retiring. Practice Transition Partners, (888) 789-1085, [www.practicetransitions.com](http://www.practicetransitions.com).

**SEARCHING FOR SOMETHING?** 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. [www.dentaltrader.com](http://www.dentaltrader.com).

**Assisting office manager needed** full time in Sunnyvale and Santa Rosa areas. Email: [loracosta@sbcglobal.net](mailto:loracosta@sbcglobal.net).

**Greater Palm Springs Area** Fee-for-Service Practice for Sale, Call 714.259.0501 Asking \$750,000, upscale neighborhood.

**WINE COUNTRY** \$235,000 3 OP's. Digital x-rays, great staff, \$560,000 average 4 years. Go to [www.1820SonomaAvenue.com](http://www.1820SonomaAvenue.com) for photos and all the info you need.

**GP DENTIST WANTED** Whittier. Mondays/Thursdays/Sat available. Office 562-945-7000. Fax 562-945-9000.

**ORTHODONTIC TX. COORDINATOR** OFFICE MANAGER NEEDED in Tustin. Ortho II software experience a BIG plus. Contact [ezortho@gmail.com](mailto:ezortho@gmail.com).

**Beverly Hills Dental Office For Sublease** La Cienega & Wilshire. Beautiful, hi-end, hi-tech office available to rent space. Call David @ 310-463-8144.

**dental treatment coordinator** familiar with dential and hmo. spanish speaking for van nuys area. please email your resume [goldencaredds@yahoo.com](mailto:goldencaredds@yahoo.com).

**Recycle Sharp Waste** Amalgam and Amalgam Contaminated Waste. EASY – AFFORDABLE – CONVENIENT Visit : [www.archtechnochem.com](http://www.archtechnochem.com) or E-mail us: [sales@archtechnochem.com](mailto:sales@archtechnochem.com) or Call: 858 858 348 3974.

**Orthodontist Wanted** To provide Ortho treatment plan for GP-Clinics' Ortho Patients. Please call Michael: (562) 207-7888.

**PASADENA** Modern office, 4 ops, 1740 sq ft. Loc Pham, Broker 714-550-7494.

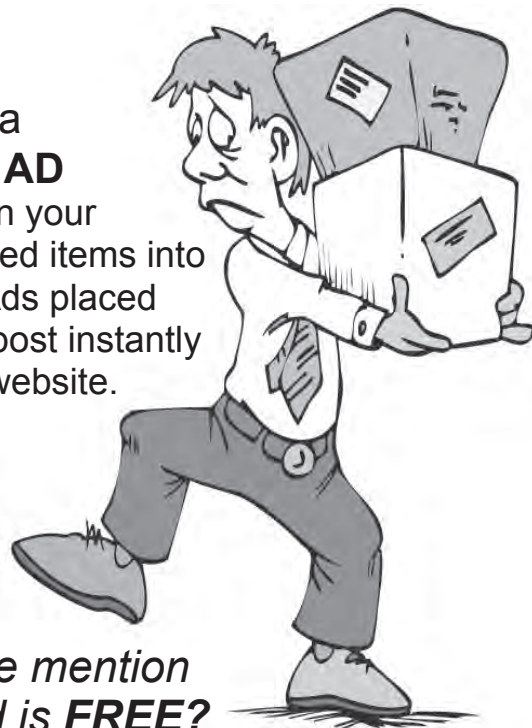
**GENDEX XRAY PROCESSOR** + XRAY DUPLICATOR + 1000 XRAY MOUNT + PA AND PANO FILMS \$150 MUST PICK UP 949-874-3366.

**Fuji Dental Lab offers** American made products with a 3 day turn around, quality and low pricing. Call Kip for special pre-paid pricing. 800-315-3251.

**Experienced Orthodontist** looking for orthodontic practice for sale in southern LA county. Must have income above \$350,000. Contact [ortho4you@yahoo.com](mailto:ortho4you@yahoo.com).

*Clean out that junk drawer and sell the stuff you don't need.*

Place a  
**FREE AD**  
and turn your  
unwanted items into  
cash! Ads placed  
online post instantly  
to our website.



*Did we mention  
the ad is **FREE**?*

Visit our FAQs page at [dentaltrader.com](http://dentaltrader.com) for details

**Experienced GP needed** 4 days/week (sunnyvale and santa rosa areas). 40-43% production. Fax: (408) 774-1700.

**Autoclave 23L (with thermal printer)** Brand New - Still in box - \$2800 Mike - (562) 207-7888.

**Beautiful dental office** in Lancaster for sublet for endodontist. Great market for endo!! 310-749-5683.

**Are you ready for a Mobile Makeover?** Diversified Dental & Upholstery will come to you and transform your operatory equipment so fast and so affordably you'll wonder why you waited so long. Save Now - call Diversified Dental & Upholstery. Free estimates. (800)707-3449.

**Husband/wife dental team** looking for an office to purchase. Please email: [seekingdentaloffice@gmail.com](mailto:seekingdentaloffice@gmail.com).

**Numb and Numb-er** Sometimes you just need numb. Visit [www.cyclorinse.com](http://www.cyclorinse.com) for ordering. Cyclorinse...the painless solution!

**I'm a General Dentist** 7+ years experience Immediately available. Molar RCT, Veneer Smile Makeovers, FBI Third Molar Extractions 818-309-3230.

**PRACTICE FOR SALE/ORANGE** 4 eq ops, 1 plumbed not eq, single story medical bldg. California Practice Sales, Inc. Phone: 714-639-2775.



*Thirty-First Annual Ski and Learn Seminar by the SCAGD*

# Snowmass/Aspen, Colorado

**FEBRUARY 12-19, 2011**

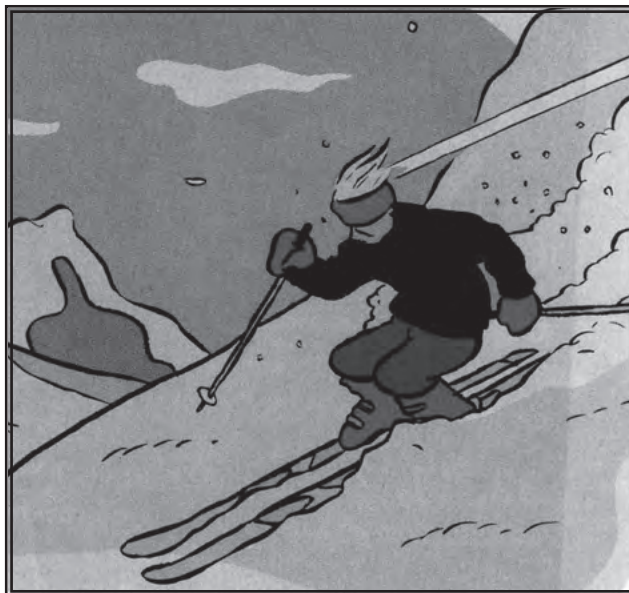
Our 31st Annual Ski and Learn Seminar will be held in Snowmass/Aspen, Colorado from February 12-19, 2011.

Our program will begin with a Sunday Night Wine and Cheese Party. There will be a mid-week Nas-tar Race. The final event will be our Friday Night Awards Banquet.

We will be staying at the Top of the Village Condominiums, a ski-in, ski-out location. Our accommodations will be largely two and three-bedroom units. The units will have daily maid service, VCRs DVDs, washers and dryers in each unit, outdoor pools, whirlpools, sauna, steam room, fitness center and daily coffee service, free shuttle service... to name only a few of the amenities.

The trip will include round-trip air and bus transportation, seven nights lodging and lift tickets for five out of the six days. The cost for the package will be \$1560, the same as last year.

We will have four outstanding scientific sessions, our morning coffee and video. The seminar will afford sixteen hours of continuing education state and AGD credit in Category One. **Seminar fees are: Dentists @ \$245; Auxiliaries @ \$110.**



**The CE programs are as follows:**

❄️ **Joseph Cain**, DDS, Professor Emeritus, Removable Prosthodontics, University of Oklahoma, College of Dentistry **TOPIC: *Overcoming Mistakes with Dental Implants.***

❄️ **Bruce Houser**, DDS, MS, Board Certified Periodontist, Scottsdale, Arizona **TOPIC: *Improved Function and Esthetics with Pre-Prosthetic Periodontal Surgery.***

❄️ **Bradley J. Sandvik**, DMD, FAGD, General Dentistry, Phoenix, Arizona. **TOPIC: *Beyond Single Tooth Implant Restorative Techniques and Treatment Planning for the Edentulous Arch.***

❄️ **Brant Bradford**, DDS, Col, U.S. Army, Chief of Prosthodontics, Ft. Irwin National Training Center, California **TOPIC: *Cosmetic Approach To Prosthetic Rehabilitation.***

Our last ski seminar held at Snowmass/Aspen, Colorado in February, was a great success and enjoyed by all. Reservations are coming in now for the upcoming trip to Snowmass/

Aspen, Colorado. Our participants voted to return to Snowmass/Aspen.

Ski.com, once again, will be handling our travel arrangements. They can be reached at 800-525-2052, Ext. 3045. Ask for Martha Perez.

For reservations, send a deposit of \$500 to:

Ski.com at 2349 Honolulu Avenue, Montrose, California 92020. Attention: Martha Perez.

The cost will be approximately the same as our 2010 trip.

***This is by far the best value in the ski CE Industry...!***

Tuition fees are to be sent to Ski.com (formally Sportours) or contact Dr. Robert Garfield, Executive Director, SCAGD: 2720 Aqua Verde Circle, Los Angeles, California 90077 or call 310-471-4916.

**Bob Barrett**, DDS, MAGD, Ski Seminar Chairman, Torrance

**Beautiful new dental office** for sublease at 2630 san Gabriel blvd. Rosemead, 91770--digital x-ray, excellent location, plenty parking space. vtchen@yahoo.com.

**Valencia Dental Office For Sublease** Valencia Blvd & Cinema Dr. Beautiful, hi-end, hi-tech office available to rent space. Call David @ 310-463-8144.

**Legal Tip** Does your attorney provide his cell phone number for emergencies? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

**Share my Space** beautiful private office in Northridge to share space. You pick days. call for details. 818-772-7096.

**All County Construction** Exceeding Expectations in Design, Detail and Quality Craftsmanship. Client satisfaction is our #1 goal. Call Today 714-240-4123.

**Multi-specialty practice** in West LA looking for part time PROSTHODONTIST: Please fax your resume to 1(866) 583-4490.

**NEW Biolase® Waterlase® C100's™** One low payment of \$15,999 special financing has been arranged (For qualified buyers) All of these units include: Factory Installation, Factory Training Course 1 year Manufacturers Warranty! for more information call (818)458-9550.

**Oral Surgeon Wanted** GP Dental Office Seeking Oral Surgeon To Extract Wisdom Teeth and more. Call Michael: (562) 207-7888.

**endodontist needed** for busy practice in bakersfield e-mail alk5555@yahoo.com or call 661-204-8334.

**"LOCAL DECISIONS FASTER FUNDING!"** California General Bank, John Drake 626-204-2471.

**Dental offices are available** for Sub-Lease in Downtown Los Angeles and Lake Forest in the Shopping Centers. Call (949)400-4677.

**ENCINO ASSOCIATE** sought for space rental, beautiful, relaxing Valley views, 8th floor, great location, implantology oriented. Ventura Blvd. Karen 818-986-9112.

**SANTA MONICA FEE FOR SERVICE PRACTICE** Collects over \$1.3 million with 9+ days of hygiene per week. 7 ops. Cerec, digital, Global microscope, computerized. Kurt Skarin 805-777-7707.

**GP seeking full/part time job** Good with adults and children. Self Motivated, Ambitious, Fast, and Productive. robert21b@yahoo.com.

**Need something but can't find it?** Call Bruce at The Dental Trader at 877 888 4237. I have a comprehensive database of dental companies developed for the past 28 years...I can help you find whatever you're looking for.

**Autoclave - Digital** brand new (still in box) - still in box-\$2500 Call Mike: 562-207-7888.

# CONSUMER ALERT!

## The Dental Trader

refuses to do business  
with the following companies:

### AMERICAN BUSINESS CARD (A CEG Company)

P.O. Box 15190  
Scottsdale, AZ 85267  
www.americanbusinesscard.com  
Ph: 800-555-2234 Fax: 800-500-4506

### PROFESSIONAL FINANCING INC. Alexander Slepak

20371 Irvine Avenue, #100  
Newport Beach, CA 92707  
www.professionalfinancing.net  
doctor@professionalfinancing.net  
Ph: 323-272-3543 Fax: 480-948-0082

*This notice is based on the advertisers' contractual lack of performance and/or legal action/court judgments.*

*If you have had a problem with these or any other Dental Trader advertiser, please send your formal complaint to:*

The Dental Trader  
Attn: Complaints  
Post Office Box 2631  
Capistrano Beach, CA 92624  
Fax: 949-498-1198  
Email: tradestaff@cox.net

*Be sure to include any relevant documentation concerning your complaint*





# PRACTICE TRANSITION PARTNERS

*realizing the possibilities*

## FEATURED LISTINGS

### ORANGE COUNTY - *New Listing!*

Full service, high-tech, 4 op GP in a great Orange County location. Spacious office in an easily accessible medical/professional building. 2009 collections over \$430,000. The seller is retiring.

### LOS ANGELES COASTAL COMMUNITY - *Price Reduction!*

Profitable, 6 op GP located in a highly desirable Los Angeles coastal community. This practice is well established with over 28 years of goodwill. Collections in 2009 exceeded \$650,000. The seller is retiring.

### LANCASTER

Long established, 4 op GP with an excellent location in a professional complex. Strong patient base developed over 34 years. 2009 collections exceeded \$670,000. The seller is retiring.

### LOS ANGELES (Endo) - *Price Reduction!*

4 op, long established endodontic practice. Located in an easily accessible professional building next to a major intersection.

### SAN DIEGO AREA

Multi office opportunity. Contact us for more details.

### SACRAMENTO COUNTY (Ortho)

Spacious 6 op, well established orthodontic practice in a full service easily accessible office building. 2009 collections \$440,000+.

### KERN COUNTY

Well established, 6 op GP with a great location for the dentist desiring a rural lifestyle in a friendly community. This practice collected over \$523,000 in 2009 with amazing growth potential.

### SOLANO COUNTY - *Price Reduction!*

4 op (3 equipped) GP with strong patient base. Efficient facility and proven systems

### ORANGE COUNTY COASTAL COMMUNITY - (Perio)

Busy periodontal practice with a highly desirable location. 5 op, very profitable business with long term goodwill and a great staff. 2009 collections \$900,000+. The seller is retiring.

### INLAND ORANGE COUNTY - *Motivated Seller!*

Newer, 3 op GP start-up opportunity. Located in a shopping mall, the practice is currently open 2 days per week and is positioned for growth.

## Dental Practice Sales

## Buyer Transition Consulting

## Practice Valuations



**Assisting dentists  
with selling and  
purchasing practices  
since 1997**

**We invite you to contact us or visit  
our website for more information  
regarding these and additional  
listings currently available in  
California, Nevada and Arizona.**

**888.789.1085**

[www.practicetransitions.com](http://www.practicetransitions.com)



**Multi-Million Dollar Practice** wanted in Orange County. Cash Buyer. General or Multi-Specialty. Full buy out or partnership. Email [ddsconglomerate@gmail.com](mailto:ddsconglomerate@gmail.com).

**Buy any 3 of our Titan Restorative Products** and Receive 1 for Free with Kings Two Dental. Universal Composite Caplets 20/Pk \$26.95, Syringe \$24.95, Flowable 4/pk \$24.95 Please call us at 800-715-5464.

**Required in Salinas** Rda, Da, front receptionist and persons cross trained for front and back. Fax 8314240549 or email [rakshakdental@yahoo.com](mailto:rakshakdental@yahoo.com).

**2200 sq. ft. medical office for lease** at \$4730/mo in Rancho Santa Margarita. Newer build, excellent curb appeal. (949) 939-7831.

**Newly remodeled** beautiful seven operatory dental office in Santa Monica for sublease. Contact (310)430-4128.

**General Dentist Wanted** For One day a week - Must feel comfortable w: molar-root canal & extractions. Call: Mike 562-207-7888.

**Endodontist Wanted** Santa Barbara. 1 day per month in GP office. Plse submit inquiries to [apirooz9@gmail.com](mailto:apirooz9@gmail.com).

**Periodontist available** for all surgical procedures including implants/sinus lifts/ext/crown lengthening/osseous/etc. Contact 617-680-0777 or email [sshamardi@gmail.com](mailto:sshamardi@gmail.com).

**Seeking business-minded dentists to invest in an online platform that makes dental staff placement AND practice sales NO charge. How? It's advertiser supported. Download demo at aColleague.com.**

**ORANGE** Beautiful!!! Asking \$595,000. Select Practice Services, 714-421-4407.

**Bite Registration Trays** for Impression \$15/box. Includes posterior, anterior, quadrant, and full trays. Please contact [njydds620@yahoo.com](mailto:njydds620@yahoo.com).

**MOSTOFI LAW GROUP Dental Law** Practice Purchase and Sales Agreements • Leases • Estate Planning • Employment Law • Sherry Mostofi, Esq. • [www.MostofiLawGroup.com](http://www.MostofiLawGroup.com) • 1-888-448-4288.

**Partnership Wanted** Private office established over 20 years. Palm Desert, Ca. [dentaldoc44@yahoo.com](mailto:dentaldoc44@yahoo.com).

**PRACTICE FOR SALE/SAN DIEGO** well established practice in small plaza NET \$310K. California Practice Sales, Inc. Phone: 714-639-2775.

**Orthodontist needed PartTime** for a fast paced office near Downtown LA. Daily Rate \$800 Email resume: [office@embrace-ortho.com](mailto:office@embrace-ortho.com).

**"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.

**MOBILE DENTAL EQUIPMENT DONATION WANTED** Tax-deductible donation, for dental care of poor & homeless. A non-profit organization. (714) 319-4956.

**periodontist needed** Temecula, ca- part time 2 days/month fee for service practice. Email resume to [pum1985@hotmail.com](mailto:pum1985@hotmail.com).

**"I am proud to have worked** with the Dennis Rosene Insurance Agency since 1974. Their policies and customer service are second to none! They are the only company to offer earthquake coverage at no extra charge and I saw for myself how important that was after the Northridge earthquake. I highly recommend the Dennis Rosene Agency to all of my clients." John W. Knipf - President, California Practice Sales. Call Dennis Rosene Insurance Agency Inc. 949-645-6000 or 800-448-4664.

**Make your own crown** in the office-Cerec MCXL- one year old-Take over payment-(949)400-4677.

**SANTA ROSA PRICE SLASHED \$150,000 3 OP's, Digital Pano, Well established, averaging \$560K per year. OWNER WILLING TO STAY 1-2 YEARS. Will do mini implants and dentures + greet all returning patients for their checkups on hygiene day. call 707-318-0518 or GO TO: [www.1820SonomaAvenue.com](http://www.1820SonomaAvenue.com) for photos and details on this great opportunity to gross \$1 Million per year.**

**Traveling Treatment coordinator** HMO & PPO EXp. Bilingual Spanish. 5 years exp. Prof. Appearance. OC and LA. Cell (562) 221-2182.

**3-Compartment Plaster Bin** \$100. Each compartment holds 25 Lb. of stone or plaster. Please contact [njydds620@yahoo.com](mailto:njydds620@yahoo.com) if interested.

**DIGITAL X-RAY SENSOR SPECIAL** Buy one complete Eva Sensor Kit at \$4,995 and get a 2nd sensor for only \$3,995. While supplies last. Call 800-273-5033.

**GP office in Santa Barbara** seeks Associate with 1+ years experience, 1-2 days/week including Saturdays. Please email resume: [sbdental2@gmail.com](mailto:sbdental2@gmail.com).

**Newly USC grad** male GP in his 30's seeking P/T on Monday and Friday. [tedsheng@yahoo.com](mailto:tedsheng@yahoo.com).

**GENTLE DENTIST Certifications** Invisalign, CAD/CAM/ CEREC, ZOOM, etc. Looking for associatship/partnership. Please contact me directly (310)403-7328; [DrCharlesHuangDDS@gmail.com](mailto:DrCharlesHuangDDS@gmail.com).

**Panorama City** Looking for office to buy/rent p/t no charts/ patients needed 4 Ops. Dr. Win 818-300-7100.

**2002 Panoramic/Cephalometric X-Ray machine** Excellent condition. \$7,500 O.B.O. For more information contact Elizabeth at 559-897-5042 [ortho.tech.global@gmail.com](mailto:ortho.tech.global@gmail.com).

**X-ray view boxes for sale** in Santa Monica for \$35! Please email me at [njydds620@yahoo.com](mailto:njydds620@yahoo.com) if interested.



# JOIN US!

## **PUNJABI DENTAL SOCIETY SEMINARS**

**ARE  
MOVING TO  
QUIET CANNON**

901 Via San Clemente,  
Montebello, CA

---

**NEXT SEMINAR**

**JAN 23RD 2011**

CALIFORNIA LAW,  
INFECTION CONTROL  
& RISK MGMT

**Dr. R. Salwan, President**  
**Dr. D.P. Singh Nagra, Chairman**



For more information on activities and upcoming Seminars please call:  
**1-866-4-CALL PDS** OR VISIT US AT **[www.pdsociety.com](http://www.pdsociety.com)**

**West Side Los Angeles** Upscale Holistic Dental Practice. 45 yrs goodwill, Gross Receipts \$725K – 3 days, fee for service [dentistry@drrota.com](mailto:dentistry@drrota.com).

**Join the fun!** The Punjabi Dental Society invites doctors and dental company representatives to mingle at our regularly scheduled events. For information please call 909-933-9076.

**Office Space for rent** \$300/month. Private office 7' x 12'. Located in Sta Monica. Contact [njydds620@yahoo.com](mailto:njydds620@yahoo.com).

**Perio and Clinical Charting** for only \$499 when purchased with DentiMax billing software. To order, call DentiMax at (800) 704-8494.

**Office Sharing available** in Burbank area. Build a practice at minimal cost. 3-4 days per week. Please call (818) 813-7570.

**SANTA ROSA** \$125,000 3 OPS + Assume new Digital Pano Loan \$368/mo. NO OWNER FINANCE. NO DEALS. MUST BE FREE TO BUY NOW. DON'T CALL IF YOU HAVE A PRACTICE OR A HOUSE TO SELL. WIFE/HUSBAND MUST BE WILLING TO MOVE NOW. NO EXCEPTIONS. \$560K COLLECTIONS PAST 4 YEARS AVERAGE. BEST DEAL IN CALIFORNIA. OWNER RETIRING. SERIOUS BUYERS ONLY. 707-318-0518 cell.

**Canoga Park** 2 vintage dental chairs and 1 x-ray machine. Working condition. Great for use or decoration. Email [Shruti-smadhure@gmail.com](mailto:Shruti-smadhure@gmail.com).

**ZOOM Bleaching Light for sale** Excellent Condition \$895. Call (951) 925-1223.

**GO DIGITAL** ONLY \$203 a month !!! Time to change the clock. Time to improve your practice. TIME TO GO DIGITAL; Computer, monitor, digital sensor, intraoral camera, Image software, Billing software, Onsite install, Training, Support included! Call 800-273-5033.

**Rolling dental cabinet** for \$300. It has a white glossy finish. If you are interested, email [njydds620@yahoo.com](mailto:njydds620@yahoo.com).

**Endodontist & Oral Surgeon needed** (1 day/month) in GP office in Santa Barbara. Please email resumes/ compensation requirement to: [sbdental2@gmail.com](mailto:sbdental2@gmail.com).

**Do you need to go out of town?** Do you need someone to cover your periodontal practice? Contact [periodontalexpert@yahoo.com](mailto:periodontalexpert@yahoo.com).

**Periodontist available** for all periodontal and implant surgeries including Bone grafts, Sinus Lifts, Placements. Will bring own instruments. [perioimplantdoc@gmail.com](mailto:perioimplantdoc@gmail.com) 9493006704.

**Beautiful new dental practice** with 5 operator now selling located in Rocklin CA affordable price call if intrested 916-663-5675 Hurry.

**SAVE MONEY** SHARE SPACE IN MARINA DEL REY! 4 large ops, great opportunity for new or established practice! 310 577-5888.

**Upscale fee-for-service** Dental practice for Sale in the Great Palm Springs area [www.wppps.com](http://www.wppps.com) or 714.259.0501.

**Acucam Intraoral Camera** for \$1,000. Great deal!!! Please email me at [njydds620@yahoo.com](mailto:njydds620@yahoo.com).

**Orthodontist** looking to rent/share space with dentist in Westminster, Ca one day a week Monday thru Sunday (yes Sunday). [orthoinyouroffice@yahoo.com](mailto:orthoinyouroffice@yahoo.com).

**Office Space for rent** \$350/month. Room is 12' x 10'. Located in Santa Monica. Contact [njydds620@yahoo.com](mailto:njydds620@yahoo.com).

**Prophy Jet Powder** \$30/box. Box includes 15 packets-2.5 oz each. Spearmint flavored. Please contact [njydds620@yahoo.com](mailto:njydds620@yahoo.com).

**At All County Construction our GOAL is simple** Construct a quality project, within your budget and on time! Call us today for a free estimate. 714-240-4123.

**NEEDED** Dental Assistant in a private dental office. Experience in clerical work preferred. Will train for Skilled Nursing Facility Dentistry. Call 818-891-0500.

**Fresno Dentist seeking to purchase practice** No Broker needed. Email: [frsndentist@gmail.com](mailto:frsndentist@gmail.com) or 559-285-7297.

**Canoga Park** Retiring dentist. 1500 sq. ft. 4 Operatories. 2 X-Ray Machines. All insurances and cash. \$150k. Email [Shruti-smadhure@gmail.com](mailto:Shruti-smadhure@gmail.com).

**PRACTICE FOR SALE/SHERMAN OAKS** Turn Key; busy shopping center; 3 ops California Practice Sales, Inc. Phone: 714-639-2775.

**SCHICK Sensor Size zero** for Sale \$1,950. please call (951) 925-1223.

**Perio compromised** Hopeless teeth can be saved with Perio Laser (LANAP). No cutting no suturing. (949)718-0208, [www.newportbeachimplant.com](http://www.newportbeachimplant.com).

**VAN, MINI-VAN, CAR, TRUCK DONATION WANTED** Tax-deductible donation. A non-profit religious organization. Please call (714) 772-5590.

**Treat used X-Ray Fixer On-Site** No Contracts, No Pick-up, No Business Interruption. Visit : [www.archtechnochem.com](http://www.archtechnochem.com) or E-mail us: [sales@archtechnochem.com](mailto:sales@archtechnochem.com) or Call: 858 348 3974.

**San Bernardino Practice & Building For Sale** 3 ops, 1100 sq. ft. Free standing Building. Anxious to sell. (909)583-1414.

**DIVERSIFIED DENTAL & UPHOLS** Take advantage of our winter sale on dental equipment and services. Get your chairs reupholstered now! Free estimates - Fast Service! (800)707-3449 / (714)827-8515.

**Fix your Handpieces** with Kings Two Dental Starting from \$59.00 with 3 month warranty for HighSpeed and \$109.00 with 6 Month Warranty for LowSpeed. Want to know more? Please call us at 800-715-5464.



# NEED A C.P.R. CLASS FOR YOUR OFFICE? WE COME TO YOU!

- CLASS HELD IN YOUR OFFICE
- EARN 4 HOURS OF C.E. UNITS
- CARD VALID FOR 2 YEARS
- LARGE AND SMALL GROUPS
- COMPETITIVE PRICES

*Call us today for a quote*

**626-797-6179**

**Email: [cpr2go@aol.com](mailto:cpr2go@aol.com)**

**[www.cpr2go.com](http://www.cpr2go.com)**

**Heartstart Enterprises P.O. Box 40767, Pasadena, CA 91114**



Daniel E. Gueuzubeuyukian  
Owner - Head Instructor



Dr. Jack Moursalian's Office

**Endodontist needed** Temecula CA- once a week in state of the art office. Send resume to [pum1985@hotmail.com](mailto:pum1985@hotmail.com).

**FOR SALE** Going Digital! PerioPro 3 processor, 3 X-ray viewboxes, Endo Quick dip, Baldor Polishing Lathe w/ dual protectors. TOM-(714)357-9958.

**Oral surgery instruments for sale** Most are new forceps, elevators and luxators. Contact via email: [yodoc@att.net](mailto:yodoc@att.net).

**TrollByte Size-2** Sensor Positioner Starter Kit \$90 each. Five AMR/4303 and two VB/AF 3305 in each. Contact [njydds620@yahoo.com](mailto:njydds620@yahoo.com).

**"YOU ARE NOT A FIGO NUMBER TO US DOCTOR!"** California General Bank, John Drake 626-204-2471.

**We are looking for offices** in the Pasadena, San Fernando Valley, Upland, and Monrovia area. Husband/Wife team. Retiring? [seekingdentalloffice@gmail.com](mailto:seekingdentalloffice@gmail.com).

**DENT-X 810 X-Ray Processor** New Condition, \$700 + X-Ray Duplicator. Must Pick up. Karen 818-986-9112.

**Spending too much for software?** DentiMax offers complete clinical and practice management software for under \$1,000. Call (800) 704-8494.

**EAST-LA-PEDO** office looking to hire an ASSISTANT proficient in Pedo. Email Resume and a cover letter to [PAPdentalCORP@gmail.com](mailto:PAPdentalCORP@gmail.com).

**PRACTICE FOR SALE** Beautiful 3 Op office in prestigious area of downtown - Ultra modern. Gross \$500k your first year. Call PPS (714) 832-0230.

**Receive up to \$3000 in Manufacture's Rebates** with the purchase of a ScanX Digital System with Kings Two Dental. Want to know more? Please call us at 800-715-5464. This promotion is valid until 12/31/2010.

**ORAL SURGERY** Work in BEAUTIFUL Huntington Beach! Approx. \$1,000,000 in 2009! Asking \$695,000. Select Practice Services, 714-421-4407.

**PRACTICE FOR SALE/ BEVERLY HILLS** Equip; 4 eq ops in multi story bldg. California Practice Sales, Inc. Phone: 714-639-2775.

**SANTA MARIA** Location and reputation are only two of the winning attributes of this stunning practice! 1,545 sf, w/ 4 fully equipped ops, \$300k Real Estate also available! (K-916) WPS/800-641-4179.

**MONTEREY PARK PRACTICE FOR SALE** Three ops in a good location on Atlantic Blvd. with signage. Collects \$200,000+/year. Lots of referred work. Asking \$130,000. Call Kurt Skarin 805-777-7707.

**\$399,000** Fee for Service, GD Practice, Irvine, 5 Ops, 3 equipped. Beautifully appointed, modern office, Professional Building. MPG, (949) 675-5578.

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

**KERN COUNTY, CA** Well established, 6 op GP with a great location for the dentist desiring a rural lifestyle. 2009 collections over \$523,000 with amazing growth potential. Practice Transition Partners, (888) 789-1085, [www.practicetransitions.com](http://www.practicetransitions.com).

**Glendale Dental Office/Dental Lab Office Space** 858-3,325 sq ft space on 3rd Floor of Newly Renovated Professional Building on N. Brand Blvd. Several floor layouts available depending on sq ft needed. Great window views and lots of natural sunlight. Building Owner will incur cost of Space Design/Build Out to your desired specifications. No money out of your pocket! Call 3107805278.

**Enjoy your dental office for years to come** At All County Construction, we offer a high quality product and exceptional service at a price to fit your budget. 714-240-4123.

**GREATER SACRAMENTO AREA** or Sale-Gross Receipts in excess of \$1.1 Million dollars for past three years. Adj net \$450K. 2,400 sq ft office-5 ops Hygiene days-6, Owner works 32 Hrs per wk. Eagle Soft, Laser, Pan, IntralOral camera, fiber optics. Owner retiring. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

**Now you can earn your LIVE dental CE units** online with live webcast seminars. Look what Tatshyan S. DDS of California says about ACES live webcast seminars: "Best thing after Wonder Bread!" Check out live webcast CE seminars at [www.aces4ce.com](http://www.aces4ce.com).

**IRVINE** Fabulous area, high end; All Fee for Service! Doctor Retiring! Asking \$1,250,000. Select Practice Services, 714-421-4407.

**Hey Doctor...**you can have your Dental Trader subscription sent anywhere! To subscribe, change your address or request deletion from our mailing list simply use the online forms at [dentaltrader.com](http://dentaltrader.com) We do not sell or share our mailing list with anyone...ever!

**IMPLANTS-IN-HOUSE** Stop referring DENTAL IMPLANTS out. Experienced DDS with Fellowship in the International Congress of Oral Implantologists will place IMPLANTS for your patients in the comfort of YOUR OFFICE. Increase PRODUCTION and Good-Will of your office by providing your patients with this valuable service. I bring all materials and equipment. Will provide all phases Implant treatment. Clean, Caring, Gentle & Professional. Call today 310-993-4474.

**PRACTICE FOR SALE/WHITTIER** (Perio) 70+ yrs of goodwill; 5 eq ops California Practice Sales, Inc. Phone: 714-639-2775.

**Free Retirement Plan** Feasibility Study with every incorporation. Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**RIVERSIDE** Asking \$360,000. Select Practice Services, 714-421-4407.

**LOS ANGELES** Starter gp. 3 ops. Asking \$154K. Loc Pham, Broker 714-550-7494.

**Boxless Digital Sensors** DentiMax's all new boxless sensors represent the latest in CMOS digital radiography. Sensors start out at \$5499. Call (800) 704-8494.

**Perio Pro X-ray developer** \$500. Please contact [njydds620@yahoo.com](mailto:njydds620@yahoo.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.

**NORTHRIDGE** (4) op comput. G.P. for sale. In a smaller prof. bldg. on a heavily traveled main blvd. Cash/Ins/PPO pt. base. 2010 Gross Collect. projected @ \$440K+. Selling due to health. D&M Practice Sales (818) 591-1401.

**Caudill & Associates (New Listing)** BURBANK - 2 Ops, Office Building, Asking \$185,000, Excellent location in the Burbank Village area, Call (951) 314-5542 Broker. [www.caudillpracticesales.com](http://www.caudillpracticesales.com).

**GO DIGITAL....** We will come into your office, install a digital xray sensor, computer, monitor, on a cart, intra oral camera, practice management software, train your staff, and get you going...all for only \$7,495. Call 800-273-5033.

## THE Dental Trader staff wishes you



*a Warm and  
Wonderful Holiday!*



# GROW YOUR PRACTICE IN ANY ECONOMY!

**Don't Waste Another Week!  
Get the Tools Now!!**

Was \$40 each, now, by popular demand, for our second edition, get one for \$25, 2 for \$40, and all 3 for \$50. Send checks to:

**Dental Practice Publishers**  
26181 Mt. Diablo Rd., Laguna Hills, CA 92653

*Be sure to note which pamphlets you want.*

## 1 "DENTAL SCHEDULING FOR THE SOLO PRACTITIONER"

- How to keep your appointment book full every day!
- Discover how to have consistent production daily!
- Never see your assistants just standing around ever again
- Increase production by 25% by doing this!
- Save \$20,000 per year or more by doing this!

## 2 "HOW TO MAKE MONEY USING YOUR HYGIENE PROGRAM"

- Turn your Hygienist into a cash cow!
- Easy tips to fill the hygiene schedule!
- Increase recall by 50% or more by doing this!
- Eliminate appointment cancellations!

## 3 "MANAGEMENT BY STATISTICS"

- 5 ways your PC can instantly increase your practice growth!
- Learn three tricks that instantly can increase production!
- How to become the most efficient office possible!
- Promote your practice ABSOLUTELY FREE! (Worth the purchase price alone)
- Track & control your overhead without an accountant's help!

**RANCHO SANTA MARGARITA ORTHODONTIC PRACTICE** FOR SALE - Private Ortho practice with 4 operatories in shopping center – 20 years old – greater starter practice-very modern – private insurance and cash only – 2009 net income over \$200,000 on 3 easy days/week– Thomas & Fees Practice Sales (714) 544-4341.

**PRACTICE FOR SALE/SAN DIEGO** Poway 4 Ops, \$849 collections. KEN RUBIN Practice Sales, Inc. 619-299-6161.

**"Navigating the Dental Transition Minefield"** Seminar in SAN DIEGO on Friday, December 3, 2009. Learn from Pat Wood, Ken Rubin & Kathleen Johnson. 7 hrs. of CE. Save the Date. Register online at [www.dentalattorneys.com](http://www.dentalattorneys.com) (800) 499-1474.

**"YES DOCTOR YOUR LOAN'S ALREADY APPROVED!"** California General Bank, John Drake 626-204-2471.

**Dental Operatories** Starting at \$4695, Made in USA for over 45 Years Call (800) 423 - 5657 or Visit [WWW.DHPDENTAL.COM](http://WWW.DHPDENTAL.COM) to see the complete line.

**Discover Cyclorinse** Visit [www.cyclorinse.com](http://www.cyclorinse.com), oral anesthetic rinse, for ordering information. Cyclorinse...the pain free solution!

**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.

**Matsco is now Wells Fargo Practice Finance** Let's talk about how we can support you. Call 1-888-937-2321 or visit [wellsfargo.com/practicefinance](http://wellsfargo.com/practicefinance).

**Eliminate Regulatory Waste Disposal Headaches** No Contracts, No Pick-up, No Business Interruption Visit: [www.archtechnochem.com](http://www.archtechnochem.com) or E-mail us: [sales@archtechnochem.com](mailto:sales@archtechnochem.com) or Call: 858 348 3974.

**Fuji Dental Lab** American made quality, low pricing, great service. 5% off your first case. Call Bobby or Kip now! 800-315-3251.

**During the last 10 years** Ken Levi built for me five projects. The recent is a 5000 sq ft. free standing building in North hollywood CA. This is a state of the art dental and medical facility of which I am very proud. Medikbuild fulfilled all my expectations and more.Come and see it with your own eyes. Dr. Afar 310 7705580.

**PC-1000 Panoramic X-ray Machine** Mint Condition. Must pick up. \$2,700 OBO Karen 818-986-9112.

**Do you DREAM of a owning a dental practice** that makes others envious? With 20 years experience in the industry, we can help turn your dream into REALITY. All County Construction 714-240-4123.

**Urban Renewal Construction** Are you looking for a construction company with vision and resources, design, construction and equipment. Call (949) 632-2648.



**MOSTOFI LAW GROUP Dental Law** Representing dentists throughout California • Sherry Mostofi, Esq. • [www.MostofiLawGroup.com](http://www.MostofiLawGroup.com) • 1-888-448-4288.

**Save Now** call Diversified Dental & Upholstery. Free estimates on painting/reupholstery. (800)707-3449 / (714)827-8515.

**Glendale** 1,749 sqft, 4 op, State-of-the-Art, Customized Dental Office. Top quality Floor to Ceiling Design/Details. 2nd fl w/view. Turn Key, installed w/ New Electronic Equip/Digital Technology. Busy area w/ PPO/PVT patient base. Right off 134 fwy, w/in 1 mile of Americana Mall, on North Brand Blvd. Move-in, Jan 1st, 2011. Lisa (310)780-5278.

**Don't sign that lease!** The new trend in commercial property lease agreements is to include terms that are so one-sided, you lean when you read em! Get an expert review BEFORE SIGNING. Call Kerendian & Associates 888-299-7848.

**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?

**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.

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

**BEVERLY HILLS** CA's most desirable zip code! Doctor retiring! Asking \$215,000. Select Practice Services, 714-421-4407.

**Is your office protected for embezzlement?** We offer up to \$50,000 in employee dishonesty! Call us and experience the difference with the Dental Insurance Specialist! Dennis A. Rosene Insurance Agency Inc. 949-645-6000 or 800-448-4664.

**"When the time came for us** to spend hundreds of thousands of dollars on our renovation project we needed a construction company that held a high set of standards. I trust CMM Construction; they provided us with quality workmanship. CMM is knowledgeable and easy to work with. We had specific requirements and CMM produced great results! I look forward to working with them in the near future." (949) 489-9393.

**Dental offices for Sub-lease** in Downtown Los Angeles or Lake Forest 949-400-4677 or 949-307-6437.

**"I highly recommend CMM Construction, Inc** to any company looking for a winning combination of excellent results and a smooth process. There is much to consider when renovating a new space. CMM provided a strong understanding of our needs. Many thanks to CMM for a job well done; they were on schedule and within budget, thanks for taking care of us!" (949) 489-9393.

# LISTING 6% COMMISSION Better Rate - Better Service

Practice Sales - Leasing - Lease Renewals  
What Dentists are saying:

**Dr. P.H.:** "I needed to sell my office and needed to do it quick. Mr. Caudill met me on a holiday weekend, appraised the office and got me a qualified buyer very quickly. My practice closed on time and I saved \$10,000 in commissions using Caudill & Associates. I needed that savings and Mr. Caudill was responsive to all my calls and provided all necessary forms and guidance. Thank you Mr. Caudill."

**Dr. David Remple:** "I have used Mr. Caudill to renew my Lease and negotiate on my behalf, Mr. Caudill did a great job for me and even got me a flooring allowance, I recommend him highly."

**Dr. Gary Klugman:** "Professional, knowledgeable and knows how to negotiate. I cannot imagine using anyone else - PERIOD."

**Dr. Lorna Okada:** "I was referred to Mr. Caudill from another respected colleague who used his service. He did exactly as promised, was diligent, professional and thorough, I recommend him highly."

**Dr. Jay Napeloni:** "I had an excellent experience with Mr. Caudill; he was responsive to all my calls and questions. I bought a Practice he listed and he was just great to work with, professional and responsive, highly recommended."

**Dr. M.M.:** "When I gave Mr. Caudill the listing I had a specific date in mind to close, he got me a buyer quick and my office closed even before the time I targeted, I saved \$30,000 in commissions and was very impressed. Mr. Caudill did exactly what he said he would do, was very cost effective, professional and performed as promised."

References upon request  
Save thousands of dollars in commissions and get the very personalized service a smaller firm can provide.

## NEW LISTINGS

**PALM DESERT** - 4 Ops, all Atec Equipped, a showcase office, near El Paseo, Highway 111 exposure, great signage did \$1.3M, Seller + Associate, PPO and Cash Office, looking for a perfect office in a perfect location, call me (951) 314-5542.

**BURBANK, CA** - 2 Ops, Burbank Village area, nice Practice Office Bldg. Purchase Price of \$99,900. (Reduced Price)

**LOS ANGELES** - (NO PATIENTS, JUST LOCATION) 13 Ops (8 furnished), Office Building with signage, Asking \$240,000, Excellent location in the Hispanic area.

**COMING SOON** - Los Angeles, West Covina and OC.

See additional Practice Sale Listings on  
my web page: [www.caudillpracticesales.com](http://www.caudillpracticesales.com)



Steven D. Caudill  
Owner/Broker

**Caudill & Associates**  
PRACTICE SALES • LEASING • CONSULTING  
**(951)314-5542 Direct**

[www.caudillpracticesales.com](http://www.caudillpracticesales.com)  
[caudassoc@aol.com](mailto:caudassoc@aol.com)

**Professional - Accessible - Reliable**

*Season's Greetings*



**HAPPY HOLIDAYS FROM  
D&M PRACTICE  
SALES AND LEASING**

**Paul, Debbie, Nancy and David**

**“We Manage  
Events for the  
Professional  
Going Through  
One of Life’s  
Important  
Transitions:  
The Sale or  
Purchase of  
Their Dental  
Practice.”<sup>©</sup>**

**We understand what  
it takes to purchase,  
own and build your  
ideal dental practice  
to create a  
comfortable  
retirement....**



**PRACTICE SALES AND LEASING**

***For all your Practice Transition Needs!***

**CA REPRESENTATIVE FOR THE NATIONAL  
ASSOCIATION OF PRACTICE BROKERS (NAPB)**

***Trust your Practice Purchase  
or Sale to “The Personalized  
Service Dental Broker”<sup>©</sup>***

**818.591.1401**

**[www.dmpractice.com](http://www.dmpractice.com)**

**P.O. Box #6681,  
Woodland Hills, CA 91365**

CA BROKER LICENSE #01172430

12.10

**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!

**Join the fun!** The Punjabi Dental Society invites doctors and dental company representatives to mingle at our regularly scheduled events. For information please call 909-933-9076.

**For sale, \$25k** 3 operatories, 1000 sq feet, Larchmont Village Area. Lease \$2200/utilities. (323) 461-7955. Email for pictures [andrejaskiewicz@aol.com](mailto:andrejaskiewicz@aol.com).

**San Clemente practice** looking for a Pediatric Dentist one day/month. Separate pediatric operatory w/pediatric equipment. [contact@smiledesigndentalgroup.com](mailto:contact@smiledesigndentalgroup.com) or 949-481-2000.

**LOOKING FOR DENTIST TO BECOME PARTNER** in one of the leading Snoring & Sleep Apnea practices in the Country. Financial investment required. No Sleep Apnea experience necessary. Begin Part-time. Must have excellent communication skills, be a self-starter and extremely motivated. Significant financial potential. E-mail resume to [jgreenburg@earthlink.net](mailto:jgreenburg@earthlink.net) with paragraph why I should choose you over others.

**Beautiful new dental office** for sublease at 2630 San Gabriel blvd. Rosemead, 91770--digital x-ray, excellent location, plenty parking. email [vtchen@yahoo.com](mailto:vtchen@yahoo.com).

**Pediatric Dental Office** in the Inland Empire seeking a Pediatric Dentist. Please fax resume to 909-350-8733.

**An active general dentist** for a nice office part time, good pay, call # 559 782-9297 or fax res. at 559782-0025.

**Cerec comp. and miller** Works great. all updates and maintenance current w/all acces. 42k. Lisa 562-619-6249.

**DOWNPAK** CORDLESS OBTURATION DEVICE. BRAND NEW/NEVER USED IN BOX. INCLUDES 5 TIPS/2 STANDS. Retail: \$2000+ Sale: \$1500 949-310-1517.

**Beautiful new dental office for sublease** at 2630 san Gabriel blvd. Rosemead, 91770--digital x-ray, excellent location, plenty parking space. [vtchen@yahoo.com](mailto:vtchen@yahoo.com).

**Pharmacy business for free** in dental and medical building, you just pay the rent, Pharmacist relocated. If interested, email [vtchen@yahoo.com](mailto:vtchen@yahoo.com).

**Endodontist needed for office** in Montebello, CA. Please contact us at 714-757-2000 or fax CV to 949-646-1576.

**LANCASTER DENTAL OFFICE** FOR SALE! WELL ESTABLISHED DENTAL OFFICE WITH EXCELLENT RENT. PLEASE CALL 209-201-2893.

**Wanted dental office** in L.a, HP, panorama city willing to pay cash asap call 323-363-5411.

**CENTRAL VALLEY-DENTAL OFFICE FOR LEASE** in Merced, 4 operatories, prime location. please call 209-723-3221 [sueintawan@gmail.com](mailto:sueintawan@gmail.com).

**GENERAL DENTIST** SEEKING TO BUY YOUR PRACTICE, PREFER TO BUY PROPERTY AS WELL IN LOS ANGELES. EMAIL [LADENTALPRACTICE@YAHOO.COM](mailto:LADENTALPRACTICE@YAHOO.COM).

**Turnkey office** with 11 operatories for lease in Palm Desert. Available November. Please contact Camille at (760) 773-0052.

**IMPERIAL BEACH PRACTICE AND BUILDING FOR SALE** Free standing, 4 op building with \$400,000/year practice with 3 days of hygiene/week. Asking \$450,000 for practice AND building. Kurt Skarin 805-777-7707.

**Dentist - looking for Part-time position** USC grad with 5+ years of experience. Gentle, caring yet efficient. please call (909) 238-2969.

**Busy Rialto office** looking for DENTIST, & RDA. Email or fax Resumes (fax) 909-879-1075. (Email) [santacruz dental44@yahoo.com](mailto:santacruz dental44@yahoo.com)

**Recently renovated dental space** to share in Eagle Rock. Total seven Operatories 2350 sqf. \$1300 a month. Contact [hamletabnous@sbcglobal.net](mailto:hamletabnous@sbcglobal.net) (818)749-1841.

**UOP graduate GP** seeking P/T dentist position in S calif. possible buy out preferred. (805)405-1213 [achoroomi@yahoo.com](mailto:achoroomi@yahoo.com).

**BEVERLY HILLS OFFICE FOR SALE** FULLY EQUIPPED THREE OPERATORY DENTAL OFFICE. GREAT LOCATION. GREAT LEASE. NO PATIENT CHARTS. (310)962-0670.

**ORTHODONTIST** 2 days a month. \$1000/day min or % of collection. Moorpark, CA. Please call (805)907-9681 or e-mail [Welikala@aol.com](mailto:Welikala@aol.com).

**We Buy Junk/Unwanted or Damaged Dental Equipment** Any Chairs, instruments, handpieces, pumps, supply in any condition (working or not, new or old) Pickup/ Removal/ Disposal, call Javier @ (909)622-2211.

**Dental Practice Wanted** Prefer small established office in Mission Hills or Granada Hills. Please e-mail listings to [hbedolla@hotmail.com](mailto:hbedolla@hotmail.com).

**NEED ORTHODONTIC SPECIALISTS** FOR EXISTING PATIENTS? Board orthodontist 15+ years experience available 2 days/week. SFV to NewportBeach Email [gobraces@aol.com](mailto:gobraces@aol.com).

**FOR LEASE** COVINA NEW OFFICE, 3 OPERATORIES, JUST REMODELED, TURN KEY, GREAT MEDICAL BUILDING \$2,000.00 MUST SEE 562-868-6333.

**Ni-Ti Hand File Sale K-files** H-Files (6 per box) \$12 or \$15 per box. Limited sizes/lengths. Call Endo Technic at 619-286-8899 for more information.

**Looking for a front desk** spanish speaking, with back office experience for a Van Nuys Office. Please call (818)693-6096.



## 2011 TRI-COUNTY DENTAL SOCIETY MEETINGS



**Thursday, February 24, 5:30 – 8:30 pm (5:30 – 6:30, social hour)**

**“Reconstructive Dentistry”, Tony Daher, DDS**

**Thursday, April 7, 5:30 – 8:30 pm (5:30 – 6:30, social hour)**

**“Soft Tissue Grafting”, Armen Mardirossian, DDS**

**“Socket and Bone Grafting”, Gregg Filippelli, DDS**

**Thursday, September 15, 5:30 – 8:30 pm (5:30 – 6:30, social hour)**

**Loma Linda U School of Dentistry: “What You Need to Know About Dental Trauma”, Leif K. Bakland, DDS**

**“Planning Successful Outcomes for Dental Implant Surgery”, Jaime Lozada, DDS**

**Thursday, November 17, 2011, 5:30 – 8:30 pm (5:30 – 6:30, social hour)**

**Western U College of Dental Medicine: “Oral Pathology for Everyday Practice”, Elizabeth Andrews, DDS**

**“Clinical Applications of Salivary Diagnostics”, Bradley Henson, DDS, PhD**

**“Dental Erosion & Acid Reflux Disease”, David Lazarchik, DMD**

2-Core CEU's

Cost: \$40

Location: TCDS Conference Room, 952 S. Mt. Vernon Ave, Ste A, Colton, CA 92324

**There will also be two-CPR/BLS Classes:**

**Friday, March 4, 9:00 am – noon, and Friday, September 9, 9:00 am – noon, location: The National Institute for Healthcare Education, 1280 E. Cooley Dr., Suite 12, Colton, CA 92324, Cost: \$70 plus \$22 (book)**

## 2011 New Dentist Meetings\*

**February 9, 6:30 – 9 pm (6:30 – 7 pm, Registration)**

**“How to Use or Avoid Peer Review”, Robert Casady, DDS**

**September 8, 6:30 – 9 pm (6:30 – 7 pm, Registration)**

**“How to Market for Success Online”, Lance McCollough, ProSites, Inc.**

**October 6, 6:30 – 9 pm (6:30 – 7 pm, Registration)**

**“How to Assess Associateship Contracts”, Robyn Thomason, CDA Compass**

**Monthly: “New Dentist Study Club” – TBA**

**\*Contact TCDS @ 909.370.2112 for meeting locations and fee rates**

---

***Make your reservation now by filling out this form and returning it to the TCDS office:***

**Send reservation(s) to: Tri-County Dental Society, 952 S. Mt. Vernon Ave., Ste. A. Colton, CA 92324  
(909) 370-2112 • (800) 287-8237 • Fax (909) 370-4478 \* Email: [Stacey@tcds.org](mailto:Stacey@tcds.org) or [Shehara@tcds.org](mailto:Shehara@tcds.org)**

**Please check meetings you would like to attend:**

**\_\_\_ Feb. 24 \_\_\_ April 7 \_\_\_ Sept. 15 \_\_\_ Nov 17; CPR: \_\_\_ March 4 \_\_\_ Sept 9**

**\*New Professionals: \_\_\_ Feb 9 \_\_\_ Sept 8 \_\_\_ Oct 6**

Name(s) \_\_\_\_\_

Phone \_\_\_\_\_ Signature \_\_\_\_\_

Credit Card # \_\_\_\_\_ Expiration Date \_\_\_\_\_ 3-digit code \_\_\_\_\_

Payment type: \_\_\_ Check \_\_\_ MasterCard \_\_\_ Visa \_\_\_ Discover Amount Enclosed \$ \_\_\_\_\_

**ORTHODONTIST** needed in Temple City practice, be able to work on weekends. Please call 626-755-9119 Dr. Chang.

**Gutta-Cutter Gutta Percha cutter** for perfect Master Cones (\$35). No more scissors! Works on Resilon too. Call Endo Technic at 619-286-8899 for more information.

**2 Minute Crown Remover** SAVE crown and NO patient PAIN. Call Endo Technic at 619-286-8899 for more information.

**NEVER BREAK A FILE AGAIN** Endo Pulse handpiece uses Vertical Reciprocation and Irrigation. \$15 replacement files! Call Endo Technic at 619-286-8899 for more information.

**Protective Masks for Sale** \$1.50 for case of 50 masks! (colors available: green or blue) E-mail samtandental@gmail.com for information.

**Dental Office for rent** Glendale area. Rent by the day, week, bring in your own patients/family. 323-663-2050.

**Keep ortho patients in house** I will provide all the supplies (+B.O. staff?). SFV to Long Beach bracesonthego@aol.com.

**REACH OUT TO HUNDREDS OF DENTIST** AT PDS MEETINGS. FOR MORE INFORMATION CALL 1-909-933-9076.

**Dental Assisstant needed** on Saturdays and Sundays at Santa Ana office. Must speak Spanish and English. Please call (714)350-1693.

**Implant surgeons (periodontists & oral surgeons)** would like to sublease space in your office a few days a month. We bring our own patients, assistants and equipment. Please contact us: implantsurgeons@gmail.com.

**System B** from Sybron Endo \$400 or Best offer. Call 415-533-1862.

**Dentist wanted** Ready to sponsor H1 and Green Card. Future buyin opportunity included. Limited opening only. Contact dentist1001@yahoo.com ASAP.

**Dentist Managing** Part time. Glendale area. PH 323-663-2050 Fax resumes 323-663-1010.

**USC grad available** PT/FT. W. Hollywood Miracle Mile + 15 mi. GP + XBs. rates negotiable. e-mail allproductsforsale@gmail.com for more info.

**Deal of the Century** 2004-05 Cerec 3D powderMeister blocks 3.8 software, 2 days free training. Roger Caceros C.D.T. 818-355-7865.

**\$1M+ PRACTICE & BUILDING FOR SALE** Upland, CA, busy street, 8 ops, retiring DDS. Call Mary at 310/971-3871 for info.

**SCANX digital xray system** complete with all original components, software, 54 plates, including pan and ceph \$6,990. 818 361 4084. rileydental@hotmail.com.

**Gentle, efficient female** GP for hire, 4+ years experience. Available for dentistry or hygiene, Thursdays/Saturdays in Orange County. 714-878-0468.

**B.H. OFFICE SEEKING PEDIATRIC DENTIST** FREE sublease in hi-tech office with beautiful view to build your practice. gobraces@aol.com.

**CAMLOG Screw-line surgery set** for sale. Never used. 10 screw "Promote" implants & Gingivaformers. Email me an offer! gr8rth@gmail.com.

**LOOKING FOR OFFICE SPACE TO SUBLEASE** Implant surgeons (periodontists & oral surgeons) would like to sublease space a few days a month. We bring our own patients, assistants and equipment. Please contact us: implantsurgeons@gmail.com.

**TWO PRACTICES** 29 Palms/Yucca Valley, Asking \$795,000. Select Practice Services, 714-421-4407.

**General dentist** with vast experience in ortho over 15 years, bilingual. Available several days out of the month. (352)342-1819.

**Dental experienced Office Manager needed** for private dental office in Montclair. Spanish bilingual required. Call (909)730-4564 / email at shinedentistry@verizon.net.

**Part-time Dentist Needed** Chinese speaking & female preferred. Salary negotiable. Fax resume to 818-991-6778.

**Growing, busy dental practice** in Upland, CA seeks endodontists, oral surgeons, periodontists and orthodontists. Please send resumes to placcidental@gmail.com.

**DOCS Sedation Equipment** One year old and in new condition. Call (916) 776-1235 for a list of available equipment.

**Experienced Endodontist available** to perform RCTs in your office. Will provide all the supplies and instruments. Contact at endodmd@cox.net.

**Go digital and paperless** Complete KODAK system Never used. Over \$14,000 value. \$11,000 OBO. 714-797-9383 for more details.

**Beautiful Dental office in Encino** Space to rent 2-3 days/wk. Great location for General or Specialist. Contact encinodds@gmail.com.

**New Sirona SiroTorque** L with slow speed and High speed T1 Classic electric handpiece for SALE. Contact Ray at h\_patel\_99@yahoo.com.

**EAST-LA-Pedo office** looking to hire a: bilingual part-time BILLER/RECEPTIONIST proficient in "medical-billing" & "all front desk duties." Email Resume: PAPdentalCORP@gmail.com.

**ASSOCIATE DENTIST** seeking employment at a professional and respectable practice in Southern California. EXPERIENCED, ENERGETIC, and EFFICIENT. (310)980-5046.

# DENTAL DIRECTORY



## PRACTICE SALES & APPRAISALS

*Reliability & High Ethical Standards  
You Can Trust - Proven Results  
You Can Count On*

Lou Bermudez, Broker or  
Frederic Sherman, DDS, Broker  
(714) 999-9595 • (818) 999-9595 (main office) • Fax: (818) 999-9615



*Say Adios to OSHA....  
Let OSHA COMPLIANCE  
PARTNERS, INC.*

### Take Care of Everything

*Pick-up of all Hazardous & Medical Wastes  
Staff Training, OSHA Manual, Container  
Labeling, "Mock" Inspection of your office  
and More.....*

Call Toll-Free 888-55-WASTE  
or 888-559-2783  
[www.oshacompliancepartners.com](http://www.oshacompliancepartners.com)

## Diversified Dental & Upholstery

New & Used	Complete Dental Chair
Dental Equipment	Refurbishing
Mechanical Chair Repairs	Special Upholstery for
Service Tech. Available	Long Procedure Patients

Call us for a Free Estimate!  
(800) 707-3449 OR (714) 827-8515  
[www.DiversifiedDental.Net](http://www.DiversifiedDental.Net)



## WESTERN PRACTICE SALES

**John M. Cahill Associates**

*Working Together to Serve You Better  
Dentists Serving Dentists*

Timothy G. Giroux, DDS  
John M. Cahill, MBA

Jon B. Noble, MBA  
Edmond P. Cahill, JD

**800.641.4179**

[wps@succeed.net](mailto:wps@succeed.net)  
[westernpracticesales.com](http://westernpracticesales.com)

**Buying A Practice? Expanding?  
Need New Equipment? Consolidation?  
Working Capital?**

*For Fast & Friendly Service Call*

**800-550-9228**

**LCF Financial Services • [www.lcffin.com](http://www.lcffin.com)**

DRE Lic. #01875780

## ROBERT W. OLSON, JR.

a Professional Corporation  
Business, Corporate & Real Estate Law

- USC Law 1984, Dartmouth 1981
- All Inclusive Packages
- Free Website Services

**805.882.1120**

[california.transdental.com](http://california.transdental.com)  
[RWO@transdental.com](mailto:RWO@transdental.com)



**The leading dental CPA in Los Angeles County**

**Founded by Reza Khodabkhshi**

818.990.0686

[www.FurnessCPA.com](http://www.FurnessCPA.com)



## Professional Practice Sales, Inc.

Specialists in the Sale and Appraisal  
of Dental Practices

Serving the professions since 1966

**How much is your practice worth??**

Contact: Tom Fitterer

**714-832-0230 • Fax: 714-832-7858**

E-mail: [PPSincnet@aol.com](mailto:PPSincnet@aol.com)

**Sellers-Free Appraisal (800)695-2732**

## ZAHAR FALLAHI Attorney At Law, CPA

*The Dentists' CPA & Lawyer*

Taxes, Accounting and Practice Acquisition  
Incorporation and Living Trusts

**714-546-4272**

1503 S. Coast Dr., Ste 207, Costa Mesa, CA 92626



# DENTAL DIRECTORY



## CALIFORNIA PRACTICE SALES INC.

John Knipf  
President

(714) 639-2775  
www.calpracticesales.net

326 W. Katella Ave. #4-G  
Orange, Ca 92667

## SAVE ON INSURANCE!

Serving Dental  
Practices for  
over 30 years!



- Workers Compensation
- Professional Liability
- Business Office Pkg. (Inc. EQ)
- Disability Income/Life Insurance

**DENNISE ROSE**  
2503 Eastbluff Drive, Ste. 201  
Newport Beach, CA 92660

**800-448-4664**

**One  
Monthly  
Payment!**

## WOOD & DELGADO

*Attorneys At Law*

*Representing Dentists for over 27 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  
Jason P. Wood, Attorney at Law  
Toll Free: 800-499-1474 • Fax: 800-511-2138  
Visit our website at: www.dentalattorneys.com



PRACTICE SALES AND LEASING  
"THE PERSONALIZED SERVICE DENTAL BROKER"®



Paul Maimone  
Broker/Owner

P.O. Box #6681, Woodland Hills, CA 91365  
Phone: 818.591.1401 • 866.425.1877 Outside So. CA  
www.dmppractice.com

CA Broker Lic. #01172430



## Thomas & Fees

Practice Sales

"A better kind of practice sales company"

## Philip L. Kempler, DMD, Broker

Days: 714-544-4341 • Eve: 949-362-4749 • Fax: 714-731-7296

E-mail: Phildr@cox.net

## TAX • FINANCIAL ADVISORY • VALUATION

### CUONG LE, CPA

2020 Pico Blvd., Suite C  
Santa Monica, CA 90405

(310) 450-5708  
info@lecpa1.com

*Success Through Diligence*



## ALL COUNTY CONSTRUCTION

Dental Office Design

### DESIGN/BUILD

T.I.'s • Remodels • Expansions • Free Standing Buildings  
Turn-Key Packages • Consultation

562-989-3350

Free Estimates

Lic. #669244

888-302-6111

## Ken Rubin & Company, Dental CPA's Ken Rubin Practice Sales

**619.299.6161**

www.kenrubincpa.com

www.krpracticesales.com



## San Diego Practice Sales

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

For More Information Call:

**(760) 599-7828**

WWW.SDPRACTICESALES.COM



Go for the best - Get the *Highest Rated Software* by the ADA\*

**800-273-5033**

Online demo - www.ez2000software.com

# DENTAL DIRECTORY

## Full Service Collections

### We feature:

- Commission Fee Only
- Free Credit Bureau Reporting
- Spanish Speaking Collectors
- Full skip tracing & legal department
- Comprehensive month end and on demand reports
- Friendly experienced staff

**DCC, Inc.**

 269 S. Beverly Dr., Suite 439  
 Beverly Hills, CA 90212


Dental Collection Specialists

**888-860-2950**
[www.DirectCreditControl.com](http://www.DirectCreditControl.com)

## Law Offices Of

**Norman L. Schafler, D.D.S., J.D.**

Attorney At Law

 Experienced Handling of:  
 Dental Board and Denti-Cal Matters

*"We Understand Your Needs"*
**805-343-0975**

*HOWDY PARTNER!*
**Contact us to promote your business here!**
[www.DentalTrader.com](http://www.DentalTrader.com)

**KINGS TWO DENTAL SUPPLY**
*Your One Stop Dental Shop*

- Large Equipment
- Small Equipment
- Service Department
- Dental Supplies
- Ortho Products
- Digital Imaging
- Implantology
- Handpiece Repair
- Full Service Dental Lab

**Tel: 800.715.5464**
**Fax: 626.581.8137**

## Trask Construction Co.

GENERAL BUILDING CONTRACTOR

**EMILY & JOE NGUYEN**

State License #540153B

Commercial & Residential

Specialize in

Dental Offices from A to Z

25 years experience

• Design, build and install

 • **Custom Dental Cabinets**

 • Obtain loans at **lowest**  
 interest rate

• Supply dental equipment

Tel: (714) 537-5312 • Cell: (714) 797-5260 • Fax: (714) 638-5857

 EMAIL: [traskconstruction07@yahoo.com](mailto:traskconstruction07@yahoo.com)
*Rope in Profits!*

**[www.DentalTrader.com](http://www.DentalTrader.com)**
**Alex Hornaman  
 General Flooring**

- All types of Unique Wood Flooring
- Installation with designs, patterns, inlays
- Base/Case/Crown Molding Installation. Since 1996

 Alex Hornaman  
 Call 714.390.3250  
 Fax: 714.841.0496

Licensed &amp; bonded #801982

## Dental Board Matters

*Expert Legal Representation*

**Mitch Kaylor, Esq.**

Attorney at Law


**Ford, Walker, Haggerty & Behar**
**562.983.2518**
*Your advocate in all DBC actions*

**LEE SKARIN  
 AND ASSOCIATES, INC.**
**KURT SKARIN**

DENTAL PRACTICE SALES &amp; APPRAISALS

 530 W. Stafford Road, Westlake Village, CA 91361  
 805.777.7707 • 800.752.7461 • Fax: 805.777.0051

 Email: [lsainc@aol.com](mailto:lsainc@aol.com)
[www.leeskarinandassociates.com](http://www.leeskarinandassociates.com)


CA DRE: 00863149


 The smart way to  
 shop or trade

**Advertise with us!**
**[www.DentalTrader.com](http://www.DentalTrader.com)**

**ZOOM Bleaching Light & Stand** 4 sale, Excellent Condition \$595, extra light & power cell \$295. Call (310-289-1661).

**Beverly Hills Ortho Office For Sublease** Beautiful view, hi-end, hi-tech office available to rent space. gobraces@aol.com.

**Wiederman & Potter Premium Practice Sales** As a CPA/DDS team we have the experience to Sell Your Practice! 714-259-0501.

**Very Experienced Certified Orthodontist** (foreign grad), come to your office, provide all the supplies. LA, OC, SB 4083078995.

**DENTAL OFFICE FOR RENT** IN TORRANCE, CA. 1000 SQ. FT. 3 OPERATORY WEDNESDAY OR THURSDAY \$280.00 PER DAY W/DENTAL ASSISTANT CALL FREDDIE 310-365-3583.

**Would you like have your Dental Trader** delivered to another address? Just complete the Subscribe/Change Address form at [www.dentaltrader.com](http://www.dentaltrader.com).

**Furnished Dental Office** Treatment Rooms / Operatories Available for SUBLEASE. \$600/month. 949-939-7831 for showing.

**OFFICE SPACE TO LEASE/SHARE** 4 OPS IN MARINA DEL REY, GREAT SPACE/VIEWS/OPPORTUNITY! CALL 310 577-5888.

**Two dental operatories available** to sublease. Medical buidng located within the city of Santa Ana. Please email. Eric.sauk@att.net.

**FILM BASED PANO** AND CEPH MACHINE FOR SALE \$2500.00 YOU PICK UP. GOOD WORKING CONDITION. CALL: 626-678-3429.

**Attn Dentists!** Please take a few moments to inform us how the economy is affecting you by visiting <http://thedentaltrader.com/survey>. It takes only one minute to complete the short questionnaire. Many thanks to those who provide input. Your assistance is invaluable.

**Speciality Dental Office** in great medical building in west Los Angeles available for sublease to Endodontist 2 days/week. Call 310-6141449.

**Upland, ca** we are looking to buy a dental office space in Upland (with or without the business). Call: 714-390-8769.

**Traveling Endodontists wanted** work in our multiple offices in Southern California. Email resume to dentalss@hotmail.com. Fast pay!!

**X-RAY MOUNTS** Thousands of x-ray mounts. FMX, BW, 4+2, 2+2, etc. Clear Casterm plastics. \$200 805 386-3199.

**Almost Brand New reception room chairs** (5 in burgundy) for sale. Picture available). If Interested please email occadds@yahoo.com.

# THE 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](mailto:tradestaff@cox.net)

Web: [www.thedentaltrader.com](http://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 949-498-1198 on or before the 1st of the month.**

**For faster filing, submit this form online at**

**[www.thedentaltrader.com](http://www.thedentaltrader.com)**

**Dental Clinic For Lease** Fully Improved with 4 Ops, great window line. Newly renovated building located in SFV. 818-899-4458 danny@tristargroup.com. Negotiable Rates.

**GP for hire** New grad speaks also Farsi, Spanish. Gentle but efficient! People-person:) please email st1117@nyu.edu.

**Enough amalgam mix for 10 years** Amalgamator included. (949) 661-2290.

**Seeking a Temporary** Part time front office person for Tele-marketing during the Holidays.562-862-1345.

**Office Space Newport Beach Space** to rent 2-3 days/wk 4 OPs Dentrux Digital Xrays. Call for details 949 887 5789.

**Air Techniques ARC Light** used as backup. Works fine. \$1000. Pick up in LA. 310-273-5542.

**Academy of Dental Practice Careers** has courses in Dentrux, SoftDent, & EagleSoft Clinical. 5 CEs. Call 858-274-4777 or [www.dentalpracticecareers.com](http://www.dentalpracticecareers.com).

**Pediatric dentist** Very fast, gentle, caring. Treating ages 1 and up. Please email: pedo998@live.com.

**Copyright 2010 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.



# READER AD FORM FOR DENTIST & STAFF ONLY

## The Dental Trader

*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

Submit this form online at:  
**www.thedentaltrader.com or Fax: 949-498-1198**

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

\_\_\_\_\_

\_\_\_\_\_

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

### Reader Ad Rates:

- ☐ 20 words or less-\*FREE (\$1. per word thereafter-65 words maximum) \_\_\_\_\_
- ☐ All Bold Type: Add \$10. ....(add option: \$10) \_\_\_\_\_
- ☐ All Bold Type with Bold Border: Add \$15. ....(add option: \$15) \_\_\_\_\_
- ☐ Black Box with Bold White Lettering: Add \$20. ....(add option: \$20) \_\_\_\_\_
- Total # of words (first 20 words free-add \$1. per word after first 20 words) \_\_\_\_\_

Total: \_\_\_\_\_

**FREE Reader Ads** offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc) **For Commercial Reader Ad Rates**, (to promote a business) please use form below.

Advertiser's Name: \_\_\_\_\_

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

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Authorizing signature: \_\_\_\_\_

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐

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

3 Digit Security Code (on back of card) \_\_\_\_\_

Exp. Date \_\_\_\_\_

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

# COMMERCIAL AD FORM FOR BUSINESSES

## The Dental Trader

*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

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

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

\_\_\_\_\_

\_\_\_\_\_

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

### Bonus Feature Reader Ad Rates:

- ☐ 20 words or less \$20. - (\$1. per word thereafter-65 words maximum).... \_\_\_\_\_
- ☐ All Bold Type: ....(add option: \$10) \_\_\_\_\_
- ☐ All Bold Type with Bold Border: .... (add option: \$15) \_\_\_\_\_
- ☐ Black Box with Bold White Lettering: .... (add option: \$20) \_\_\_\_\_
- ☐ Total # of words (first 20 words \$20-add \$1. per word after first 20 words) \_\_\_\_\_

Total: \_\_\_\_\_

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

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

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

Tel No.: \_\_\_\_\_ Fax No.: \_\_\_\_\_

E-mail: \_\_\_\_\_

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐

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

3 Digit Security Code (on back of card) \_\_\_\_\_

Exp. Date \_\_\_\_\_

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



# Professional Practice Sales, Inc.

Specialists in the Sale and Appraisal of Dental Practices

*Serving the professions since 1966*

How much is your practice worth??

[www.PPSDental.com](http://www.PPSDental.com)

## BUY-SELL-TRADE (TAX DEFERRED)

Call P.P.S. Today

*100% Financing available within 30 days,*

**PPS NO. CALIFORNIA - (415) 899-8580**

**Northern CA website. [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)**

- 5964 - Santa Rosa's Doctor's Park. Fully furnished and equipped 3 Op dental suite situated in 8 practice shared facility. 100% ownership in equipment and 1/8th ownership in R.E.F.P. \$200k with terms.
- 5980 - CA Sierras. Big city Practice sited in desirable location. On 4 days w/6 wks off, practice produced \$980k in '08, collected \$972k & realized Profits of \$388k. Beautiful facility.
- 5985 - Picturesque Norcal Coast- Busy practice in community serving 25,000 people. Topped \$675k on Owners 3 day week. Busy Hygiene
- 5987 - Pediatric Practice - North Sacramento Valley. Best location, phenomenal facility. 2009 Collected \$514k on limited schedule. FP \$260k
- 5988 - Southern Sonoma County - 3 Day week collected \$375k in 2009. 3 days of Hygiene
- 5989 - San Francisco's Avenues - Great sidewalk location on busy boulevard. Consistent \$400k/yr performer. Nice facility.
- 5990 - Central Marin County - \$400k+ per year performer on 3 day week. Efficient with low overhead.
- 5991 - San Francisco's Financial District - Rare opportunity to acquire practice with THE PERFECT facility. Topped \$600k in revenues in 2009. Busy Hygiene schedule.
- 5992 - Santa Rosa - Centrally located. Revenues grew from \$550k in 2008 to \$695k in 2009. Attractive 3 Op office.
- 5993 - San Francisco's Financial District - Great opportunity to practice in lucrative area. Attractive 3 Op office. 3 days of Hygiene. Collected \$325k in 2009.

## HOT RELEASE

### SOUTHERN CA SELLERS - PACK YOUR BAGS

- 3180 - Santa Rosa - Partnership- Senior Seller. Grossing \$720k. 3 Digital ops with intra oral cameras. Partnership \$200k with option to purchase remaining interest @ \$200k.
- 3244 - Only \$265,000. A Most beautiful office. Near Palmdale. Grossing \$30k a mo. Previously \$70k. Hi identity shopping ctr. Gorgeous 5 Ops. This is a fantastic opportunity @ \$265k. Only 2 Dentists serve this town.
- 3253 - Porterville/Tulare - Gross \$1 million in state of art bldg first yr. Ops, 2,700 sq.ft. ADEC equip. Digitized X-rays. Bargain price. Net \$50k first year. Seller referred out \$250k in Endo.

**PPS SO. CA - (714) 832-0230 - (800) 695-2732**

- 3164 - GP. Temecula/Murrieta area. Currently collecting \$30k/mo. Ins & cash only. 1,700 sq.ft., 5 Ops. Located in shopping center with AAA tenants. F.P. \$385,000. Super Bargain. Best Buy.
- 3193 - Palm Desert. Grossing \$400k+. Great Location.
- 3204 - Bellflower. Gross \$1.2 million. 51% interest \$400k. Super Bargain.
- 3205 - Downey - Established 20 plus years. Grossing \$850k. 4 Ops. Great location. 1-800-Dentists emergency rights. F.P. \$650k
- 3213 - Professional building in San Bernardino county. More details Norco/Corona - Hi identity Dental building and practice. Absentee Seller Grossing \$600k due to illness - 2008 \$1million. Bargain. Will do \$1 million under new owner.
- 3220 - Group or Entrepreneur DDS. Merger candidate Temecula. Spacious office grossing \$1 mil - \$6k/mo Cap checks. Great opportunity to develop contiguous specialty center.
- 3226 - Corona - New Hi identity. New shopping center. Grossing \$400k. HMO \$3k - \$4k/month and growing. 4 Ops room for more. Bargain price.

**ORTHODONTIC BUYERS NEEDED 4 SO. CALIFORNIA**

- 3227 - Orange county HMO. Gross \$1.3 mil. Modern multi op office Good lease. Seller will stay 3+ yrs. Buyer to manage with specialists should gross \$2 million. F.P. \$1,250,000. Seller referred out \$250k in Endo, \$100k in O.S., \$300k in Ortho.
- 3235 - Ventura - EMERGENCY. Health necessitates sale. Hi identity shopping center. 1,100 sq.ft. 3 Ops. Est 32 yrs. Grossing \$300k. FP. \$225k.
- 3237 - Anaheim Hills - Group member wanted. Hi identity. GP has space to share with Specialist. Pedo/Ortho/or?
- 3240 - Redlands - GP Est - 5 Ops. Shopping center. Great lease. \$1.00 sq. ft. Grossing \$300k. FP. \$250k
- 3244 - Only \$265,000. A Most beautiful office. Near Palmdale. Grossing \$30k a mo. Previously \$70k. Hi identity shopping ctr. Gorgeous 5 Ops. This is a fantastic opportunity @ \$265k. Only 2 Dentists serve this town
- 3245 - Arcadia/Monrovia area. Location only. Million dollar location. 2,500 sq. ft. with 8 Ops, 4 equipped. Very busy shopping center.
- 3247 - Practice for sale - Glendora - Super shopping center. Est 15 yrs. Like new. Partnership being dissolved. Grossing \$45k to \$60k/mo
- 3248 - Small town near Palmdale. GP Est 15 yrs. Previous Seller grossed \$800k in hi identity shopping ctr. Available now @ \$250k
- 3250 - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. Grossing \$362k in '09. 1,800 sq.ft.. 6 Ops equipped.
- 3251 - Anaheim. GP Estb. 1,700 sq.ft. rent \$2,400. Estb 1967. Conservative Senior. Gross \$240k. FP. \$150k.
- 3253 - Porterville/Tulare - Gross \$1 million in state of art bldg first yr. 6 Ops, 2,700 sq.ft. ADEC equip. Digitized X-rays. Bargain price. Net \$500k first yr. Seller referred out \$250k in Endo still produced near \$1 million.
- 3265 - GP Gross \$1.4 million Absentee. No HMO, No Medi-cal. 57/60 area, Rowland Hts/Diamond Bar. 8 Ops, 4,000 sq.ft.
- Downtown - Beautiful 3 Op office in prestigious area of downtown. Ultra modern. Gross \$500k your first year.
- Downtown - Alvarado - Beautiful office. 3 Ops. 50% Hispanic, 50% Korean. Free standing bldg. Grosses \$400k p/t

## \*\*FOUNDERS OF PRACTICE SALES\*\*

100 years of combined expertise and experience!  
3,000 Sales - - 30,000 Appraisals

**\*\*CONFIDENTIAL\*\***

PPS Representatives do not give our business names when returning your calls.

**\*\*BUYERS AND SELLERS SAY\*\***

"We have dealt with other brokers - we like YOUR professional expertise. We will recommend YOU to all our friends. Thank you."

**Tom Fitterer, Dean George,  
Ray Irving & Edna Irving**

**SOUTHERN CALIFORNIA  
PPS So. California (714) 832-0230  
Fax (714) 832-7858 E-mail: [PPSincnet@aol.com](mailto:PPSincnet@aol.com)  
Web address: [www.PPSDental.com](http://www.PPSDental.com)**

## LA JOLLA AREA PRACTICE WANTED ORTHODONTIC PRACTICE WANTED

Wanted - G.P.'s in all areas. This is the Hottest Sellers Market in History. Sellers may want to relocate to take advantage of this Sellers Market. Get excited & build new practice in high growth area. - Tom Fitterer (714) 832-0230 or 800-695-2732.

**SELLERS-FREE APPRAISAL (800) 695-2732**

**SELLERS-FREE APPRAISAL (800) 695-2732**



PRSRT STD  
AUTO  
US Postage Paid  
San Diego, CA  
Permit No. 94



# Thinking about buying or selling a dental practice?

**These comprehensive and informative packets contain everything you need to know and address prior to engaging in the sale or purchase of a practice.**

**Call now to request your free BUYER'S GUIDE or SELLER'S GUIDE**

**The Buyer's Guide** addresses valuations, loan prequalification (how much can/should you borrow), tax planning, discovering fraudulent claims, due diligence obligations, lease transferability, non-competition clause issues, liabilities concerning dental work performed by seller, practice sustainability/growth, tenant improvements, employment covenants, OSHA compliance, buyer's pre-purchase checklist and many more areas of review.

**The Seller's Guide** addresses pre-sale packaging and grooming your dental practice for sale, patient and financial record clean-up to facilitate successful financing, prequalifying buyers and identifying/avoiding lookie-loos, minimizing tax liability, lease covenants that can stall/prevent sale, carrying paper, transitioning out over time, providing periodic part time post-sale dental services (if desired), protecting your staff, escrow, seller's pre-sale checklist and related transition concerns.

## WOOD & DELGADO

*Attorneys At Law*

**The Authority in Dental Law**

***Don't make common mistakes. Call today for a free transition planning packet and enter into the sale or purchase with both eyes open. Knowing what to look out for, what to do and when to do it can mean the difference between a smooth and fast transfer and unending grief.***

Offices in Irvine, San Francisco & Temecula

**Toll Free: 800-499-1474**

**Fax: 800-511-2138**

Visit our website at:

**[www.dentalattorneys.com](http://www.dentalattorneys.com)**

*Represented over 3800 dentists*

**Look online for upcoming CE courses in your area**



Jason P. Wood  
Attorney at Law

Patrick J. Wood  
Attorney at Law

Jason P. Wood, Esq.  
Attorney at Law



Patrick J. Wood  
Attorney at Law