

# THE Dental Trader

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VOL. 8 NO. 12 • DECEMBER '11  
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See page 66 for details.

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### 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. **[SOLD]**

### KERN COUNTY

**BAKERSFIELD #21 Bldg. & Pract. for Sale** - (10) op comput. G.P. (3) ops fully equipped, (3) ops partially equipped & (4) add. plumbed. On a main St. w excell. exposure. Annual Gross Collect. \$500K on (3) - (4) days/wk. Cash/Ins/PPO & small % of Denti-Cal. Seller retiring. **[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.

### LOS ANGELES COUNTY

**COVINA #2 DUPLEX BLDG. & PRACTICE** - (4) op computerized G.P. (3) ops eqt'd, 4th op plumbed not eqt'd. Cash/Ins/PPO/HMO/Denti-Cal patient base. 2010 Gross Collections \$251K+ on a (3) day wk. The free standing duplex building has exposure, visibility & parking, is 2,150 sq. ft. and is on an 8,900+ sq. ft. lot. Be your own landlord and rent the other side, or you can buy practice & rent space. Seller moving.

**COVINA #3** - (3) op computerized G.P. w (52) years of Goodwill. Cash/Ins/PPO pt. base. 2010 Gross Collect \$242K+. Projected 2011 Gross Collect \$242K+ on an easy (3) day wk. Located in a small prof dental/medical bldg. on a main st. Free off st. parking. Low rent. Seller retiring, but will assist w transition. **[NEW]**

**GLENDALE #6** - (5) op state of the art, comput. G.P. (4) ops eqt'd/5th op plumbed. Dentrix s/w, networked ops, & digital x-rays. In a free stand bldg. on a main blvd. Prof. Designed & decorated. Excell exposure/signage & ample free pking in rear of bldg. Additional space in rear of suite for future expansion. Mixed pts base. 2010 Gross Collect. \$490K+. Projecting \$500K+ for 2011. **[NEW]**

**LOS ANGELES (SILVERLAKE - ATWATER AREA)** - (3) op G.P. located in the trendy Silverlake - Atwater area of L.A. (28) years of Goodwill. Cash/Ins/PPO pts. 2011 Projected Gross Collections ~ \$140K on a p.t. schedule. Retail store front w exposure/visibility. Seller owns bldg. & will grant Buyer first right to purchase in future. Seller retiring, but will assist w transition. **[NEW]**

**NORTH L.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+. Mixed pts base. Mos Cap checks \$5K+. Seller retiring. **[SOLD]**

**RESEDA #6** - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$150K part time. Excell starter or 2nd office.

**WEST HILLS** - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Gross Collect \$305K on a part time schedule. Digital x-rays & Dentrix s/w. Newer leaseholds. Seller retiring but will transition. **Back on The Market.**

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- Pre-Sale Planning

### ORANGE COUNTY

**NEWPORT BEACH** - (5) op comput. G.P. 4 ops eqt'd/5th op plumbed. Located in a low rise, high end, prof. bldg overlooking the marina. Superb location w easy fwy access, impeccable views, & plentiful parking. Cash/Ins/PPO & a small % of cap (approx \$1,000/mos). 2011 Projected Gross Collections \$450K+ on (2) days/wk. Can do much more w additional hours. Dentrix s/w, digital x-rays & intral oral camera. 25+ yrs of Goodwill. 30-35 new pts /mos. Seller has a second office in northern CA & is tired of the commute. **[NEW]**

### SAN BERNARDINO COUNTY

**UPLAND #3** - (5) op comput. G.P. & Speciality Pract. located in a free stand bldg. Cash/Ins/PPO/HMO/Denti-Cal pt base. \$2K+/mos in Cap Ck. 2 days/wk G.P. 1-2 days/wk Endo. 1-2 days/mos O. S. and 1-2 days/mos Pedo. Excell situation for G.P. who likes to do Endo. Annual Gross Collect \$525K-\$625K. **Back on the Market.**

### SAN DIEGO COUNTY

**NORTH COUNTY** - (4) op computerized G.P. located in a shop ctr with excellent exposure/visibility and signage. Annual Gross Collections of \$900K+. Dentrix s/w. Digital x-rays, and paperless office. Cash/Ins/PPO/HMO patient base. Cap Cks of \$3-4K/mos.

### SANTA BARBARA COUNTY

**SANTA BARBARA #2** - Located in a highly sought after & desirable area, this G.P. is in a garden style prof. bldg w St. frontage. The comput. office has (4) ops/(3) eqt'd/4th plumbed not eqt'd. Pt. base is Cash/Ins. & PPO only. There are (4) days of hygiene/wk, approx. (20) new pts/mos. & is Pano eqt'd. Collects. are \$400K+/yr on a (4) day wk. Some Acc't Rcv. included for immediate cash flow. Motivated seller. Priced to sell. **PRICE REDUCTION**

**SANTA BARBARA #3** - (3) op comput. G.P. located in a dental/medical/prof. Bldg. Complex. 40 years of Goodwill. Cash/Ins/PPO pt. base. 8-10 new pts/mos. Annual Gross Collect. - \$250K/yr. on a relaxed (4) day wk. Digital x-ray equipped. Seller is retiring but will assist w transition.

### SOLANO COUNTY

**VACAVILLE** - (3) op computerized G.P. turnkey office w charts. Located in this growing under served community. Located in a small prof. dental/medical bldg. w low rent. Practice has been shunted for (5) mos. Phone is still ringing and patients still looking for service. Low sale price. GREAT Opportunity!! **[NEW]**

### VENTURA COUNTY

**OXNARD #5 FREE STAND BLDG. & PRACTICE** - Be your own landlord! (4) op computerized G.P. & an 1,100 sq. ft. free stand bldg. Cash/Ins/PPO/Denti-Cal pt. base. 2010 Gross Collect \$387K+ on a (4) day wk. 2011 Project Gross Collect of \$447K. Located on a heavily traveled main st. w a pole sign. Excell exposure & visibility. (12-14) new patients/mos w no advertising. Area has several new housing tracts & a new shop ctr. Excell Growth Potential. Seller is moving. **[NEW]**

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**David Buchan, DDS, San Clemente, CA**

# Buying a Practice?

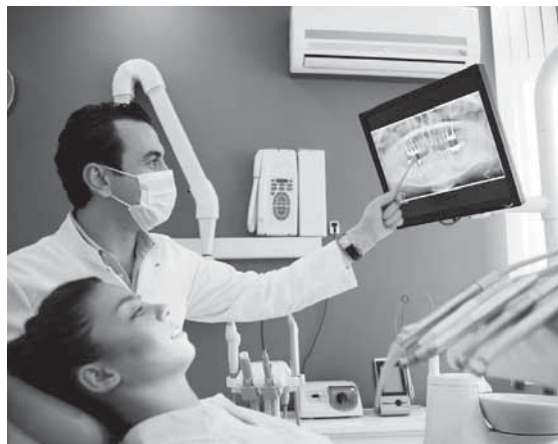
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**TEMECULA—GENERAL** Practice estab. 2003. 8 Ops (4 equipped) in approx. 2400 sq. ft. Close to 15 free-way in Old Town.

**SAN DIEGO – CARMEL MOUNTAIN AREA – GENERAL** Practice in attractive Prof. Bldg. 5 Ops in 1600 sq. ft. Panoramic X-Ray. Equipment approx. 5 yrs old. Near 15 freeway, Costco and residential areas.

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Most dentists have dental malpractice insurance. Having such insurance is all you need when you are sued to feel comfortable, and know that you are protected, right? Not necessarily. In many cases, the dentist learns too late to protect himself or herself.

In the past years, I have been receiving calls such as these:

*"I was sued for malpractice over a year ago. We are two months before the trial and my carrier wants me to consent to \$125,000 settlement. What I did was right, but the defense attorney did not do the work to get the case ready."*

*"My insurance did not renew my malpractice insurance after I agreed to the settlement, even though it was clearly not my fault."*

In the past few years, our firm has been hired repeatedly to oversee that the defense attorneys, hired by the insurance companies, are doing their job correctly.

The dentists are regularly encountering that the insurance companies are entering into cost saving agreements with the defense attorneys, or hiring attorneys who are willing to accept a lesser rate. As a result, the case suffers.

Although we have always been available to strategize the defense of the case (leaving the work to be done by the defense firm), more dentists are asking us to be present at their depositions or get involved with the representation.

In my opinion, as a general statement, it is hard and expensive to prove dental malpractice. There are few cases that are large enough to merit spending large sums by the patient's attorney to hire the right experts and do the necessary work. As a result, if the defense is diligent, many dental malpractice cases are defensible with a proper strategy. Strategy is the key.

If you are in a malpractice lawsuit, ask your attorney about the strategy he/she has for defending the case, and the timeline. If one does not exist or the strategy is not clear, then you may need to think about the case.

**Practice For Sale** Beach cities (upcoming) High-end/ private only practice. 4 ops. Spectacular ocean views. Over 20 years of goodwill. Revenues exceed \$40k/month on part-time schedule. Contact Broker be placed on call-back list 818-999-9595.

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**ANAHEIM** – Turnkey Practice Opportunity. First floor location in Strip Center. 2ops equipped; 3 plumbed. Seller relocating from area. Sign. Visibility.

**BAKERSFIELD** – Small /part-time 3 ops practice catering to HMO patients. First floor location. Seller relocating from area. Excellent starter or merger opportunity.

**BEACH CITIES (upcoming)** – High-end/ private only practice. 4 ops. Spectacular ocean views. Over 20 years of goodwill. Revenues exceed \$40k/month on part-time schedule. Contact us to be placed on call-back list.

**BEVERLY HILLS** – Starter practice or merger opportunity. Over 35 years of goodwill! Owner retiring. 3 Ops. Most specialty procedures referred out. Private patients only. Transition available. Professional building.

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**LONG BEACH** – Cap Practice with revenues of over \$20k/month on part-time schedule. 1st floor location in professional building. Priced right!

**LOS ANGELES (near LAX)** – 3 Op practice with revenues of \$25k/month. Looking for right practitioner to take over. 1st floor location. Low overhead.

**LOS ANGELES** – Small Capitation Practice with revenues of nearly \$20k/month. Looking for aggressive practitioner to take this practice to the next level! Currently no advertising & seller working limited sched. Low overhead.

**MONTEBELLO** – Turnkey Practice Opportunity. First floor location in Major Shopping Center – just off 60 Fwy.! Very busy site across from B of A branch. 2ops equipped/3rd plumbed. Excellent started opportunity.

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# Practice Sales & Appraisals

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**RIVERSIDE** – Over 10 years of goodwill for this part-time practice. Seller refers most specialty work. Mix of Private/PPO. Ample parking. Priced right!

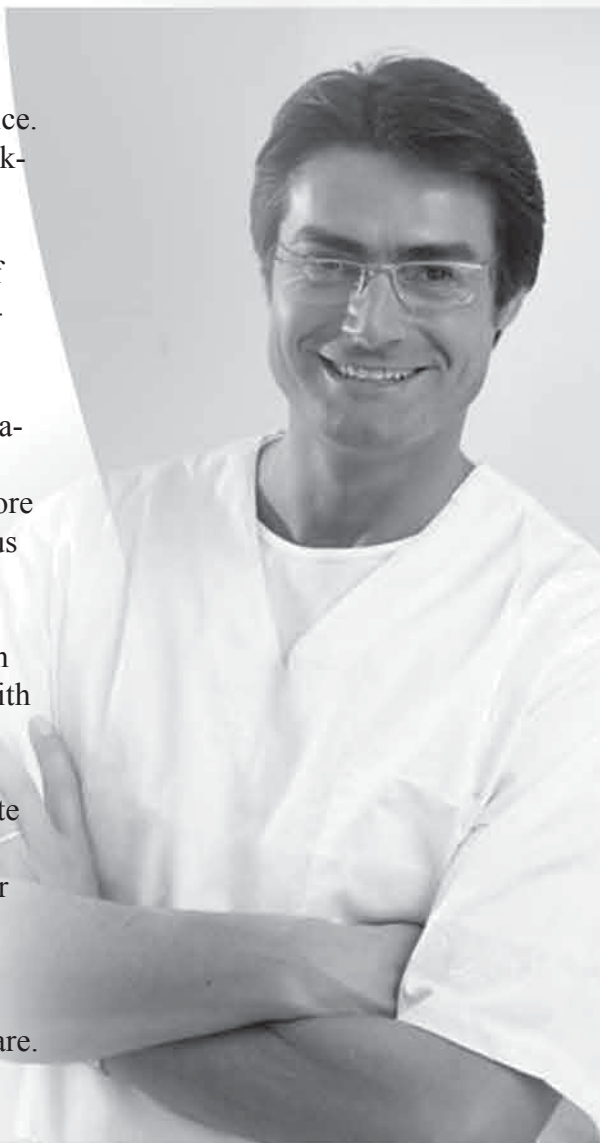
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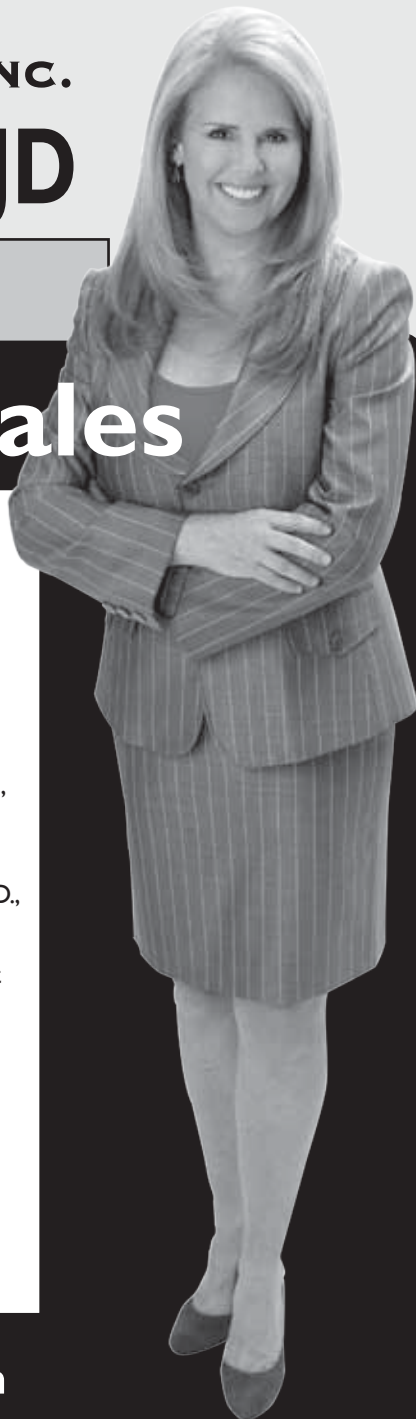
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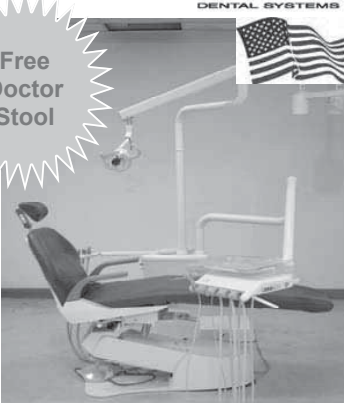


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**SAN FERNANDO VALLEY ORTHODONTIC PRACTICE FOR SALE:** Established in 1976 and moved to the current suite in 1993, this practice has a long history in the San Fernando Valley. Seller is an edgewise practitioner and works 30 hours per week. Collections have been extremely consistent for the past 3 3/4 years at \$585,000 per year. Net income is phenomenal at just over \$350,000/year. The practice is not on any HMO or PPO programs. Seller does an average of 17 new patient consults per month and starts an average of 14 per month for a case acceptance rate of just over 80%. Seller will assist with the transition in whatever way the Buyer desires. Asking \$375,000.

**LONG BEACH STARTER PRACTICE FOR SALE:** Excellent opportunity to own a 50% interest in the building and a solid core of fee for service patients at a very reasonable cost. Seller works three days per week (no evening, no weekends) and collects \$130,000 per year with no Denti-Cal, no HMO and no PPO plans. Seller does no marketing. The practice has two equipped operatories plus one additional operator that is plumbed but not equipped. The reception room, lab, sterilization area, front desk area and break room are shared with another dentist that owns 50% of the real estate and has his own three operatories. Each dentist uses their own operatories exclusively. Seller wants to sell his 50% interest in the real estate for \$150,000 which Seller will finance with no money down. Payments would be under \$1,000 per month. The asking price for the practice is \$100,000.

**HACIENDA HEIGHTS GENERAL PRACTICE FOR SALE:** Long established practice with 27 years of goodwill in the same location. Health forces sale of the practice that collects \$153,000/year on 3 days per week. Three operator practice. No Denti-Cal, no capitation, no marketing. Good starter practice. Asking \$100,000.

**NORTH SAN DIEGO COUNTY CLINIC PRACTICE FOR SALE:** Collected over \$2.6 million in 2010 and projecting the same for this year. \$16,000/month in capitation. General dentists' net income is \$750,000/year for two working buyers and over \$600,000 for a single dentist buyer. No Denti-Cal. 90 new patients per month. Practice is open seven days a week. One full time associate plus specialty. Seven days of hygiene per week. Excellent nine operator facility with good visibility. Asking \$1,675,000.

**THOUSAND OAKS PRACTICE FOR SALE:** State of the art three equipped operator office was built in 2006 and is fully computerized and paperless with digital x-ray, including digital panoramic x-ray. Located in a retail building with good visibility there is good potential for growth with an active marketing program. Practice collects an average of \$370,000 per year on three days per week with no Denti-Cal and no HMO and nets an average of \$150,000 per year. Seller has moved out of the area. Asking \$330,000. - **SOLD**

**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 \$2.4 million in 2010, \$2.1 million in 2009 and \$2.1 million in 2008 on ten dentist days per week with eleven days of hygiene per week. Net income is over \$900,000/year. 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. - **SOLD**

**VALENCIA GENERAL PRACTICE FOR SALE:** Established practice was relocated to a new facility in 2007. The office is state of the art with designer leasehold improvements, six operatories of four year old equipment. Fully computerized, digital and equipped to be completely paperless. Seller works four days per week and collected \$740,000 in 2010 and is currently averaging over \$66,000/month in collections for this year. Net income averages 35% of collections. No Denti-Cal. \$2,500/month in capitation. Asking \$585,000.

**WESTCHESTER FEE FOR SERVICE PRACTICE FOR SALE:** Located on an upper floor of a professional building with incredible views of LAX, this office has 40 years of goodwill with the same owner. Seller works three days per week and has three days of hygiene per week. Seller refers out all endo, all oral surgery, all perio surgery and all ortho. The practice collected \$272,000 in 2010 and is currently averaging \$27,000/month in collections for this year. The office has four equipped operatories with digital x-rays. Asking \$150,000. **FIRM**

**LAWDALE GENERAL PRACTICE FOR SALE:** Good starter practice opportunity with three equipped operatories plus one additional operator that is plumbed but not equipped. Seller works two and one-half days per week. The practice does no advertising and accepts no HMO plans. Collections have been above \$200,000 per year with potential for more with more time committed. Seller has three small children and needs to reprioritize her time. Asking \$150,000.

**CANYON COUNTRY GENERAL PRACTICE FOR SALE:** This "bread and butter" practice collects over \$350,000 per year with a net income of 50%. Located in a shopping center, the office has four equipped operatories with good signage and visibility. Seller does no marketing and refers out perio surgery, implant placement and difficult oral surgery. No Denti-Cal and no HMO. Retiring after more than 30 years in the community. Asking \$275,000. - **PENDING**

**WOODLAND HILLS STARTER PRACTICE FOR SALE:** This office was started from scratch in 2006 by an older dentist as a part-time practice. Leasehold improvements and the equipment were all new as of 2006. There are two fully equipped operatories plus two additional operatories that are plumbed but not equipped. The practice has \$2,000/month in capitation and reports 20 new patients per month, many of which are walk-ins due to the visible location on Ventura Blvd. Seller has health problems and must sell. Asking \$100,000.

**SANTA CLARITA ENDODONTIC PRACTICE FOR SALE:** Collected \$230,000 in 2010 and is on track to collect the same in 2011 on two five-hour days per week. Net income is over 50%. Two equipped operatories with Global microscope. Seller is a provider for all HMO and PPO programs. Asking \$125,000.

**WEST LOS ANGELES PRACTICE FOR SALE:** Located in a professional building, this practice has four equipped operatories with additional operatories plumbed but not equipped for future growth. The practice collects \$15,000-20,000 per month on two days per week with approximately \$3,000/month in capitation. Excellent opportunity for a buyer that wants a low cost practice or has patients in the area to merge. Asking \$210,000. - **SOLD**

**LONG BEACH PERIO PRACTICE FOR SALE:** Forty years of goodwill. Seller works two days per week with two days of hygiene per week. Ideal starter or merger practice. Collections are projected to be \$100,000 this year and were \$120,000 in 2010. Four equipped operatories with potential for a fifth. Seller does not place implants! Asking \$59,000.

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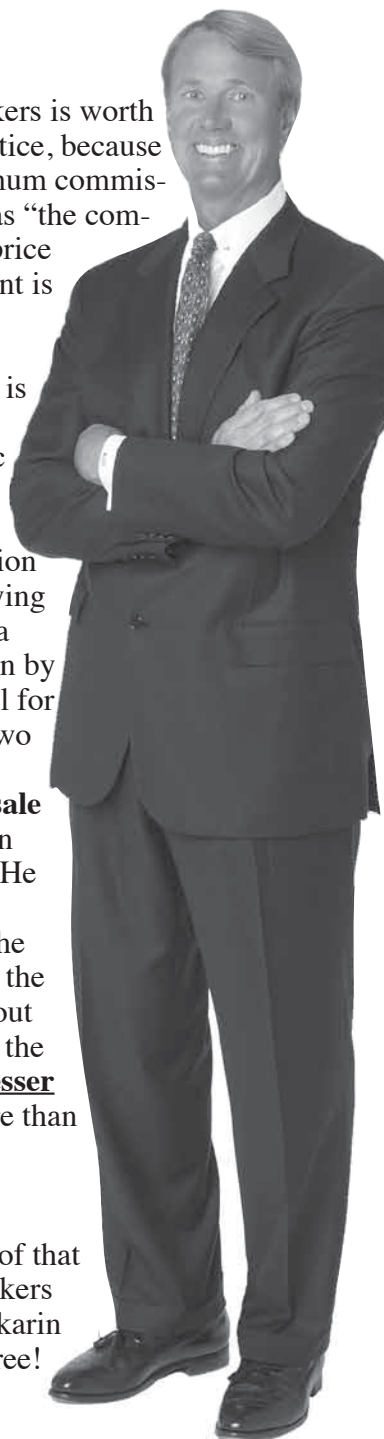
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### SELLERS BEWARE!

A recent trend among the less than ethical practice brokers is worth mentioning to anyone considering the sale of their practice, because of how it can come back to bite you. This is the "minimum commission" agreement. These listing agreements are written as "the commission shall be **the greater of** ten percent of the sale price or \$20,000" or some other figure. This type of agreement is most often utilized by those brokers that are known to advise Sellers that they can still sell their practices for 100% of gross, which given the current lending market is inconceivable. This gets the Seller to commit to the listing agreement based on the fantasy of the unrealistic selling price.

The problem is that when the Seller accepts that provision in the listing agreement, they may very well end up paying substantially more than ten percent of the sale price as a commission. This provision was brought to my attention by one Seller that had been told that his practice would sell for far more than it actually sold for after being listed for two years with the same broker. **The commission that he ended up paying was one third (33%) of the actual sale price!** The broker defended the outrageous commission based on the fact that the Seller had agreed in writing. He did, but he did so believing the broker's claim that his practice would sell for significantly more than double the realized sale price. When the reality finally sunk in and the price fell to where the market was, he had forgotten about the \$20,000 kicker, because when he read it to me over the phone he thought that it meant that he would pay **the lesser** of ten percent or \$20,000. Needless to say, he was more than a little disappointed.

Read the listing agreements carefully. There are certain practice brokers that think nothing of cheating you out of that which you have worked so hard to build. Deal with brokers that will treat you ethically. You deserve it. Call Kurt Skarin at Lee Skarin and Associates with any questions. It's free!



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**RESEDA** Great Starter GP with 3 ops, 900 sqft. Busy intersection, surrounded by lots of residential and commercial. Prime location, potential for growth. Asking \$100K. Call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780. (714) 550-7494 or quickbiz4-e@yahoo.com.

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**SAN JOSE** – SHELL Practice. Small medical plaza. Approx 1,200 sq. ft., 2 ops, 1 additional plumbed. Fwy 680.

**SUNNYVALE** – Seller is retiring. 2 ops. Easy access to 85 Fwy. Asking \$95K.

**S. SAN FRANCISCO** – Shell Practice. 2 ops., 1 additional plumbed, approximately 800 sq. ft. Busy street.

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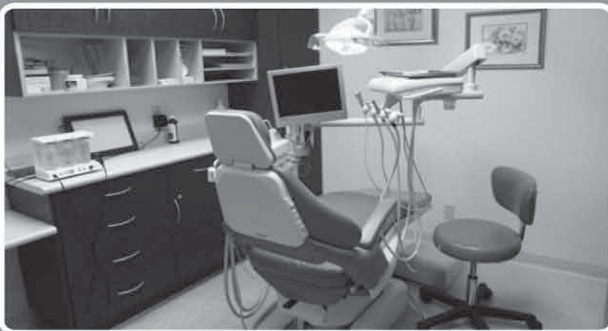


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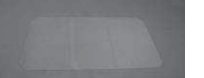










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# CALIFORNIA

## Specializing in the Selling



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**INGLEWOOD** - Long established fee for service practice with over 70 years of goodwill. Located in a single standing building. Office consist of 5 fully spacious eq., ops in a 2,500 sq. ft. Seller owns suite. Not for sale. Retiring seller works 4 days per week and sees approximately 18-20 new per month. 100% patient referral. Projecting approximately \$297K for 2011. Has great street visibility and signage. **Property ID# 4095.**

**LAKE ELSINORE** - Multi specialty office located in a free standing strip mall. Absentee owner. Practice is open 5 days per week and associates see approximately 25-35 patients per day. Income Source: Insurance 35%; Cash 35%; Medical 5%; Capitation 25% (~\$16K in cap checks/mo). Practice consists of 7 fully eq. ops., 1 plumbed not eq. with Dentrix software, intra oral camera and digital x-ray in 2,975 sq. ft. suite. Just over a year ago the office was remodeled with French doors, a private room for OS or Pedito, new computers in every OP and new cabinetry. Projecting approximately \$1,090,000 for 2011. **Property ID #4099.**

**RANCHO MIRAGE** - General practice located in single story busy shopping center. Practice consist of 3 fully spacious computerized eq. ops., 1 chair in open bay with new Easy Dental software and intra oral camera in a 1,400 sq. ft suite. Retiring dentist works 3.5 days per week and sees approximately 25 new patients per month. Fee for service office was established in 2001. Great traffic flow and visibility. Projecting approximately \$488K for 2011. **Property ID# 4091.**

**S. ORANGE COUNTY** - (Turnkey) Beautiful office located in a 5 story medical / dental building with ample parking. Absentee owner. Two Associates work 2 days/wk each and see approximately 12 new patients/mo. This office consist of 4 fully computerized eq. ops, 1 plumbed not eq., with Dentrix software and intra oral camera in a 2,500 sq. ft. suite. Plumbed for nitrous oxide and oxygen. Convenient location. Building was renovated 4 years ago. Projecting approximately \$210K for 2011. **Property ID#4093.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



### GREATER LOS ANGELES COUNTY

**BELL** – Long established practice located one story building in busy shopping center. Absentee owner. Associate works 4 days/wk and sees approximately 20-25 new patients per month. Income source: Insurance 20%; Cash 25%; Medical 5% & Capitation 50%. The practice consist of 1,300 sq. ft., 4 fully eq. ops., with Dentrix software, intra oral camera and digital x-ray. Office monthly revenues of approximately \$35K. Projecting approximately \$424K for 2011. **Property ID #4085.**

**BEVERLY HILLS (GP)** – Fee for service practice located in a multi story professional building with great window views to the city. 60+ years of goodwill. Absentee owner. Associate works 3 days/wk with 2 days/wk of hygiene. See approximately 5-6 new patients per month. 100% patient referral. Practice consist of 2 eq. ops., in a 751 sq. ft. suite. Projecting approximately \$259,071 for 2011. **Property ID #4081.**

**ENCINO – PRICE REDUCED!** Leasehold Improvements, Equipment & Some Charts! Located in a 12 story glass building. This 756 sq. ft. office consist of 3 spacious eq. ops., with Practice Web software, intra oral camera and digital x-ray. Seller was a Prosthodontist and moving 20 miles away. Corner location with good window views. A great starter opportunity. **Property ID #3971.**

**GLENDORA** – Long established general practice with 44 years of goodwill located in 2 story building. Practice consist of 4 fully computerized ops with Dent soft software and intra oral camera. 2-6 year old equipment. Seller works 4 days/wk with 3 days/wk of hygiene. Approx. 10-15 new patients/mo. Income source: 70% insurance & 30% cash. Grossed \$811,875 for 2010. Projecting approx. \$870,973 for 2011. **BUYER'S NET OF \$404K.** Great street visibility. **Property ID #3041.**

**INGLEWOOD** – Long established fee for service practice with over 70 years of goodwill. Located in a single standing building. Office consist of 5 fully spacious eq., ops in a 2,500 sq. ft. Seller owns suite. Not for sale. Retiring seller works 4 days per week and sees approximately 18-20 new per month. 100% patient referral. Projecting approximately \$297K for 2011. Has great street visibility and signage. **Property ID# 4095.**

**LOMITA** – General practice established in 2007. Located in a single retail building. Seller currently working 3 days/wk and see approximately 10-15 new patient per month. 100% patient referral. Office consists of 1,000 sq. ft., 2 fully computerized eq. ops, with DentiMax software and intra oral camera. Practice offers a flat lease with no NNN and CAM charges. Projecting approximately \$200K for 2011. **Property ID #4087.**

**LOS ANGELES** – Leasehold improvements and equipment only! Excellent for a first time Buyer. Neat office with 3 eq. ops located in a multi story professional building. Priced for an immediate sale. Great views to downtown L.A. **Property ID #4025.**

**LOS ANGELES (GP)** – Turn-Key office in the Westchester area. Established in 1972, this fee for service practice is located in the 11th floor of a 12 story medical dental building. Retiring seller works 4 days/wk and sees approximately 5-8 patients per day. Fully designed office with 2 eq. ops. Good family dentistry. Beautiful windows views from the operatories to the L.A. mountains. Remodeled in 2002. Priced for an immediate sale! **Property ID #4039.**



Alice C. King, V.P.



# CALIFORNIA

Specializing in the Selling

**MONTEBELLO (GP)** – Located in a free standing building with over 25 years of goodwill. Great street visibility, signage and foot traffic. The practice consists of 2,500 sq. ft., 5 fully computerized eq. ops with Dentrax software and intra oral camera. Four days/wk practice with 2 days/mo of hygiene. Approximately 15-20 new patients/mo. Income source: Ins. 70%; Cash 17%; Medi-cal 3%; & Cap 10%. Projecting approximately \$347K for 2011. A must see! **Property ID #4051.**

**PALOS VERDES ESTATES (GP Group Solo)** – Well established practice with over 40 years of goodwill located in a three story prestigious building with ocean view and plenty of ample parking. Four days/wk office with 3 days/wk of hygiene. Fee for service. Approximately 5-10 new patients /mo. Practice consist of 3.5 computerized ops. with Dentrax software, intra oral cameras and Schick digital x-ray. Grossed \$304,779 for 2010. Projecting approximately \$356K for 2011. Convenient for South Bay residents. **Property ID #4059.**

**SAN GABRIEL – PRICE REDUCED!** GP or Specialists- Leasehold Improvement & Equipment Only– Newly remodeled spacious practice with 3 fully eq. ops., 1 plumbed not eq. op., 1,255 sq. ft. suite located in a prestigious 3 story brick medical professional building. Retiring Seller owns the building and is ensuring a smooth transition and ease of leasing arrangements. Seller willing to carry 50% of financing! **Property ID #3161.**

**TORRANCE (GP)** – Leasehold Improvement, Equipment & Some Charts. Long established office located in a 4 story medical building. Practice consist of 1,170 sq. ft., 2 fully computerized ops., with Eagle software and digital x-ray. Office plumbed for nitrous and oxygen. Equipment is approximately 7 years old. **Property ID #4033.**

## ORANGE COUNTY

**ANAHEIM** - Leasehold Improvement & Equipment Only! – Excellent for a first time owner. Located on a major boulevard in a two story colonial style medical plaza with large French windows. Excellent signage and visibility. On ground floor with direct access to the parking, offering ample shaded parking. Near the Anaheim Medical Center. Practice consist of 4 ops., 2 fully eq and 2 partially eq. Operatories plumbed for nitrous & oxygen with a Taylor Safety System. **Property ID #4061.**

**GARDEN GROVE (GP) – PRICE REDUCED!** Turnkey practice with over 20 years of goodwill located in a one story free standing building with ample parking. Reasonable rent. This office consist of 1,200 sq. ft., 2 eq. ops., 1 plumbed not eq., with Dentist Mate software. 4 day per week practice and sees approximately 10-15 new patients per month. Income source: 30% insurance / 47% cash / 23% capitation. 100% patient referral. Grossed approximately \$178,748 in 2010. Easy freeway access. Great exposure, visibility and signage. **Property ID #3988.**

**IRVINE - PRICE REDUCED!!** Great opportunity for GP or Specialist!! Leasehold Improvements & Equipment Only. Office consist of 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.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

**IRVINE (GP)** - Located in a busy shopping center with lots of foot traffic. The modern designed practice consists of 4 fully computerized eq. ops with Easy Dental software, intra oral camera and digital x-ray. Seller only works one half day/wk. Associate works 2 days/wk and sees approximately 8-12 patients per day. Income source: Insurance 32%; Cash 54%; & Capitation 14%. 100% Patient referral. Over ten years of good-will. The office has been recently painted. Excellent exposure, signage and visibility. **Property ID #4053.**

**ORANGE** - Well established practice located in a single story medical center with 4 fully computerized eq. ops. with intra oral camera, digital x-ray and Dentrux in a 1,040 sq. ft. suite. Fee for service office open 4 days/wk. An excellent lease includes all minor repairs, even bulb/fixture replacement. Full service cleaning is also included with bathroom supplies. This full service lease also includes storage outside of the office where the vacuum and compressor reside. All utilities are paid for with the exception of the phone service and answering service. Many referrals come from nearby Hospital. Great street visibility and heavy traffic flow. **Property ID #3531.**

**ORANGE** - General practice located in a single story standing duplex building. Practice consists of 3 fully eq. ops., and 1 plumbed not eq. ops. Equipment is 5 years old. Motivated seller works 3 days/wk. Good location near Chapman University. Great street visibility and heavy traffic flow. Projecting \$292K for 2011. Seller relocating to another state. **Property ID # 4101.**

**RANCHO SANTA MARGARITA** - Leasehold Improvement & Equipment Only. This practice is located in South Orange County in a modern single story medical professional complex with views of surrounding mountain range. The Seller as been very successful in this location and needs to move to a larger facility. The leasehold improvements are listed for a small fraction of what was invested to build out this location. The Seller is a pedodontist who will remain in the area and desires a buyer that is of any of background to eliminate competing with each other. **Property ID #4079.**

**S. ORANGE COUNTY** - (Turnkey) Beautiful office located in a 5 story medical / dental building with ample parking. Absentee owner. Two Associates work 2 days/wk each and see approximately 12 new patients/mo. This office consist of 4 fully computerized eq. ops, 1 plumbed not eq., with Dentrux software and intra oral camera in a 2,500 sq. ft. suite. Plumbed for nitrous oxide and oxygen. Convenient location. Building was renovated 4 years ago. Projecting approximately \$210K for 2011. **Property ID#4093.**

**SANTA ANA (GP)** - Absentee owner. Long established practice located a single standing building with ample parking. Seller owns building. Practice consist of 4 fully computerized ops., with EZ Dental software and intra oral camera. Excellent street visibility and Heavy traffic flow. Nice office. Projecting approximately \$212K for 2011. **Property ID #4071.**

### RIVERSIDE & SAN BERNARDINO COUNTIES

**HEMET (GP)** - Established in 2004, located in a single story strip mall. Practice consist 1,379 sq. ft. office, 4 fully computerized eq. ops., with Easy Dental software. Office is open 2 days/wk and associate sees approximate 11-12 patient per day. 70% insurance / 28% cash / 2% capitation. Grossed \$105,145 in 2010. Seller invested over \$300,000 in the built out. **Property ID #4077.**

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Tina Ochoa, V.P.



# CALIFORNIA

## Specializing in the Selling

**LAKE ELSINORE** - Multi specialty office located in a free standing strip mall. Absentee owner. Practice is open 5 days per week and associates see approximately 25-35 patients per day. Income Source: Insurance 35%; Cash 35%; Medical 5%; Capitation 25% (~\$16K in cap checks/mo). Practice consists of 7 fully eq. ops., 1 plumbed not eq. with Dentrux software, intra oral camera and digital x-ray in 2,975 sq. ft. suite. Just over a year ago the office was remodeled with French doors, a private room for OS or Pedo, new computers in every OP and new cabinetry. Projecting approximately \$1,090,000 for 2011. **Property ID #4099.**

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

**MURRIETA (GP)** - Turnkey practice located in a prestigious stand alone building. This state of the art office consist of 6 spacious eq. ops., with Open Dental software, intra oral camera and digital x-ray. Seller works 3 days/wk and sees approximately 10-15 new patients per month. Fee for service. 100% patient referral. **Property ID #4002.**

*\* Seller will consider leasing the space and equipment for a reasonable price. Please contact your CPS Agent for more details.*

**RANCHO CUCAMONGA** - Great opportunity for a GP or Specialist - Leasehold improvements & equipment only! Office consist of 6 equipped ops., 1,800 sq. ft. suite located in 2 story medical / dental professional building. Computerized office with digital x-ray and Dentrux software. Motivated Seller moving the practice to a new building. **Property ID #3191.**

**RANCHO MIRAGE - GENERAL PRACTICE** General practice located in single story busy shopping center. Practice consist of 3 fully spacious computerized eq. ops., 1 chair in open bay with new Easy Dental software and intra oral camera in a 1,400 sq. ft suite. Retiring dentist works 3.5 days per week and sees approximately 25 new patients per month. Fee for service office was established in 2001. Great traffic flow and visibility. Projecting approximately \$488K for 2011. **Property ID# 4091.**

**TEMECULA (GP)** - Fee for service practice in nice strip mall. Seller work 3 days/wk and sees approximately 15-16 patients per day. Established late 2007. Practice consist of 2 fully eq. ops., 2 plumbed not eq., with Practice Web software and digital x-ray. Beautiful office. Projecting approximately \$303K for 2011. **Property ID #4075.**

**UPLAND** - General practice located in a busy shopping center. Excellent signage and visibility. Established in 2005. Practice consists of 3 fully computerized eq. ops., 1 plumbed not eq., with Genesis software and intra oral camera. There is no digital but wired for digital. Seller works 3 days/wk and sees approximately 10-15 patients/day. 2011 monthly revenues approx. \$22K/mo. A must see!! **Property ID #4065.**

### SAN DIEGO COUNTY

**DEL MAR (GP)** - Beautiful Décor office located in a one story medical dental building with ocean view. Fee for service practice consists of 3 fully computerized ops., with Open Dental software and digital x-ray. Seller works 3 days/wk with 2 days/wk of hygiene. Sees approximately 8-10 patients/day. Remodeled office in 2007. Heavy traffic flow with great street visibility. Projecting approximately \$425K in 2011. **Property ID #4083.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

**SAN DIEGO (GP)** - Long established practice with over 27 years of goodwill. Fee for service office located in a busy shopping center with ample parking. Half block from a elementary school. Seller works 3 days/wk with 2 days/wk of hygiene. Approximately 5-10 new patients/mo. Practice consist of 4 fully computerized eq. ops with Practice Work software, digital x-ray and intra oral camera. Great visibility and signage and foot traffic. Grossed \$327,669 for 2010. Projecting approximately \$352,423 for 2011. **BUYER'S NET OF \$109K.** Seller will be focusing on primary office. **Property ID #4049.**

### SPECIALITY OFFICES

**RANCHO MIRAGE - (PERIO)** - Fee for service practice located in one story medical / dental building. Seller works 1 day/wk and sees approximately 10-12 patients/day. Two days/wk of hygiene. Long established practice. 100% patient and dentist referral. Office consists of 4 fully computerized eq. ops., with Dental Pro software, intra oral camera, digital x-ray in a 1,500 sq. ft. suite. Great staff. Only 4 other Perios in the Valley. Projecting approximately \$400K for 2011. **Property ID#4089.**

**WOODLAND HILLS (PEDO)** - Well equipped Pedo office with 3 chairs in open bay area. Fully computerized with Eagle Soft software and digital x-ray. Seller works 4 days/wk with half day/wk of hygiene. 31 years of goodwill. There is only one other Pedo in the area. Grossed \$627,192 for 2010. Projecting approximately \$680K for 2011. **BUYER'S NET OF \$318K.** **Property ID #3661.**

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**Greg Beamer**- gbeamer@calpracticesales.com  
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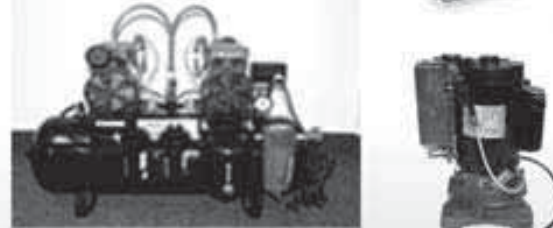


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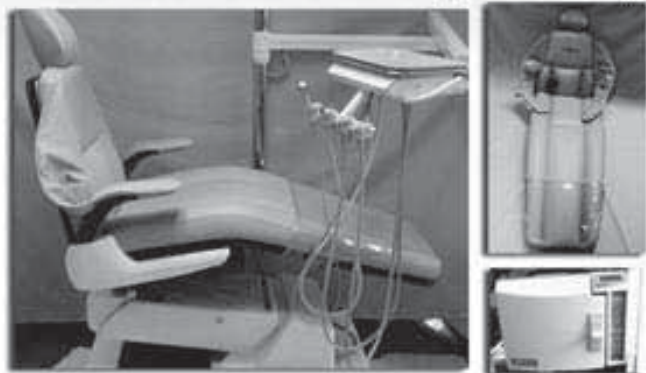
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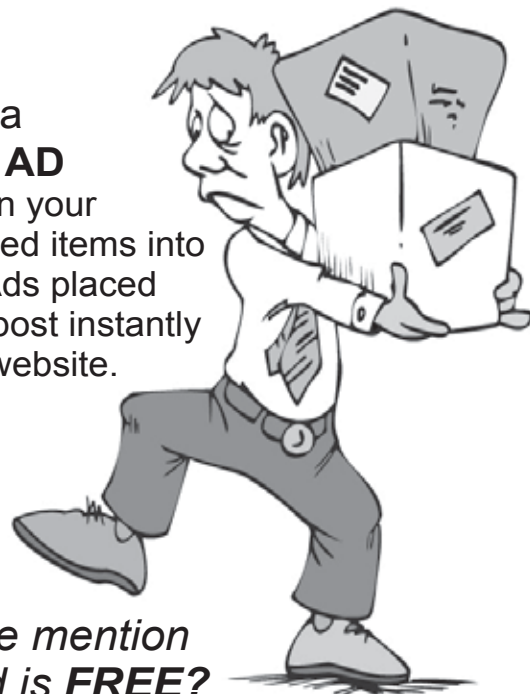
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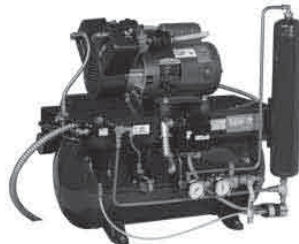
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Practice Sales • Mergers  
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 Patient Record Sales

- **EL DORADO HILLS:** *For Sale*-General Dentistry Practice. 2009 GR \$790,758, adjusted net income of \$312K. Intra-oral camera, pano, Softdent software, 4-equipped ops. 6-hygiene days. Practice has been in its present location for past 18 years. Owner retiring.
- **EL DORADO HILLS:** *For Sale*-General dentistry practice. Gross Receipts of \$834K with adjusted net of \$389K, 53% overhead. Office has five equipped operators in 1485 sq.ft. Pano, Intra-oral Camera, Dentrix, 5 days of hygiene. Owner retiring.
- **FOLSOM:** *For Sale*-General Dentistry Practice. Gross Receipts in 2010 were \$703K with an adjusted net income of \$300K. 5 days of hygiene and approx 300 active patients. Leased Office is 2,000 sq ft with 4 equipped operators-5 possible. Patient Base software. Owner to retire.
- **FOLSOM:** *For Sale*-General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops, Digital, Dentrix, Intra-Oral Camera, Laser, 5+year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- **FRESNO:** *For Sale*-General Dentistry IV Sedation Practice. (MERGER OPPORTUNITY) Owner would like to merge his practice into another high quality general dentistry or IV sedation practice. The merger would be into Buyers office. Seller would like to continue to work as either a partner or associate after the merger. 2010 collections were \$993K with a \$422K adjusted net income. There are 7 days of hygiene. #14250.
- **GLENDALE:** *FACILITY SALE*-General Dentistry Office Space & Leasehold Improvements Sale- Office located in a medical plaza, 1760 sq. ft. 7 operatories, computerized equipment approximately 5 years old. Two 5-year options available.
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho. Perio, Endo, Surgery. Intra-Oral Camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337.
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. GR 545K 3 days/wk (4 avail). 3 hygiene days/week. 5 Ops (6 Avail) 1,950 sq ft. Refers out most/all Ortho, Perio, Endo, Surgery. Office has Laser, Intraoral Camera, Pano, & Dentrix Software. Owner retiring.
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. Owner retiring. Gross Receipts \$89K. Practice has been in the same location for the past 33 years. 2 equipped operatories, 3-4 available. Panoramic X-ray. Doctor owns building, which is available for purchase. This practice can also be combined with another Grass Valley practice also listed for sale. #14362.
- **GREATER CHICO:** *For Sale*-General Dentistry Practice. Gross receipts in 2010 were \$584K, with an adjusted net income of \$152K. Approx 1,100 active patients. 4 operatories, Pano, Intra-Oral Camera. Easy dental software. Leased office 1,200 sq. ft. Owner is retiring. #14359.
- **GREATER SAN JOSE AREA:** *For Sale*-General Endodontic Practice. 2009 Collections were \$1,187MIL with an adjusted net income of \$696K. There are 4 ops in this nicely decorated 1,400 sq. ft. office space. 4 microscopes. Owner has been in same location for 26 years with long-term employees. Owner is retiring but will continue to work 1 ½ to 2 years through the transition with the buyer.
- **HAWAII (MAUI):** *For Sale*-General dentistry practice. Gross Receipts of \$636K. Office has four equipped operatories in 1198 sq.ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 ½ days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise. #20101
- **HAYWARD:** *For Sale*-General Dentistry Practice. This practice consists of 1,600 sq ft with 4 treatment rooms in an excellent location. 2010 Gross was \$501,000 with a \$228K adjusted net income. Dental Vision software, Average age of equipment is 8 yrs. Approximately 1,200 active patients.
- **IRVINE & COSTA MESA:** *For Sale*-General Dentistry practice combined. Gross receipts combined \$781K with adjusted net of \$396K. Both office spaces are leased with 4-5 ops in each. Both are 1,600 sq. ft. Irvine is equipped with Intra-Oral Camera, Pano & Dentrix. Costa Mesa is equipped with Laser, Intra-Oral Camera, Pano and Dentrix. #14355.
- **LAGUNA NIGUEL:** *For Sale*-General Dentistry Practice. 2010 gross receipts were \$503k. 4 operatories, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring. #14352
- **LAKE COUNTY:** *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, and Data Con software. Owner to retire. #14338
- **LEMOORE/HANFORD AREA:** *For Sale*-General Dentistry Practice & Building. Owner has worked in this location since 1971. Gross Receipts were \$378K with \$139K adj. net income. There are 3 equipped operatories and 3 days of hygiene. Purchase of the building is optional to the Buyer. 100% financing is available for both building and practice. Excellent opportunity for new grad or satellite practice.
- **LINDSAY:** *For Sale*-General Dentistry Practice & building. Gross Receipts \$330K with adjusted net income of \$219K. Owner has operated in present location for 27 years. Office space 1,489 sq. ft., 3 operatories available (2 equipped), Intra-Oral Camera, Soft-Dent software. 3-hygiene days a week. Owner retiring. #14363.
- **LIVERMORE:** *For Sale*-General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely updated 1,082 sq. ft. office space. Dentrix 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. 1,200 sq ft 4ops, 29 yrs in present location. Gross Receipts \$274K with adjusted net income of \$89K. Owner to retire. #14348
- **MARIN COUNTY:** *For Sale*-General Dentistry Practice. This is a small 650 sq.ft. office with three treatment rooms. The practice has a very low overhead of only 48%. 2010 gross receipts were \$179,000 with \$90,000 adjusted net. Practice includes Panoramic X-ray and Easy Dental Software. Refers out O.S., Perio., & Endo. Practice has been in its present location for 30 years. This is an ideal practice for the new grad or satellite practice for the established dentist. Owner is retiring. #14370
- **NAPA:** *For Sale*-General Dentistry Practice. Gross Receipts \$800K, with adjusted net income of \$250K. Fee for Service. 1300 sq ft 4 ops 6 hygiene days. 38 yrs in present location, 30 yrs in previous location. Owner to retire.
- **NEWPORT BEACH:** *For Sale*-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport Beach community. Three (3) hygiene days per week. Leased office space with 4 ops. in 1,450 sq. ft. Pano & Practice Works software. #14354.
- **NEVADA CITY:** *For Sale*-General Dentistry Practice. Gross Receipts \$491K with an adjusted net income of \$130K. Overhead 73%. Office leased 1,555 sq ft. 4 equipped operatories 5 available. Laser, Intra-Oral Camera, Cerac, & Eaglesoft software. Owner would like to retire.

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California Regional Corporate Office

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**Mario Molina**  
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- **NORTHERN FRESNO:** For Sale-General Dentistry Practice. This is a perfect starter or satellite practice. Excellent location in North Fresno. Gross Receipts in 2010 were \$173K. Approximately 450 active patients. 3 operatories. Dentrix software. Leased office 1,200 sq. ft. Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.
- **NORTHERN CALIFORNIA:** For Sale-Endodontic Practice. This Endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq ft. There are 4 equipped treatment rooms with an additional 5th room available. Gross Receipts were \$638K with \$239K adjusted net income. Owner will stay for transition to introduce buyer. Owner is retiring. #14251
- **NORTHERN CALIFORNIA:** For Sale-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 1,160 sq ft. Panoramic X-Ray, Dexis Digital and Dentrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.
- **OCEANSIDE:** For Sale-Modern looking office. 4 op, office space and equipment only. Belmont chairs. Gendex x-ray system, intraoral camera, approx 1,200 sq ft. Low overhead-Rent is \$1,900/month, and it's a 5 year lease. Staff is available for rehire-front desk \$15/hr, assistant 13/hr. Update all the computer systems after purchasing the office in 07. Computers and monitors in every room. #14346
- **PLEASANTON:** For Sale-General Dentistry Practice. Owner has other practice in Bay Area only in Pleasanton 1 day/wk. 300 active patients. Excellent location-beautiful 1600 sq.ft. 5-op office. Equipment like new, intra-oral camera, pano, Easy Dental software. Must See. #14364.
- **PLUMAS COUNTY:** For Sale-3 equipped ops. Space available for 4th op. 1,245 sf office in good location. Gross Receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- **RENO:** For Sale-General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/week. 1, 800 sq. ft. with 6 equipped ops. (7 Avail). Dentrix software, Pano. Practice has been in its present location for 40 years. Owner retiring
- **ROCKLIN:** For Sale-General Dentistry Practice. Gross Receipts \$593K in 2010 with \$240K adjusted net income. Office is 1,630 sq. ft., with 3 operatories equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral Camera, Dentrix software. Owner to retire.
- **ROSEVILLE:** For Sale-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops. 3 days hygiene/wk. Digital, Intra-Oral Camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- **SACRAMENTO:** For Sale-General Dentistry Practice. Gross Receipts \$546K with adjusted net income of \$159K. Office is 2,400 sq ft with 7 operatories. Practice has been operating in the same location for the past 50 years. Pano, Softdent software. Owner to retire.
- **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 BERNARDINO:** For Sale-General Dentistry Practice. GR \$972K. Practice has been in its present location for the past 35 years. Leased 4, 500 sq ft of office space- 12 equipped operatories. Dentrix software, Pano and Cerac. Owner to relocate.
- **SAN DIEGO:** For Sale-General Dentistry practice. Gross Receipts \$414K. Practice has been operated by the same owner for the past 6 years. Leased 950 sq. ft. office with 3 equipped operatories. Dentrix software, Intra-Oral camera, Panoramic X-Ray. Owner to relocate. #14356.
- **SAN DIEGO:** For Sale-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331
- **SANTA BARBARA:** For Sale-General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K 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 practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333
- **SAN LUIS OBISPO:** For Sale - Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$691K. The office has 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrix software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views. #14353.
- **SANTA CLARA:** For Sale - BUILDING ONLY: This building is located just west of Westfield Mall and Santana Row. The building has two units. One side is designed and plumbed for dentistry and the other was a law office. There is 3,776 sq. ft. of office space. The dental office is approximately 1,800 sq. ft. with 6 operatories. The building has been recently re-roofed. Excellent opportunity for a startup practice or for the dentist that needs more space. Financing available through various dental lenders. #14368
- **SANTA CRUZ:** For Sale-General Dentistry practice. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. 3 equipped operatories. Intra-Oral Camera, Pano, Digital X-Rays, and Dentrix software. Practice has been in its present location since 1980. Owner retiring.
- **SANTA CRUZ:** For Sale-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361
- **TORRANCE:** For Sale-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft. 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14320
- **TORRANCE:** For Sale - General Dentistry Practice. Gross Receipts \$413K with an adjusted net income of \$203K. 50% overhead. Practice has been in its present location for the past 25 years. The office has been tastefully remodeled. Office is 800+ sq. ft. with 3 equipped operatories. 4 -hygiene days per week. Doctor is to retire. #14369
- **TRACY:** For Sale-Equipment, furnishings, and leaseholds only. In the Central Valley. Fully equipped including 4 Belmont Accutrach chairs, 2 Midmark chairs, 6 DCI rear delivery units, 3 Gendex x-ray units, 1 Sorbus digital x-ray processor, 1 Statim 5000, 1 Harvey autoclave. 2,800 Sq ft, 6 Ops. New lease available from landlord.
- **VISALIA:** For Sale- General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$ 321K. Office is 1,380 sq ft with 3 equipped operatories. Intra-Oral Camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

CALIFORNIA / NEVADA REGIONAL OFFICE





A Continuing Education Program

# Friday & Saturday January 13th & 14th 2012

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# 2012 Annual Meeting



### CE Lecture Units - 16 Possible

These units are approved for  
California State License Renewal  
and AGD Fellowship and Mastership Awards.

**Friday** - Lecture Course

**Saturday** - Hands On Program

**Saturday** - Hands On Program

### Clinical Implant Prosthodontics The Complete Picture

- John DiPonziano  
CDT, DDS, MAGD, DICOI

This in-depth course will review the various implant restorative components and their indications. The lecture will be supplemented with a comprehensive handout and flow chart, which will illustrate how to achieve the desired prosthesis in a systematic, logical manner.

### Implant Prosthetics Workshop

- John DiPonziano  
CDT, DDS, MAGD, DICOI

In this hands-on program the following day, participants will manipulate the fixed and removable prosthetic parts that are discussed in the lecture.

Impression material will be provided and fixture and abutment level implant impressions will be made by each course attendee. This will allow participants to assess what constitutes an accurate impression for consistent clinical results.

### Oral Surgery Workshop - including Mini-implants. Workshop for the General Dentist

- Karl R. Koerner, BS, DDS, MS

On life-like dentofrom models, participants perform surgery procedures that are a prelude to doing them on patients. Principles and techniques from the discussion are realistically implemented on models. They include: surgical extraction, root retrieval, multiple extractions, alveoplasty, moderate third molar impaction, biopsy, socket bone graft, mini implant placement and other procedures as time permits.

## Registration Information

Register online (credit cards only) at: [www.caagd.org](http://www.caagd.org)

Name \_\_\_\_\_

Address \_\_\_\_\_

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

Telephone \_\_\_\_\_

E-mail \_\_\_\_\_

(Needed for confirmation of registration)

Additional Attendees:

Name(s) \_\_\_\_\_

### Fees:

Course Name	AGD Members	Non-Members	Students/Staff
Clinical Implant Prosthodontics - lecture	\$155	\$200	\$120
Fixed & Removable Prosthetics - workshop	\$225	\$293	
Oral Surgery - workshop (includes study model)	\$395	\$485	
<b>Full Weekend Course Tuition Discount</b> - Sign up for all three programs and receive a discount!			
Full Weekend Tuition	\$675	\$878	

Full Weekend Course Tuition also **includes one ticket** to the CAGD Officers Installation Dinner.  
Additional Tickets for the Officers Installation Dinner can be purchased for \$85



**Mail this  
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**SUPPLIES FOR SALE** private sale. Pouches, masks, cotton tips, suction, amalgam, etc. cheap. 1 Flowable 4 syringes \$20. Contact neimantran@yahoo.com.

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—Dr. White

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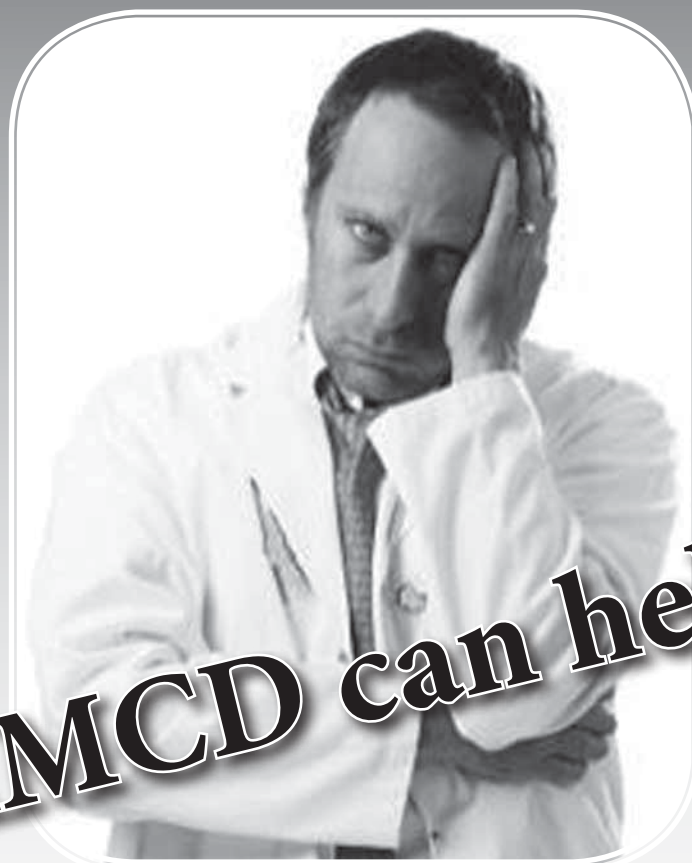
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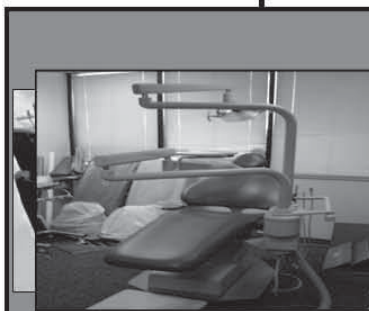
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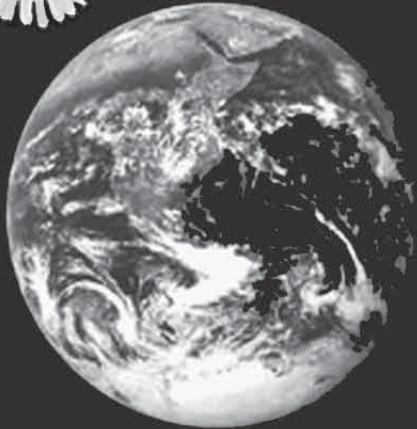
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Post Office Box 2631, Capistrano Beach, CA 92624

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mail w/check or Fax submissions  
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Type or print ad copy clearly: \_\_\_\_\_

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 3 Digit Security Code (on back of card)  
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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) \_\_\_\_\_  
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**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)

**Practices Wanted**

## 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)**

- 5999 - "SOLD" Pleasanton - Great visibility in busy strip shopping center. 3 Ops, 4th available. Computerized Ops, intra oral cameras, digital x-rays. Collected \$692k with profits of \$400k. 2011 doing better!
- 6002 - San Jose's Evergreen Valley - Long Established practice moved into new building and suite 3+ years ago. Busy Hygiene schedule. \$650k per year performer. Strong profits. 4 Ops with computers.
- 6005 - Fairfield - West of I-80. Seeks full time Successor. Operates on 2.5 week schedule by Owner with other commitments. Collected \$500k in 2010 with profits of \$249k. Attractive 3 Op suite. Highly visible location.
- 6006 - Stockton - Beautiful office near intersection of West Hammer and Lower Sacramento. Busy retail location. Ideal for nearby Dentist seeking office upgrade or someone with a Business plan. 4 Ops, digital radiography, computer charting. No goodwill. FP \$99k
- 6008 - Mendocino Coast - Located in desirable cultural haven on ocean. 3 days of Hygiene. Owner works 3 day week. \$675k+ revenue performer. Computerized Ops, digital radiography and laser. Great lifestyle out of the "Rat Race".
- 6010 - Berkeley's Alta Bates Medical Village - Great location. Enjoys economic muscle flexed by its neighbor UC Berkeley. Collections average \$435k/yr. Extraordinary relationship with another Dentist generates \$10k+ per month in additional revenue. 2011 experiencing spike in performance.
- 6011 - San Jose - West of I-280. Long established practice off Saratoga Ave. Has averaged \$400k yr in collections. 3 Ops w/ 4th available in 1,100 sq. ft. suite
- 6012 - Fremont - Well established practice evidence by 6+ days of Hygiene. Fantastic recall system. Great location. Collects just shy of \$900k yr. Total Available profits in 2010 were \$360k. 5 Ops
- 6013 - Livermore - 3+ yr old practice collected \$400k in 2010. 2011 tracking \$430k. 4 Ops with digital radiography, computers and Dentrix software.

## 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 \$400,000+. Great Location.
- 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 ctr. Should do \$300k to \$400k first year with little marketing. Great lease \$1.00 sq.ft. FP \$285k
- 3248 - Small town near Palmdale. GP Est 15 yrs. Previous Seller grossed \$800,000 in hi identity shopping ctr. Available now @ \$250k. SOLD
- 3250 - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. Grossing \$370k in '09. 1,800 sq.ft. 5 Ops equipped. Low rent
- 3251 - Anaheim. GP Estb. 1,700 sq.ft. rent \$2,400. Est 1967. Conservative Senior. Gross \$240k. FP. \$150,000. SOLD
- 3270 - Downtown - Beautiful 3 Op office in prestigious area of downtown. Ultra modern. Gross \$500,000 your first year.
- 3273 - Downtown - Alvarado - Beautiful office. 3 Ops. 50% Hispanic, 50% Korean. Free standing bldg. Grosses \$400,000 Part time.
- 3279 - Tustin - 2,000 sq.ft. Hi identity building. 4 Lighted corner. 65,000 autos plus per day. Make entire bldg your dental sign. F.P. \$1,350,000
- 3280 - Indio - 4,6000 sq.ft. building. First Dental Practice in Indio. Original location across street from City Hall. 2 Op office ready to expand
- 3281 - Yucca Valley - Hi identity (huge sign) small Dental building. 600 sq. ft., 2 Ops on .44 acres, zoned for additional home plus apts. F.P. \$110k

ORTHODONTIC BUYERS NEEDED 4 SO. CALIFORNIA

- 3282 - Palmdale/Lancaster - GP. New shopping ctr. 4 yrs. Near 90 million ffs. New Hospital was doing \$600k. Now \$350k by Absentee Seller.
- 3283 - Palmdale/Lancaster - Hi growth area. GP Gross \$1.5 mil. FFS. Net 40% +
- 3287 - So. CA. \$6,000,000 Practice. Est. 25 yrs. Prestigious Hi identity location. 12,000 sq.ft. \$1.00/per sq.ft. \$30k Cap/mo. Requiring substantial net work. Nets \$1 million plus. Approx. 800 Implants.
- 3288 - Bakersfield area - Gross \$900k, net \$400k. 4 Ops. Cash, Insurance, few PPO's. Low overhead. Rent only \$2,500. Free standing bldg, includes \$60k A/R. Full Price \$650k
- 3290 - Santa Paul at Fillmore-Hi identity location. GP Gross \$400k+. Est 2006. Like new. 5 Ops plumbed, 3 equipped. Steady growth. Beautiful office.
- 3297 - So. Bay. Location Only. Free standing Dental bldg on main street.
- 3298 - Long Beach area. Corner Location. Bread and Butter practice. Long established. Collects \$500k per year. SOLD
- La Habra - Great starter Shopping center with low rent, low overhead, 4 ops in over 2000 sq. ft. Rent only \$2700. Grossing \$15 to \$30,000. Full Price \$185,000.
- Hawaiian Gardens - Long Estb. hispanic prtc. Grossing near \$500,000. Beau off 5 ops Grt shopping center. FP \$350,000.
- Temec/HMO. Gr. \$700,000 part time. 8 ops fantastic location Million Dollar corner. Full Price \$565.
- Corona HMO GR \$70 to \$80k month absentee. Low overhead FP \$850,000.
- 3303 - Oxnard/Ventura- Emergency - Health. Hi Identity Shopping center. Location. Est 23 yrs. 3 Ops. Only \$165,000 Outstanding Opp first yr \$500k (714) 345-9659
- 3304 - Glendora - Hi identity shopping corner. New Location. GP who likes Ortho also as no Ortho in area. Full Price new office \$200k to \$250,000.
- La Habra - New life in 20 yr. Prtc corner near Whittier @ Beach. 290 new patients since May. Gr. 20k plus Grt Staff New Digital office. Must Sell below cost \$185K super proved BARGAIN.
- ORANGE Gr 30k plus 5 ops Beau rent \$2000 FP250K.
- HEMET/TEMECULA - HMO PT ABSENTEE GR \$700 PPS says Buyer will do 1.5 within 18 months Special Situation.
- Torrance, Special Diamond Location Hi Identity. Will Gr \$500k first year. \$125K FP.

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

**\*\*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."

**Thomas Fitterer and Dean George**

**Ray and 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)

## PRACTICES WANTED

### ORTHODONTIC PRACTICE WANTED

SELLERS - sell your practice Grossing \$200k to \$500k and ask PPS for a Practice Netting \$500k or more.

**Wanted** - G.P.'s in all areas. Get excited & build new practice in high growth area.

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

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 PERMIT No. 94

*Happy Holidays!*

# Pearson

## Are You Paying Too Much for Your Disposables ?

### Tray Covers

Case of 1000 **14.30**

White.....B14-0018 — Blue.....B14-0020  
 Pink.....B14-0022 — Lavender.....B14-0024



### Plastic Cups

Case of 1000 - 5oz. **15.95**

White.....B14-0036 — Blue.....B14-0038  
 Pink.....B14-0040 — Lavender.....B14-0042



### Paper Cups

Case of 1000 - 5oz. **19.00**

White.....B14-0028  
 Blue.....B14-0030  
 Pink.....B14-0032



### Headrest Covers

Case of 500 — White

10" x 10" B14-0006.....**17.80**  
 10" x 13" B14-0008.....**19.80**



### Medicine Cups

Clear, 1 oz.

Pkg. of 100 B14-0034.....**2.50**  
 case of 5000 B14-0035.....**59.95**



### SylkBrush



Premium Quality  
 Compare to Top National Brands



### Tooth Brushes

Adult: Only 0.25¢ each

case of 72.....**18.00**

Action 1	Action 2	Action 3
G59-0228	G59-0230	G59-0232

Junior: Only 0.29¢ each

case of 72.....**20.88**

Junior 1	Junior 2	Junior 3	Junior 4
G59-0220	G59-0222	G59-0224	G59-0226

### VividPro Disposable Propy Angles

Premium quality latex free

Soft 144	Firm 144	Soft 500	Firm 500
B31-0200	B31-0210	B31-0205	B31-0215
<b>29.95</b>		<b>99.95</b>	

Only  
 20¢ per  
 Angle



### Patient Bibs 2 ply + Poly

Case of 500 - 13" x 18" "B"

**14.95**

White.....W93-0046  
 Blue.....W93-0048  
 Pink.....W93-0050  
 Green.....W93-0057  
 Lavender...W93-0063



### Syringe Tips

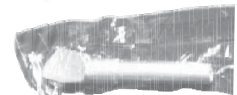


Fits all standard  
 air/water syringes  
 w/o an adapter.

Pkg. of 250.....**27.95**

White	Assorted
J07-0000	J07-0012

### Syringe Sleeves



with Pre-Cut Opening

2" x 10" Clear W93-0198.....**4.95**  
 2 1/2" x 10" Blue W93-0200.....**4.95**

### Tray Sleeves

Clear B-Tray

10" x 14" W93-0204.....**9.95**

### PQ Autoclave Pouches

Premium Quality - Self Sealing, Blue  
 see thru pouches — Pkg. of 200

2 1/4" x 5" P23-0146.. **3.75**  
 3 1/4" x 6 1/2" P23-0149.....**3.95**  
 3 1/2" x 10" P23-0915.... **4.95**  
 5 1/4" x 11" P23-0156... **7.99**



### Nitra-Pure™ Gloves

Powder Free Nitrile Examination Gloves

\* New 200 Packaging \*

Pkg. of 200.....**10.95**

X-Small	Small	Medium
W79-0050	W79-0052	W79-0054

Large	X-Large
W79-0056	W79-0058



### NiceGrip™ Gloves

Powder-Free, Latex Gloves Polymer  
 Coated, Non-Chlorinated  
 for Enhanced Grip

Pkg. of 100.....**6.99**



**NiceGrip™ Gloves**  
 Buy 9 Get 1 Free

Small	Medium	Large
W79-0040	W79-0042	W79-0044

To Order Call Pearson: 800-535-4535

See More Special at [pearsondental.com](http://pearsondental.com)

Valid Thru 02/28/2012