

THE Dental Trader

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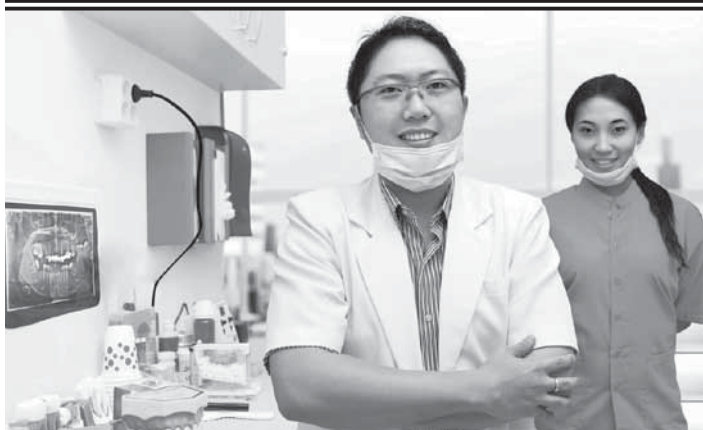
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Wednesday, December 4th 6:00-8:00PM – featuring Patrick J. Wood
Annenberg Center for Health Sciences

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Friday, December 13th 8:30AM – featuring Jason P. Wood
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RENT A SPACE/CHAIR TIME in ARTESIA, CA 2 OPS, 2-3 Days Call 562-402-4952.

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ORTHODONTIST WANTED PLEASE FAX RESUME TO (310)835-3030.

Dental Assistant needed EMAIL resume to fshadaieedental@yahoo.com.

Endodontist wanted Beverly Hills 2 days per month. Fax resume to 310-275-5506.

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Pacdent FMX clear film mounts 1 pkg of 100+ \$28, call 408-871-0877.

GENERAL DENTIST looking for part time FOR FRIDAY. CALL 909-524-6069.

Endodontist needed to join our practice please fax resume to 818-657-7080.

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PRACTICE SALES AND LEASING



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FRESNO COUNTY

CENTRAL VALLEY/SO. FRESNO CTY - (3) op comput. G.P. w newer refurb. Belmont eqt. Digital x-rays & networked. Dentrix s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K+ on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A.

KERN COUNTY

BAKERSFIELD #21 Bldg. & Pract. - (10) op comput. G.P. & free stand. bldg for sale. (3) ops fully eqt'd, (3) ops partially eqt'd & (4) additional plumbed not eqt'd ops. Located on a main street w excell. exposure/visibility & signage. Annual Gross Collect. \$500K+ on an easy (2 1/2 - 3) day week. (3) days of hygiene booked 6-12 mos out. Cash/Ins & PPO. Fully eqt'd "removable" dental lab w a full time technician. Seller retiring. **[SOLD]**

BAKERSFIELD #26 - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. Suite (#1) is 2,300 sq. ft. and is fully eqt'd with a (5) op G.P. turnkey dental office including instruments & supplies! The second suite is also plumbed for dental but can be used for medical, chiropractic, accounting, insurance, etc. & has just been remodeled. The two suites could also be combined to make a larger single use dental or medical facility! The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of goodwill. **[PENDING]**

BAKERSFIELD #27 - Great startup opp. or 2nd office. (4) op comput G.P. in a smaller medical/dental bldg. On a main thoroughfare w signage. (2) ops of new eqt w (2) add plumbed. Cash/Ins/PPO/Denti-Cal pts. Open (1) year p.t. & Collects \$6-\$8K/mos. Seller is moving to be closer to family, but will assist w the transition. **[NEW]**

LOS ANGELES COUNTY

BEVERLY HILLS - Great startup opportunity or 2nd office. (2) ops fully eqt'd. Turnkey office; no charts. In a smaller professional bldg. on a well know main thoroughfare. Seller has had success here, & is moving to larger facilities. **[NEW]**

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

HAWTHORNE - (7) op comput G.P. In a free stand, single use bldg, on a main thoroughfare. Exposure/visibility & signage. Large off street parking lot. (6) ops fully eqt'd w 7th op plumbed. Digital X-Rays. Cash/Ins/PPO pt. base. Many walk ins. Pano eqt'd. Pract started (7) mos ago & already collecting \$30K+/mos. Location has been a DDS office for 50+ years. Seller to concentrate on other office. **REDUCED**

So. PASADENA - EMERGENCY SALE! SELLER PASSED AWAY! (5) op comput. G.P. Newer remodeled office & some newer equipt. Fee for Service practice. (8) days of hygiene/wk. 1,500 + active patients. Digital x-rays & central nitrous. 2012 Gross Collect \$1.2M+. 40 years of Goodwill. **[SOLD]**

SANTA CLARITA VALLEY - Cash/Ins/PPO Bread & Butter Practice. (4) ops eqt'd. Located in a medical/dental/professional bldg. complex. Crown & Bridge, dentures & implants. 40+ years of Goodwill. Financials Pending (call for Details). Seller retiring, but will assist with an orderly and successful Transition. **[NEW]**

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

WEST SAN FERNANDO VALLEY PEDO/ORTHO - Comput. Pedo/Ortho office. On outer perimeter of a small prof bldg. w exposure/visibility. (3) op open bay & (1) op quiet room. Pano eqt'd. Digital x-rays. Cash/Ins/PPO. 30+ yrs of Goodwill. Annual Gross Collect. \$600K+. Seller retiring.

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

ORANGE COUNTY

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RIVERSIDE COUNTY

CORONA - Drop dead gorgeous, beautifully designed & appointed dental spa w all the special touches including: extensive art work, soft colors, french provincial waiting room furniture, free stand. waterfalls, plush carpeting, wood cabinets & flooring. There are (5) ops fully eqt'd w new eqt. In addition, there are two spa rooms, one set up for massage & the other for facials. The office is located in a two story 2,900 sq ft free stand. bldg. w exposure/visibility & signage. The bldg is also available for purchase. Digital x-rays, comput. & Pano eqt'd. Parking is convenient & free in the adjacent lot. Production of \$1.2M on a (4) day week. Owner/Doctor health compromised.

SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

TULARE COUNTY

SAN JOAQUIN VALLEY - (4) op comput. G.P. & Free Stand. Bldg. In a smaller town w limited competition. Cash/Ins/PPO pt base. Annual Gross Collect \$500K on 4 - 4 1/2 days/wk. 28+ years of Goodwill. 10-20 new pts/mos. Seller retiring. **REDUCED.**

VENTURA COUNTY

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

OXNARD #7 - (5) op turnkey G.P. office located in a freestand bldg. on a main thoroughfare w some exposure, visibility & signage. (4) ops fully eqt'd. (2) ops are newer & (2) ops are older. (5th) op is plumbed. Very low lease rate. Hispanic area w many walk-ins. Sale includes all eqt, leaseholds, furniture, some instruments & rights to office lease. No pt charts. Reasonably priced for immediate sale. Priced less than build out costs.

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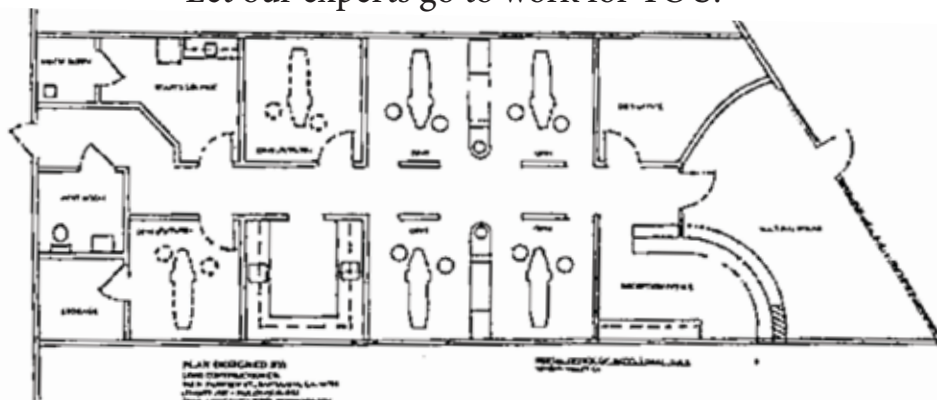
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Endodontist (not GP) Wanted in Lancaster - Quality work, fast, gentle, personable, responsible, punctual. Good %. Friendly staff. happydentist1@gmail.com.

Immediate opening for a caring, gentle experienced part-time RDA in West Anaheim. Fax resume to Edith 714 635-1136.

Associate dentist needed in Temple City/Arcadia office, 1-3. days/week to start, Opportunity for partnership or BI. email resume; sunflowerdental@yahoo.com.

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Justina Pham, DDS - Santa Barbara, CA

"My wife and I recently had the pleasure of working with Bob Affleck for our practice acquisition loan. This is our second major acquisition, both with different lenders. The difference in our experience between using two respective banks is so drastic that I had to write and express my thanks and gratitude to Bob for his professionalism. Not only was Citi able to extend us an extremely favorable rate, but Bob went to bat for us multiple times throughout the acquisition process. I would not hesitate to recommend Bob from Citi Healthcare Solutions Group to anyone looking to secure a loan."

Sean & Kristen Newsom, DDS - Atascadero, CA

"Citi Healthcare Solutions not only provided me with the best rate, they provided sound advice and the highest level of service, ensuring that my practice acquisition funded on time and without hitches."

Jennifer Akagi, DDS - Santa Monica, CA

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VISTA-NEW LISTING!! Estab in 1972, this Quality GP has 4 Ops and is situated in Medical Bldg with fwy visibility. Approx 1400 sq ft. Excellent Lease and Parking. Panoramic X-Ray.

MIRA MESA-NEW LISTING!! 20+ year GENERAL Practice has 6 Ops in approx.. 1300 sq.ft. Situated on corner of busy intersection. Primarily PPO.

LEMON GROVE-JUST LISTED!! GENERAL Practice in high traffic strip mall. 4 Ops in 1100 sq.ft., has digital. Cash, PPO, Cap. Absentee owner.

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

CARMEL Mtn/PENASQUITOS-NEW LISTING!! This **GENERAL** Practice has 3 Ops and is situated in a strip center. Cerec and Laser are included.

CLAIRMONT-Retiring from GP situated in Prof Bldg, on busy thoroughfare. 4 Ops (2 equipped) in approx. 800 sq ft. Primarily PPO.

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

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

OCEANSIDE-OFFICE CONDO FOR SALE. Situated in Medical-Dental Bldg., next to TriCity Hospital. Approx 1980 sq.ft. Lots of natural light!

VISTA-FOR LEASE. Approximately 2650 sq. ft. of divisible ground floor space. Situated in highly visible medical-dental bldg. along highway 78. Previously occupied by dental practice. Generous tenant improvement allowance, flexible terms and affordable rental rates.

OCEANSIDE/CARLSBAD-PERIODONTAL PRACTICE. Long-established Insurance and Cash practice. Doctor practices 2-3 days/wk. Situated in freestanding building on very busy thoroughfare. Excellent lease.

CARLSBAD-FOR LEASE. Fully built-out dental office situated in 2-suite Dental Bldg. Approx. 1700 sq.ft. with lots of windows. 4 Ops. Very spacious office!!

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-Peiman Soleymani, D.D.S., Periodontist Los Angeles, Ca.

"Having been represented by Mr. Kerendian many times, I was impressed with his expertise, quick response to questions, and degree of care."

-Mark Davidson, M.D., Los Angeles, Ca.

"I have been working with Mr. Kerendian, and he has shown utmost professionalism and devotion to me."

-Dan P. Benyamini, D.D.S., Family Practice, Los Angeles, Ca.

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Legal Tip Does it matter whether the sale closes this or next year? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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11.13

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Practice Sales & Appraisals

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Featured Practices for Sale

Glendora:

Private practice with over 15 years of goodwill. Tremendous opportunity and upside. Revenues exceed \$45k/month on part-time seller schedule. Modern office and equipment. Digital x-rays. \$7k of Cap income per month. Must see - will sell quickly!

Granada Hills:

Strip center practice location near major intersection. Established over 10 years. Modern facility. Very busy practice with large patient base. Revenues exceed \$40K/month with conservative treatment planners. Monthly cap income of \$5k/month. Quick sale anticipated as this practice is priced very reasonably.

Northridge:

Wanna be in the valley? Dont wait! Boutique style private practice. 20+ years of goodwill. Modern facility - low overhead. First floor location. Seller transition available. Will be sold right away, so call us to get your chance at this one.

Palm Desert:

Retiree with 20+ years of goodwill. Private / fee for service only patients. 3 op. Low expenses. Seller working part-time schedule. Ideal for first time buyer or merger. Seller transition available.

Rancho Bernardo Area:

This one has it all !!! 8 fully equipped ops. 1st floor location with sign. Revenues over \$100k/month. Busy practice & extensive hygiene program. As this is a rare opportunity, no details will be provided until open house. Be prepared to make offer same day. All callers will be pre-screened. Give us your name -- you may be contacted for private showings.

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Practice Sales & Appraisals

Tustin:

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Delano:

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SIMI VALLEY GENERAL PRACTICE FOR SALE: Practice collects \$290,000 per year with a net income of \$122,000 per year on two days per week. The office has three equipped operatories with a fourth that is plumbed but not equipped. Seller refers all endo, all ortho, most oral surgery and all perio surgery. No HMO or Denti-Cal. One day of hygiene per week. Asking \$135,000 – Motivated!

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WEST LOS ANGELES PERIO PRACTICE FOR SALE: Long established practice enjoys an excellent reputation in the area. Practice collects \$550,000 per year with a 40% net income on two and one-half days per week and five days of hygiene per week. Income is 60% from surgery and 40% from hygiene. Seller does not place implants but had over 100 implant cases referred last year. Asking \$350,000 – **SOLD AT FULL PRICE**

WESTLAKE VILLAGE GENERAL PRACTICE: Practice collects \$650,000 per year consistently with an equally consistent net income of 38%. Seller works 5 days per week with six days of hygiene per week. Seller refers all endo, all perio, all surgery and all pedo. Three operatories. Fully computerized with digital x-rays. Asking \$576,000 – **SOLD AT FULL APPRAISED PRICE**



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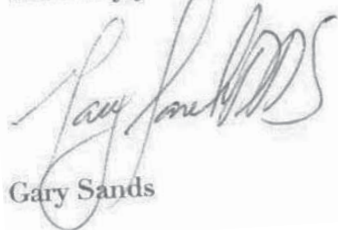
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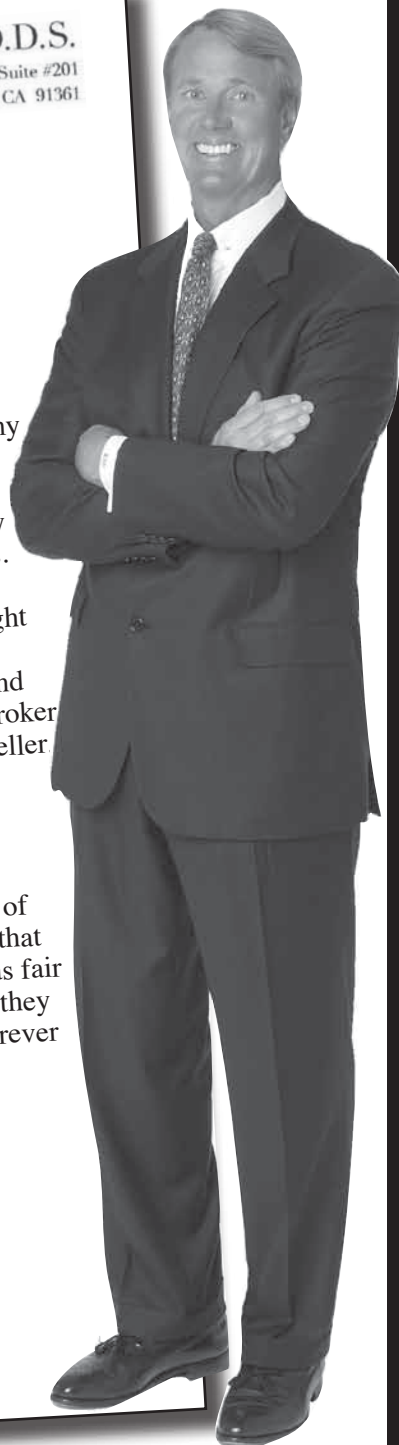
Your level of service was commendable. You were always right there when I had a question and kept me informed of exactly what to expect at each step along the way. I would recommend your services to any buyer or seller who wants to engage a broker who is completely honest and upfront with both buyer and seller. Too often a broker may try to sway a potential client with unrealistic expectations in order to gain a listing.

You arranged this sale by not only looking at the practice statistics, but assessing the personality and style of practice of both myself and potential buyers. This ensured a transition that would proceed smoothly. Thanks to you, the transaction was fair to both parties and everyone came away with exactly what they wanted. I strongly recommend your services and will be forever grateful for your assistance.

Sincerely yours,



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The Dental Trader is now removing certain ads placed by dentists. Those placing free statewide ads for staff, selling a dental practice or seeking employment in So. Calif. will be automatically removed from the No. Calif. edition and vice versa. Only paid ads will still be run statewide. Both editions may be read online at dentaltrader.com.

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BAKERSFIELD General Practice, 3,650 sq. ft. with 8 Ops., 7 equipped. GR \$1.2MM with \$453K Adj. Net Inc. Henry Schein PPT - Kerri McCullough 949-300-0312, #CAM554.

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HAWTHORNE (7) op comput G.P. for sale. Located in a free stand, single use bldg, on a main thoroughfare. Exposure/visibility & signage. Large parking lot. (6) ops fully eqt'd/7th op plmbd. Digital X-Rays. Cash/Ins/PPO pts. Many walk ins. Pano eqt'd. Pract started (8) mos ago & already collecting \$30K+/mos. Location has been a DDS office for 50+ years. D&M Practice Sales 818.591.1401.

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CHINO – Modern designed office with over 34 years of goodwill this General Practice is located in a 2 story professional medical building. Seller works 4 days/wk with 2 days/wk of hygiene. Seller sees approximately 12-19 new patients/mo. Income source: 40% insurance & 60% cash. No HMO. Minimal advertising. Practice consists of 4 equipped operatories, 1 plumbed but not equipped operator with Digital x-ray and Dentrix software in a 1,313 sq. ft. suite. Equipment is new-8 years old. Has a flat lease. Grossed \$312,847 in 2012. Projecting \$320,840 for 2013. Motivating seller is pursuing another career. Please contact your CPS Agent for more information. **Property ID #4427.**

LOS ANGELES (GP) - This landmark practice is in the Los Angeles Fashion District with over 40 years of goodwill to offer. Located on a retail mall building and has never had another dentist as a tenant in the building for over 40 years. The practice is completely digital with automated processes in place that interact with the patient base. Consists of 4 equipped operatories, 1 plumbed not equipped operator and 1 message chair in a 1,163 sq ft suite. Seller works 3 days/wk, Associate 3 days/wk and Associate 2 days/wk. Income source: 80% insurance and 20% cash. Endo, Implant, Perio and Ortho procedures are currently being referred out. Grossed \$723,247 in 2012. Buyer's net \$242,653. Excellent opportunity. Please contact your CPS Agent for more information. **Property ID # 4429.**

PALM DESERT – General Practice established in 1999 is located in one story building with ample parking and excellent signage. This modern designed office consists of 5 equipped operatories with digital x-ray and Practice Web software in a 1,665 sq ft suite. Seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 12-14 new patients/mo. Income source: Insurance / Cash / Capitation (~\$3,000/mo). 100% patient referral. Grossed ~\$469,961 in 2012. Buyer's net of \$137K. Have monthly revenues of ~\$35K/mo. Motivated Seller will be focusing on primary office in L.A. area. Please contact your CPS Agent for more information. **Property ID #4331.**

SANTA BARBARA COUNTY - With over 80 years of goodwill, this practice is located in a single story professional building. The Seller is making the condominium available for sale. This fee for service practice consists of 3 fully equipped operatories with Dentrix software and digital x-ray. Seller is currently working 5 days/wk and sees ~8-10 patients/day. Grossed ~\$760,200 in 2012 and projecting ~\$844K for 2013. Revenues of ~\$70K per month. Excellent opportunity. For more information, please contact your CPS Agent. **Property ID #4393.**

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BEVERLY HILLS – General/Perio Prosth practice (65%) with emphasis on Perio Surgery & Implants (35%) is located in a prestigious 4 story medical dental building. Motivated seller established practice in 1987 and works 3 days/wk with Prosthodontist 1 day/wk, Prosthodontist 2x/mo and 2 days/wk of hygiene. See approximately 10-15 patients/day. Fee for service. Practice consists of 3 eq ops with Computer Age software in a 956 sq ft. suite. Suite has hardwood floors and great window views. Grossed approximately \$1,012,674 in 2012. Please contact your CPS Agent for more details. **Property ID #4035.**

BOYLE HEIGHTS (GP) – Well established practice with over 50 years of goodwill is located in single story building. Building available for Sale. Seller works 4 days/wk, Associate 1/2 day/wk with 3 days/wk of hygiene. Practice consists of 6 equipped operatories and 1 plumbed not equipped operator, lab, private office, sterilization room and consultation room. Has Dentrax software and Digital X-ray. Office grossed \$420,498 in 2012. Have revenues of ~\$31K per month. Motivated seller will be retiring. Please contact your CPS Agent for more details. **Property ID #4381.**

COVINA - Leasehold Improvements & Equipment Only! From the moment you walk into the practice, you will sense the Seller's pride of ownership. There are three fully equipped treatment rooms, and the office itself is on a raised foundation for easy access for future electrical or plumbing installation. The office has several X-ray units (analog or digital functionality) that are already wired for digital sensors. The lease payment is very reasonable with excellent terms. With the flat lease, you can control your costs more effectively, and we have been informed that the landlord is easy to work with. The practice is priced to sell, as the Seller has outgrown the location and has already relocated. This will not be on the market long, so please make your visit promptly – it is ready for occupancy! **Property ID #4355.**

CULVER CITY - Price Reduced! Leasehold Improvements & Equipment Only! Practice consists of spacious 10 equipped operatories. Located on a single story building with private parking above building. On a busy street. Great exposure. In residential area. Motivated seller purchased building nearby. Excellent opportunity for a starter office. Low sales price for immediate sale. Please contact your CPS Agent for more information. **Property ID # 4261.**

HAWTHORNE (GP) – Turn-Key) – Well established practice located in a single story medical building. Seller owns building, but not for sale. Seller works 3 ½ days/wk with Perio Associate 1x/mo. See approximately 8-12 patients/day. Income source: Insurance 70%; Cash 10%; Denti-cal 14% and Capitation 1% (\$500/mo). No advertising. Practice consists of 5 equipped operatories with digital x-ray and Diamond Dental software in a ~2,500 sq ft office. Has 2-15 year old equipment. Monthly revenues of \$17K. Good location in busy boulevard. Please contact your CPS Agent for more details. **Property ID #4369.**

HUNTINGTON PARK - (GP) – Price Reduced! Established in 2008 this practice is located in a 2 story free standing building. Corner location with heavy traffic flow. Private parking. Near residential area. Across the street from a Church. Seller works 1 day/wk and Associate 1 day/wk. Practice consists of 4 equipped operatories in a 1,700 sq. ft. office. Some Cap and Denti-cal. Motivated seller will be moving out of state. Please contact your CPS Agent for more details. **Property ID #4295.**

LOS ANGELES (GP) - Well designed practice in strip shopping center with 5 fully eq. ops in a 1,300 sq. ft suite. Sellers work 3 days/wk. Computerized office with intra oral camera and Dentrax software. Income source: 50% insurance, 29% cash, 20% medical & 1% capitation. Approx. 15 patients/day are seeing with approx. 10 new patients/mo. 20 year of Goodwill. Corner location with heavy traffic flow and great street visibility. Please contact your CPS Agent for more information. **Property ID #2771.**

LOS ANGELES (GP) – Located on a 13 story professional building, this modern designed practice is in a 1,329 sq. ft. suite with 3 equipped operatories. It's a computerized office with digital x-ray, intra oral camera and Open Dental software. Motivated seller works 4 days/wk, Associate every other Saturday with 1 day/wk of hygiene. Sees approximately 8-12 patients/day. Fee for service. Practice in the border of Korea Town. On a busy street with heavy traffic flow. Great office. The only dentist in the building. Amazing view from operatories. Well established practice with over 14 years of Goodwill. Grossed \$652,649 in 2012. Buyer's net of \$246K. Please contact your CPS Agent for more information. **Property ID # 2831.**

LOS ANGELES (GP) - This landmark practice is in the Los Angeles Fashion District with over 40 years of goodwill to offer. Located on a retail mall building and has never had another dentist as a tenant in the building for over 40 years. The practice is completely digital with automated processes in place that interact with the patient base. Consists of 4 equipped operatories, 1 plumbed not equipped operator and 1 message chair in a 1,163 sq ft suite. Seller works 3 days/wk, Associate 3 days/wk and Associate 2 days/wk. Income source: 80% insurance and 20% cash. Endo, Implant, Perio and Ortho procedures are currently being referred out. Grossed \$723,247 in 2012. Buyer's net \$242,653. Excellent opportunity. Please contact your CPS Agent for more information. **Property ID # 4429.**



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MONTROSE (GP) – Long established practice with over 35 years of goodwill is located in two story building near residential area. Great street visibility. Seller works 4 days weeks and sees approximately 10-12 patients per day. Fee for service. Practice consists of 4 equipped operatories, 1 x-ray room, lab & sterilization combo, dark room, and private office in a approximately 1,250 sq. ft. office. Grossed \$260,959 in 2012 and projection \$264,189 for 2013. Motivated Seller is moving out of state. Great opportunity. Please contact your CPS Agent for more details. **Property ID # 4383.**

PACOIMA (GP) – Leasehold Improvement & Equipment!! Modern designed practice located on a small busy strip mall. Corner location. Lots of traffic. In the newest part of town. Good street visibility. Practice consists of 2 equipped operatories, 1 plumbed not equipped for expansion with Easy Dental 2000 software in a 1,350 sq. ft. office. No digital x-ray, but wired. Has reasonable rent. Motivated seller established the practice in 2006. Approximately 7 year old equipment. Active patient charts will be included with the sale. Please contact your CPS Agent for more information. Great opportunity!! **Property ID #4361.**

SOUTH GATE - Leasehold Improvement & Equipment! Established over 52 years ago, this practice is located in a free standing building across the street from the City Hall. Practice consists of 4 equipped operatories with Open Dental software and 1 plumbed not equipped operator in a 1,500 sq. ft. office. Has great street visibility with heavy traffic flow. Seller is relocating to Covina. Please contact your CPS Agent for more details. **Property ID #4403.**

S. PASADENA (GP) – Long established practice with over 37 years of goodwill is located in a single story dental building. Absentee owner. Associate works 3 days/wk and sees approximately 30 new patients per month. Income source: Insurance ~23% / Cash ~64% / Capitation ~13% (~\$6K in cap checks). No advertising. Practice consists of 5 fully equipped operatories with Easy Dental software in a ~1,900 sq ft office. Has a long term lease. Great location with excellent street visibility. Grossed \$525,452 in 2012. Buyer's net of \$153K. Has revenues of \$46K per month. For more information, please contact your CPS Agent. **Property ID #4371.**

TORRANCE (GP) – Modern designed fee for service practice located in a two story professional building. Corner location with heavy traffic flow. Have over 44 years in goodwill. Practice consists of 3 equipped operatories, 1 plumbed not equipped for expansion, with digital x-ray and Eaglesoft software. Motivated seller works 4 days/wk with 1.5 days/wk of hygiene and sees approximately 12-15 new patients per month. Grossed \$298,176 in 2012. Projecting approximately \$304,195 for 2013. Have revenues of \$25K/mo. Please contact your CPS Agent for more information about this great office. **Property ID #4375.**

TORRANCE – General practice with over 30 years of goodwill is located in a two story professional medical building with ample parking. Has excellent visibility. Retiring seller works 4 1/2 days per week with 3 days per week of hygiene. See approximately 12-20 new patients per month. Practice consist of 7 equipped operatories, 1 plumbed not equipped operator for expansion with Dentrux software in a 2,208 sq ft suite. No digital x-rays. 100% Patient referral. Equipment well maintained and in good conditioned. Income source: ~80% insurance / ~19% cash / ~<1% Capitation (~\$90/mo in cap checks). Grossed \$584,721 in 2012. Projecting approximately \$600,960 for 2013. Buyer's net of \$139K. For more information, please contact your CPS Agent. **Property ID #4377.**

TORRANCE – One story well modern front office attached in a huge and very busy shopping center next to home depot, home goods, with lots of foot traffic available for sale. Fee for service turn-key practice. Seller works 2 days/wk and sees approximately 10-15 new patients/mo. Modern décor practice consists of 2 fully equipped operatories with Easy Dental software and digital x-ray in a ~1,200 sq. ft. suite. Most equipment is 1-11 years old. Have revenues of \$14K per month. Motivated Seller will be focusing on primary office approximately 20 miles away. Great opportunity for a GP or Specialist. Please contact your CPS Agent for further details. **Property ID #4391.**

WESTWOOD VILLAGE – With over 70 years of goodwill this General Practice is located in a two story professional building next to UCLA. Practice consists of 4 equipped operatories, lab & sterilization combo, x-ray room, storage in basement, dark room, and private office in a ~1,300 sq. ft. suite. Has 5 year to older equipment. Seller work 3 days/wk and sees approximately 10-13 patients/day. Hygienist works 3 days/wk and sees approximately 8-11 patients/day. Income source: 42% insurance & 58% cash. No HMO. 100% patient referral. Have revenues of ~\$58K per month. Grossed \$656,795 in 2012. Projecting ~\$704K for 2013. Buyer's net of \$266K. Motivated Seller will be retiring. Don't miss your opportunity to be in the prestigious community of Westwood Village. For more information, please contact your CPS Agent. **Property ID #4401.**

PRACTICE SALES, INC.

and Appraising of Dental Practices



Robert A. Palumbo, Executive V.P./Partner

W. SAN FERNANDO VALLEY – Well established General Practice with over 31 years of goodwill is located in a 5 story medical /dental building. Numerous business office, restaurants, retail establishments in the area with heavy traffic flow. Practice is well maintained and consists of 5 equipped operatories with digital x-ray and Dentrix software in a 2,100 sq ft suite. Major equipment is approximately 1.5-10 years old. Seller works 4 days/wk with 7 days/wk of hygiene. Insurance and cash only. No HMO or Denti-cal. Has revenues of approximately \$81K/mo. Projecting approximately \$980K for 2013. Seller will be retiring. Great opportunity. Please contact your CPS Agent for more details. **Property ID #4433.**

ORANGE COUNTY

DANA POINT – Great opportunity for a GP or Specialist! Leasehold Improvements & Equipment Only. Office is located in a 2 story dental medical building and on one of the busiest streets in Dana Point. Practice was remodeled a year ago to a Tuscan style. Consists of 5 equipped operatories, lab/sterilization room, dark room, storage room, and private office in a ~1,200 .sq. ft. suite. Motivated seller is moving his office to a larger office nearby. Please contact your CPS Agents now for more details. **Property ID #4397.**

FOOTHILL RANCH - Leasehold Improvements and & Equipment Only! Beautiful office with 2 spacious equipped operatories and 2 plumbed not equipped for expansion, sterilization area, large lounge and private office. Practice located in a 2 story medical / dental building on the second floor in a 1,754 usable sq ft suite. Great opportunity for a GP or Specialist. Motivated seller moved office leaving a clean, bright, nicely designed suite. Please contact your CPS Agent for more details. **Property ID #4425.**

HUNTINGTON BEACH – Turn-key General Practice located in a two story building 5 blocks from the pier. Excellent street visibility and heavy traffic flow. Office consists of 3 eq. ops, 3 plumbed not eq, x-ray room, sterilization room, lab room, private office and storage/file room in a 2,100 sq. ft. suite. Motivated seller work 4 days/wk and sees approximately 5 patients per day. Fee for service. Established office in 1995. Grossed \$230,411 in 2012. Revenues of ~\$18K per month. It's a large office that could expand to Ortho, Endo or Perio. Seller opened to stay and work as part-time. Excellent opportunity! Please contact your CPS Agent for more details. **Property ID #4395.**

LAGUNA HILLS – Leasehold Improvements and & Equipment Only! Modern designed practice with 2 equipped operatories and 1 plumbed not equipped, lab room and private office in an 800 sq ft suite. The equipment is approximate 4 years old. Office is located in a free standing busy strip shopping center. Near residential area. Great lease with no increase till August 2014. Motivated seller will be semi-retiring. Seller is leaving on sight any active and inactive patient charts. Great opportunity. Please contact your CPS Agent for more details. **Property ID #4409.**

MISSION VIEJO (PEDO/GP/ORTHO) – Well established Pedo office located in a 3 story dental/medical building. Seller (GP) works 2 days/wk with 2 Associates (Pedo) 3 days/wk and 1 Associate (Ortho) 3x/mo. See approximately 10-30 new patients/mo. Insurance & Cash. Practice consists of 8 chairs in open bay, 2 equipped operatories with Dentrix software and digital x-ray in a 2,166 sq ft office. No advertising. Patient referral only. Grossed \$663,954 in 2012. Have revenues of \$50K/mo. Buyer's net of \$203,316. Motivated seller will be focusing on primary office in L.A. area. Please contact your CPS Agent for more details. **Property ID #4389.**

SAN CLEMENTE (GP) – Modern designed Turn-Key practice located in a 2 story medical building. Consists of 4 equipped operatories, 2 plumbed not equipped for expansion with Eaglesoft software. Sellers works 2 days/wk with 3 days/mo of hygiene. See approximately 8-10 new patients/mo. Will be focusing on their primary office in Mission Viejo approximately 15.9 mi away. For more information, please contact your CPS Agent. **Property ID #4359.**

RIVERSIDE & SAN BERNARDINO COUNTIES

APPLE VALLEY – General practice located on a busy shopping center with excellent signage and heavy traffic flow. Practice consists of 5 fully equipped operatories, 3 plumbed not equipped with Dentrix software and digital x-ray in a 2,000 sq ft suite. Has 18 years of goodwill. Seller works 2 days/wk and Associate works 2 days/wk with 1.5 days/wk of hygiene. They see approximately 40-47 new patients/mo. Income source: Insurance/Cash/Denti-cal/Capitation. Grossed approximately \$582,841 for 2012. **BUYER'S NET OF \$199K.** Motivated will be focusing on his primary office. Please contact your CPS agent for more information. **Property ID #4349.**

BANNING (GP) – Leasehold Improvements & Equipment Only! Modern designed practice with 3 fully equipped operatories, lab room, sterilization room, and private office in a 925 sq. ft. suite. Located in a one story shopping center. Equipment is approximately 7 years old. Has Dentrix software and digital x-ray. There is a long term lease. Remodeled in 2011. Good signage. Absentee owner. Seller lives out of state. Motivated seller is leaving on sight any active and inactive patient charts. Please contact your CPS Agent for more information. **Property ID #4117.**

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



CALIFORNIA

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Tina Ochoa, V.P.

BARSTOW (GP) – Priced Reduced! With over 47 years of goodwill this practice is located in a single story professional building with heavy traffic flow. Near residential area. Easy freeway access. Motivated seller works 3.5 days/wk with 2.5 days/wk of hygiene. Sees approximately 12-13 new patient/mo. Fee for service. 100% Patient referral. Practice consists of 4 equipped ops with Dentisoft software in a 1,100 sq. ft. office. Grossed \$520K in 2012. Revenues of \$43K/mo. BUYER'S NET OF \$294K. Please contact your CPS Agent for more details. **Property ID #4241.**

CHINO – Modern designed office with over 34 years of goodwill this General Practice is located in a 2 story professional medical building. Seller works 4 days/wk with 2 days/wk of hygiene. Seller sees approximately 12-19 new patients/mo. Income source: 40% insurance & 60% cash. No HMO. Minimal advertising. Practice consists of 4 equipped operatories, 1 plumbed but not equipped operatory with Digital x-ray and Dentrix software in a 1,313 sq. ft. suite. Equipment is new-8 years old. Has a flat lease. Grossed \$312,847 in 2012. Projecting \$320,840 for 2013. Motivating seller is pursuing another career. Please contact your CPS Agent for more information. **Property ID #4427.**

FONTANA (PEDO) – Modern designed office located in a new single story multi use building with incredible camera system outside as well as internally. Motivated seller owns the suite and is open to sell. State of the art practice consists of 2 fully equipped operatories and 3 chairs in open bay. Office is open 4-5 days/wk. Income source: 15% insurance and 85% Denti-cal. The staff speaks Spanish to accommodate the large Hispanic population in the area. The spacious office has tall ceilings and is credibly well laid out complete with a theatre setting in the lobby area to accommodate the patients. Please contact your CPS Agent for more information. **Property ID #4301.**

PALM DESERT – General Practice established in 1999 is located in one story building with ample parking and excellent signage. This modern designed office consists of 5 equipped operatories with digital x-ray and Practice Web software in a 1,665 sq ft suite. Seller works 3 days/wk with 3 days/wk of hygiene. Sees approximately 12-14 new patients/mo. Income source: Insurance / Cash / Capitation (~\$3,000/mo). 100% patient referral. Grossed ~\$469,961 in 2012. Buyer's net of \$137K. Have monthly revenues of ~\$35K/mo. Motivated Seller will be focusing on primary office in L.A. area. Please contact your CPS Agent for more information. **Property ID #4331.**

PALM SPRINGS – Leasehold Improvements and & Equipment Only! Located in one of the busiest streets of downtown Palm Springs with plenty of rear parking and across the street form a Spa Resort and new Hotel. This practice consists of 4 equipped operatories with Intra-oral Camera and Digital X-ray in a ~2,000 sq ft office. Motivated seller moving office to his existing office nearby. Great opportunity for a start-up practice. For more information, please contact your CPS Agent. **Property ID #4387.**

RANCHO MIRAGE – Leasehold Improvement Only! Excellent opportunity to start from scratch for GP or Specialist. Office consist of 4 plumbed not equipped operatories, sterilization area, lounge, business office and private office in a ~1,700 sq ft office. No equipment. Located in a one story medical building. Recently remodeled. Nicely decorated with lots of built in cabinetry and counter space. Seller purchase building nearby. A must see. Please contact your CPS Agent for more details. **Property ID #4431.**

SAN DIEGO COUNTY

CHULA VISTA – Price Reduced! Well established general practice located on a store front single free standing building with public parking across the street. Great location in downtown with heavy traffic flow and excellent street visibility. Practice consists of 4 equipped operatories, 1 plumbed not equipped with Practice Works in a 1,300 sq. office. Motivated seller works 4 days/wk and sees approximately 10-15 patients/day. Income source: Insurance/Cash/Some Cap (\$2,000 in Cap checks/mo). Revenues of \$42K/mo. Buyer's net of \$156K. Seller will be retiring. Contact your CPS Agent for more information on this excellent opportunity. **Property ID #4279.**

OCEANSIDE - Leasehold Improvements & Some Equipment! Beautiful office located in an exceptional single shopping center with high traffic flow. It consists of 5 plumbed not equipped operatories, lab/lounge room, sterilization area, storage room, washer/dryer hookup, business office and private office in a 1,500 sq ft suite. Seller recently remodeled. Great opportunity for a GP or Specialist in Oceanside. It's a must see. Motivated seller outgrew and moved to a new location. Please contact your CPS Agents if you want to upgrade your office or be in the Oceanside are. **Property ID #4363.**

RAMONA – General practice consists of 3 equipped operatories in a 1,000 sq. ft suite. Established in 1979 and located in single story strip mall with great street visibility. Busy area. Retiring seller works 4 days/wk and sees approximately 5-10 patients/day. Fee for service. Minimal advertising. Grossed approximately \$200K in 2012 fiscal year. Please contact your CPS Agent for more information. **Property ID #4305.**

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Greg Beamer, V.P.

SANTA BARBARA COUNTY

SANTA BARBARA COUNTY - With over 80 years of goodwill, this practice is located in a single story professional building. The Seller is making the condominium available for sale. This fee for service practice consists of 3 fully equipped operatories with Dentrix software and digital x-ray. Seller is currently working 5 days/wk and sees ~8-10 patients/day. Grossed ~\$760,200 in 2012 and projecting ~\$844K for 2013. Revenues of ~\$70K per month. Excellent opportunity. For more information, please contact your CPS Agent. **Property ID #4393.**

SPECIALTY OFFICE LISTINGS

BEVERLY HILLS – Perio Prosth practice (65%) with emphasis on Perio Surgery & Implants (35%) is located in a prestigious 4 story medical dental building. Motivated seller established practice in 1987 and works 3 days/wk with Prosthodontist 1 day/wk, Prosthodontist 2x/mo and 2 days/wk of hygiene. See approximately 10-15 patients/day. Fee for service. Practice consists of 3 eq ops with Computer Age software in a 956 sq ft. suite. Suite has hardwood floors and great window views. Grossed approximately \$1,012,674. Please contact your CPS Agent for more details. **Property ID #4035.**

LONG BEACH (ORTHO) – This orthodontic practice is located in a 3 story professional medical dental building with 46 years of goodwill. Has excellent traffic flow and plenty of parking. In residential area. Easy access to the 405 freeway. Office consists of 4 chairs in open bay in a 1,281 sq. ft. suite. Motivated seller works 3 days/wk and Associate 1 day/wk. Insurance/Cash/Cap. Low sales price for immediate sale. Great starter practice. Contact your CPS Agent for more details. **Property ID #4255.**

NORTH ORANGE COUNTY (ORTHO) – Long established practice with over 28 years of goodwill located in a single busy shopping center. Practice consists of 6 chairs in Open Bay, consultation room with a chair, sterilization room, lab room, private office and storage room in a ~2,000 sq ft. office. Motivated seller works 3 days/wk and sees approximately 10-12 patients/day. Income source: ~35% insurance & ~65% cash. Has New Horizons software package. Seller is moving out of state. Please contact your CPS Agent for more details. **Property ID #4373.**

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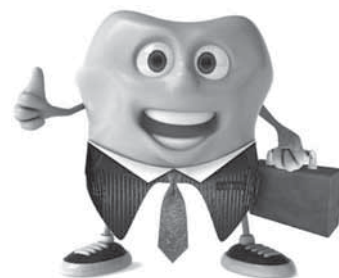
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**Tip of the month:*

When I first started practicing dentistry in 1998, my CPA at the time had me practicing as a C corporation, but while I was studying tax law in law graduate school, I realized a S corporation was a better fit for me, and I elected the S corporation entity for my own dental practice. Many doctors rely on the advice of their accountant but a CPA may only look at a portion of the equation. As a dentist and attorney, I have discovered that while both provide protections from liability, selecting the right type of corporation means avoidance of double taxation.

For many dentists an S corporation is preferable to a C corporation. This is because S corporations are tax reporting entities, and C corporations are tax paying entities. S corp earnings are reported on the owner's tax return (similar to a Partnership) and taxed at the owner's individual tax rate. A C corp is preferred over an S corp when a choice of ending of fiscal year is desired instead of the fixed ending date of December 31. Obviously the size and scope of your dental practice determines which option makes the most sense, both from a liability as well as a tax perspective. If you are unsure which option best suits your particular situation, call me for a complimentary consultation. I'm here to help.



Chester Jeng, DDS, JD, LL.M (Master Degree in Tax Law)
Dentist and Attorney

Law Offices of Jeng and Associates

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Northern San Luis Obispo

County: Newer building for sale in addition to a great practice.

Santa Maria: Small stand-alone building with great practice. Excellent potential for growth!

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Our program will begin with a Sunday night wine and cheese party. There will be a mid-week Nastar 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. These units will have daily maid service, fully equipped kitchens with all utensils, VCRs, DVDs, washers and dryers in each unit, indoor pools, whirlpools, sauna, steam room, fitness center, daily coffee service, free shuttle service around Snowmass and all taxes and service charges.



The package will include round-trip air and bus transportation, seven nights lodging and lift tickets for five out of the six days, all baggage handling. The cost for this entire package will be \$1,799. This is by far the best value in the entire ski industry.

The dental continuing education program will be conducted each morning and each afternoon for four days in the Office Clubhouse within 150 feet of the condominiums. 16 units of continuing education will be available through the AGD in category one. The seminar fees are as follows:

Dentists @ \$255; Auxiliaries who are not dentists @ \$110.

Ski.com, once again, will be handling our travel arrangements. Ski.com can be reached at 800-525-2052, Extension 3045. Ask for Martha Perez. For reservations and a complete brochure of information for registration contact Ski.com or Robert Garfield, DDS, executive director, Southern California Academy of General Dentistry (SCAGD): 2720 Aqua Verde Circle, Los Angeles, CA 90077-1502, or call 310-471-4916. Email: drrobertgarfield@aol.com.

TORRANCE PRACTICE FOR SALE Dr. retiring after 30 years – shares space with another Dr. so overhead is low – Dr works 3 days/week – grosses \$300,000/year- Thomas & Fees Practice Sales (714) 544-4341.

Garden Grove dental office for lease. Kerry St/Garden Grove Blvd. 5 ops, 1200 sq ft. \$2600/month. 714-900-0773/714-222-1225.

Whitening Zoom Machine for sale \$300 (office in Stanton). Rarely used, like new. Call Tran (714)348-7624.

experienced OS needed with at least 5yrs experience. must be familiar with many implants systems. please send cv to db@unforgettablesmile.com.

LOOKING FOR SOMETHING but can't find it? Call Bruce at The Dental Trader. I have a comprehensive database of dental companies developed for the past 31 years...I will help you find whatever you're looking for. Just gimme a call at 877 888 4237.

Sherman Oaks office to share or rent a space, bring your own patients, email mblucky2009@yahoo.com.

Nonprofit Children's Dental Clinic Needs Donations for Auction. The San Gabriel Valley Foundation for Dental Health is hosting an event and we need items to include in our silent and live auctions. Call 626-242-0278 or visit www.sgfdh.com.

CENTRAL COAST Pedo Practice with 4 Ops. GR \$775K on 4-day wk. Great location. Over 800 new pts last yr. Henry Schein PPT - Tinh Tran 949-533-8308, #CAM546.

Caring, Female Pedodontist Seeking associate position at quality oriented pediatric office. Please contact healthysmiles4kids@gmail.com for more information. Thank you!

DENTAL ASSOCIATE WANTED Fresno family practice. Great compensation, amazing staff, hightech CBCT in premises. Email resume to: g.donan@sbcglobal.net.

CHULA VISTA General Practice – GR of \$528K, 4 Ops, Dentrux, 50 years Goodwill. HS PPT – Tinh Tran 949-533-8308 #CA109.

FOR SALE Pano/Ceph Gendex Orthoralix 9200, 2 yrs old. Excelent condition. call (559)222-9923 for more info.

Busy Dental Group in the Inland Empire looking for part time dentist; e-mail resume to cristina.lopez@smilebrightdental.net.

WANTED Digital Pan/Ceph and/or Digital Pan. Please email details to DDSConglomerate@gmail.com.

Turnkey Torrance Dental Office for sublease. 4 ops. Digital. Very clean. 1-5 days/week. Professional building. (310)502-4619 John.

A Refreshing Approach to Dental Practice Sales

Offering comprehensive and personalized service to all dental professionals.

"Charles Kim is a consummate professional, always calm, and able to find a positive side to any situation. I looked forward to our meetings, not only for the long term goal, but for the genuine friendship we developed. He helped me to recognize a fair value for my practice, and designed a way to achieve my goals. His patience and consistent effort brought us to a successful outcome."

T. Feder, DDS

"I had never owned a practice before this one, and therefore I had no idea how to sell my practice... Charles listened to my concerns and offered realistic solutions. His straightforward approach was refreshing and I felt the trust in him. His advice was the best, and the result was superior..."

K. Sun, DDS

PRACTICE and PROPERTY FOR SALE - FULLERTON

General dental and orthodontics practice is located in a visible, street-front, free standing building. 5 Equipped Operatories. 6 total Ops plumbed. Plenty of parking. Currently running as a satellite office. Owner wishes to sell real estate at same time.

PRACTICE for SALE - L.A.

Mid-Wilshire area. Retirement sale. Well-established and averaging \$900,000 to \$1-million annual collections. Updated and spacious 3,000 sqft practice with 7 fully equipped operatories. Seller offering flexible transition assistance and can remain post-sale for several years.

PRACTICE SALE - LOS ANGELES

(Koreatown). Well established. Street-corner location with great signage, parking, and terrific visibility. 5 fully equipped operatories. Renovation and expansion done in 2012. Suitable to operate with associates. Seller can remain part-time for transition assistance.

PRACTICE SALE - HUNTINGTON PARK

High visibility in town center, with heavy pedestrian traffic. 5 Ops, 3 equipped. Location is suitable for HMO and Denti-Cal focus. Seller does not have enough time to manage and motivated for a quick sale.

PRACTICE for SALE - GARDEN GROVE

Visible, retail strip mall location. 5 Equipped Operatories. Digital updates done. Surgery equipment. Seller does not have time to manage the practice due to other business demands. Full-time schedule from Mon to Sat. Associate run.

BUYING Large Practices

Up to \$2M collections, with an option for seller to stay. Experienced buyers and national organizations are seeking practices with established history and potential for growth. If you are not ready to retire completely, but prefer to slowly wind your schedule down, while staying on post-sale for additional income, please call for a complementary consultation.

PRACTICE for SALE - GLENDALE

Highly visible street-front location. Ideal starter practice. 3 Equipped Operatories. Space for 4th Operatory expansion. Enclosed implant surgery room. Affordable lease, with utilities included. Priced to sell quickly.

LEASEHOLD OFFICE SALES

Los Angeles and Orange Counties. N. Hollywood, Los Angeles, Costa Mesa, and more. Inventory changes often. Please call to share your search criteria and register for updates.



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The Dental Trader

*wishes you a very Merry Christmas,
Happy Holidays and a Happy New Year!*

Experienced dentist looking to work as an associate with option to buy or partnership in South Bay Area. (310)502-4619.

Specialist Sublease available for implantologist at established office in a very busy shopping center City Of Industry. Big Signage & Visibility haciendasmile161@yahoo.com

Oral Surgeon looking for dental office to sublease or another specialist to share startup cost. cpapmed@gmail.com.

Associate dentist position available in Riverside and Menifee offices. 2 yrs exp email cv to drnzareh@gmail.com

SFV office needs RDA or DA w/ at least 7 years exp. Fun office, EZ going. Starting @ \$17/hr. molarman111@hotmail.com.

EAST SAN FERNANDO VALLEY GR 1.2 million Refers out a lot Hi Identity 8 OPs One PPO FP 1.2 CALL PPS 714-832-0230.

DENTAL OPERATORY SPACE TO RENT. In Newport Beach, near John Wayne Airport. Full or Part time. 949-833-3756.

I'm a GP Dentist looking for work. Part-time or Full-time. California Licensed. Part-time or Full-time. Relocation ok. Contact Doctorlinh@hotmail.com.

Hand held X-ray Biox X-ray unit \$3995. 2 year warranty. www.southcoastdentalsupply.com 855-696-6432.

Experienced Associate wanted Central Valley. Minimum 5 years experience. Email visaliadental@yahoo.com for more details.

Female Dentist USC Graduate. Looking for P/T work. Years of extensive experience in General/Cosmetic Dentistry. Call 818.859.3866.

PEDO/ORTHO SPECIALIST RELOCATED, SEEKING TO BUY ALL/ PART OF LARGE, BUSY PEDIATRIC DENTAL PRACTICE. WILLING TO PAY CASH. Jrs242424@yahoo.com.

BAKERSFIELD #27 Great startup opp. or second office for sale. (4) op comput. G.P. (2) ops eq't'd. w new eqt. (2) add. plumbed. Cash/Ins/PPO/Denti-Cal pts. Open (1) yr. p.t. Collect \$6-8K/mos. Very low overhead. Pract. ready to be taken to the next step. Seller moving to be closer to family, but will assist w the transition. D&M Practice Sales 818.591.1401.

Used Valueklave 1730 Sterilizer/Autoclave for sale \$1200, Great condition. Pickup only (North San Diego) Rbdentaloffice@gmail.com.

****FRONT/PT COORDINATOR WANTED** Sat/Sun/Mon** COACHELLA AREA, CA. 2 YRS. MINIMUM EXPERIENCE. English&Spanish: PPO/Medi-Cal. FAX RESUME: 1-888-632-9867.



Art Wiederman, CPA, CFP

Broker #01511095

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Premium Practice Listings

★ Coastal Orange County #1061 ★

General practice, 1,044 square feet with pleasant courtyard, located in professional building, seller is moving out of the area, 2012 revenues \$316,753.

Asking \$175,000

Fresno County #1066

Fee-for-Service general practice, 36 years of goodwill, 4 ops, quality location, 1,450 square feet, projected 2013 revenues \$530,000

Asking \$298,000

Rancho Cucamonga #1067

2013 revenues approx. \$400,000, 4 treatment rooms, drive and walk by exposure, Seller retiring.

Call for more details 714-259-0501

Coastal Southern California #1062

PEDIATRIC dental practice and office condo for sale, seller is retiring. 2012 revenues \$623,000.

Practice Listed at \$425,000

Pomona Valley #1065

Fee-for-service restorative dental practice, four treatment rooms, 1,336 sq. ft., 40 years of goodwill, ample parking, great visibility, and signage.

Revenues for fiscal year ended 10/31/2012 \$745,258

Asking \$649,000

Upcoming Seminars

Create a Practice Masterpiece

Topic: "Fight the Commodity Mindset"

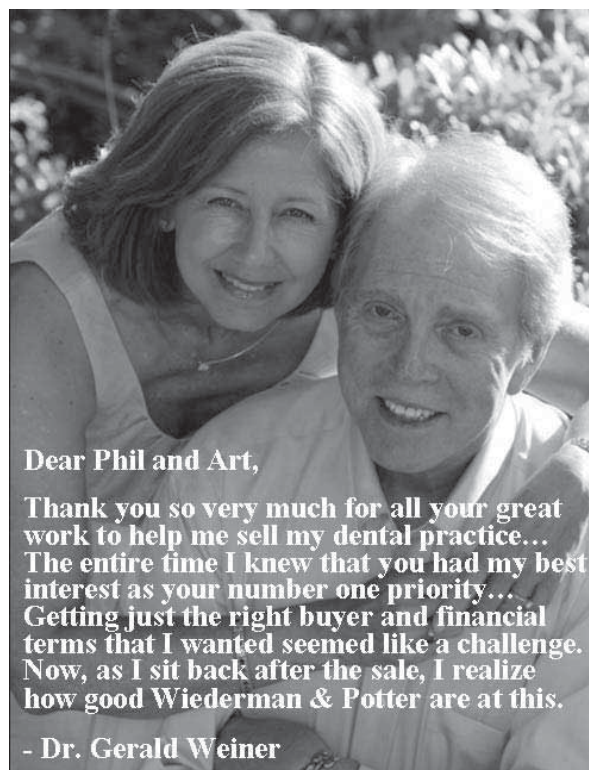
Date: January 17, 2014

Speakers: Dr. Phil Potter & Kathleen Johnson

Location: Glidewell Laboratories
 18551 Von Karmen Ave., Ste 201
 Irvine, CA 92612

Price: \$69 before January 2, 2014
 \$99 after January 2, 2014

For more details: www.wppps.com/seminars.html for more details 714-259-0505



Dear Phil and Art,

Thank you so very much for all your great work to help me sell my dental practice... The entire time I knew that you had my best interest as your number one priority... Getting just the right buyer and financial terms that I wanted seemed like a challenge. Now, as I sit back after the sale, I realize how good Wiederman & Potter are at this.

- Dr. Gerald Weiner

PRACTICE FOR SALE/CHULA VISTA Store front GP w/ 4 ops Net \$152K California Practice Sales, Inc. Phone: 714-639-2775.

Space available for sublease to specialist in the Costa Mesa/Newport Beach area. Beautiful modern office. Call 714-423-5458.

Dental Office Manager Position available for Orthodontic/Pediatric practice in Orange County. Experience required Fax resume(949)548-5731 email: tbattista@californiakidsdental.com.

LOOKING FOR AN EXPERIENCED OFFICE MANAGER / TX COORDINATOR. PLEASE EMAIL RESUME obarkhor@gmail.com. FULL TIME POSITION. IMMEDIATE HIRING. SANTA BARBARA.

FOR SALE Retired DDS Like new Perio scalers, curettes. Hu-Friedy, Hartzell only. 4 Miltex Stainless Steel Sterilization Cassettes. (323) 851-6622.

PRACTICE SALE Huntington Park. Great visibility with heavy pedestrian traffic. Seller motivated due to lack of time. A knowledgeable manager can run with associates. Broker - Charles Kim 800-416-2055.

Board certified periodontist available in West LA and the valley Contracted with most PPOs Email: periodontalexpert@yahoo.com.

Thomas Sudbijo, DMD (Tustin, CA), Law Offices of Jeng and Associates is definitely one law firm that I will continue to use for my legal needs. Dr. Jeng was very helpful addressing my questions and was on top of things and kept me informed in every step. Call Jeng & Associates 714-858-0536.

Endodontist wanted in Visalia, Ca 1-2 days a month. Please contact Becky at 559-732-7224 with any questions.

Small office in Brea looking for a visiting Endodontist. For details please call: 714-257-9200 or Email sheenabhatiadds@gmail.

RENT DENTAL SUITE with Dr HERRING in Canyon Country, Calif 661.250.3600.

Orthodontist needed for GP practice in Anaheim and Moreno Valley 3days/month (Fri/Sat). Send resume to alldaysmile-dental@gmail.com.

Receptionist needed in a Beautiful Beverly Hills office! Applicant must have the following abilities and qualities: Comfortable with Microsoft Word and Excel -Friendly and Cheerful-Experience working as a Dental Receptionist-Comfortable answering 3 phone lines and communicating professionally with each patient -Customer Service experience-Some acquaintance with Dental procedures and Codes for Insurance purposes-Fluent in English-Cheerful (310) 247-1252.

Safe & Scamless

The Dental Trader has been more than helpful when placing ads without all the other scams that happens with other listing eg. Craigslist.com. It is safe and I feel confident when placing an ad here.

Nancy J. Yee, DDS



Before you get stuck with another lender Be sure to call Bob Affleck 949-939-4550 to see if you might be able to get something better. Providing Competitive Rates and Great Service. Checkout Citi's Ad.

Female dentist. Fluent in Spanish . US school graduate. GP and Ortho knowledge. Looking for FT/PT position. svmds@gmail.com.

General Dentist Needed Rosemead, minimal 4 years experience. Resume 626-574-8948. Dr. Chen.

SANTA CRUZ Endodontic Practice -GR of \$350K-\$400K w/ only 55% overhead. Owner worked 1-1 ½ days/week. HS PPT - Dennis Hoover 209-605-9039 #CA102.

FFFFFFFree? Join thousands of dentists who place FREE ads in The Dental Trader. Ads appear instantly on our Ad Board, your phone can start ringing today! See FAQs page at dentaltrader.com for simple instructions.

BENCHMARKING & MERTICS REPORTS: We'll provide you with customized reports showing where your practice is doing well and where to make improvements. Whittaker & Company Dental CPAs- 562.596.6730 or www.cpas4dental.com.

****DENTAL ASSISTANT WANTED** Sat/Sun/Mon** COACHELLA AREA, CA. 2 YRS. MINIMUM EXPERIENCE. English & Spanish: PPO/Medi-Cal. FAX RESUME: 1-888-632-9867.

PRACTICE FOR SALE/BARSTOW GP w/ 47 yrs of gdwll NET 286K California Practice Sales, Inc. Phone: 714-639-2775.

Atascadero Newer freestanding building offered along with a great practice. Excellent location! Integrity Practice Sales, Broker Bill Kimball, DDS (855) 337-4337.

DIVORCE SALE VICTOR VALLEY-- GREAT LONG TERM ESTB PRACTICE SELLER TO SHARE COMMUNITY PROPERTY BEST WAY TO SETTLE WITHOUT THE ATTORNEYS TAKING ALL ASSETS. SELLER COULD WORK BACK ON REDUCED SCHEDULE CALL PPS 714-832-0230.

Ask The Dental CPAs



What are some valuable tax planning actions I can take before year-end?

There is a combination of tax laws scheduled to expire this year as well as traditional tax planning steps that you can apply each year. Here are some of the prominent strategies to consider for 2013:

- If you have a Health Savings Account (HSA), make the maximum allowable contribution before the end of the year.
- Consider pre-paying state income and property taxes before the end of the year.
- Certain deductions for qualified higher education expire at the end of the year. Consider paying tuition in 2013 instead of 2014 to maximize the deduction.
- Alternative Minimum Tax (AMT) may have a negative effect on your tax planning moves. Make sure you project your regular and AMT tax. As an example, state income taxes and property taxes are not deductible under the AMT regime, so pre-paying them may not provide a benefit.
- Consider making equipment or software purchases prior to year-end since the Section 179 limitation is scheduled to be reduced to \$25,000 and the 50% bonus depreciation is set to expire at the end of 2013.
- If you have not already done so, set up retirement plans and maximize contributions.
- Consider bunching expenses into 2013 and deferring income to 2014 to the extent possible.

When proper planning is performed, you can take full advantage of the deductions available to you and your practice. Have questions about how these and other tax strategies may affect you? Call us or email me at danw@cpas4dental.com.

INSIDE Public Accounting
2013 FASTEST-GROWING FIRMS

Have a question for our dental CPAs? Email it to dan@CPAs4Dental.com

CPAs4Dental.com
562.596.6730



WHITTAKER & COMPANY
Dental CPAs & Business Advisors

DENTAL PRACTICE WANTED in Bay Area: Buyer looking for 3-4 ops, 500 plus patients, \$400K+ gross income, Building is a plus. SELLERS call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or practice@lcfinc.com | www.lcfinc.com.

Clio Digital X-Ray Sensor Year-end Blowout. Save \$4,000 off sensor combo packages and get a FREE Apple iPad Air with your purchase. While supplies last. Special ends 12/30/13. Call SOTA Imaging at 888-266-7682 or visit sotaimaging.com for more details. Mention the Dental Trader.

CHULA VISTA: General Practice – GR of \$528K, 4 Ops, Dentrux, 50 years Goodwill. HS PPT – Thinh Tran 949-533-8308 #CA109.

Avoided grafts? Referred patients to specialists for receding gum surgery? Not any more! Easy, low impact, low risk technique can be mastered in hours. Visit pinholesurgicaltechnique.com to learn about Pinhole Surgical Technique!

Redlands Grossing 30K per month Beautiful digital office 5op \$285K call PPS 714-832-0230.

2013 YEAR END CLEARANCE SALE! Call 1-818 833-7701 To Receive a Dental Equipment Quote.

PRACTICE FOR SALE Vista. Established GP in Medical Bldg. 4 Ops in approx. 1700 sq.ft. SDPS: 760-599-7828.

Recently retired DDS Various high quality hand instruments--explorers perio probes, restorative instruments (carvers, condensers, prep instruments) Many NEW (323) 851-6622.

LOS ANGELES ORTHO (LOS FELIZ AREA) Orthodontic practice for sale – great small practice or perfect for a second office – 4 +1 operatories in 1800 sq. ft built to the hilt - AR's ~ \$120,000 -Dr selling for health reasons – grosses approx. \$15,000/mo on 2 days/week – very modern upgrades Thomas & Fees Practice Sales (714) 544-4341.

Want to score a better deal! Read The Dental Trader online at dentaltrader.com before it hits the streets in print. (usually around the 20th of each month). Online reader often score the best bargains. Check out the ad board too! Next month's ads appear there now!!

PRACTICE FOR SALE Lemon Grove. GP with 4 Ops in busy strip mall. High NET! SDPS: 760-599-7828.

24 Month No Interest Financing and \$1000 Rebate on Dry Vacuum Systems, prices start at \$4995, reduce operating costs and improve vacuum. Call (800) 423 – 5657 or see our website WWW.DHPDENTAL.COM for additional information.

PRACTICE and PROPERTY SALE Highly visible location. 6 Operatories. 2,000 sqft office, street front free standing building. Motivated seller. Broker - Charles Kim 800-416-2055.

NO MORE GRAFTS! Learn to treat gum recession in one appointment with no grafts, incisions or sutures and overnight recovery period! See Pinhole Surgical Technique flier in this issue or visit pinholesurgicaltechnique.com.

ORAL SURGERY/IMPLANTS IN YOUR OFFICE - Stop referring out. 3rd Molar Extractions, Dental Implants, Bone Grafting, Sinus Lifts performed by Friendly Experienced GP with extensive training. Will treatment plan with you. Call (562)248-6284 or email kcleedds@gmail.com. Please leave a message.

HUNTINGTON PARK Large Group General Practice with GR of \$1.1M in 2012. 15 Ops, CAD/CAM. HS PPT – Thinh Tran 949-533-8308.

PROSTHODONTIC PRACTICE FOR SALE MISSION VALLEY – Location, location, location! Seven op, prosthodontic practice established 30+ years with recent annual collections \$1,000,000+. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

WEST LA PERIO PRACTICE Recently renovated 5+1 op office. Collects \$650,000 on 4 days/week with 2 days of hygiene. Asking \$575,000. Kurt Skarin 805-777-770.

COALINGA: General Practice 3 Ops, 1,100 SF w/1,000 patients on 2 days/week. HS PPT – Dennis Hoover 209-605-9039 #CA564.

DENTAL PRACTICE WANTED anywhere in California Buyer looking for high capitation office in retail center. SELLERS call Loc Pham, Broker LCF Financial, Inc. (714) 550-7494 or practice@lcffin.com | www.lcffin.com.

"I've been practicing for the past 30 years. During that time I've been referring patients out to local specialist. This past year I've began working with Implant Outreach and to my pleasant surprise we've had very good results. We keep our patients in our office and Implant Outreach brings their instruments, supplies and their own staff." Gary Braunstein, D.D.S. for more information please visit us at www.implantoutreach.com or email us at info@implantoutreach.com.

GLENDAL: DENTAL OFFICE for lease, 2,136 sq. ft., 7 operator rooms, storage and file rooms, pvt office, in suite restroom, reserved parking. Building signage available. Immediate occupancy. Investment Property Services 818-956-7006.

endodontist needed Friendly office in Los Alamitos Orange County. Faxed your resume 562-799-9535 or dalianiknamdds@gmail.com.

LOOKING FOR GENERAL DENTIST with skills patience to treat kids for Pediatric dental office in the Inland Empire. Base salary plus percentage of p roduction. Email CV to drmfch@gmail.com.

The Dental Trader

POST

"I placed an ad selling some SCHICK CDR sensors I had for \$4,000.00 in The Dental Trader. Before the ad was even published in the magazine the items were sold to doctors who saw 'em on the Dental Trader's Online Ad Board. Response was fast and the ad was free...hard to beat that!"

Dr. Eric Prouty-Costa Mesa , CA

via POST MESSAGE

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Selecting a lender is an important and personal decision, your banker should understand that and treat you like a person, not an account number. Above all they should earn your business and provide you a better loan.

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CENTRAL VALLEY (So. FRESNO COUNTY) (3) op Comput. G.P. w newer eq't'd. for sale. In a smaller town w very limited competition. In a free stand. bldg. w exposure/visibility. Digital x-rays. Dentrix s/w. Cash/Ins/PPO. Very low overhead. Monthly Gross Collect. \$40 - \$50K on a 3 day week. D&M Practice Sales 818.591.1401.

Free Retirement Plan Feasibility Study with every incorporation. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

"Efficiency in the handling of contract, amendments, etc. Knowledge of dental practice sales will save time and expense. They do represent their clients interests thoroughly." Vel Tamanaha, DDS Los Angeles, CA. Wood & Delgado-Nation's #1 Dental Law Firm. Visit Us at: www.dentalattorneys.com.

PRACTICE FOR SALE/TORRANCE GP fee for service w/ 3 ops & 1 plmd not eq California Practice Sales, Inc. Phone: 714-639-2775.

Are you a dental shopper seeking bargains? We strive to provide the best bargains in every issue of The Dental Trader. Often it is dentists who refer bargain deals to The Dental Trader. If you spot a real deal, please tell that company about us or tell us about them so we can get their sweet deal into the publication. 877 888 4237 Many thanks!!

RETAINER BOXES 6 assorted colors. 100/\$199 includes shipping. Contact Dr. Moore @ kwissynterry@gmail.com or 805-772-0224.

ATTENTION SPECIALIST New dental office four operatory equipped with furniture for rent, Woodland Hills store front on Ventura 818-591-0123.

UNIQUE DENTAL ART COLLECTION (Non Technical). 17 colorful framed pieces for the discriminating office. Posters, prints, gouaches, tints, etc. Call 310-552-1490.

G. PRACTICE FOR SALE In W. Covina, 4 operatories, established since 1986, by owner. 951-712-9273.

PRACTICE FOR SALE/APPLE VALEY GP w/5 eq ops Net \$214K California Practice Sales, Inc. Phone: 714-639-2775.

ENDODONTIST WANTED for friendly dental office in Los Alamitos in Orange County. Please faxed resume 562-799-9536 or email dalianiknamdds@gmail.com.

HUNTINGTON PARK Large Group General Practice with GR of \$1.1M in 2012. 15 Ops, CAD/CAM. HS PPT – Thinh Tran 949-533-8308.

NORTHRIDGE GENERAL PRACTICE Collects \$580,000/year with a net of \$200,000/year. Seller refers all endo, all surgery, all perio and all ortho. Asking \$440,000. Kurt Skarin 805-777-7707.

CHILDREN DENTAL CLINIC in Africa needs donations (used sterilizer, dental instruments). Please contact Karen Willets /3321-7777.



*"I placed some unclassified ads in **The Dental Trader** to sell unwanted dental equipment and was besieged by so many telephone calls from readers that it became a problem. **The Dental Trader** works a little too well"*

Jeffrey Hempel, DDS

Rebella Accountancy has helped me in the purchase of two dental practices, the formation of my corporation, and has assisted in soundly guiding me in establishing my financial portfolio. Mark B. Jamison, D.D.S (714) 619-0667. www.rebellacpa.com.

WE buy sell and trade...new and used sensors working or not!. Call Handpiece Trading Post.(since 1980).....800-445-6719.

Buying A Practice and need financing? Checkout Citi's ad and see what your colleagues are saying about us. Call Bob Affleck at 949-939-4550 - Low Competitive Rates and Great Service.

NEW OFFICES INEXPENSIVE TELEPHONE SERVICE so amazingly cheap we cannot even state the price. You must call if you are building out an office and need phones. Save thousands. Call EZ2000 at 800-273-5033. Ask for Mark.

Perfect Apical Seal With Life Time Warranty For ALL Inoperable Endo. I Provide Everything. visit: www.socalrootcanal.com.

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.

GREATER SACRAMENTO Orthodontic Practice – Like-new, 2,300 sq.ft. w/7 chairs & extensive improvements. Henry Schein PPT - Tom Wagner 916-812-3255, #CA551.

Dental CPA Raymond Furness, CPA, MST. Over 15 years of dental industry accounting experience. Complimentary consultation 818.990.0686.

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.

Convert your film base Pan/Ceph System to Digital with a ScanX Digital System from Kings Two Dental. Want to know more? Please call us at 800-715-5464.

Shop and Compare!

The Insurance Companies have shifted away from taking certain critical risks and put them on your back without telling you. Odds are, we will find at least two Vital Coverage's missing when we review your current policy.

If you haven't compared rates and coverage lately, Get your complimentary comparison now.

- 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
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CENTRAL AND NORTHERN CALIFORNIA LISTINGS

BAKERSFIELD: General Dentistry Practice with 8 Ops, 7 fully equipped, 1 plumbed, in a 3,650 SF suite. Practice features Digital X-rays and Intra-Oral camera in a growing area of Bakersfield with \$453,000 Adj. Net income on \$1.2M of Collections. Practice #CAM554, Contact Kerri McCullough - 949-566-3056.

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

BISHOP: After 29 years in the same location, this retiring dentist is selling both his practice and building. 2011 Collections were \$1,000,243 with \$387,000 Adj. Net income. There are 6 days of hygiene in the 5 Op, 1,800 SF building. 100% financing is available for both building and practice. Practice #14390, Contact Dr. Dennis Hoover - 209-605-9039.

CENTRAL COAST: Prosthodontic Practice with 4 Ops, a full in-house lab with IOS, mill, casting ovens, and ceramic ovens, in a beautiful area near shopping. Doctor had over \$1.1MM in Gross Receipts in 2011. Practice #CAM535, Contact Jim Engel, 925-330-2207.

CHICO: Collections in 2011 \$1.2MM with 7 days/hyg. in this 5 Op, 2,400 SF practice. Laser, Intra-Oral camera, Beam X-Ray, Dentrix. Practice #14392, Contact Dr. Thomas Wagner - 916-812-3255.

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

DANVILLE: FACILITY ONLY - Professionally designed office located in the affluent community of Danville. Office has 5 fully equipped and furnished Ops with computers in each room. Digital x-ray, Digital panoramic x-ray, and central Nitrous/Oxygen. Seller relocating to a new building after 27 years of practice. Photos available upon request. In Escrow. Practice #CA548, Contact Jim Engel - 925-330-2207.

FOLSOM/EL DORADO HILLS: Like-new office with 1,200 SF and 4 Ops. 2012 Gross Receipts of \$405K. 2½ days of hygiene per week. Practice utilizes Dentrix, Laser, Digital X-Rays and Intra-Oral cameras. Owner is selling to pursue other interests. Practice #CA103, Contact Dr. Thomas Wagner - 916-812-3255.

FREMONT: Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 SF Suite with 4,000 active patients. PPO/HMO with 2012 Gross Receipts of \$1.2M with Adj. Net of over \$300k. Average equipment age is 13 years, owner is downsizing multiple practices. Practice #CA553, Contact Jim Engel - 925-330-2207.

GRASS VALLEY: Gross Receipts \$491K with an Adj. Net income of \$130K. Overhead 73%. Office leased 1,555 sq. ft. 4 equipped Ops, 5 available. Laser, Intra-Oral camera, CEREC & Eaglesoft software. Owner retiring. In Escrow. Practice #14379, Contact Dr. Thomas Wagner - 916-812-3255.

GRASS VALLEY: Owner retiring, 2012 Gross Receipts of \$442,736 on 3 day week. 6 Ops, 3 days hygiene, Dentrix software, Pano, Laser, Intra-Oral camera, long time cash practice. Approximately 1,950 SF office condominium available to purchase. In Escrow. Practice #14372, Contact Dr. Thomas Wagner - 916-812-3255.

GREATER CHICO/REDDING: General Dentistry Practice. Owner retiring. Well-established, 3 Op office with Intra-Oral camera, Pano, Imaging System and Patient Education Software. 2012 Gross Receipts of \$252K. Practice #CA104, Contact Dr. Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO: Associate to Owner Opportunity. 2012 Gross Receipts of \$879,000. Well appointed 1,400 SF office with 5 Ops, Intra-Oral cameras, Laser, CEREC and Sofdent Software. 4 days of hygiene. Associate to work 2 days in 2013 & 2014 then purchase practice. Equipment is about 5 years old. Owner to work back 2 days per week for 2 years after purchase. Practice #CA525, Contact Dr. Thomas Wagner - 916-812-3255.

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

GREATER SACRAMENTO: General Dentistry Practice and Building. 2,316 SF with 6 Ops, EZ Dental Software, Pano, and 8 days Hyg/wk. \$900K average production in the last 3 years. Very nice office in a great location. In Escrow. Practice #CA560, Contact Dr. Thomas Wagner - 916-812-3255.

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

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

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

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

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

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

RIDGECREST: General Dentistry Practice and Dental Building: This 4 Operatory office is located in 1,536 SF office building. Owner has worked in same location for 32 years and is now retiring. This small practice grossed about \$175K in 2012. Pictures of the building are available upon request. Lots of Potential. Practice #CA523, Contact Dr. Dennis Hoover - 209-605-9039.

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

SACRAMENTO: 2012 Gross Receipts of \$642K with low 54.2% overhead. 8 available Ops with 7 equipped in 2,400 SF office/building, located in one of Sacramento's historic, well-established neighborhoods. Softdent software. Owner to retire. In Escrow. Practice #CA549, Contact Dr. Thomas Wagner - 916-812-3255.

SAN RAMON FACILITY ONLY: Great San Ramon location in professional complex: equipment, leaseholds & furnishings only. 1,400 SF with 4 equipped treatment rooms (2 additional plumbed), Pano X-Ray, Computer server & workstations w/Dentrix, Intra-Oral camera & wired for digital. Priced to sell in an upscale community that's home to Chevron, AT&T, Robert Half International, Accenture and Safeway Stores. Practice #CA511, Contact Jim Engel - 925-330-2207.

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

SANTA CRUZ COUNTY: ILLNESS FORCES IMMEDIATE SALE - General Dentistry Practice with 2012 GR of \$465K on 4 day week. 5 Ops in 1,500 sq. ft. office. 3 days of Hyg/week and 12 NP/mo. CAD/CAM, Intra-Oral cameras, Pano, and Datacan Software. Owner has been in same location for 32 years - will help buyer during the transition. Practice #CA105, Contact Jim Engel 925-330-2207.

SANTA CRUZ COUNTY: General Dentistry Practice in a Professional building with 3 Ops in approx. 1,100 SF, 1/4 mile from Highway 1 and 1 mile to the beach. Gross Receipts of \$338K on 2 days/wk with approx. 1,100 active patients with 10 new patients per month. Average age of equipment is 5 years old with Schick Digital X-Ray and Dentrix Software. Seller is moving. Practice #CA550, Contact Jim Engel - 925-330-2207.

TURLOCK: Doctors gross receipts in 2012 were over \$950,000 with only 54% overhead or \$443,777 Adj. Net income. There are 8 days of hygiene. Intra-Oral camera, Panoramic X-Ray, Digital X-rays and Dentrix software. Owner is retiring. In Escrow. Practice #CA506, Contact Dr. Dennis Hoover - 209-605-9039.

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

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SOUTHERN CALIFORNIA LISTINGS

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

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

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

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

COASTAL ORANGE COUNTY: Gorgeous 4 Op General Dentistry practice in the most desirable location in America. Office was built almost 4 years ago by Henry Schein. Owner did not spare any expense. All high-end Pelton & Crane equipment. Kavo electric handpieces and implant systems in every operator. Dentrix and Dexis, 1,800 SF. Implant business makes up about 46% of business. 2011 Gross Receipts were \$1.2M. Great location to sell high-end dentistry. In Escrow. Practice #CA520, Contact Thinh Tran - 949-533-8308.

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

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

INDIAN WELLS: This General Dentistry Practice has a strong emphasis in TMJ in a 4,000 SF suite. Built 2 years ago with 6

Ops, and all new equipment and fixtures. Practice was in the Palm Springs area for over 3 years and moved to nearby Indian Wells. 2011 Gross Receipts were over \$350K on just 1 doctor day per week. Practice has a CMT Pan/Ceph machine and a lecture room in the suite. Practice #CAM530, Contact Mario Molina - 323-974-4592.

LANCASTER: This 4 Op office is located in 2,360 SF on the second floor of an attractive medical dental office building. Gross receipts were \$676K with a \$174K Adj. Net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional Ops could be added to existing space. Great location. Practice #14376, Contact Dr. Dennis Hoover - 209-545-2491.

MURRIETA: NEW LISTING - General Dentistry Practice with 5 Ops. 2012 Gross of \$1.5MM and \$875K Adj. Net Income. Practice has 8 days of hygiene per week and has been established over 20 years in this family community. Practice #CA107, Contact Kerri McCullough - 949-566-3056.

MURRIETA: General Dentistry Practice with 4 Ops. Practice is located in a professional building in a tastefully decorated 1,300 SF suite and includes a Pan/Ceph machine and uses Easy Dental software. Gross 2012 Gross Receipts were over \$530K with \$213K Adj. Net. Practice #CAM544, Contact Kerri McCullough - 949-566-3056.

NEWPORT BEACH: General Dentistry Practice 4 equipped Ops near Newport Center/Fashion Island. Practice utilizes Dentrix software. Gross Collections of over \$256K with \$58K Adj. Net. Seller refers out most specialty work, room to grow. Practice #CAM559, Contact Thinh Tran - 949-533-8308.

NEWPORT BEACH: General Dentistry Practice with 3 equipped Ops, high-end equipment is less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrix software. 2012 Gross Receipts of \$350K on 3½ days per week. Located near hospital in a desirable area. Practice #CAM534, Contact Thinh Tran - 949-533-8308.

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

NORTH SAN DIEGO COUNTY: General Dentistry Practice has 12 equipped Ops. Located in a free-standing building in a desirable area of North San Diego County. Office has been established for 35 years and has established CAP and PPO contracts. This practice has \$1.2M in collections in 2012 with \$405K Adj. Net. Practice #CAM555, Contact Kerri McCullough - 949-566-3056.

ORANGE: NEW LISTING - Small General Dentistry Practice in a retail location. Doctor has been at this location for over 20 years. 3 Ops, 750 sq. ft with low rent of \$1,080/mo. Practice

utilizes EasyDental and 2012 Gross Receipts of \$168K. Practice #CA110, Contact Thinh Tran - 949-533-8308.

ORANGE: General Dentistry Practice with 5 Ops, fully equipped in a centralized location near Anaheim Hills/Villa Park. 2012 Gross Receipts of over \$812K. Practice is located in a professional building near shopping and freeways. Retiring doctor has 47 years of goodwill. Practice #CAM543, Contact Kerri McCullough - 949-566-3056.

SAN GABRIEL VALLEY: General Dentistry Practice with 4 Ops, fully equipped, This office utilizes a laser and digital radiography with one sensor. 2012 Gross Receipts of over \$570K on a 3 1/2 day week. Practice #CAM541, Contact Kerri McCullough - 949-566-3056.

SAN JUAN CAPISTRANO: General Dentistry Practice with 4 Ops, this practice utilizes Digital X-rays with one sensor. Gross Receipts of \$650,000 in 2012. Doctor is retiring after 28 years in this location. Practice #CAM539, Contact Kerri McCullough - 949-566-3056.

SOUTH ORANGE COUNTY: General Dentistry Practice with 5 Ops, 4 fully equipped, 1 plumbed. Practice utilizes EagleSoft, Laser, Digital X-rays, and an Intra-Oral camera. Most specialty work is referred out. 2012 Adj. Net of \$324K on \$793K collections. Practice #CAM556, Contact Kerri McCullough - 949-566-3056.

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

LOCATION CONFIDENTIAL: Pedodontic Practice with 4 Ops, fully equipped. Doctor is moving out of the area. Gross Receipts of over \$750K on a 4 day work week. Practice is in a great location, call for more information on this amazing opportunity. Practice #CA111, Contact Thinh Tran - 949-533-8308 or Kerri McCullough - 949-566-3056.

OUTSIDE OF CALIFORNIA

MAUI HAWAII: General Dentistry Practice with Gross Receipts of \$636K. Office has 4 Ops in 1,198 SF, Pano, Laser, Intra-Oral camera, Fiber Optics, and 2½ days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. Practice #20101, Contact Dr. Thomas Wagner - 916-812-3255.

HENDERSON, NV: Deceased Dentist, Pediatric Practice - 2011 Collections of \$875K and 2012 Collections of \$766K. 2013 Collections in first 9 months were \$688K. 6 Ops, Dentrix, and Pano. Available for immediate sale. Practice #NV100, Contact Dr. Dennis Hoover, 209-605-9039.

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VICTOR VALLEY - DIVORCE SALE - ESTB MANY YEARS VERY BUSY GP- Classic Quality GP with high Gross would rather sell and split Value than fight and give to attorneys. Simple and go on with life. Call PPS 714-832-0230.

BAKERSFIELD GP HI IDENTITY DENTAL BUILDING GR 750k ESTB 50 yrs RETIREMENT- 5ops Buyer will do one million first yr. low overhead FP 500k.

SML TOWN NR BAKERSFIELD PRACTICE AND RE GR \$400kwith full time DDS Practice and Building \$350,000


ORANGE LDY DDS PART TIME DOES 30 TO 40k per month 5 ops FP 295K Seller to work back for Buyer for smooth transition.

VICTOR VALLEY HI IDENTITY SHOPP CENTER GR 650k 8 ops low overhead Full Price \$550,000.

REDLANDS - UNIQUE LOCATION LOW OVERHEAD DIGITAL OFF 5 OPS GR 30 PLUS PER MONTH FULL PRICE \$350K.

NEVADA SML RESORT CITY NR VEGAS STATE OF ART 5 ops SELLER WILLSTAY FOR SMOOTH TRANSITION GR 600K 3 DAYS. WILL DO 300K MORE WITH 3 MORE DAYS. FP 600K. Will do 600K more with 3 more days.

DENTURE CENTER OVER 30 DENTURE PATIENTS PER DAY GR 1.3 MILLION Patients ask will you do IMPLANTS- ANS ALWAYS SAME NO--WE DO DENTURES FULL PRICE One Million Specialist will take to 2 million first year.

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When: Friday, December 06, 2013



Course #1: 9:30am - 11:30am registration begin at 9am "Infection Control in Practice Course"

Course Description: 2 CE Credits FREE Sponsored by Hu-Friedy

This course will introduce to you the infection control principles and best practices pertaining to sterilization and disinfection of patient care items as well as dental unit waterlines, in accordance with the CDC (Center for Disease Control) guidelines.

Learn strategies to assist you in maximizing safety and efficiency of instrument processing. In addition, you will learn how to optimize the quality of water that you deliver to your patients.

Course #2: 1pm - 3pm registration begin at 12:30pm

"Incorporating the Treatment of Snoring & Sleep Apnea into your Growth Plan"

Course Description: 2 CE Credits FREE Sponsored by Dar Radfar DDS & Scott Steward of Clifton & Associates, Inc.

This exciting seminar will introduce Dentists to the concepts and treatments of Obstructive Sleep Apnea. Learn to screen, diagnose and manage this medical condition with minimal chair time. Absorb how to bill medical insurance for your patient's condition, and increase revenue in your practice without increasing your patient base

To register, please call Roxana Ramirez at 800-671-8400 ext. 324

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