

THE Dental Trader

VOL. 4 NO. 2 • FEB. '07
No. Calif. Edition

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

\$1,000.00 for you - See Pg. 24

FREE ADS FOR DENTISTS & STAFF!

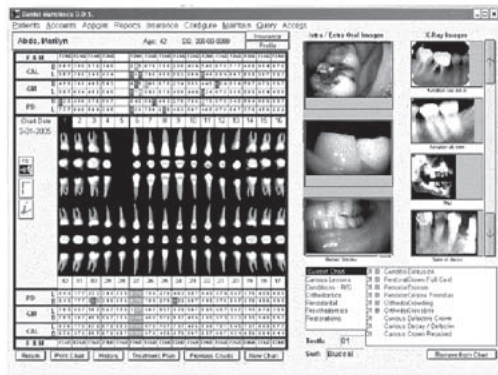
Buy, Sell or Trade all things Dental



2000



#1 RATED DENTAL SOFTWARE



FREE EZ Perio & EZ Imaging
(Reg. priced at \$500 each!)

Time to go Digital!

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

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



- Digital X-ray Camera & Sensors
- Digital Panoramic Camera
- Intra-Oral Camera



Complete systems also available:

Single User Power System: Dell Pentium D, 3 Ghz, 80 GB HD, 1 GB Ram, 17" Flat Panel Color Monitor, HP LaserJet 1022, EZ2000 #1 Rated Dental Software, Training, Support: \$3,495 (or lease @\$137/mo. 36 mos.)

Complete Digital Office System: same as above system but with 2 PC stations, with 2nd PC on mobile cart to roll between operatories, EZ-Imaging & Perio Charting modules, Digital X-Ray Sensor Kit, Wireless Intra-Oral Camera: \$12,995 (lease @\$317/mo. 60 mos.)

*ADA Online Dir. of Prac. Mgmt. Software (costing under \$2,500 with over 5,000 clients.)

Go for the best!
Highest Rated Software by ADA*

only \$1,495.00

reg. \$2,395.00

****22 Years of Excellence****

- Free training; free updates & support for entire year
- Comes with CDT 2007-2008 ADA Fee Schedule
- New 2007 ADA ins. claim form w/mandatory "NPI"
- Electronic claims or plain paper (your choice)
- Appointment scheduling, day sheets
- Pre-determination of benefits
- Show patient vs. insurance due on bills
- Treatment plans, routing slips, recall
- Walkout statements, patient e-mailing
- Password protection, embezzle-proof reports
- HMOs, PPOs, multiple fee schedules, Denti-Cal
- Monthly patient statements, receivable reports
- Production/collection & practice analysis reports
- Word Processing w/Mailmerge
- Integrates with Trojan Benefit Svcs. & Mgd. Care

Online demo - www.ez2000software.com - 800-273-5033

WOOD & DELGADO

Attorneys At Law

The Authority in Dental Law

Business Transactions

Practice Purchase Agreements
Partnership Agreements
Shareholder Agreements
Associate Agreements
Associate Buy-ins
MSO's
Space Sharing/Group Solo
Corporate Formations/Dissolutions
Real Estate Acquisition/Sale
Partnership Dispute
Employee/Employment Handbooks

Dental Board Defense

Estate Planning

Wills
Trusts
Power of Attorney
Living Will
Asset Protection Planning



Patrick J. Wood, Attorney at Law



Jason P. Wood, Attorney at Law

Patrick J. Wood,
Attorney at Law

Charles X. Delgado,
Attorney at Law

Jason P. Wood,
Attorney at Law

*Offices in Irvine, San Francisco
& Temecula*

Toll Free: 800-499-1474

FAX: 800-511-2138

Visit our website at:
www.dentalattorneys.com

***Look online for upcoming
CE courses in your area***

ATTENTION DENTISTS Licensed in California. Available FT/Pt. Experienced, References. Call 510-222-5157 Contra Costa County only.

NEW START UPS, NEW START UPS Call for experienced consultant to help you get started. Shane 310-213-4440.

"DENTAL SCHEDULING FOR THE SOLO PRACTITIONER" an informational pamphlet – Learn how to schedule efficiently to maximize production, control overhead, and treat patients when you want to see them. You can't afford not to have this information. – Send \$40 to: Dental Practice Publishers, PO Box 2772, Laguna Hills, CA 92653.

CRP TEST MACHINE \$10000 or best offer. Tests C-reactive protein levels in perio patients. seattleperio@hotmail.com or 206-625-9358.

PRACTICE FOR SALE #H-386 SONORA – GP, in beautiful 2200 sf 6 op completely computerized office w/ digital x-ray. Option to purchase building! Only asking 57% of gross receipts. Timothy G. Giroux, DDS/Broker 800.641.4179.

LEGAL TIP: BUYERS: Is your deposit refundable if you can't get your loan? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.



Looking for a pain-free way to purchase an existing dental practice?

Look no further than Banc of America Practice Solutions.TM

We'll start by providing you with the right rates, terms and financial flexibility. And because practice financing is all we do—with literally thousands of successful dental clients—we'll provide you with the expertise you need to help ensure that your acquisition is done professionally, efficiently and with almost no growing pains.

We do more to facilitate your acquisition:

- Loans from \$100,000 to \$5 million
- Fixed-rate and variable-rate terms—up to 15 years
- Up to 100% financing
- Rate lock available—throughout negotiation phase
- Practice sale and real estate combinations available

And offer additional financing solutions to grow your practice:*

- Practice Start-Up
- Equipment Financing
- Debt Consolidation**
- Commercial Real Estate
- Office Improvements & Expansions

We'd love to help you fulfill your dreams.

To learn more, call Practice Solutions at **1.800.919.9813** today.

(Monday–Friday, 8 a.m.–8 p.m. Eastern Time). Please mention Priority Code: 9G7G5.

www.bankofamerica.com/practice-solutions

* All programs are subject to credit approvals and loan amounts are subject to creditworthiness. Some restrictions may apply.

** Banc of America Practice Solutions may prohibit use of an account to pay off or pay down another Banc of America account. Bank of America and Banc of America Practice Solutions are trademarks of Bank of America Corporation. Banc of America Practice Solutions is a subsidiary of Bank of America Corporation.

©2007 Bank of America Corporation

AD-12-06-0088

A subsidiary of

Bank of America





Linda Brown
Sales Associate



Paul Maimone
Broker/Owner

FRESNO COUNTY

FRESNO - (4) op computerized G.P. Annual growth of approx. \$100K/yr over the last (5) yrs. (25)+ new pts. per mos. (9) days/wk of Hygiene. Cash/Ins/PPO. Pano, sapphire light & Intra oral camera equipped. 2006 gross collect. approx. \$1.1 million on a (4) day wk. Seller moving. Priced below market for immediate sale. **NEW**

FRESNO COUNTY #1 - (3) op G.P. located in smaller town. Only private dentist in town. 2006 gross collections approx. \$375K on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Low overhead/high net income. **PRICE REDUCTION**

FRESNO COUNTY #3 - South county location. General practice & condo for sale. (4) op computerized office. Nice equip. Mixed patient base. Gross \$500K+/yr. Seller retiring. **PRICE REDUCTION**

KERN COUNTY

BAKERSFIELD #16 - (5) op computerized G.P. in a busy shop ctr with a major grocery chain store and discount chain store as anchors. Very busy ctr with lots of foot traffic. Excellent exposure/visibility. Cash/Ins/PPO/Denti-Cal. 2006 Gross Collect approx. \$500K on (4 1/2) day week.

LOS ANGELES COUNTY

ANTELOPE VALLEY - (3) op computerized G.P. located in a shop ctr. with excellent exposure & visibility. Recently remodeled. New equipment. Cash/Ins/PPO/Denti-Cal. Collect \$450K+/yr. on (3) days per week.

ALHAMBRA - (2) op G.P. located in a strip center with exposure/visibility/signage. Cash/Ins/PPO and small amount of Denti-Cal. 2006 gross collections approx. \$140K part-time. Would make a great starter practice or second office. Seller motivated.

ENCINO #2 - a "Beverly Hills" quality G.P. Recently remodeled and is gorgeous. (5) fully equipped ops; 6th op is plumbed. Computerized, intra oral camera, zoom and Pano equipped. Cash/Insurance with some PPO's. Gross collections last 5 years have been in the \$850K - \$900K/yr range. This one is for the most discerning buyer. Seller has bought another and is motivated!

HAWTHORNE - (4) op computerized G.P. for sale. (3) ops Eq't'd. (1) plumbed. Cash/Ins/PPO/Denti-Cal/CAP patient base. Approx. (40) new patients/mos. 2006 Gross Collect. approx. \$372K. \$5K+/mos CAP cks.

MISSION HILLS - (5) op computerized G.P. Located in a prof. bldg. Cash/Ins/PPO only. Annual Gross Collections \$850K-\$900K/year. Seller retiring. **SOLD**

VALENCIA #1 - (3) op turnkey office with some pts. Equip't is newer. Office is pano equipped. Cash/Ins/PPO. Acc't Receivables (A/R's) included for buyer cash flow. Priced at build out and equip't costs. **NEW**

VALENCIA #2 - Unique, opportunity to practice ideal dentistry in the fast growing Santa Clarita Valley. Located in a strategically located upscale shop. ctr. Excellent exposure, visibility, signage and parking. The practice is 5 years old and was recently relocated to a newly built out suite with new state of the art equip't. This opportunity consists of three separate revenue sources: 1) The Dental Practice with 2006 Gross Collect approx. \$900K 2) A Cerec Eq't'd Dental Lab & 3) A newly opened Dental Assisting School. Call for further details. **NEW**

VAN NUYS - (3) op computerized G.P. Cash/Ins/PPO/HMO/Denti-Cal patient base. Annual Gross collections \$260K-\$360K on (2) days per week. (30-40) new patients per mos. Located in a freestanding bldg on a main St. **NEW**

WEST L.A. - Turnkey office opportunity. (3) ops, (2) ops fully Eq't'd, 3rd op plumbed. Located in a prof. bldg. on a main blvd.

ORANGE COUNTY

SOLD OUT - Room for your Orange County Listing available.

RIVERSIDE COUNTY

SO. RIVERSIDE CTY. - (6) op computerized G.P. located in a freestanding bldg. Cash/Ins/PPO. Collect \$250K+/yr p.t. Seller retiring. **SOLD**

SOUTHWEST RIVERSIDE COUNTY - Several Medical/Dental Bldg. & condo listings available. Call for specifics. **NEW**

SANTA BARBARA COUNTY

CENTRAL COAST #1 - (4) op computerized G.P. Located in Prof. Bldg. Annual gross collections approx. \$350K on 3 1/2 days per week. Cash/Ins/PPO. **PRICE REDUCTION**

CENTRAL COAST #2 - (3) op computerized G.P. (2) ops eq't'd. Located in Prof. Bldg. Mostly Cash/Ins w/small amount of PPO. Ave. Gross Collections \$500K+/yr. **PRICE REDUCTION**

SAN BERNARDINO COUNTY

UPLAND - Gorgeous buildout with state of the art equip't. (3) op computerized G.P. in a shop ctr. New/newer equip't. Computerized & networked ops & digital x-ray equipped. Long term lease with very low rent. Being sold as a turnkey with some bonus charts. Priced at buildout & equip't cost. **NEW**

VICTORVILLE - (3) op G.P./Prosthodontic office located in a one story prof. bldg. Ave. annual gross collect. \$334K/yr on (3) day week. Cash/Ins. **SOLD**

SAN DIEGO COUNTY

CHULA VISTA - (3) op G.P. Located in store front with visibility/ exposure. Cash/Ins/PPO/CAP. Gross Collections \$440K+/yr.

EAST SAN DIEGO COUNTY - (3) op computerized G.P. located in a shop. ctr. in a high growth area. Gross Collect. \$420K+/yr. Cash/Ins/PPO patient base. Seller retiring. **NEW**

LA MESA - (5) op computerized G.P. for sale. Newer equipment including digital X-rays and Pano, Dentrix software, a Sapphire light, and an intra oral camera system. Cash/Ins/PPO. 30+ new patients per month. 2006 Gross Collections approx. \$1.1M on a 3 1/2 day week. **NEW**

NATIONAL CITY - (3) op turnkey office; no charts. Located in a free standing bldg. with excellent exposure/visibility. New equipment. Opp. for future bldg. purchase. **NEW**

SAN MARCOS #1 - A Dentist's Dream! Build to Suit duplex building for sale. Corner lot location with signage, visibility, and parking. Build out your dental office in one unit & lease out the other.

SAN MARCOS #2 - (6) op computerized G.P. with mixed patient base. (2) ops eq't'd, (1) plumbed and (3) not plumbed. Shop Ctr. location with exposure/visibility. 2006 Gross Collections approx. \$350K on a (3) day week.

SAN LUIS OBISPO COUNTY

ARROYO GRANDE - (4) op G.P. office for sale. Cash/Ins/PPO. Gross collect \$500k+/yr. Seller retiring. **SOLD**

VENTURA COUNTY

CAMARILLO - (4) op turnkey office located in a shop ctr. Being sold as a turnkey with some bonus charts. Priced below buildout & equip't cost. **NEW**

EAST VENTURA COUNTY - (4) op computerized G.P. with exposure/visibility. Annual Gross Collect. \$200K+ on (3) day week. Cash/Ins/PPO/Denti-Cal. **SOLD**

VENTURA - (8) op G.P. Cash/Ins/PPO/HMO patient base. Cap Ck. \$11K/ mos. Gross Collections \$750K+/yr. **SOLD**

OTHERS

DENTAL CONDOS FOR SALE - 1,000 to 10,000 sq. ft. Located in Apple Valley, Palm Desert, Palmdale, San Diego, Vista...AND NOW OCEANSIDE!

SOUTHERN CA CITY - WOW! Multi-location computerized G.P. for sale. New/newer equipment. (4) locations all with exposure/visibility/signage. All are marketed under the same brand name. 2006 Gross Collections approx. \$5.7M. Net after debt service approx. \$1.1M.

UPCOMING PRACTICES FOR SALE

Bakersfield, Camarillo, Carlsbad, Central Coast, Corona, Covina, Culver City, El Monte, Encino, Fresno, Glendale, La Jolla, Los Angeles, Oceanside, Palmdale, Pasadena, San Fernando Valley, Santa Barbara, South Gate, Ventura Cty., Vista & West L.A.

EXISTING DENTAL OFFICES FOR LEASE

Various Amenities. Kern, Los Angeles, Orange, Ventura, Santa Barbara, San Bernardino and San Diego Counties. Call for details!



Financing With A Visible Difference

**One call will change the way you look at lending.
Our Personable and Professional Staff will create
the loan you want and secure your approval quickly.
See the difference for yourself Doctor.**

Quick & Simple Phone-In Applications • Start-Ups
Expansions • Working Capital • Construction • Consolidation
Real Estate • Equipment Financing • Practice Acquisition
Low Rates • Flexible Terms • No Hidden Fees
12 Month Deferral • Step Payments • Up to 15 Year Financing

For Fast & Friendly Service Call

800-550-9228

LCF Financial Services

www.lcffin.com

—Seeing Is Believing—

1.7

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

FOR SALE 2006 BIOLASE WATERLASE MD LASER. Make Offer. Low hours. Dentist retired early. (949) 294-6055.

SUBSCRIBE OR CHANGE the mailing address of your Dental Trader online. Just visit www.thedentaltrader.com and complete the Change of Address form.

I NEED TO PURCHASE DENTAL OFFICE in Dublin or Pleasanton in N. Calif. Call (714) 721-7680.

DENTAL AIR COMPRESSOR NEW COMPRESSORS 5 GAL 115V/1HP OR 230V/1HP RETAIL \$3600. OUR PRICE \$1500. CALL 800-748-1437.

FOR SALE NORTHEAST SACRAMENTO — MINUTES OFF I-80 Great exposure from free-standing building. This practice has been a strong fixture in its community as evidenced by its 8-day per week Hygiene schedule. Great long-term investment. Collected \$1.1 Million in 2006 with Owner working very part-time schedule. Ideal purchase situation as Seller shall work-back on limited basis. This practice possesses a phenomenal staff. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

DENTRIX SENSORS (size 1 and size 2), dentrix image software, USB Box, Video capture card, for over \$5K (spend over \$18K). 408-608-4269.

WANT MORE? The So. Calif. edition of The Dental Trader is considerably bigger, ideal for doctors contemplating relocation to a warmer climate. Read it online at www.dentaltrader.com

PRACTICE XCHANGE MADE A VERY DIFFICULT PRACTICE ACQUISITION POSSIBLE FOR ME. THEIR KNOWLEDGE AND EXPERIENCE WAS INVALUABLE. BRUCE MCKELVEY, D.D.S. - SANTA BARBARA, CA CALL DR. STEVE BLACK 866-375-0277.

FOR SALE REMBRANDT SAPPHIRE LIGHT EQUIPMENT EXCELLENT CONDITION. DENTIST RETIRED EARLY. MAKE OFFER (949) 294-6055.

ATTENTION GPS: Get bang for your buck. Join the AGD today. Go to AGD.org or call 800-762-2511. We'll show you how.

SAN DIEGO OFFICE SUBLEASE Two operatory, next to medical center, excellent street visibility. \$1500 monthly or yearly. Contact bishopcastle@cox.net.

DENTAL LAB: Space and Equipment available for sale or lease Colton, CA 909-825-0545 for specifics.

PROMPT AND PERSONALIZED SERVICE

Guaranteed

Flat Rate Legal Services:

\$1,500

California Incorporations

\$4,500

Dental Practice Sales

\$2,000

Shareholder Agreements

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

Free Services at Website:

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

Experienced and Knowledgeable:

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



Robert W. Olson, Jr.
a Professional Corporation
Business, Corporate & Real Estate Law

805.963.1120

www.transdental.com

RWO@transdental.com

831 State Street, Santa Barbara, CA 93101

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

Larry Cao, DDS, Orangevale, CA

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

Warren Gerosa, DDS, Los Angeles, CA

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

Ruth Shifman, DDS, Thousand Oaks, CA

Digital Pan X-Rays**Digital Sensors****Processors****Air Compressors****Vacuum Pumps****Sterilizers****Visit our NEW showroom!**

- Digital Technology
- Office Design
- Equipment Service
- Web Ordering

**Zero Interest
&
Zero Payments
for
60 Days**



Allied Health Products
888-818-9696

www.AHPDental.com

Lidocaine (AHP) \$ 15.95 Single 58 Film \$ 27.50
Optibond Solo Refill.. \$ 79.95 Double 57 Film \$ 38.50

2005 WATERLASE md. hardly used. 951-907-9298.

ENERGETIC AND A TEAM PLAYER DA FOR DENTAL OFFICE IN SALINAS.GREAT PAY. NEW GRADS WELCOME FAX 831-424-5376.

UPLAND (3) op computerized G.P. in a shop ctr. State of the art new/newer equipt. Computerized, networked & digital x-ray equipped ops. Long term lease. Low rent. Being sold as a turnkey with some bonus charts. Priced at buildout & equipt costs. D&M PRACTICE SALES (818) 591-1401.

FEE FOR SERVICE OFFICE for sale in Upland. 2 new ops with room for 4. Will do 200k. 909-437-7234.

PRACTICE FOR SALE IN TARZANA 45 years goodwill.7 ops,12 days hygiene, very busy practice. Contact: (310) 494-1604.

ROYAL CHAIRS Adec Priority chairs, P/C Chairman's all refurbished with new upholstery and warranty, make offer, 1 year warranty, we welcome trade-ins. H.P. Trading 800-445-6719.

BE THE DENTIST OF THE FUTURE use the internet to build your patient base. Call 909-941-9552.

FOR SALE X-RITE SHADE VISION BY SULLIVAN SCHEIN. EXCELLENT CONDITION. DENTIST RETIRED EARLY. MAKE OFFER. 949-294-6055.



San Diego Practice Sales

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

PRACTICES FOR SALE —February, 2007

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

SAN DIEGO—LA JOLLA—Fee-for-Service **GENERAL** Practice located in prestigious area, established in 1984. 9 Ops in approx 3000 sq.ft. Very efficient practice with outstanding staff. 2005 collections of 1.26 mil. Seller desires to become part-time associate.

SAN DIEGO—HILLCREST—JUST LISTED!! 3 fully-equipped ADEC Ops (including new ADEC Sterilization Suite!) In this established FFS practice, situated in Prof Bldg. New carpet, paint, upgrades in 1350 sq.ft. Asking only 295K!!

SAN DIEGO—HILLCREST—EQUIPMENT AND LEASEHOLD IMPROVEMENTS available with new lease in 2600 sq. ft. Opportunity available for a limited time only!!

SAN DIEGO—OCEANSIDE—GREAT Location just off I-5 Fwy in busy retail center. This GP is only 9 years old and updated with digital X-Rays and newer computer system. 4 Ops in 1200 sq.ft Insurance/Self-Pay/PPO. Owner anxious for offers!!

SAN DIEGO—ENCINITAS—Fee-for-Service, long-established **GENERAL** Practice. Fabulous LOCATION. Situated in Professional Bldg. adjacent to Scripps Hospital, just off I-5. 5 Ops in 1500 sq.ft. This opportunity won't last long!! **ACCEPTED OFFER!!**

SAN DIEGO—PACIFIC BEACH—VERY desirable Beach Community. This **GENERAL** Practice is just off the I-5 Fwy and situated in Prof. Bldg. Estab. 1990. 3 fully equipped Ops. Call for details! **PRICE REDUCED TO 220K!!**

SAN DIEGO—EL CAJON—Situated in a Professional Bldg., this **GENERAL PRACTICE** was established in 1979. 3 equipped Ops in 1100 sq.ft. Next to Sharp Rees Stealy Medical Clinic on busy street. Owner retiring. Asking only 130K!! **ACCEPTED OFFER!!**

SAN DIEGO—ESCONDIDO—GENERAL PRACTICE and BUILDING!!

GENERAL PRACTICE: 5 fully-equipped Ops in 2200 sq.ft. (room for additional Ops.). Equipment average age of 7 yrs. Panorex, Global Microscope, IntraOral Camera, Rotary Endo Instrumentation. Collections 950K to 1mil. Approx 60% HMO, 30% PPO, 10% Cash. 50-60 new Patients per month. Offered for 785K! (Practice can be purchased without building)

BUILDING: Completely restored/remodeled historic Craftsman located in the heart of "Old Escondido." Situated on highly visible corner lot on major thoroughfare. State-of-the-Art woodwork, carpeting, wood flooring and trim. Outstanding interior design for patient/staff flow and esthetic appeal. Parking on site and immediately adjacent on street. Available for 850K!

SAN DIEGO—RANCHO SANTA FE—VERY Unique Opportunity for a special practitioner to acquire a very high end, adult restorative/reconstructive practice in one of the most affluent communities in the country! Established 15 years, this cash/fee-for-service is situated in the heart of the historic Village. 3 Ops. in approx 650 sq.ft. Collections 550-600+K on only 2 days per week. Offered for 575K. **PRICE REDUCED TO 475K!!**

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

SAN DIEGO—HILLCREST—Well-established **PERIODONTAL** Practice. Refers out Implants. All Insurance and Self-Pay. 5 equipped Ops in 2750 sq.ft. Transition available.

For updates, please visit us at:
WWW.SDPRACTICESALES.COM

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

For More Information Call:

Mike Hostler (760) 599-7828 Bob Fleming, D.D.S.
(voice mail)
SERVICE -- INTEGRITY

Buy it! Sell it! Trade it!!!

*"Matsco was
interested in
building a
relationship —
not just getting
the business."*

- David Davoodpour, DDS
Los Angeles, CA



m a t s c o ®

Financing for your practice. And so much more.

- Up to 100% financing with preferred rates for ADA members
- Terms to fit your budget
- Free business planning tools
- More than 20 years of experience in the dental industry

Our practice financing experts will help you achieve your goals.
Call today.

Wendee Bren
888.874.1590

www.matsco.com

All practice financing is subject to credit approval.

ADA Member AdvantageSM is a service mark of the American Dental Association. ADA Member Advantage is a program brought to you by ADA Business Enterprises, a for profit subsidiary of the American Dental Association.

© 2006 Matsco. All rights reserved. Matsco is a registered trademark of Greater Bay Bank N.A.



LCT OFFERS 100% dental practice financing for stand alone working capital up to \$150,000. See display on Pg 5 or call 800-550-9228.

ALHAMBRA OFFICE FOR SALE 2 ops, 1 x-ray mostly cash Chinese PT excellent location low rent ask \$80K-\$90K (949) 202-8389 agent.

PEDODONTIST WANTED Experienced stable professional for a growing company. Excellent \$\$\$ opportunity, well managed dental facilities, throughout the greater Los Angeles area. Flexible days available. Medical benefits available. Fax resumé 310-342-0202.

BEAUTIFUL OFFICE IN REDLANDS available for sale or lease to own. Great for starter or satellite office. 951-907-9298.

HIRING? Reach Dentists, Managers, Hygienists, Dental Assistants, Sales Reps and More on www.Dentalworkers.com.

STOCKTON For Sale- G.P. North Stockton. Gross Receipts for 10 months of 2006 \$429K with an adjusted net of \$192K. Established office has 3 operatories in 1200 sq ft. Owner motivated to sell. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-730-8883.

SPECIALIST TO SHARE OUR PRACTICE! Office located at Gardena, CA. Please call (310) 538-4496. Preferably Oral Surgeon, Periodontist, Ortho, Endo.

DENTIST WANTED Down Town LA, P/T Thursdays & Saturdays. Some experience, fax Res (310) 868-2662.

PRACTICE FOR SALE #E-440 SACRAMENTO—GP Improvement/Equipment Sale w/ some residual patient base. Fully equipped 5 op office. \$150K Timothy G. Giroux, DDS/Broker 800.641.4179.

DENTAL CHAIRS UNDER \$800 Relaxadent-Belmont-DentalEZ-Virginia-Ritter, Many Available. Call Cascade Dental at 1-800-488-2446, or visit website at www.used-dental.com.

JUN 29 - JUL 4, 07 Costa Rica Travel & Learn Program. Call USC 213-821-2127.

AUTOCLAVES Tuttnauer-Midmark-PC-Statim-Amsco-Porter \$1000 and Up. Chemiclaves Also Available. Call Cascade Dental at 1-800-488-2446, or visit website at www.used-dental.com.

PANORAMIC X-RAYS: Gendex-Morita-Siemens-Yoshida-Planmeca-SS White, \$2000 and Up. Cephs Also. Call Cascade Dental at 1-800-488-2446, or visit website at www.used-dental.com.

VACUUMS Compressors \$800 and Up. Oilless or Oil-Cooled. Apollo, Dentalez, MDT-Matrix, Air-Tech. Call Cascade Dental at 1-800-488-2446, or visit website at www.used-dental.com.



PRACTICE SALES & APPRAISALS

Reliability & High Ethical Standards You Can Trust - Proven Results You Can Count On

BUENA PARK-Looking for a low overhead opportunity with visibility, walk-ins, 10+ years of goodwill? If so, this one is for you! And you'll love the location - it is super easy to find!

CHINO-Free standing building with excellent visibility, sign and walk-ins. Seller Retiring. Gross of \$17k/month with Seller working part-time schedule & no promotion. Room for today and your busy practice of tomorrow - 5 ops with 3 rooms fully equipped.

FONTANA-This one has it all! Single-user/free standing building. Ample parking. Large sign. Very busy street. Growth area. State-of-the-Art equipment. 8+ op facility. Revenues exceed \$100k/month. Owner works limited schedule. Serious buyers only!

HERMOSA BEACH-If this is where you want to be, don't delay. Rare beach city practice with over 20+ years of goodwill. 4 ops with views of the ocean. Modern facility/beautiful office. Priced high due to excessive demand.

LaCRESENTA/NORTH GLENDALE-If you want to be in this area - this practice is a must! Long-established, busy/active practice with 30+ years of goodwill. Seller retiring. Private patients only. Only quality-oriented practitioners to be considered.

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

EAST LOS ANGELES-Visibility...Walk-ins...Hispanic Area...Ample Parking...Next to High School... Large Sign...Free Standing Building...Multi-Specialty Opportunity...5+ Ops...Busy Area... Excellent Growth Potential.

EL MONTE-5 fully equipped ops. Revenues exceed \$700k for this year. Zero promotion or advertising --- all word of mouth. First floor location with visibility. Call to express your interest; be prepared to tell us why we should sell this gem to you!

NORTH HOLLYWOOD-3 ops with sign exposure. A practice has been at this location for 14+ years. Low expense to operate. Rent below \$1700 per month. Ideal as a starter practice. San Fernando Valley is super hot, so call now!

OXNARD/PORT HUENEME-Beautifully decorated office w/40+ years of goodwill. Current seller since 2001. Refurbished completely. 3 ops. Low overhead. Sign visibility w/1st floor location. 100% private (no HMO or Dent-cal). This one won't last!

SAN FERNANDO VALLEY-Strip center with sign exposure. Located on Reseda Blvd. Drive-up easy parking. Beautifully equipped office with 3 ops plus separate x-ray room and private office. Low rent rate. Ideal starter practice.

SAN FERNANDO VALLEY-Major shopping center on busy intersection. Currently 3 ops fully equipped but expanding to 6 ops. Seller to concentrate on other practices. Excellent patient flow with income of \$35k/month. Low rent rate.

SAN JOSE-Walk-ins. Visibility. Very busy practice. 70+ new patients per month. Annual gross revenues in excess of \$1 mill. Absentee owner or multi-doctor opportunity. High growth potential for motivated / production oriented buyer(s).

SUN VALLEY-Rare opportunity in this area. Busy street & walk-ins. Seller working limited sched. to concentrate on other practice. Mix of Private, PPO & Denti-cal. Ample parking, first floor location & sign. Inexpensive opportunity.

VENTURA COUNTY-1st floor location with sign visibility. 4 op office with room to expand. Newly remodeled office with digital x-rays; interoral camera. Hispanic area with many walk-ins. Seller works limited schedule, no denti-cal and annual revenues over \$400k. Must see!

WHITTIER-Starter practice or merger opportunity. Over 40 years of goodwill! Owner retiring. 3 Ops. Most specialty procedures referred out. 2 days of hygiene. Private patients only. Transition available. Professional building.

- **Serving You Since 1971**
- **Full Appraisal Services**
- **Court Appointed Experts**
- **All Transactions Confidential**
- **Financing Arranged**
- **All Contracts Prepared**
- **Complete or Partial Buyouts & Mergers**

Serving You:

LOU BERMUDEZ, Broker
American Institute of Real Estate Appraisers
American Dental Association Appraisal Group
American Society of Appraisers

FREDERIC SHERMAN, D.D.S., Broker
CDA Life Member
Fmr. State Board Examiner
Member/Chairperson - Ethics Committee SFVDS

Contact Us At:

(714) 999-9595

(818) 999-9595 (main office)

Fax: (818) 999-9615

Email: PracticeBrokers@aol.com

Buy it! Sell it! Trade it!!!

WEEKEND GETAWAY Beautiful beach home on canals of Mandalay Bay in Ventura County. Stressed professionals! Make yourself at home in a pampered environment. Find everything you love: kayaking (provided), fishing, walking on the beach, Channel Island trips, eating and drinking. 3 days minimum. For details visit www.vrbo.com/92845. (310) 497-9740.

ASSOCIATE DENTIST NEEDED HIGH QUALITY PRIVATE PRACTICE. Check out my website: www.zendental.com, e-mail resumé to info@zendental.com (LOS ANGELES).

GENDEX-GE X-RAYS Model 700-770-900-1000 for \$1500 and Up. Call Cascade Dental at 1-800-488-2446, or visit website at www.used-dental.com.

ADEC CHAIRS AVAILABLE \$2000 and Up. Lights Also. Call Cascade Dental at 1-800-488-2446, or visit website at www.used-dental.com.

OFFICE SPACE FOR LEASE I HAVE 2 OPS AVAILABLE IMMEDIATELY, CHECK OUT MY OFFICE: WWW.ZENDENTAL.COM, (213) 623-1129.

PERIPRO 1 DEVELOPER LIKE NEW - WITH 4 GALLONS FIXER & DEVELOPER - USE AS A SPARE. MARINA DEL REY \$300.00 310-628-9744.

UPLAND, CA: 3 op turnkey location with great visibility. Like new! Computerized and digital x-ray equipped. Low rent! (818) 591-1401-David.

PANOREX FOR SALE or b/o manuf 1987-model no.-098E-belmont. 2 assist stool-2 dr stools-plus misc call-1-818-371-6266.

TIME TO RETIRE OR RELOCATE? Need a Break from long hours and heavy workload? Honest, Caring, Smart, Hardworking, female Dentist with 15 YEARS experience wants practice in Los Angeles area. Your patients are my greatest concern. No brokers Please call in confidence to 310-259-3508.

INTRAORAL CAMERA ACCUCAM EXCELLENT CONDITION. INTRA & EXTRAORAL CAMERAS WITH SONY PRINTER. MARINA DEL REY \$500.00 310-628-9744 DR. NOLAN.

WANTED: ALL SPECIALISTS For office in L.A. Fax resumé (323) 264-0885 and call (310) 915-1817.

LEGAL TIP: SELLERS: Allocating sale proceeds to goodwill saves you 20% in taxes. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

CHINO PRIVATE PRACTICE FOR SALE no hmos, fee for service. 20 years of goodwill. \$640,000 on 4 days. 909-437-5450.

NITROUS-OXYGEN SYSTEMS: Porter-Matrix-Adec-Veriflo. Heads \$400 and Up. 2-Tank and 4-Tank Portables. Call Cascade Dental at 1-800-488-2446, or visit website at www.used-dental.com.

ZOLL AED PLUS - REFURB

\$1375



TUTTNAUER 2340 M

\$2750



THE WIDEST SELECTION OF NEW AND REFURBISHED EQUIPMENT

AEDS

Zoll AED Plus: Factory Refurbished, 2-Year Warranty.....\$1375⁰⁰
Zoll AED Plus: New, 5-Year Warranty.....\$1575⁰⁰
Philips Forerunner II: Refurbished.....\$1000⁰⁰
Physio Control Lifepak 500, Refurbished.....\$1375⁰⁰
Welch Allyn AED 10.....Call For Pricing

VITAL SIGNS MONITOR

Welch Allyn SPOT: NIBP, New.....\$923⁰⁰
Welch Allyn SPOT: SPO2, NIBP, New.....\$1902⁰⁰
Welch Allyn SPOT: SPO2, NIBP, Temp, New.....\$2224⁷⁵
Colin Pressmate: NIBP, Refurbished.....\$500⁷⁵
GE Procure 420: NIBP, SPO2, Temp, Printer, New.....\$2100⁰⁰
GE Procure 220: BP, Temp, Printer, New.....\$1695⁰⁰
Philips M3046A Multi Paramater Monitor, New.....\$2080⁰⁰
Datascope Passport XG: ECG, NIBP, SPO2, Printer, Refurb.....\$2750⁰⁰
Dash 2000: ECG, NIBP, SPO2, Printer, Color Display, New.....\$3475⁰⁰
Philips C3: ECG, NIBP, Resp, Temp, Printer, New.....\$3775⁰⁰
MDE Prism: ECG, SPO2, NIBP, Printer, Refurbished.....\$2400⁰⁰
Philips VM4: ECG, SPO2, NIBP, Temp, Printer, New.....\$3950⁰⁰

SPO2 MONITORS

Ohmeda Trusat: With Case & Sensor, New.....\$3400⁰⁰

I.V. PUMPS

Baxter InfusO.R.: New.....\$2195⁰⁰
Baxter Colleague: Single Channel, New.....\$6395⁰⁰
Alaris Imed Gemini PC-1: Refurbished.....\$500⁰⁰

STERILIZERS

Tuttnauer 2540 EA: Automatic, 10" X 18", 110V, New.....\$3450⁰⁰
Tuttnauer 2340 M: Manual, 9" X 18", 110V, New.....\$2750⁰⁰

All prices subject to change | All Sales subject to availability
Shipping not included.

WELCH ALLYN SPOT W/NIBP

\$923



GE PROCARE 420

\$2100



PMTI
Progressive Medical International
Equipment • Supplies • Biomed Repair

2460 Ash Street | Vista, CA 92081
T: 800.764.0636 | F: 888.839.9495
www.progressivemed.com

Handpiece Trading Post

FEBRUARY SPECIALS 2007



***We buy and trade for used
dental equipment and supplies!***

Call us, fax or E-mail



Handpiece Repair, Midwest, NSK, etc...\$59.00

Star Titan Motors, with nose or
MAD and contra head.....\$399.00

Adec chair packages

with unit and light starting at....\$4999.00

Dental Eze Triad 2000.....\$499.00

Silamat, S5, amalgamators.....\$299.00

Shorty or Rhino motor with St. Nose
or sheath and latch head.....\$499.00

Star 430SWL, reb. New f/os, turbine.....\$339.00

Lares abrasion unit.....\$899.00

NSK clones, f/o, new.....\$399.00

Bien Air, electric high speed h.p.s. (NEW)...\$649.00

Midwest Quiet Air with bur tool

rebuilt....\$149 with f/o.....\$239.00

Cavitron SPS, New with 1 year
warranty and insert.....\$999.00

Titan S and SW scaler rebuilt

with 2 new tips.....\$299.00

Midwest Tradition rebuilt.....\$179.00

with push button.....\$229.00

with f/o.....\$299.00

Kavo 640 B or 647 B rebuilt

with 1 year warranty.....\$499.00

Royal chairs with delivery and light.....\$3499.00

Rubber Dam punch, compare at \$79.....\$29.00

Midmark chair with unit and light,
only 2 years old.....\$9995.00

Micro Mite, low speed, 5k, rebuilt with 1 year warranty.....\$199.00

Kavo 2307LN, Low speed, 10 K rebuilt
motors with 1 year war.....\$595.00

K files, size 26 and up.....\$2.95

Autoclave bags, Chex All, 7"x12",
250/box.....\$13.50

Little Guy, Low speed rebuilt with 1 year warranty.....\$299.00

Cavitron SPS, new with insert.....\$1395.00

Chemiclaves, 5000, 5500, 6000

Start at.....\$795.00

Demetron Halogen Bulbs,

compare at\$44.....\$24.00

Cavi-Jet 30, rebuilt with insert, tip

and 5 lbs. Mar-a-Mint powder.....\$1895.00

Mar-a-Mint Prophy Jet Powder, order 30

get 6 free, 1 lb. container.....\$14.95

1 Step Teflon Lube, 4 oz.

(buy 4 get 1 free).....\$39.95

Micro Motors electric handpiece

and module.....\$995.00

Prophy Jet SPS, new with insert

and 5 lbs. powder.....\$2195.00

**Lots more equipment and supplies.
Call us, maybe we can find it for you!**

Call us at 800-445-6719 or E-mail us at MAMHTP@Yahoo.com

Visit us at www.Handpiecetradingpost.com

Fax: 714-444-4497

800-445-6719

Since 1980 - dedicated to value for our dentists!

Buy it! Sell it! Trade it!!!

KIDS DENTAL KARE and SWAN DENTAL ADULT/ORTHO Practices for sale in Los Angeles*

- Productive
- Profitable
- Branded
- Established in 1994

You tell us where you want your practice to be and we'll help you get there!!



- Location
- Production
- Patient flow
- Financing

Call 323-203-2564

<http://www.kidsdentalkare.com/locations.cfm>



GROUP PRACTICE

** We also buy practices and property*

DENTAL ASSISTANT IS NEEDED for a dental office in Alpine. Please call 619-206-3169.

NEW DENTAL OFFICE LEASE/BUY On 10 Freeway in city of Montclair. Upper Class Neighborhood. Anchor Stater Bros. (909) 913-4916.

WANTED: GENERAL DENTIST/HYGIENIST Near Down Town L.A. Top pay. Fax resumé (323) 264-0885 and call (310) 915-1817.

HYGIENIST/GENERAL DENTIST NEEDED for a growing practice in San Francisco to help with Hyg. patients 1 day/week 415-921-9210.

PC CHAIRMAN CHAIR \$2450. Parts available: backs, motors, electronics. Call Cascade Dental at 1-800-488-2446, or visit website at www.used-dental.com.

THE INTERNET IS THE FASTEST least expensive media currently available to dentists seeking to increase their patient base. Learn how, call 909 941 9552.

GENERAL PRACTICE WANTED: willing to pay top \$ to purchase a well established practice near San Mateo/Burlingame area. 415-713-0252.

PRACTICE FOR SALE IN AUBURN Over 2000 sq ft popular business center. Four operatories, three x-ray, inventories. Asking 80k. Call: 805-637-3717 - 916-532-5215.

PRACTICE FOR SALE #E-447 CARMICHAEL— GP, Long established practice, Seller retiring. 2600 sf with 8 ops. \$650K Timothy G. Giroux, DDS/Broker 800.641.4179.

COSTA MESA PRACTICE FOR SALE 5 operatories 2 x-rays 2006 collection \$50K/month 20 years goodwill call (949) 202-8389 agent

TRADE IN YOUR OLD CONVENTIONAL handpieces for New electric Bien Air handpieces 2 hi, 1 low and unit with 1 year war. \$1995.. Handpiece Trading Post. 800+445-6719.

ALL GENERAL PRACTITIONERS should belong to the AGD. We educate and advocate for you! Call SCAGD 800-762-2511 and get the whole story.

23 NOBEL BIO CARE REPLACE SELECT TAPERED IMPLANTS @\$250.00 EACH. PLEASE CALL 310-831-0781.

DENTIST WITH OVER 10 YEARS of experience looking to purchase existing dental practice in San Francisco. 415-793-0743.

VALENCIA #1 (3) op turnkey office with some pts for sale. Equip is newer and office is pano equipped. Cash/Ins/PPO. Acc't Receivables (A/R's) included for immediate cash flow. Priced at build out and equip costs. D&M PRACTICE SALES (818) 591-1401.

HENRY SCHEIN®

PROFESSIONAL PRACTICE TRANSITIONS



“DENTAL PRACTICE BROKERAGE”

Making your transition a reality.

Practice Sales



Contract Services



Purchase Financing



Associateships



Partnerships



Mergers

CDA Spring 2007
Booth #1393
Hall C

Upcoming Seminar
Dates 2007

To be announced in
future 2007 issue

FRESNO: For Sale -General Dentistry Practice. Well-established practice has been in its present location for the past 24 years. There are 4 equipped operatories in a nicely decorated 1495 sq. ft. office. Specialized Equipment includes, Laser, Intraoral Camera, Panoramic X-ray and Digital X-rays. the software is Softdent purchased in 2005. Four days of hygiene with 9 pts/day seen per hygienist. Gross receipts in 2004 were 548K with an adjusted net income of 203K. Doctor retiring after 35 years.

YREKA: For Sale - General Dentistry Practice and building: This is a great opportunity to own the real estate and dental practice at the same time. The building is located on a large lot allowing you to expand the size of the building when you are ready. 100% financing is available with for both the practice and building. 2006 receipts were approximately \$400K. There are presently 3 operatories. Owner works a 4 day week working only 51/2 hrs per day. There are four days of hygiene. Lots of potential with this practice.

MODESTO: For Sale - General Dentistry Practice. Located in close proximity to one of Modesto's premier shopping plazas. Gross receipts were \$873K in 2005. This highly desirable **SALE** has 11 days of hygiene is open 4 days a week within a 1500 sq. ft. office with 5 equipped operatories. Building is also for sale. 100% financing may be available for both practice and building.

SAN JOSE: For Sale- General Dentistry Practice. Priced for immediate sale- Owner has disability and will not be able to return. The practice has 3 Tx rooms in 1,510 sq. ft. Ortho, Endo and Perio routinely referred out. A great opportunity for ownership. Gross Receipts for 2005 \$567K with an adjusted net income of 140K. **SALE**

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

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

VENTURA: For Sale - General Dentistry Practice. This office is 1,700 sq ft. with 6 available treatment rooms. Gross receipts for 2005 was \$404K with a \$112K adjustable income. New equipment was purchased in 2004 and includes an intra oral camera system. Software is Practice Works. This area is very desirable and growing.

TWAIN HARTE: For Sale - General dentistry practice. Patient receipts were \$501K in 2005. The owner occupied bldg sits the corner of the major thoroughfare with high visibility. Practice was started in 1974. Four days of hygiene. Located just above Sonora. This mountain community offers fishing, hiking, and other recreational outdoor activities. Only 20 minutes from snow skiing resort. Owner willing to work back one or two days a week. Owner would consider selling bldg..

LOS ANGELES: For Sale - General Dentistry Practice. The office has been in its present location for 10 yrs. It is located in an 1100 sq. ft. 4 operatory equipped leased suite. 2005 gross receipts were 507K. Practice doing 4.5 days of hygiene. Dr. retiring. **SALE**

SANTA BARBARA: For Sale - Pediatric Practice. Two treatment rooms, plumbed for a 3rd in approx. 900 sq. ft. Equipment and Leaseholds only 3 years old. Practice located in professional building near hospital. 2005 gross receipts were \$209K on a 2 day/wk. Owner relocating. **SALE**

DEL MAR BEACH: For Sale - General Practice. Three treatment rooms in 950 sq. ft. Office is approximately three blocks from the beach with ocean view. Equipment in excellent condition. 2005 gross receipts \$465K on a 3 days per week. Doctor retiring. **SALE**

EL CENTRO: For Sale - General Practice. Three treatment rooms, plumbed for a fourth. Separate room for Pano and X-rays. Practice located in free standing 1,900 sq. ft. one story building on a corner near downtown. Building is also for sale with adjacent three unit residential buildings. 2005 gross receipts were 225K on 3 days per week.



For All Your Insurance Needs

MITCHELL & MITCHELL
Insurance Agency, Inc.

200 Santa Anita Ave., Suite 201 • Norwalk, CA 94047
(415) 259-2322 • Fax (415) 625-7722 • Toll Free 800-206-29

Dennis R. Hoover, D.D.S.
Corporate Broker

(800) 519-3458 Office
(209) 545-0824 Fax

Corporate:
dennis.hoover@henryschein.com

Northern California Consultants

Dennis Hoover, D.D.S.
(209) 545-2491

Doreen Ash
(209) 545-2491

Southern California Consultants

Steven Rizer, D.D.S.
(805) 405-6568

Mario Molina
(323) 974-4592

GLENDORA: For Sale - General Dentistry Practice. this practice has been in its present location since 1966. It consist of 1000 sq. ft. office with 3-fiber optic equipped operatories. Dental Sof software. Gross receipts for 2005 were \$266K, with an adjusted net income of \$107,903.00. Doctor is retiring.

SANTA CRUZ: For Sale - General dentistry practice. There are five equipped treatment rooms and two additional rooms that are plumbed for expansion in this 2,347 sq. ft. office. The 2005 Gross receipts were \$885K with a low 62% overhead. Dr. is reporting 2,340 active patients. There are 7.5 days of hygiene per week. The practice has operated in the same location since 1977. Doctor is retiring.

SAN FRANCISCO (Chinatown): For Sale - General dentistry practice. Gross receipts were \$360K in 2005 on 3 days a week. Established practice with room to grow. Accepts no Medical, HMO, or PPO plans except for straight Delta Dental Plan. Most Endo, Perio, and Oral surgery referred out. Centrally located with good new patient walk-in and referral patient base. Panoramic and intra-oral camera. Priced for immediate sale.

EL DORADO HILLS: For Sale - General Dentistry Facility. This facility completed only a year ago. All new state of the art equipment and office design. Grossing over \$50,000.00 per month. If you are interested in the El Dorado Hills area don't pass up inquiring about the details of this sale.

OROVILLE: For Sale - General Dentistry Practice. 2005 Gross Receipts were \$338K on only 3 days a week Production. 3 days of hygiene, Doctor retiring after 30 years in Oroville and 20 years in same location. 3 ops. All Endo and most Perio and Surgery referred out. Intra-oral camera, Panoramic X-ray, and Air Abrasion.

NOVATO: For Sale - General Dentistry Practice. Owner retiring after 38 years in the same location. 2005 gross receipts were \$515K with a \$180K adjusted net income. Three days of hygiene, 35 hr week schedule. 3 ops with room for expansion. A beautiful place to live and work.

SANGER: For Sale - General Dentistry Practice. If you are a new graduate or your are looking and you are looking for a great practice to purchase you should look at this. Very tastefully decorated, this 3-op office collected 345K in 2005 with less than a 50% overhead. This would also be a great satellite practice. The office is a condominium space that is also for sale and can be purchased at no money down. Owner is retiring.

STOCKTON: For Sale - General Dentistry Practice in north Stockton area. This practice has been in its present location for 10 years and was purchased in 2003 from the previous owner. The practice grew rapidly to gross receipts of \$527K in 2005 returning a \$237K adj. net income. Will consider all offers.

RIDGECREST: For Sale - General Dentistry Practice. This practice is collecting \$795K per year. Owner's adjusted net income was \$416K in 2005 on 3 1/2 days a week schedule. There are 6 ops in this 4000 sq. ft. building that is also for sale. There are 5 days of hygiene. Owner is retiring.

REDDING: For Sale - General Dentistry Practice. This exceptional office is located in a beautiful free standing office building of 3,300 sq ft. with 6 ops and six days of hygiene at 12 patients per day. The practice collected \$933K in 2005 with approx. \$300K adj. net income to the owner. The practice was started in 1985 and was moved to its new location recently. The owner will consider selling the building also. If you are looking for a family oriented life style in a wonderful community you should consider this practice.

ENCINITAS: For Sale - General Practice. This office is located in an affluent community across the street from a school. The office has 3 TX rooms in a 1000 sq. ft. This office has intra-oral cameras, digital panoramic x-rays, and softdent software only 1 year old. Last years gross Receipts were 567K and does 4 days of hygiene. Net pre-tax income \$203K.

MINDEN, NEVADA: For Sale - DENTAL BUILDING ONLY. Building is occupied with a 5 year lease in place with one 5 year option. 1800 sq. ft. with high visibility. Building is located on the corner of main throughfare. If you are looking for a commercial real estate investment call for details and pictures.

COTTONWOOD: For Sale - General Practice. 3 treatment rooms with room for expansion in this 1,200 sq. ft. office. Projected gross Receipts for 2006 are \$700K. Practice has shown an increase in production every year for the last 5 years. Del Webb recently purchased 4,500 acres for retirement community in Cottonwood. Only 2 dentist presently in town.

MINDEN, NV: For Sale- Orthodontic Practice. This beautiful & well-designed Orthodontic office come equipped with 7 operatories and Kodak Classic software. 2005 Gross Receipts were \$1,475,325.00, with an adjusted net income of \$493K. Practice philosophy leans towards Straight Wire. Owner is retiring due to disability.

LAGUNA HILLS: For Sale - General Dentistry Practice. This 3 operator office was started by owner in 1969 and has 5 days of hygiene. It has been in its present location for 12 years. 2005 GR. were 600K. The practice is located in a highly desirable affluent area. Software is Easy dental and Trojan. Owner is retiring.

SACRAMENTO: For Sale - General Dentistry Practice. Four operatories in 1,350 sq ft. There are six and a half days of hygiene available per week. Gross receipts in 2005 were \$240K with an adjusted net income of \$240K. Practice was started in 1975 and has operated in its present location for 18 years. - BUILDING ALSO FOR SALE.

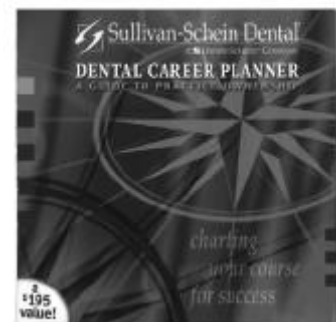
MILPITAS: For Sale - General Dentistry Practice. This four operator office is located in an area of high visibility. 2005 gross receipts were \$786K with a \$310K adjusted net income. There are 5 days of hygiene and approximately 1,500 active patients. Dentrix software, intraoral camera and Panoramic X-ray. Owner is relocating.

Contact us for your FREE:

- Articles •
- CDs •
- Consultations •

and visit us online at:

www.pptsales.com



**BUYERS
FREE CAREER
PLANNER CD
\$195 VALUE
Includes:**

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

FACT:

No Shows and missed appointments cost practices up to 20% in lost revenues each year.

elexity.com provides solutions to directly address this problem.

**FACT:**

Telephone reminders are the most effective way for reminding patients of upcoming events.

Keep in touch to build lasting relationships with solutions from elexity.com.

**FACT:**

70%-80% of your business is repeat business. Targeting these patients in a more effective way will increase your revenues.

elexity.com pays for itself and makes you a more responsive dentist.



At a time when dentistry is becoming more competitive than ever before in history, you MUST retain your patients and control cancelled appointments.

Call and learn what elexity can do for you this year



**Tel.: (888) 771-6074 Direct: (323) 650-9479 • E-mail: support@elexity.com • www.elexity.com
1208 Poinsettia Drive, Los Angeles, CA 90046**

PRACTICE AND RDA SCHOOL FOR SALE Large general practice and RDA school in Huntington Park, downtown spanish area, message 310-663-6631.

PERIOSCOPE FOR SALE Dental perioscopy machine for general dentists or periodontist. Hygienists love them too. seattleperio@hotmail.com. 206-625-9358.

SUBLEASE SPACE in my Chino office. Gen, Perio, O.S., Endo OK. Office (909) 548-3300, (909) 354-7624 (mobile).

ASSOCIATE NEEDED: LOS ANGELES, GLENDALE, INGLEWOOD. 310-867-4255.

NEW CONTEMPORARY OFFICE 3 Identical Ops. with views, free parking, near the 22, 55, 91, and 57 FWYS. in Orange. Sublease 2-3 days (714) 998-2241.

ORTHODONTIST AND ENDODONTIST available to work in your office. Why refer patients out. 818-718-1737.

PARTNER NEEDED TO BUILD HOTEL approved by Holiday in half way between LA - Las Vegas facing fwy 15. Please Call 909-641-3424.

PRACTICE FOR SALE San Diego (Rancho Santa Fe) Rare opportunity to own a high-end cosmetic/restorative Practice in one of the most beautiful and affluent communities in the USA!! Call Today SDPS: 760-599-7828.

DENTAL OFFICE FOR RENT: Excellent opportunity to build a practice. Fully equipped, 3-op office in San Pedro. Call (714) 317-8302.

WESTMINSTER DENTAL OFFICE for sale good location low rent in a strip mall high tech computerized please call (949) 202-8389.

CEREC 3D & Milling Unit For Sale. Less than 2 yrs old. Make an offer! Call (858) 792-5793.

NEW 3 DENAR combi articulators, magnetic mount Dawson kit. Almost new DCI flush system, Leica loupes 2x magnification. 310-798-8917.

NEED A LOAN FOR: Practice purchase, start-up, expansion, or refinance. Call Professional Practice Capital at (800) 456-2779.

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

NEED A GENERAL DENTIST for an office in La Habra. Please call Dr. Nagui 714-401-0458.

1,200 SQ. FT. Quality BEVERLY HILLS DENTAL OFFICE FOR LEASE 2 to 3 days per week. Best possible location in charming, two-story, brick building. Three fully equipped operatories, large lab, waiting room, private office and business area. Unlimited street parking. Immediate occupancy. 310-203-9993 or ElliotGreenDMD@aol.com.

practice loans up to \$3,000,000

- 100% financing
- low fixed interest rates
- no pre-payment penalties



PROFESSIONAL PRACTICE CAPITAL

Financing your professional future

call us today
1.800.456.2779

Brannon Moncrief
brannon@ppcloan.com

NEW PRACTICE, NEW PRACTICE Get help from the professionals, we will consult you with the best way to do your office. Call Shane 310-213-4440.

AT LCF WE CAN FINANCE 100% dental office tenant improvements without requiring purchase of equipment. See display on Pg 5 or call 800 550 9228.

DENTIST LOOKING FOR A PRACTICE IN SAN FERNANDO VALLEY AREA. FRIENDLY, CARING DENTIST LOOKING FOR THE IDEAL PRACTICE. CALL 818-667-4924.

DENTAL CHAIR AND LIGHT Used for only 5 yrs. Make a reasonable offer and it's yours. For pics email me at nimeister@hotmail.com.

THE AGD IS THE ONLY ORGANIZATION that is solely supportive of the needs and interests of general practitioners. Call 800-762-2511.

DDS NEEDED PT Busy Southgate/Lynwood office needs dr. w/ min 3 yrs exp. Fax resumé: 310-886-0505 for interview.

ASSOC. DENTIST NEEDED PT. Min. 3yrs exp. Southgate/Lynwood. Newly built, all digital office. 310-886-0606.

NEW DENTAL OFFICE LEASE/BUY on 10 Freeway. City Montclair. Upper-class neighborhood. Anchor Stater Bros. (909) 913-4916.

"I ran an ad with Dentalworkers.com , another online service, plus an ad in the newspaper and I got a lot more qualified hygiene candidates from Dentalworkers.com so I hired the one I liked from DentalWorkers.com!"

"Now I'm looking for a DA. I placed another ad with DentalWorkers.com and I already have three highly qualified candidates to interview".

From 01/04/2007 - Jennifer G.; Pembroke Pines, FL

Visit www.DentalWorkers.com



Hiring? Looking For A Dental Job?
Post Job Ads and Search Resumes!

Advertising Product and Services?
Post Text and Banner Ads!



Nationwide!

DENTALWORKERS®

www.dentalworkers.com

Fast And Easy!

Call 877-235-9855 Today!

PRACTICE XCHANGE refinanced my previous practice and recently financed my new practice acquisition. I will continue to utilize their impressive services as long as I'm in the dental field. Raymond Tash, D.D.S. - Valencia, Ca Call Steve Black 866-375-0277.

RARE OPPORTUNITY BUILD YOUR DREAM HOME @ EL DORADO HILL-SERANO GOLF COURSE CUSTOM LOT-CUL-DEL-SAC-.538 ACRE. \$459K. DR.DANG @510-281-2843/VISAGE6006@YAHOO.COM.

PRACTICE FOR SALE #B-468 EAST BAY—GP, group in large 10 op practice. Fee-for-service w/gross revenues in \$1.5 mill. \$800K Timothy G. Giroux, DDS/Broker 800.641.4179

THE DENTAL TRADER IS LOOKING for success stories from advertisers and readers for use in our marketing. Have you successfully advertised something or found what you were looking for in the Trader? Tell us about it. Email your story to us at tradestaff@cox.net and we'll send you something nice. (Be sure to include your mailing address so we can ship you a thank you gift).

CEREC 3D Latest software, hardware upgrades. Recent maintenance done. \$50k email: danjenkinsdds@yahoo.com, O:(909) 628-5540, C:(909) 239-5460.

DENTAL OPERATORIES short or long term lease, new state-of-the-art dental suite. Located in Tarzana, CA. Call Carlos Vazquez. (818) 758-3557.

ORAL SURGEON NEEDED Multit-Specialty private group practice in Pasadena seeks Board Eligible Oral Surgeon 1-2 days per week. XInt. Salary. Fax CV (626) 432-4270 Phone (626) 432-4242.

SUPER-CONSCIENTIOUS GP (also certified Conscious Sedation State Evaluator)!!!! w/ 2yrs OMFS training to do wizzies in your office.
Contact: gowgates2006@yahoo.com

'LOS ANGELES STARTER PRACTICE FOR SALE' 3 OPS NEW CHAIRS-UNITS; BUSY HISPANIC AREA ON ALVARADO STREET; EXCELLENT OPPORTUNITY \$80K (323) 930-0570.

LEGAL TIP: Are you sure your broker-provided contract protects your interests? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

FREE-AT/2000 AUTOMATIC X-ray processor. Runs great, all manuals included. Call Dr. Kay, (714) 997-8497, E-mail doctorkay92869@sbcglobal.net.

DENTIST IS LOOKING FOR PRACTICE TO BUY IN SAN FERNANDO VALLEY AREA. TOP DOLLAR FOR THE RIGHT OFFICE. Email: drharry_dds@yahoo.com

OFFICE FOR SALE in Big Bear Lake. Collects \$350,00, open part time. Price: \$250,000 call Mazi (760) 963-4235.

DENTAL EQUIPMENT: high speeds, x ray chairs, rollers for processor for sale call 310-390-3565.

EXPERIENCED GP LOOKING TO OBTAIN FT/PT ASSOCIATE DENTIST POSITION WITH BUYOUT POTENTIAL IN SAN FRANCISCO BAY AREA. 415-465-2500, VALENTINAY203@YAHOO.COM.

SPACE AVAILABLE for Endontist/other specialist. Free standing general dental office/4 chairs. San Gabriel area. (626) 201-1946.

ASSOCIATE DENTIST f/t, p/t needed for general practice in Montebello. Please fax resumé at 323-278-1129.

GENERAL PRACTICE SEEKS ASSOCIATE with potential buyout. Leaving for grad school. 20 year private practice. Van Nuys. Craig (818) 294-8998.

NEW SPS CAVITRON \$995. New SPS Prophyjet with 5 lb. powder, \$1995!!! Nice Micro-Motors electric Implant motor, h.p. etc. \$895. Handpiece Trading 800-445-6719.

EXPLOSIVE GROWTH!!!!!! Murrieta/Temecula border, vanilla shell space up to 3000 sf available now! Generous TI allowance. Please contact: gowgates2006@yahoo.com.

"I PLACED A JOB AD on www.Dentalworkers.com for a DA yesterday and already have 3 qualified candidates to interview!" 01/04/2007 Jennifer G.; Pembroke Lakes, FL

PERRIS-RIVERSIDE GP practice 5 Op. 1450 sq ft, Estab.12 yrs+. Completely Remodeled, Collect 450k+ in 3.5 days (951) 532-4287 (818) 517-0887.

PERIODONTIST NEEDED for GP practice in Palm Desert. Please call 818-437-4666.

DENTAL OFFICE FOR RENT San Pedro-Ideal for a specialist looking to rent a fully equipped 3-op office. Call (714) 317-8302.

PARTNER DENTIST WANTED Brand new office in Montclair Ca. Digital x ray, zoom II, Waterlase, 3 operatories. Ph 562-261-7133.



Discover the Truth about ID Theft
www.combatingidtheft.com/idt/jnc



WESTERN PRACTICE SALES

John M. Cahill Associates

BAY AREA

A-2984 BAY AREA - Dentist interested in sharing dental office. Great opportunity for a dentist who desires to practice in a state of the art facility. **Call for Details**

A-488 SAN FRANCISCO - Prestigious neighborhood with views of Bay. 950 sq ft, 4 ops. Gr. Receipts about \$800k. **\$595k**

NEW! A-494 MILL VALLEY - Newly listed, 3 op office w/approx 900 sf. **Call for additional details!**

NEW! A-497 SAN FRANCISCO - GP Stonestown. Collections of \$175k! 1120 sf office w/ 2 fully equipped op - Room for 2 add'l ops. Mix of insured/PPO Patients. **\$100k**

B-468 ANTIOCH - GP, group in large 10 op practice. FFS w/gross revenues in \$1.5m. Real Estate also available for purchase. **REDUCED \$800k**

B-2945 OAKLAND - 30 years established, 5 op 2000 sf office in great location. **\$225k**

B-2968 SAN PABLO - Great Starter practice, 100% private/ins patients office is 4 ops, 1450 sf. **\$65k**

B-2962 LA MORINDA - Established 50 years. Office is 750 sf w/ 2 ops. Good Potential. **\$120k**

B-453 OAKLAND - Long established Modern equipped 4 ops, Ins/Pvt Pay/PPO nets close to \$200k. **\$310k**

B-2975 EAST BAY - Part of group practice, 33 years of goodwill, 3 Fully equipped, + 1 hygiene, 3 - 4 Doctor Days worked per week, 2 Days of hygiene per week. **\$550k**

B-467 EAST BAY - 50% interest in practice, grosses in the \$800k range. **\$385k**

B-4711 OAKLAND GP in 1988 sf 4 fully equipped op downtown location. Gross in the high \$500k range. **\$290k**

NEW! B-492 SAN RAMON - GP - 960 sf office on major thoroughfare. 3 ops. Gross over \$400k. **Call for Details!**

NEW! B-501 OAKLAND - GP Downtown location, long established w/ collections of \$540K +. Insured/Cash Only. Fully equipped 3.5 ops w/ rm for 1 add'l op **\$350k**

C-464 CENTRAL MARIN - GP, Long estab, Seller retiring. Collections of \$731K in 2005. Ins/cash pts only. 4 op office. Prime centralized location. **\$500k**

C-4851 PETALUMA GP, 1550 sf, 4 ops **\$625k**

C-2964 SOLANO COUNTY - GP with nearly 3,000 sf office, 6 ops plumbed for 2 add'l. **\$820k**

C-2957 SOLANO CO - Large GP, State of the art well designed office. 2200 active pts. Gross +/- 1.1m. **\$775k**

BAY AREA CONT.

D-403 SAN JOSE - GP, Modern shopping center location, new equipment 3 ops plumbed for additional. Nice office located in prime commercial area. **\$225k**

D-455 CAMPBELL - GP, practice grosses in the 1 million range. 7 ops. **\$785k**

D-437 FREMONT - Practice in one of the nicest Prof. Bldgs in Fremont! Beautiful operatory views of golf course. **\$320k**

D-2972 SANTA CLARA - Facility only-new practice with new equipment. Nice 3000 sf w/ 6 ops. Motivated Seller. **\$282k**

D-2939 SAN JOSE NEAR EASTRIDGE - 1600 sf w/ 5 ops. 3 year avg collections \$858K. 3 dr days w/4 hyg days. **\$500k**

D-4731 SAN JOSE - GP, 3 ops + plumbing for 1 additional Practice grosses in excess of \$500k on less than 3 dr days/week. **\$420k**

NEW! D-489 HOLLISTER - GP, 1800 sf, 3 ops - plumbed for 2 add'l. In the heart of downtown **\$280k**

NEW! D-493 FREMONT - GP, 1150 sf, 3 ops, plumbed for 1 add'l. **\$150k**

D-474 LOS ALTOS - Facility/asset sale. 2100 sf 6 ops. **\$225k**

NEW! D-496 UNION CITY - Facility only, 1578 sf with 4 ops in retail shopping center on main thoroughfare in desirable commercial neighborhood. **\$200k**

NEW! D-500 MONTEREY/DEL REY OAKS - Dental Facility only. 2378 sf office. Equipped for 3 ops w/ room for 1 add'l op. **\$55k**

NEW! D-502 HAYWARD - Well est. GP w/ coll. of \$484k in '06. Mostly insured/Cash patients. Refers out all Endo. 3 fully equipped ops. **\$325k**

NORTHERN CALIFORNIA

E-478 SO. SACRAMENTO - GP, near I-5 pocket area, seller retiring. Approx 1500 sf w/4 ops. Collections of \$327k in 2005. **\$175k**

E-440 SACRAMENTO - GP Leasehold/Asset sale w/ some residual patient base 5 op office- **\$150k**

E-406 SACRAMENTO - Long established practice. Collections of approximately \$300K in '05. Prime mid-town location. Fully equipped 4 op office. **\$185k**

N. CALIFORNIA CONT.

NEW! E-495 SACRAMENTO/FOOTHILLS AREA - Large GP, 4000 sf, 14 op office in highly visible neighborhood. **\$625k**

E-428 SACRAMENTO - Long established GP, located in 1045 sf 3 op office. **\$350k**

E-394 SACRAMENTO - Long Est. GP Coll'd \$607K in 2005. Busy area near major shopping center. **\$400k**

E-420 SACRAMENTO - GP, Prime W. Sac shopping center location. Mixture of private pay, indemnity and PPO Plans. 4 ops, collections of \$485K. **\$300k**

E-447 CARMICHAEL - GP, Long established practice, Seller retiring. 2600 sf with 8 ops. **\$650k**

E-2966 SACRAMENTO - GP, Long established 1650 sf w/ 5 ops. Experienced staff. 2000 active patients! Seller will assist w/transition. **\$290k**

E-423 CARMICHAEL - Well estab GP in 1,345 square feet and consists of 4 fully equipped ops. **\$335k**

NEW! E-487 GREATER SACRAMENTO - GP w/3 fully equipped ops in Medical/Dental Professional bldg. Gr. Rcpts in \$300k range. **\$195k**

E-422 CARMICHAEL - GP, located in a highly visible single-story Medical/Dental Professional Building 1,333 sf & 4 fully equipped **\$358k**

E-460 ROSEVILLE - GP, Large capitation practice w/ Gross Receipts at \$1.8 mill. **\$1.2m**

E-483 SACRAMENTO - Established practice w/ collections of \$644k in 2005. 4 ops, plumbed for 2 additional. Prime mid-town location. **\$475k**

E-484 SACRAMENTO/CITRUS HEIGHTS - GP, 1100 sf office w/ 2 fully equipped ops. Mostly HMO patients. **ONLY \$50k**

NEW! E-503 AUBURN - Well established, Nice 3 op GP in great Growing community! Gross in \$450-500k range per yr. Net Profit in \$170k range! Incredible Value at **\$195k**

F-326 EUREKA AREA - GP, Long established practice. Seller Retiring. Nicely appointed 1250sf w/3 ops. Insured/Cash Pts only. Collected \$604k in '04 w/6 wks vac. **REDUCED! \$250k**

G-360 REDDING AREA - GP, Seller retiring from quality FFS practice. Office is 1440 sq ft w/ 3 ops. **\$325k**

G-395 CHICO - Long established GP w/ collections averaging \$500K. Modern equipped 4 op office. Seller refers out most specialties. **\$300k**

G-456 YUBA CITY - GP with approx gross \$400k. FFS retiring, 4 ops. Seller owns building. **\$275k**

800.641.4179

WESTERNPRACTICESALES.COM

Buy it! Sell it! Trade it!!!



WESTERN PRACTICE SALES

John M. Cahill Associates

NORTHERN CAL CONT.

G-443 CHICO— GP, High end, 4 ops and 1750 sf. Practice grosses in the \$700k range. **\$475k**

G-476 CHICO—GP, established practice collections of \$300k in '05. Projecting \$380k in '06. Beautifully equipped 4 ops, all Adec. Desirable location. **\$250k**

H-481 NORTHERN CALIFORNIA - Gp, seller retiring, collections of \$549k in 2005. 2200 sf w/3 fully equipped ops, plumbed for 1 add'l. Real Estate (2 bldgs) also available for \$500k. **\$300k**

H-224 CHESTER/LAKE ALMANOR - Long established GP in beautiful 4 season resort area. Office is 1400 sq ft w/ 3 fully equipped ops. Bldg avail also separately. **\$150k**

H-353 NORTH SHORE LAKE TAHOE—GP, long established practice, w/ collections of \$571K in '05. Insured/cash patients only. Fully equipped 3 op office. Beautiful, scenic views of Lake Tahoe. **\$340k**

REDUCED! H-386 SONORA - GP, in beautiful 2200 sf 6 op completely computerized office w/ digital x-ray. Collections avg 1.13 million in past 4 years. Option to purchase building. **REDUCED! \$695k**

H-2916 GOLD COUNTRY— 42 years established, GP in modern computerized 3 op office, 1064 sf. Great Staff and Seller to assist w/transition. **\$260k**

CENTRAL VALLEY

I-404 TURLOCK - GP, Modern equipped 5 op office. Collections in the \$500K range. Real Estate Also Available! Practice: **\$335k**

I-407 MERCED— Long established practice. Collections of \$745K in '05. Beautifully equipped 4 op office. Insured/Cash patients only. **\$425k**

I-2959 CENTRAL VALLEY— Long established, GP 3 ops. **\$165k**

I-4701 STOCKTON— GP, 2500 sf 6 + 2 ops. FFS with collections in range of \$1.5 million. **\$960k**

REDUCED! J-371 EXETER—GP, in heart of San Joaquin Valley Basin. Fee-For-Service practice, refers out most specialties. **ONLY \$100k**

J-2934 SAN LUIS OBISPO AREA—GP, Growing, desirable area, FFS 2000 sf w/ 4 ops plumbed for additional. Condo also available to purchase. **\$495k**

J-438 FRESNO—GP, established practice located in prime NE area of Fresno. Collections of \$441K in '05. Beautifully equipped 4 op office. **\$300k**

J-439 LAKE ISABELLA—GP, Long established in Kern River Valley a beautiful four season's resort area. **\$290k**

CENTRAL VALLEY CONT.

J-449 FRESNO/CLOVIS—GP, mostly FFS. Collected \$637K in 2005. 2006 projected at \$600k. **\$550k**

NEW! J-499 VISALIA AREA - Two GP practices available to be purchased together or separately. Both practices have mix of denti-cal & insured patients. One is 1650 sf w/ 4 ops and the other approx 4000 sf w/5 ops & rm for 1 add'l op. Combined coll. Of \$1.5m. Cash flow in excess of \$750k for owner/operator. **\$900k**

SOUTHERN CALIFORNIA

K-319 WHITTIER - GP in shopping center. Practice has 2 ops with plumbing for 1 more. **\$110k**

K-347 ENCINO - GP Located in new office on main street. All new equipment! **Only \$395k!**

K-448 TEMECULA - GP w/beautiful build-outs. Fast growing practice. **\$350k**

K-466 NORTHRIDGE- GP Long Established practice. Located in a Professional building, Thousands of active patients. Gross in the mid \$700k range. 1550 square feet, 4 ops. **\$625k**

ARIZONA

Az-412 PHOENIX— Large 7 op practice, plumbed for one additional. Real Estate is also available for purchase. **\$350k**

Az-426 SCOTTSDALE— GP in beautiful 2500 sf 8 op office. Practice grosses in the 1.2 million range. Possibly selling interest in building. **\$950k**

Az-430 GLENDALE— Leasehold improvement practice. Large 6 op office. **\$180k**

Az-433 SCOTTSDALE— Nice new 1100 sf, 3 op FFS practice. **\$235k**

Az-477 MOHAVE CO - GP, in beautiful centrally located 1510 sf 4 op office. Practice grosses in the \$1.2 million range. **Call for Details!**

NEW! Az-486 TUCSON - GP, 1000 sf, 3 op office **\$175k**

NEVADA

R-434 RENO - GP, Long established practice, Seller retiring. Collections of \$291K in '05. Insured/cash patients. Excellent merger opportunity. **\$175k**

R-446 RENO—Long Established, 2000+sf with 5 ops. Gross avgs 1.1 million. **\$650k**

NEVADA CONT.

LV-380 LAS VEGAS - GP in west LV location. Fee For Service practice. Collections of \$425k for 2005. **\$300k**

LV-398 LAS VEGAS - GP, family orientated practice. Seller retiring! Practice grosses in the \$900k range. **\$450k**

LV-472 LAS VEGAS—GP spectacular and spacious office w/sophisticated décor 2,600 sf, 5 ops.

Call for Details!

LV-465 LAS VEGAS—Great Location near UNLV. 5 ops nicely equipped top of the line Adec. 3000 Active Patients. Approx 80 new pts/month! **\$425k**

LV-461 LAS VEGAS—Very desirable NW location. Newer free standing bldg, 5 ops. Avgs nearly 50 new pts/month. Gross in the 1 mill range. Predominately Prosthodontics. **\$400k**

NEW! LV-490 LAS VEGAS - Top of the Line GP in fast growing retail shopping area. Nearly 3000 sf with 9 ops. **\$610k**

OREGON

NEW! F-482 COOS BAY, OREGON— GP, Seller Retiring. Modern equipped, 2500 sf w/3 ops & plumbed for 3 additional. **Call for Details!**

SPECIALTY PRACTICES

A-2980 GREATER BAY AREA—Ortho, long established. **\$400k**

E-387 ROSEVILLE—Perio, located in one of the fastest growing areas of California. Practice grosses in the \$400K+ range. **\$150k**

H-327/328 GREATER SOUTH LAKE TAHOE AREA - Ortho practices with a combined Collection of \$620K+ in '04. Modern equipped 4 op office. **Call for Details!**

Az-390 PINETOP AREA—Ortho, Escape to the beauty of the cool country and tall pines! Easily accessible from Highway 260. Office is 1,500 sf with 3 fully equipped ops. **\$175k**

Az-411 PHOENIX AREA—Oral Surgery, Well-established, upscale practice, 1350 sf w/ 4ops. Gross receipts in the \$875k range. **\$650k**

B-462 ANTIOCH - Pedo, established practice. Grosses in the mid \$300k. **\$200k**

B-4751 EAST BAY—Perio, Call for Details!

800.641.4179

WESTERNPRACTICESALES.COM

Place a FREE Reader Ad online at www.thedentaltrader.com

Don't let a great dentist become
another dental myth.

Go to www.ourlegacyyourfuture.org or call 312.587.4716
and see how you can secure the future of dental education.



DENTAL EDUCATION
OUR LEGACY-OUR FUTURE

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

VALENCIA #2 Unique, opportunity to practice ideal dentistry. Located in a strategically located upscale shop. ctr. Excellent exposure/visibility/signage. This sale opportunity consists of three separate revenue sources: (1) The (5) year old (9) op Dental Practice, which was recently relocated to a newly built out suite with new state of the art equipt. 2006 Gross Collect approx. \$900K+ (2) A Cerec Eqt'd Lab & (3) A Dental Assisting School. D&M PRACTICE SALES (818) 591-1401.

PERIODONTIST AVAILABLE part-time, to work in your office. Good language, technical and interpersonal skills. Call 310-991-1296.

ASSOCIATE WANTED Busy private practice in Merced, California. Salary is negotiable and competitive. Experience is necessary. Call 209-769-9858 Dr. Gharibian.

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

LOOKING TO RENT SPACE IN North Orange or San Diego County for implant surgeon. Please call 949-395-1479/ email: kwhelan3@cox.net.

PRACTICE FOR SALE in El Cerrito, Northern CA. Two Ops expandable to four. 2.2 Doctor work days/week. For details e-mail jeffjababa@yahoo.com.

"MANAGEMENT BY STATISTICS" an informational pamphlet – You've got a computer. Now use it to work for you! You can't afford not to have this information. Send \$40 to: Dental Practice Publishers, PO Box 2772, Laguna Hills, CA 92653.

PRACTICE FOR SALE #H-353 NORTH SHORE LAKE TAHOE—GP, long established practice, w/ collections of \$571K in '05. Insured/cash patients only. Fully equipped 3 op office. Beautiful, scenic views of Lake Tahoe. Timothy G. Giroux, DDS/Broker 800.641.4179.

NEED A LOAN FOR: Practice purchase, start-up, expansion, or refinance. Call Professional Practice Capital at (800) 456-2779.

FOR SALE X-RAY CHAIR with headrest and reclining backrest (not electric). Good condition. \$300. 818-633-4434.

JUL 1 - 8, 07 Cruise to Alaska Travel & Learn Program. Call USC 213-821-2127.

FOR SALE: Obtura 2 heated guttapercha system. Brand new. \$950.00 Call 310 908-5091 Eddie.

TARZANA established office in great area has space available for gp or specialist. Rent and/or percentage. Ted 818-644-0477.

ASSOCIATE DENTIST For Beautiful state of the art, LASER, FFS, office in Orange County, Ca. Fax resumé: 949-305-6507 email: kwhelan3@cox.net.

INSTANT GRATIFICATION!!!

When you place your Reader Ad online at www.dentaltrader.com, it posts to our website's Online Ad Board instantly. Your ad may get response long before it is printed in **The Dental Trader**!

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

Thanks again!"

Dr. R.P., DDS

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

www.thedentaltrader.com

DENTAL GROUP located in Whittier Ca. established practice for over 20 years. Looking for Board Eligible Endodontist & Pedodontist to join our Specialty Department. Call 562-301-2446 fax 562-698-1014 E-mail lucybarreras@msn.com.

EXISTING SAN DIEGO COUNTY Dental Suites 800 - 3,500 square feet, 2 months free rent 2 offices in Spring Valley, 2 offices in Vista/Oceanside. Call Dr. Bruce Jordan 760-438-0948.

HYGIENIST/GENERAL DENTIST needed for a growing practice in San Francisco to help with Hyg. patients. 1 day/week. 415-921-9210.

LCF OFFERS 100% dental office financing: application by phone with quick turn around/approvals. See display on Pg 5 or call 800 550 9228.

PDS SUNDAY SEMINARS on Clinical Dentistry in Northern and Southern California. For Dates and Location Please visit www.pdsociety.com.

BECOME A PROVIDER for WWW.COSTCAREDDENTAL.COM. We are a discount dental plan and need providers in California. Sign up online.

RETIRED OFFICE MANAGER available per diem for vacation/maternity leave assistance. 714-717-5002.



Here's Something to Celebrate! Refer A New Advertiser To Us...We'll Send You A Check!

Direct a dental company to

The Dental Trader

and you will receive a

\$1,000

REFERRAL FEE

if they place
a display ad!

Only from

THE Dental Trader

(Offer extended to dentists & staff only-must be a new (1st time) advertiser placing a minimum of \$1500 in display ad space to be eligible. Confirmation of referral source from new advertiser required at time of initial placement. Current and past display advertisers ineligible. Promotion expires March 1st, 2007.)

Buy it! Sell it! Trade it!!!

CONSULTANT, CONSULTANT, CONSULTANT Call to get help set up or redo your new office. Call Shane 310-213-4440.

PRACTICE FOR SALE San Diego (Pacific Beach) 3 Ops in Prof. Bldg. in desirable Beach community. Estab 16 yrs SDPS: 760-599-7828.

DO MORE THAN JUST REFER cases to others. Learn more advanced treatment by becoming a Fellow and a Master member of the AGD. Call 800-762-2511.

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

BEAUTIFUL SANTA BARBARA Dental Office looking for associate dentist. Up to \$600/day, opportunity for partnership, experience required. Call 310.963.9548.

ENDODONTIST WANTED \$1500-\$2000 daily base minimum or 50% of production. (661) 723-1461 / (310) 403-1117 ask for Dr. PARK.

NEW AND REFURBISHED AEDS Zoll AED Plus \$1275 refurbished (\$1525 new), Welch Allyn AED 10 New \$Call for pricing, Philips Forerunner II \$1200 refurbished, Philips Onsite \$800 refurbished. PROGRESSIVE MEDICAL INTERNATIONAL 2460 Ash St. Vista, CA 92081. 1.800.764.0636.

EL CAJON DENTAL OFFICE 2 ops, Leasehold improvement and equipment for quick sale, \$40,000 or Best offer, call 619-764-9982.

DENTAL IMPLANTS Extractions, Bone Grafting, Sinus Lifts, Crown Lengthening in Your Office By an Experienced Periodontist. Call Anne at (760)272-6292.

DENTAL OFFICE FOR RENT in Thousand Oaks 1-3 days/week 3 chairs. Free unlimited parking. 818-633-4434.

OFFICE SPACE TO SHARE STUDIO CITY SHOPPING CENTER LOCATION 1-3 DAYS/WK. 818-633-4434.

RETIRED CA DENTIST 25 yrs experience. Available Per Diem, Vacation/Maternity leave assistance. Laser, Invisalign, Cosmetic, Oral Surgery 714-717-5002.

ANTELOPE VALLEY (3) op computerized G.P. for sale. Located in a shop ctr. with excellent exposure & visibility. Recently remodeled. New equipment. Cash/Ins/PPO/Denti-Cal. Collect \$450K+/yr. on a (3) day week. D&M PRACTICE SALES (818) 591-1401.

YOUNG USC GRADUATE DENTIST looking for full time positions. Very gentle, productive, attractive, caring, smart, hardworking.(310) 925-9991 resumé available.

SFV/TARZANA FOR RENT 1-3 days a week beautiful 1700 sq. ft. dental office for specialty practice only. Ideal for Ortho. Great opportunity at a great Ventura Blvd. location. Call Gustavo 818-343-3790.

SPACE FOR LEASE in Canyon Lake/Elsinore. Great location for Peds or Ortho 1320 sq. ft. High Traffic 909-973-4943 SACH.

HANDPIECE REPAIR SIMPLIFIED Midwest, NSK, etc...\$59. Same day repair! We'll even pick them up! Free estimates! Handpiece Trading Post, 27 years of service. 800-445-6719.

MERCED, CA. Associate needed for busy office. Buy In/Out Opportunity. Great Pay. Call (209) 723-4268 for Dr. G.

MAUI CONDO FOR RENT Kihei- Wailea, 1 bedroom, 2 bath, ocean view, pool, tennis, just professionally redecorated, 30 sec. walk to sands of Kamaole II beach, \$150/nt., ask for Dr. Tel. 800 227-7116.

LOOKING FOR A DENTAL ASSISTANT (PART TIME) IN SF VALLEY AREA. NICE FRIENDLY OFFICE, NO STRESS. EVENINGS PREFERRED. CONTACT: 818-667-4924.

OFFICE SPACE TO SHARE IN MARINA DEL REY, 4 OPS, LARGE, GREAT VIEWS, A MUST SEE! CALL (310) 577-5888.

DENTIST WANTED P/T LOS ANGELES. IMMEDIATE HIRE.CALL 323-750-1582.

HELP WANTED Managing GPS, Orthodontists, Periodontists, Endodontists, Prosthodontists, Oral Surgeons, front/back office staff needed IMMEDIATELY. E-mail resumé to drswanted@yahoo.com.

BEVERLY HILLS Space available in Golden Triangle 2-3 days per week 310-271-1140.

HOW TO PLACE AN AD: Go to www.thedentaltrader.com, click on the FAQs page. Read & follow the brief instructions. Your ad will appear on our Online Ad Board instantly and be placed in the Dental Trader too.

RDA OR DENTAL ASSISTANT NEEDED for a private office in Palm Desert. Please call Denise at 760-772-7082.

IMPLANTS and other O.S services in your office by DDS with extensive surgical experience. 310-601-7950.

SERIOUS INQUIRIES ONLY! An est priv practice w/ 3 ops. Price: 160K. SGV. Contact Dr. Lee (all3210@yahoo.com).

WE ARE A GROUP OF ENDODONTISTS willing to travel to your office to practice. Keep your patients in house 310.622.3544.

ENDODONTISTS WANTED! GREAT OPPORTUNITY, PLEASANT WORKING ENVIROMENT AND BEST PAY EVER! 818.596.2311.

Who Do I Trust?



When a new patient signs your forms and sits in your dental chair, he or she is placing their dental healthcare in your hands. They are entrusting you to act in a professional and caring manner and to put their best interests at heart. When a dentist signs a listing agreement with a dental practice broker, he or she is entrusting them to act in a professional and caring manner, with their financial business interests at heart. Just as the dental patient must carefully select a dentist, you must carefully select your broker.

At D&M we understand the trust issues of these transitions and we have honored them for over 12 years with successful results.

D&M will handle all the paperwork, transfer the commercial lease, secure favorable loan rates and terms and be present at every meeting. We accept our duty to provide professional, caring services to the highest standards...just as you do with your patients.

Buying or selling your practice should be a painless, even comfortable process. With D&M on your side, it will be.



*Trust your Practice Purchase or Sale to
"The Personalized Service Dental Broker"®*

818.591.1401

www.dmppractice.com

P.O. Box #6681, Woodland Hills, CA 91365

ORTHO OFFICE wanted for purchase in the San Fernando Valley. Contact Gustavo at (818) 343-3790.

DENTAL FRONT OFFICE Manager position available in busy Palm Desert multi-specialty practice. Call (760) 272-6292 or fax resume (760) 340-2448.

EARLY THIRD MOLAR REMOVAL more than 3000 early impactions completed, IV sedation permit # 163. Visit www.ivwisdom.com or call toll free (866) 485-2001.

ORTHODONTIST Available immediately for Los Angeles, Inland Empire, Orange County. PT/FT. Please call 267-975-4087 or email drvortho@yahoo.com.

PRACTICE FOR SALE #J-449 FRESNO/CLOVIS—GP, mostly FFS. Collected \$637K in 2005. 2006 projected at \$600k. Timothy G. Giroux, DDS/Broker 800.641.4179.

LCF 100% DENTAL PRACTICE LOANS typically do not require real estate as collateral, practice is normally the only collateral. See display on Pg 5 or call 800 550 9228.

INTRAORAL CAMERA ACUCAMEXCELLENT CONDITION. INTRA AND EXTRAORAL CAMERAS WITH SONY PRINTER MARINA DEL REY \$500.00. 310-628-9744.

OFFICE FOR SALE Santa Monica, paperfree, networked computers, digital xrays, intra-oral camera, laser unit, much more. Call 909-489-3241 Brent Beverly.

SANTA BARBARA DENTAL OFFICE for Sale: 3 rooms, Gross \$500,000. Building available: 28 years of patients. Call (805) 689-7697.

BIOLASE YSGG HARD AND SOFT TISSUE LASER. VERY GENTLY USED AND IN LIKE-NEW CONDITION. CALL DR. STAPLEY AT (480) 221-3010.

ROOT ZX II APEX LOCATOR with handpiece. Never used. All manuals included. Some parts in original packaging. \$995.00. 1-209-477-1227.

FOR SALE Cerec 3D+80 blocks-60,000 OBO. New Zoom 2-400. Used chemiclave and ultrasonic good condition. Call 858-705-0406.

NITROUS OXIDE PORTABLE SET 2 Nitrous and 2 oxygen tanks with cart, \$500 OBO. Works great. FREE Oxygen-tank. 408-656-4567.

IMPLANTS IN YOUR OFFICE I bring my own equipment. Call now. 310-601-7950.

BURBANK PRIME LOCATION SALE/PARTNERSHIP/BUY-IN??? Consider moving your practice HERE!!! 1440 sq ft, cheap rent, long lease. Small patient base. 818-848-5619.

ATTENTION GPS: The AGD has group discounted life, disability and health insurance for all of its members. Join today at AGD.org or call 800-762-2511.

PERIODONTIST AVAILABLE Board eligible periodontist experienced in Implants, Bone Grafting, and Full Mouth Reconstruction. Seeking part time opportunities. (310) 926-9676.

DENTAL CHAIRS: six Dental Ez J-type chairs. New blue upholstery. Fully refurbished and perfect cosmetic/work-ing condition! sacrifice \$1000. Call 619-517-6245.

FREE PANORAMIC X-RAY Panoramic X-ray, sitting position. Working condition, just pick it up and use. In Mission Viejo. Call 949-457-0223.

FOR FRONT OFFICE-BILINGUAL knowledge for billing and treatment coordinator in Ontario and Azusa office. Fax resume (909) 391-4722.

EXPERIENCED DENTIST Looking for work on Mondays and/or Thursdays. Please call (213) 598-0806 if position available.

REFURBISHED ADEC CASCADE Operatory Pkg \$9950. Includes: 1040 chair, unit, cuspidor, light. One-year warranty. 1-877-964-2377 or online www.buydentalequipment.com.

DENTAL OFFICE SPACE for sale in lease area. 3 operator-ies. 2150 sq ft. no charts, no equipment. \$75,000. LOS ANGELES MID WILSHIRE AREA. CALL (213) 598-0806.

BEAUTIFUL OFFICE IN REDLANDS great for starter or satel-lite office. 4 ops, 2 xrays, i pano \$175 obo 951-907-9298.

SANTA MARIA DENTIST NEEDED PART TIME POTENTIAL FULL TIME WILLING TO SPONSER IMMIGRATION WORK PERMIT FAX RESUME 626-332-0052.

FOR SALE Pentamix 2 mixing unit one new \$250, one used \$150. ThermaPrep by ThermoFil \$100. (760) 346-8901.

QUALITY-MINDED DENTIST relocating to Orange County seeking an associate and/or buy-in opportunity. Call (714) 317-8302.

EXPERIENCED GP looking to obtain FT/PT associate dentist position in BAY AREA. 408-623-9883 or 408-238-2157.

CARSON ESTABLISHED TWO OPS DENTAL OFFICE NEAR 405 FWY AND CARSON MALL FOR SALE. LOT OF POTENTIAL. PLEASE CALL 562-866-9730.

DENTAL AIR COMPRESSOR BRAND NEW DENTAL AIR COMPRESSOR. FULL FACTORY WARRANTY. RETAIL \$2745. YOUR COST \$1275. NEW REPLACEMENT MOTORS \$788./FOB. NEW RELAY ASSEMBLIES \$80. COMPARE OUR PRICES WITH OTHER DEALERS. 800-748-1437.

PRACTICE FOR SALE #D-403 SAN JOSE- GP, Modern shopping center location, new equipment 3 ops plumbed for additional. \$225K Timothy G. Giroux, DDS/Broker 800.641.4179.

18981 Ventura Boulevard · Tarzana, CA 91356

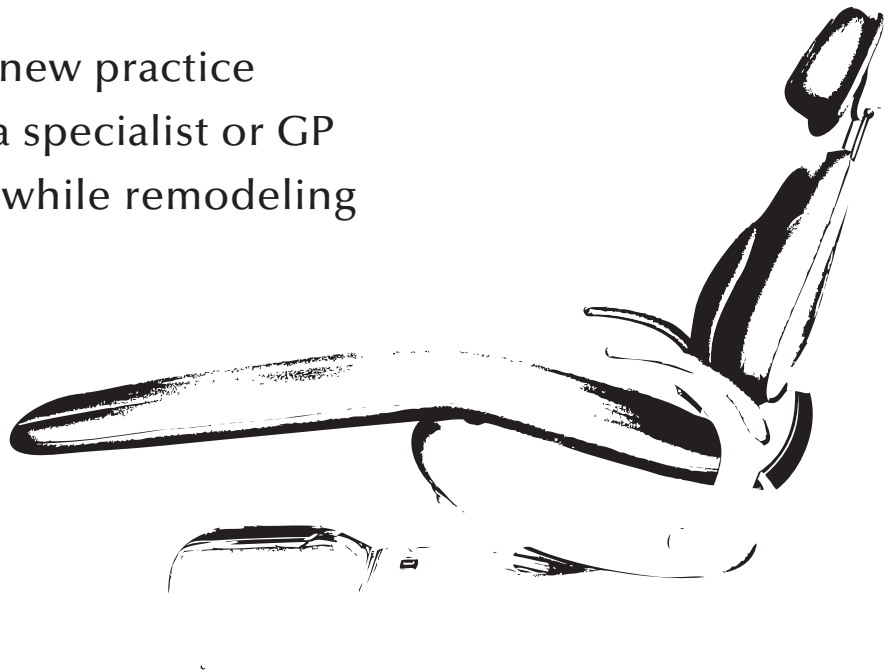
Short & Long Term Lease Opportunity

NEW STATE-OF-THE-ART DENTAL OFFICE SUITES AVAILABLE

- Ideal for starting a new practice
- Satellite office for a specialist or GP
- Space can be used while remodeling

Includes:

- Operatory
- Sterilization room
- X-Ray room
- Waiting room
- Consultation room
- Patient parking
- Receptionist
- Storage space
- Surgery Suite Available
- In-house esthetic laboratory



* Materials, handpieces and office space can be supplied at an additional cost.

Call us to schedule a tour in our facility

818 758.3557

LEGAL TIP: SELLERS: Will your landlord assign the lease in time for closing? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

IF YOU AREN'T USING THE WEB to generate new patients, you're behind the curve. Call 909-941-9552 and start growing.

LOWEST PRICES ON AEDS Zoll AED Plus \$1275 refurbished (\$1525 new), Welch Allyn AED 10 New \$Call for pricing, Philips Forerunner II \$1200 refurbished, Philips Onsite \$800 refurbished. PROGRESSIVE MEDICAL INTERNATIONAL 2460 Ash St. Vista, CA 92081. 1.800.764.0636.

SOUTHERN CA CITY Multi-location computerized G.P. for sale. New/newer Eqt. (4) locations. Exposure/visibility/signage. 2006 Gross Collections approx. \$5.7M! D&M PRACTICE SALES (818) 591-1401.

LCF OFFERS 100% dental practice financing for start-up, expansion and acquisitions. See display on Pg 5 or call 800 550 9228.

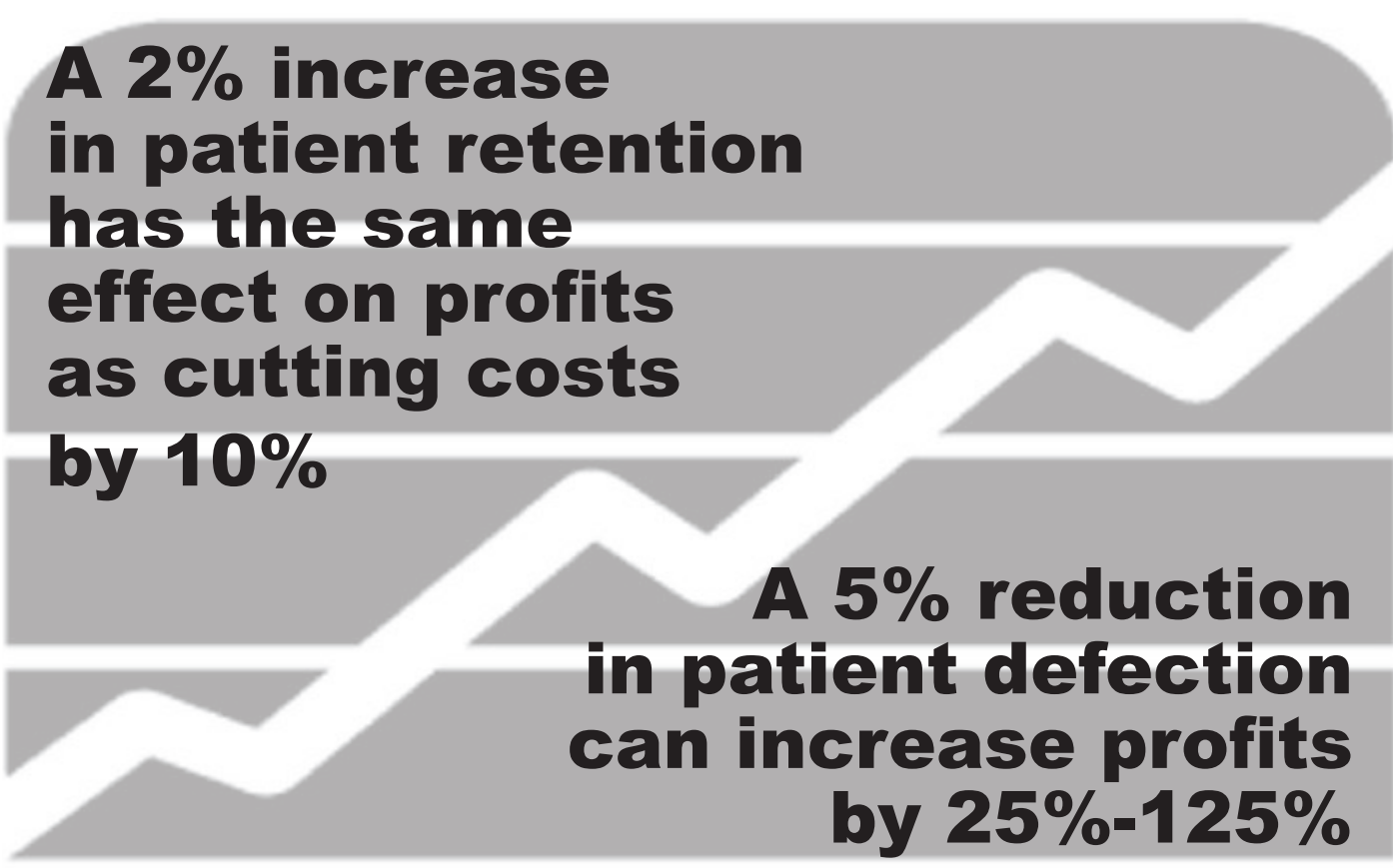
NICE TRIAD 2000 Hydracolloid bath, Lares abrasion unit, and newer Chemiclave 5500 EC, all refurbished with warranty, make offer. Handpiece trading Post 800-445-6719.

WEEKEND GETAWAY

Beautiful beach home on canals of Mandalay Bay in Ventura County.
Stressed professionals! Make yourself at home in a pampered environment. Find everything you love: kayaking (provided), fishing, walking on the beach, Channel Island trips, eating and drinking.
3 days minimum.



For details visit:
www.vrbo.com/92845
(310) 497-9740



**A 2% increase
in patient retention
has the same
effect on profits
as cutting costs
by 10%**

**A 5% reduction
in patient defection
can increase profits
by 25%-125%**

**FACT: Patient profitability tends to increase
over the life of a retained patient**

Call us for a free, no obligation consultation
and learn how to keep more patients year in and year out.

www.BizTalkInfo.com

PSCA, Inc. AdCalls Agency

915-C West Foothill Blvd. Suite # 292, Claremont, California 91711
(909) 941-9552 • (909) 941-9553 Fax • pscainc@earthlink.net

2.7

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.

GPS ARE ENTITLED TO DO any treatment they are trained for. AGD provides training and advocacy for your rights. SCAGD: 800-762-2511.

PRACTICE FOR SALE San Diego (Escondido) GENERAL PRACTICE & BUILDING Unique Opportunity. SDPS: 760-599-7828.

TIRED OF ADVERTISING THAT DOESN'T WORK? Build your practice using new technologies. Call 909 941 9552.

LCF OFFERS 100% dental practice financing with variable rate and fixed rate programs. See display on Pg 5 or call 800-550-9228.

NEED A PRACTICE ACQUISITION LOAN? 100% financing, Low fixed interest rates, No prepayment penalties. Call Professional Practice Capital at (800) 456-2779.

RUN A FREE AD in The Dental Trader. Go to www.dental-trader.com & click on the FAQs page for info. Your ad will appear instantly on our website & in print.

SAN FRANCISCO (Chinatown): For Sale-General Dentistry Practice. Owner is currently working on average 11.60 days a month with gross receipts at \$259K for 2006. This is a great opportunity for ownership in an established practice with great potential. This practice is centrally located on the ground level of an office bldg. with good new patient walk-in and referral base. Most Endo, Perio, and Oral surgery referred out. Price recently reduced. Will consider all offers. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-730-8883.

OFFICE SET UPS. OFFICE SET UPS Consultant available to help with all your needs from start to finish. Call Shane 310-213-4440.

HIRING? LOOKING FOR A JOB?

Visit www.Dentalworkers.com today!

IMPLANT, ENDO and O.S Profits in your office! Stop sending these out! AEGD and GPR trained. Extensive experience. Will bring own equipment. 310-601-7950.

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

LEGAL TIP: S corporations can save you money on payroll taxes. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

FOR SALE: ORTHOPRACTICE - GROWING COMMUNITY IN SF EAST BAY. Long established practice known for exceptional service. Current snapshot reflects 220 active patients with 29 ready to Band. Contracts Receivable total \$275,000+. Collections in 2005 totaled \$345,000 on relaxed 3-day week. Great platform to develop busy practice. Full price \$75,000. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

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

PEDODONTIST WANTED Experienced stable professional for a growing company. Excellent \$\$\$ opportunity, well managed dental facilities, throughout the greater Los Angeles area. Flexible days available. Medical benefits available. Fax resume 310-342-0202.

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

PRACTICE XCHANGE helped make it possible for me to purchase my second practice. Thanks for your professionalism, Steve. Warren Gerosa, D.D.S. - Thousand Oaks, Ca Call Steve Black 866-375-0277.

HOW TO MAKE MORE MONEY

"How to Make Money Using Your Hygiene Program"

Learn how to successfully run a dental hygiene program using these basic principles. Why pay a consultant thousands of dollars when for half the price of one prophylaxis you can learn to double your hygiene income. You can't afford not to have this information!

"Dental Scheduling for the Solo Practitioner"

Learn how to schedule efficiently to maximize production, control overhead, and treat patients when you want to see them.

"Management by Statistics"

You've got a computer. Now use it to work for you. (soon to be published).



Listen to what others are saying:

"In a little over an hour of reading, I was able to increase my hygiene production by one-third"

San Jose, CA

"I'm amazed! I never realized scheduling could be so easy."

Santa Monica, CA

"Forty bucks? It was worth \$4,000. That's how much more profit I have a MONTH!"

Newburgh, N.Y.

"Where were you 12 years ago? Thanks a million. You saved my life."

Vero Beach, FL

Finally! Informational Pamphlets for Dentists

Send \$40 to:

Dental Practice Publishers, P.O. Box 2772, Laguna Hills, CA 92654

Be sure to note which pamphlet you want.

DENTAL DIRECTORY

WOOD & DELGADO

Attorneys At Law

Representing Dentists for over 20 Years in the Areas of:

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

Patrick J. Wood, Attorney at Law

Charles X. Delgado, Attorney at Law

Jason P. Wood, Attorney at Law

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

Visit our website at: www.dentalattorneys.com



PRACTICE SALES & APPRAISALS

*Reliability & High Ethical Standards
You Can Trust - Proven Results
You Can Count On*

Lou Bermudez, Broker or
Frederic Sherman, DDS, Broker
(714) 999-9595 • (818) 999-9595 (main office) • Fax: (818) 999-9615



Diversified Upholstery & Dental Services

New & Used Dental Equipment Mechanical Chair Repairs Service Tech. Available	Complete Dental Chair Refurbishing Special Upholstery for Long Procedure Patients
---	--

Call us for a Free Estimate!
(800) 707-3449 OR (714) 827-8515
www.DiversifiedDental.Net



PRACTICE SALES AND LEASING

**"THE
PERSONALIZED
SERVICE
DENTAL BROKER"®**

P.O. Box #6681, Woodland Hills, CA 91365

Phone/Fax: (818) 591-1401

www.dmppractice.com

ROBERT W. OLSON, JR.

a Professional Corporation
Business, Corporate & Real Estate Law

- Experienced & Knowledgeable
- All Inclusive Packages
- Free Website Services

805.963.1120

www.transdental.com

RWO@transdental.com



Rope in more profits!

Advertise with us!



www.DentalTrader.com



Professional Practice Sales

Buying or Selling a Dental Practice?

Know Your Options

Talk to the Professionals

Contact: Ray Irving

San Francisco: (415) 899-8580

Sacramento: (530) 894-0700

www.PPSellsDDS.com



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

800-273-5033

Online demo - www.ez2000software.com

**YOUR AD COULD BE
IN THIS SPACE!
SUBMIT YOUR AD ONLINE AT:**

www.DentalTrader.com

THERE'S A BETTER WAY to promote your practice without the expense of display advertising, call 909-941-9552.

PRACTICE FOR SALE #J-439 LAKE ISABELLA – Live and practice in this beautiful recreational area. 3 ops office now REDUCED to only 40% of gr. Receipts! \$165k. Timothy G. Giroux, DDS/Broker 800.641.4179.

DENTAL IMPLANTS Extractions, Bone Grafting, Sinus Lifts, Crown Lengthening in Your Office By an Experienced Periodontist. Call Anne at (760)272-6292.

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

NEED A PRACTICE ACQUISITION LOAN? 100% financing, Low fixed interest rates, No prepayment penalties. Call Professional Practice Capital at (800) 456-2779.

"HOW TO MAKE MONEY USING YOUR HYGIENE PROGRAM" an informational pamphlet – using these basic principles you should double your hygiene income – you can't afford not to have this information – Send \$40 to: Dental Practice Publishers, PO Box 2772, Laguna Hills, CA 92653.

Trident Practice Sales



Jane P. Phillips, Broker

"Let our success be yours."

Call for a free estimate.

*Appraisals

*Over 20 years experience

*Practice Transitions

*Document Preparation

*Financing Arranged

MENDOCINO COAST – TIRED OF COMMUTING? Want a great place to raise children? Affordable housing? Well est. busy practice with limited competition in a beautiful area to live!! Coll. proj. for \$660K for 2006. Updated equipment in this successful practice. Computers in every operatory. Call for details.

MARIN COUNTY – San Rafael Est. over 35 yrs, 3 op office in 756 sf across from Northgate Mall. F.P. \$125K **SOLD**

SONOMA COUNTY - PETALUMA (Bldg & pract) Very busy 4 ops office 2005 prod. was \$628K. F.P. \$400K **SOLD**

MARIN COUNTY – San Rafael Proj. coll. of \$650K for 2005. High adjusted NET INCOME of \$24k/month!!! **SOLD**

ANTIOCH – Grt starter pract. w/3 ops Coll. \$234K in 2004. FP \$149K **SOLD**

MARIN COUNTY – Greenbrae 3 ops, long term staff, very high quality practice. 3.5 day/wk practice. FP \$475K **SOLD**

CALL TOLL FREE: 877-534-6389

Our Website: www.tridentpracticesales.com

THE Dental Trader

Buy, Sell or Trade all things Dental

CHANGE OF ADDRESS FORM

Post Office Box 2631 • Capistrano Beach, CA • 92624

Fax 949 498 1198 • E-mail: tradestaff@cox.net

Web: www.thedentaltrader.com

Old Address

Dentist's Name: _____

Address: _____

City/State/Zip: _____

New Address

Dentist's Name: _____

Calif. Dental License #: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

E-mail: _____

Authorizing signature: _____

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

For faster filing, submit this form online at www.thedentaltrader.com

NATIONAL CITY (3) op turnkey office with new equipment for sale. No patients. Located in a free standing Bldg. with exposure/visibility. Potential for future Bldg. purchase. Priced right. D&M PRACTICE SALES (818) 591-1401.

"THANKS FOR THE CALL and for the great ideas, I love your Customer Service!" Patricia P.; Rockford, IL.; Worker with a resumé on www.Dentalworkers.com.

APR 1 - 6, 07 Beijing Travel & Learn Program: Success in Endodontic Therapy. Call USC 213-821-2127.

MAUI CONDO FOR RENT Kihei- Wailea, 1 bedroom, 2 bath, ocean view, pool, tennis, just professionally redecorated, 30 sec. walk to sands of Kamaole II beach, \$150/nt., ask for Dr. Tel. 800 227-7116.

Copyright 2007 THE DENTAL TRADER. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any storage of information and retrieval system.

READER AD FORM FOR DENTIST & STAFF ONLY

The Dental Trader

Buy, Sell or Trade all things Dental

Post Office Box 2631, Capistrano Beach, CA 92624

Submit this form online at:
www.thedentaltrader.com or Fax: 949-498-1198

Type or print ad copy clearly: _____

This ad is for (check one): ☐ So. Calif. ☐ No. Calif. ☐ So. & No. Calif.

Reader Ad Rates:

- ☐ 20 words of less-*FREE (\$1. per word thereafter-65 words maximum) _____
- ☐ All Bold Type: Add \$10.(add option: \$10) _____
- ☐ All Bold Type with Bold Border: Add \$15.(add option: \$15) _____
- ☐ Black Box with Bold White Lettering: Add \$20.(add option: \$20) _____
- Total # of words (first 20 words free-add \$1. per word after first 20 words) _____

Total: _____

FREE Reader Ads offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc) **For Commercial Reader Ad Rates**, (to promote a business) please use form below.

Advertiser's Name: _____

Charge Card Billing Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

E-mail: _____

Authorizing signature: _____

PAYMENT MUST BE SUBMITTED WITH THE AD

Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐

Card# _____

3 Digit Security Code (on back of card)

Exp. Date _____

Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month

COMMERCIAL AD FORM FOR BUSINESSES

The Dental Trader

Buy, Sell or Trade all things Dental

Post Office Box 2631, Capistrano Beach, CA 92624

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

Type or print ad copy clearly: _____

This ad is for: ☐ So. Calif. ☐ No. Calif. ☐ So. & No. Calif.

Bonus Feature Reader Ad Rates:

- ☐ 20 words or less \$20. - (\$1. per word thereafter-65 words maximum).... _____
- ☐ All Bold Type:(add option: \$10) _____
- ☐ All Bold Type with Bold Border: (add option: \$15) _____
- ☐ Black Box with Bold White Lettering: (add option: \$20) _____
- ☐ Total # of words (first 20 words \$20-add \$1. per word after first 20 words) _____

Total: _____

Name: _____

Charge Card Billing Address: _____

City: _____ State: _____ Zip: _____

Tel No.: _____ Fax No.: _____

E-mail: _____

PAYMENT MUST BE SUBMITTED WITH THE AD

Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐

Card# _____

3 Digit Security Code (on back of card)

Exp. Date _____

Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month.

Buy it! Sell it! Trade it!!!



Professional Practice Sales

Buying or Selling a Dental Practice?

5891 ORTHO PRACTICE - SAN FRANCISCO EAST BAY

Long established practice generated \$375,000 last year on part-time schedule with 6-weeks off. 5-Chair Bay plus Exam Room. 220 active patients with \$240,000 in Contracts Receivable. Growing family community. Full price \$75,000.

5895 SACRAMENTO'S EL DORADO COUNTY

Lots of goodwill here. Long established practice collected \$700,000+ with a profit of \$29,000 on 3.5-day week with 4+ weeks off. Strong Hygiene Department. Great facility. Right off Highway 50.

5896 ELK GROVE AREA

Great opportunity in fast growing area. Solid \$250,000+ per year performer with older DDS. Lots of patients. Well designed and attractive 4-op suite with 3-equipped.

5897 SOUTH SAN JOSE - INTERSECTION OF HIGHWAYS 85 & 101

Steady \$1,000,000/year performer. New housing developments nearby and located near Coyote Valley which shall be the next large population center in Santa Clara Valley. Strong patient base with 6-days of Hygiene. (Hygiene production accounts for 35%+ of total performance.) Well designed and high-tech equipped. Long-term lease available.

5900 WALNUT CREEK AREA

Very successful Managed Care Practice. Collections last 2-years have topped \$1.5 Million/year with strong Profits. Has been averaging 70+ new patients per month. Attractive facility and well staffed.

5901 SOUTHERN SONOMA COUNTY

Right off Highway 101. Strong patient foundation and positioned perfectly for the next wave of residential development. 3.5 days of Hygiene per week. Collections in 2005 topped \$620,000 with \$294,000 in profits. First 7-months of 2006 has practice projecting \$660,000 with Profits of \$310,000. Attractive and bright suite.

5904 SACRAMENTO'S MIDTOWN

Located right off the Capital City Freeway (great access from all parts of the Sacramento Area) this practice is tracking collections of \$550,000+ with Total Available Profits of \$260,000+ for 2006. New patient flow is 27/month. Great corner exposure for this 4-op office in free-standing building. Has had a history of strong profits.

5905 SAN JOSE'S CAMPBELL

Great starter opportunity. Located near the intersection of Interstate 280 and Highway 17. On part-time schedule with older DDS, this practice collected \$325,000 in 2005 with \$123,000 in Profits. 2-Ops equipped with 3rd wired and plumbed.

5908 NORTHEAST SACRAMENTO - MINUTES OFF I-80

Great exposure from free-standing building. This practice has been a strong fixture in its community as evidenced by its 8-day per week Hygiene schedule. Collections in 2006 totaled \$1.1 Million on part-time schedule by Owner. Ideal purchase situation as Seller shall work-back on a limited basis, thus enhancing retention of goodwill. This practice possesses a phenomenal staff. To learn more, go to www.PPSsellsDDS.com and view under Current Listings.

5910 SACRAMENTO AREA - PEDIATRIC PRACTICE

Very busy practice has achieved the \$1 Million/year threshold. Extremely attractive office with extensive investment in equipment and furnishings.

5911 SANTA CRUZ

Great foundation to build upon. Practice is performing well on Owner's part-time schedule. Housed in new dental suite with \$260,000 invested in equipment and leasehold improvements. Warrants investigation if you are seeking a coastal lifestyle.

5912 STOCKTON

Solid practice has been generating a consistent \$500,000 per year. No MediCal. Located on March Lane, near Pacific Avenue. Practice needs to be relocated at end of 2007. Seller owns new condo 1-block away where practice can be relocated, or files and phone number can be acquired. Seller can work back on limited basis if desired. Attractive price.

5913 FRESNO

Long established practice has strong reputation. Enjoys a North Fresno location right off Highway 41 and not far from Clovis. On relaxed pace, practice generates \$350,000/year. Management systems utilize Softdent software.



*Specialists in the Sale & Appraisal
of Dental Practices Since 1966*

Go to www.PPSsellsDDS.com

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

San Francisco: (415) 899-8580
Sacramento: (530) 894-0700 • Los Angeles: (714) 832-0230

"When I sell my practice,

I want.....

- ...to get the most money for my hard work,
- ...to keep the "For Sale" status confidential,
- ...the process to flow smoothly and quickly with my being in control,
- ...and to talk to interested buyers right away.

I further want...

- ...to protect my staff,
- ...the most qualified successor possible,
- ...to be properly protected after the sale,
- ...and to look back and feel good about the decision which I made!"

Professional Practice Sales has spent 40 years in carefully crafting the business of brokering dental practices into a practiced art. We truly understand the issues.

Talk to us.

Learn how Professional Practice Sales can help you meet your goals at this time in your career. We are big enough to provide the services you require, yet small enough to deliver the personal attention you deserve. At Professional Practice Sales we have always operated at a higher standard. Expect it, demand it! Our reputation depends upon it. Do not settle for less.



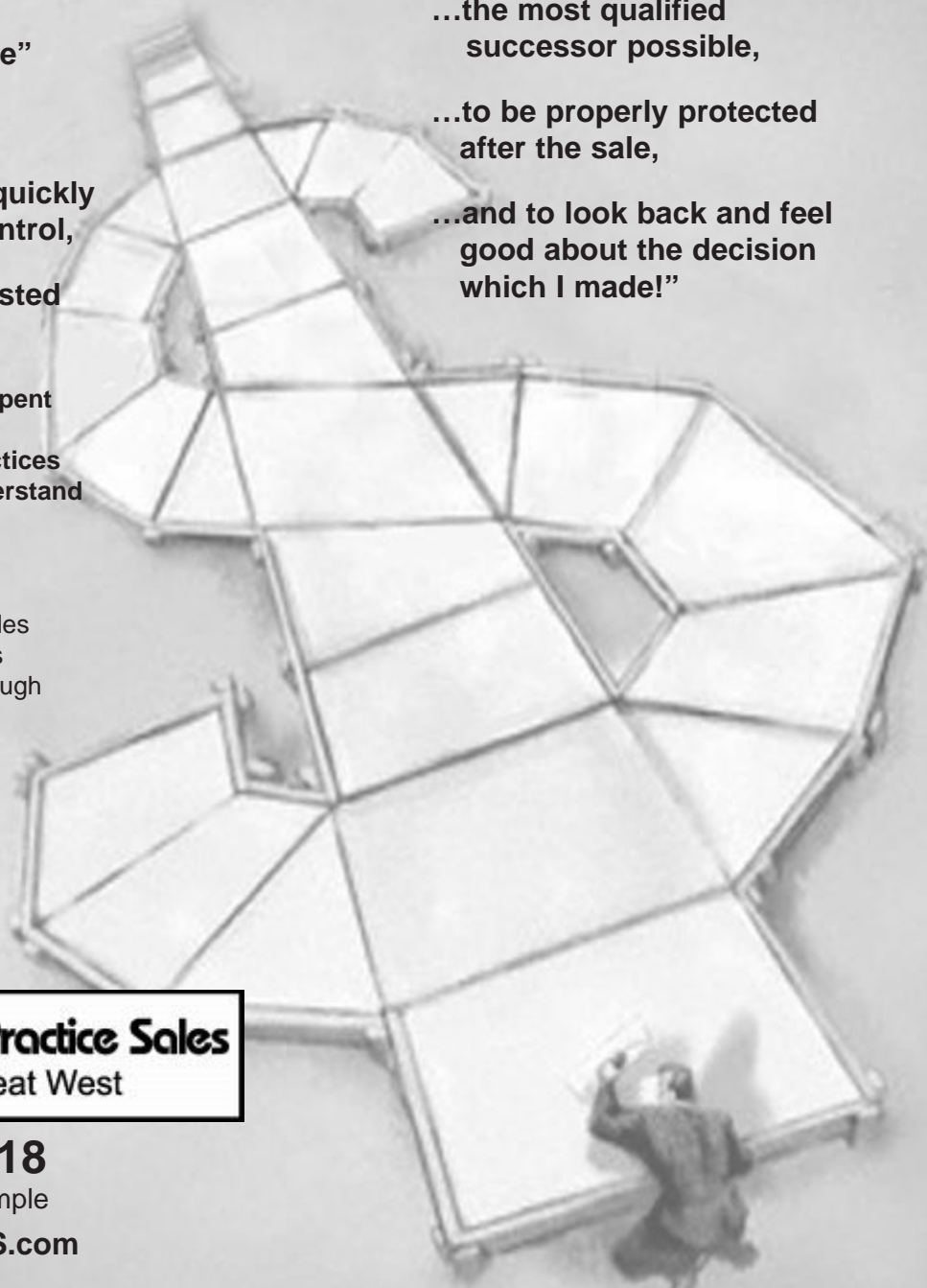
Professional Practice Sales
of The Great West

800.422.2818

Learn More, It's Simple

www.PPSsellsDDS.com

4 Harris Hill Drive, Novato CA 94947 • 18410 Irvine Boulevard, Tustin CA 92780



PRSRT.STD

U.S. POSTAGE

PAID

LOS ANGELES, CA
PERMIT #30391