

# THE Dental Trader

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So. Calif. Edition

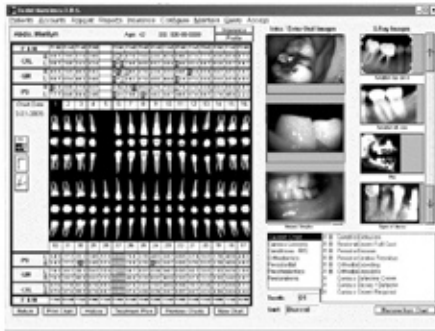
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**Digital System:** 2 station system as above, with 2nd computer on mobile cart to roll to each operatory, imaging and perio modules, wireless intra-oral camera & sz. 1 digital x-ray sensor kit. **\$12,995** (or lease @ \$300/mo. for 60 mos. / \$1.00 buyout)

\* based on ADA online survey of practice management software with over 5,000 users and cost under \$2,500. (\*with comparative features; applies to single user)

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**TROJAN BENEFIT SERVICES & MANAGED CARE** allows immediate access to patient's insurance benefits, co-payments and supplemental schedules, visit fees and lab reimbursements; Increase case acceptance, maximize patient benefits, increase patient satisfaction.



\*Not valid for prior purchase.

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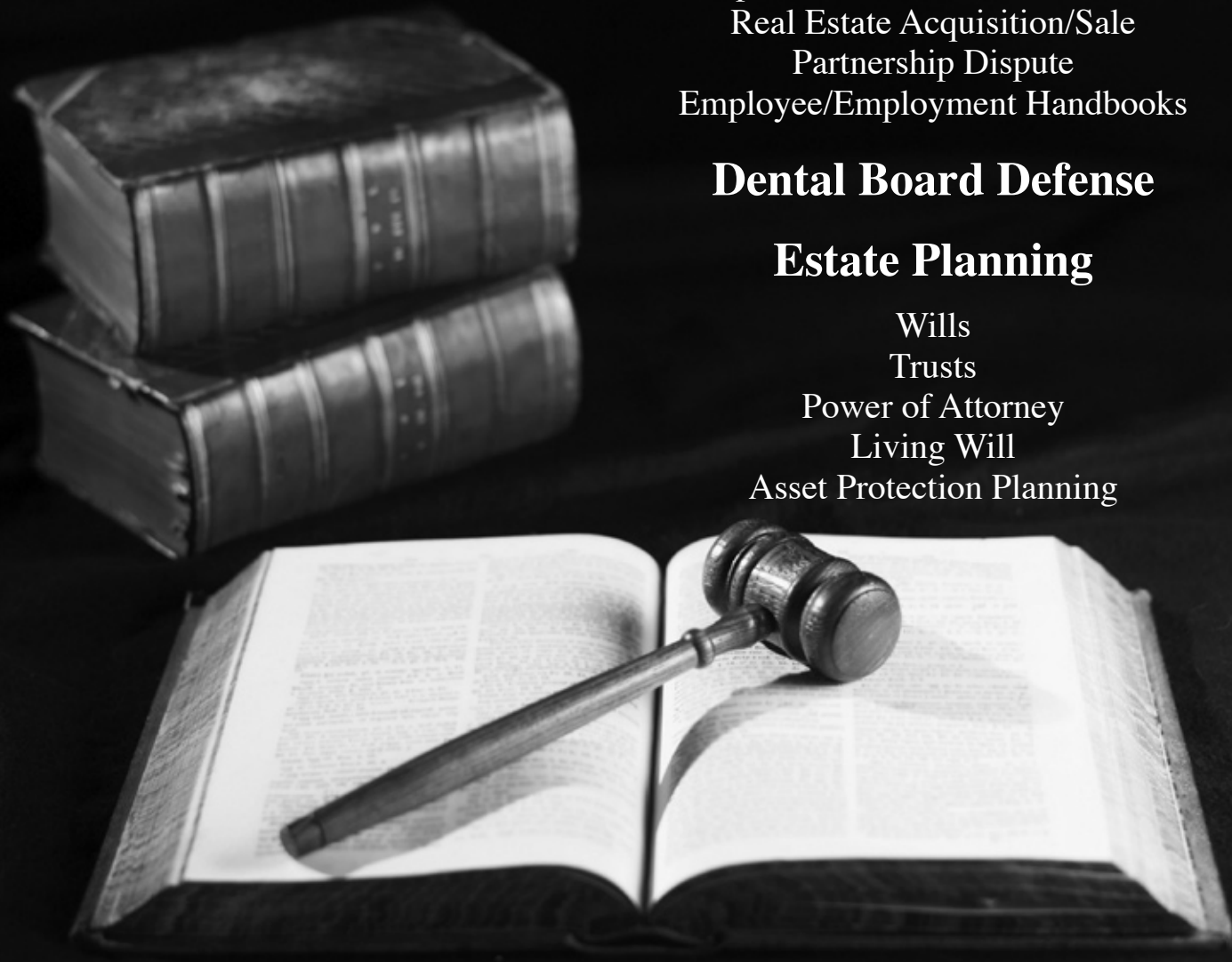
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- Corporate Formations/Dissolutions
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## FEATURED PRACTICE OF THE MONTH

**CENTRAL VALLEY - (8+) op computerized G.P. with digital x-rays and intra oral camera system. Cash/Ins/PPO pt. base. 100+ new pts./mos. Gross Collect \$2.0M+/yr. Selling one third interest now with complete Buy-Out in future. **NEW****

### FRESNO COUNTY

**FRESNO COUNTY #1** - (3) op G.P. Only private dentist in smaller town. 2006 collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD IMMEDIATELY!**

### KERN COUNTY

**BAKERSFIELD #18** - (5) op computerized G.P. (3) eqt'd/4th op has chair/x-ray, 5th is plumbed not eqt'd. Retail location. Excellent exposure/visibility/signage. Denti-Cal/Cash/Ins/PPO. Gross Collections \$350K/yr. **PENDING**

**BAKERSFIELD #19** - (5) op computerized G.P. in a Prof bldg. Denti-Cal/Cash/Ins/PPO. Gross Collections \$900-1,000K/yr.

**BAKERSFIELD SUBURB** - (3) op computerized G.P. and free standing bldg. Limited competition. Cash/Ins/PPO/Denti-Cal pt. base. Some newer eqt. Gross Collections \$350K - \$400K/yr. Seller retiring. **NEW**

### 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. **SOLD**

**BALDWIN PARK** - (3) op computerized G.P. Strip center location with exposure, visibility & signage. Cash/Ins/PPO/HMO/Denti-Cal patient base. Approx (50) new pts/mos. Cap check approx \$4K/mos. 2007 gross collect. projected at \$370K+. Sale includes account receivables for immediate cash flow. **NEW**

**BELLFLOWER** - (5) op computerized G.P. in a strip center. (4) eqt'd ops. (1) yr new Belmont eqt. Intra oral camera, & Zoom. Mixed pt base. Mos. Cap ck is approx. \$1,000/mos. **PRICE REDUCTION**

**GLENDALE** - (4) op computerized G.P. (2) ops eqt'd, (2) plumbed not eqt'd. Free standing bldg location with exposure and visibility. Cash/Ins/PPO/Denti-Cal pts base. Annual Gross collect. approx \$140K p.t. **NEW**

**LOS ANGELES** - (5) op computerized G.P. and free standing bldg. for sale. (3) ops of new eqt. and (2) ops of older eqt. Cash/Ins/PPO/HMO patient base. Annual Gross Collections approx. \$300K. **NEW**

**LAWNDALE** - (6) op computerized G.P. (4) ops eqt'd. Located in a store front on a major blvd. w exposure/visibility and walk-ins. Cash/Ins/PPO/Denti-Cal. Gross collections - \$200K/yr p.t. Can do much more f.t.

**PASADENA** - (8) op computerized G.P. and free standing bldg. for sale. Located on a main blvd. Cash/Ins/PPO/Denti-Cal. pt. base. Gross collect \$750K/yr.

**POMONA** - (7) op G.P. & 1,500 sq. ft. free stand. bldg. Excellent exposure/visibility/signage. Gross Collect \$300K/yr. Cash/Ins/PPO and small amount of Denti-Cal. Seller retiring. **PRICE REDUCTION** **PENDING**

**WOODLAND HILLS** - (3) ops/(2) eqt'd. Computerized G.P. Strip ctr. location on a main blvd. w exposure/visibility/signage. New eqt. Newly opened. Cash/Ins/PPO/HMO pt. base. Includes approx. (100) charts (per Seller). Seller moving. **NEW**

**VALENCIA** - 1,200+ sq ft (3) op fully eqt'd Turnkey in a smaller shop ctr. Excellent exposure/visibility. Adec eqt. Also eqt'd with an intra oral camera system. (2) x-rays, & a pano. Expandable to (4) ops. Below market rental rate. **NEW**

**VALLEY VILLAGE** - (4) op computerized G.P. located in a free stand. bldg. Excell. exposure/visibility/signage & parking. Cash/Ins/PPO pt. base. Annual gross collect. \$440K-\$470K on 3 1/2 days/wk. Seller retiring. **NEW**

### MADERA COUNTY

**MADERA** - (8) op computerized G.P. (3) ops of new P&C Eqt. (2) add. Eqt'd ops & (3) add. plumbed ops. Central Nitrous, Digital x-rays, Dentrax s/w, zoom light, & intra oral. In a free stand bldg. Excellent exposure/visibility. Gross Collect - \$360K/yr on 3 days. Cash/Ins/PPO/HMO.

### RIVERSIDE COUNTY

**PALM DESERT** - (5) op turnkey office. (3) ops eqt. with two yr old A-Dec eqt. (2) add. plumbed ops. Includes furniture and eqt'd. No patients.

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

### ORANGE COUNTY

**IRVINE** - (5) op computerized G.P. (2) ops fully eqt'd/(3) plumbed not eqt'd. Digital x-rays. Cash/Ins/PPO. Gross Collect \$450K-\$500K/yr. **SOLD**

### SANTA BARBARA COUNTY

**SANTA BARBARA ORTHO PRACTICE & CONDO** - (3) op open bay Ortho office & light and bright office condo for sale. Computerized office. Pano/ Seph eqt'd. Annual Collections approx. \$360K/yr on a (2) day week. (7-9) new starts/mos. Low overhead/high net. Seller transition available.

### SAN BERNARDINO COUNTY

**ONTARIO** - (4) op computerized G.P. in a major shop. ctr. (3) ops eqt'd w new eqt. 4th op plumbed not eqt'd. Excell. exposure/visibility/signage. Cash/Ins/PPO/Denti-Cal pt. base. Excell. advertising campaign in place just kicking in. 2007 projected gross collect. \$360K-\$380K.

### SAN DIEGO COUNTY

**POWAY** - (3) op computerized G.P. in a freestanding bldg. in a shop ctr. Turnkey office (no charts) w brand new eqt including digital x-rays, Zoom light, computerized ops, intra oral camera system w docking stations, ADEC free standing steril system, etc. Includes an active phone # & yellow page ad. **REDUCED**

### SAN LUIS OBISPO COUNTY

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

**SAN LUIS OBISPO** - (3) op computerized G.P. in a garden style prof. bldg. Cash/Ins/PPO pt. base. Gross Collect \$375K-\$400K/yr. **NEW**

### VENTURA COUNTY

**THOUSAND OAKS #2** - (3) op computerized G.P. Cash/Ins/PPO. Digital x-rays, cerec, intra oral camera, Dentrax s/w, and new chairs. Projected 2007 Collections \$675K. **NEW**

**OXNARD #4** - (4) op fully eqt'd turnkey office. In a store front on a main St. w exposure/visibility/signage. Sale includes all eqt, leaseholds, furniture and rights to office lease, no pt. charts. **PENDING**

**OXNARD #5** - (3) op computerized G.P. Cash/Ins/PPO. Dentrax s/w, pano and intra oral camera eqt'd. Annual gross collect. \$440K-\$480K on a (4) day wk. Approx (24) new pts/mos. Seller moving. **NEW**

**VENTURA** - Computerized G.P. (2) ops + x-ray rm. Cash/Ins/PPO pt. base. Annual Gross Collect. \$175K on 2-2 1/2 days/wk. Very low overhead. **NEW**

### TULARE COUNTY

**SMALLER TOWN TULARE CTY (NEAR VISALIA)** - (4) op computerized G.P. and free standing bldg. for sale. Located on a main street. Limited competition. Cash/Ins/PPO and limited Denti-Cal. No HMO's. Projected 2007 Gross Collect of \$525K+. 15-20 new pts/mos. Seller retiring.

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**SALE SANTA BARBARA** 1570 sf/4 op, nice street facing 30 yr office. Cash/DentiCal-working 2 half-days/wk. Great potential. Moving, MAKE OFFER-Will Carry. 805-901-4610.

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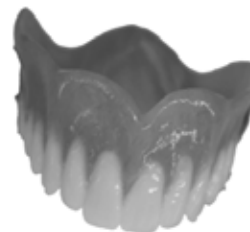
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**SAN DIEGO-LA MESA – GENERAL** Practice established 25+ years, situated in busy strip mall. Private/PPO. 4 Ops in approx 1100 sq. ft. Asking 580K.

**TORRANCE** – 3 Year NEW GENERAL Practice situated in s strip center along a major thoroughfare. ALL Fee-for-Service and PPO. 3 equipped Ops (plus 1 plumbed) in 1200 sq. ft. Laser included. Offered for 500k for quick sale!! **ACCEPTED OFFER**

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**SAN DIEGO-LEMON GROVE** – Long-established GENERAL Practice situated in free standing building along main street. Approx 1800 sq. ft. and contains 6 Ops. 2006 collections of 223K. Retiring owner asking ONLY 150K for quick sale!

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**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.

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# DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Bakersfield, Beverly Hills, Burbank, Escondido, Gardena, Lake Isabella, Los Alamitos, Los Angeles, North Hollywood, Palmdale, Reseda, Riverside, Santa Barbara, Van Nuys, and West Los Angeles. Call Lee Skarin and Associates at 818-991-6552, 805-373-5585, 562-592-5232, or 1-800-SKARIN #1.

**SANTA BARBARA FEE FOR SERVICE GENERAL PRACTICE FOR SALE:** Almost 40 years of goodwill with the same owner! Consistently collects over \$450,000/year with an average net income of \$180,000/year on 3 ½ days per week. Two days of hygiene per week. No evenings, no weekends, no advertising, no Denti-Cal and no PPO's. Seller refers all endo, all oral surgery, all perio, all ortho and most pedo. Three equipped operatories with a 4th that is plumbed but not equipped. Retiring. Asking \$375,000.

**LOS ALAMITOS STARTER PRACTICE FOR SALE:** Collects \$140,000 per year on 24 hours per week with no Denti-Cal, no capitation, no advertising, and no weekends. Seller refers all endo, all oral surgery, all perio and all ortho. 3 ops in a smaller professional building. Low overhead. Health issue forces sale. Very motivated. Make offer.

**BURBANK ORTHODONTIC PRACTICE FOR SALE:** Consistent collections in excess of \$300,000 per year on three days per week. Over 260 patients in bands with contract receivables in excess of \$300,000. 6-8 new patient starts per month. 3 chairs in a bay configuration. Low overhead. Asking \$200,000.

**NORTH HOLLYWOOD GENERAL PRACTICE FOR SALE:** Collects \$300,000 per year with a 44% net income. No marketing and no capitation. No evenings and no weekends. Three operator office is located in a one-story professional building. Lots of goodwill. Motivated Seller! Asking \$220,000. **SALE PENDING**

**GARDENA GENERAL PRACTICE FOR SALE:** Collects \$300,000/year on four days per week with two days of hygiene per week. No Denti-Cal, no capitation, no advertising, no evenings, no weekends and seller refers all molar endo, most oral surgery, all perio surgery and all ortho. 4 operator office located in a free-standing building. Must sell. Asking \$150,000. **SOLD**

**BAKERSFIELD GENERAL PRACTICE FOR SALE:** Collects \$525,000 per year on 27 hours per week with a net income of over \$250,000 per year. Located near the hospital, the practice has no Denti-Cal and does no advertising. No evenings, no weekends. Capitation payments are about \$1,500 per month. Five equipped operatories with a sixth operator that is plumbed but not equipped. Good potential for growth as Seller works just three days per week and still receives 44 new patients per month. Motivated Seller. Asking \$380,000. **MAKE OFFER!**

**RIVERSIDE FEE FOR SERVICE PRACTICE FOR SALE:** Long established fee for service general practice collects over \$935,000 per year on three days per week. The practice is located in a free standing building on a main street with good visibility. The building itself is exceptional and would qualify for Architectural Digest. The office has five equipped ops with digital x-rays, panoramic x-ray, waterlase, ZOOM 2, and chairside computer data ports. Six days of hygiene per week (2 hygienists every day). Seller refers all endo, all perio surgery, all oral surgery, all pedo, all ortho and all implant placement. Asking \$675,000 for the dental practice. Real estate can also be purchased for an additional \$900,000.

**KNOX-KEENE LICENSE FOR SALE:** Newly acquired Knox-Keene license is available for purchase. No enrollees and no liabilities. Owner has spent over \$1 million to acquire the license, but has had personal and family issues that prevent pursuing the potential. Asking \$600,000.

**GARDENA GENERAL PRACTICE FOR SALE:** Five day per week general practice with 6 equipped operatories collects \$450,000/year with no welfare, no capitation and no advertising. Free standing building. **MOTIVATED!** Asking \$225,000. **SALE PENDING**

**BEVERLY HILLS PRIVATE PRACTICE FOR SALE:** Long established practice collects over \$200,000 per year on three days per week with 1-2 days per week of hygiene. Seller shares the office with another general dentist – each owns and uses three operatories and the rent is shared equally. All insurance and cash patients. Asking \$145,000.

**PALMDALE DENTAL OFFICE FOR SALE:** No patients included. High visibility shopping center location on main boulevard with five equipped operatories including panoramic x-ray machine. Over 1,800 square feet with attractive lease terms. Seller has relocated to his own building nearby. Asking \$95,000.

**ESCONDIDO MANAGED CARE PRACTICE FOR SALE:** Five operatories in a free standing building. Cap checks of \$7,000/month and gross collections over \$900,000 per year on three days per week of general dentistry and six days per month of endo. Asking \$680,000 for the practice. Real estate can be purchased for an additional \$850,000.

**BAKERSFIELD FEE FOR SERVICE GENERAL PRACTICE FOR SALE:** Located in a small professional building, this long established practice collects over \$700,000 per year on four days per week with three days of hygiene per week. No welfare, no HMO, no PPO, no advertising, no evenings, and no weekends. Seller refers all endo, all surgery, all perio and all ortho. 3 ops of older equipment. Asking \$400,000. **SALE PENDING**

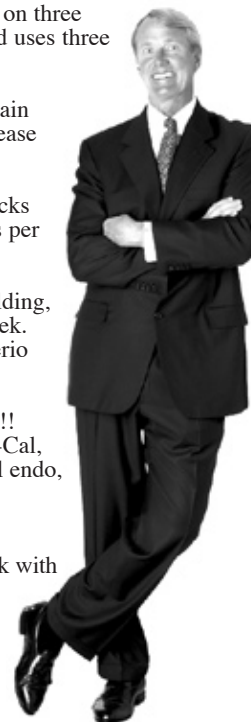
**LANCASTER FEE FOR SERVICE PRACTICE FOR SALE:** Forty-eight years of goodwill with the same owner!! Good opportunity at a low price. Seller works three days per week, no evenings, no weekends, no marketing, no Denti-Cal, no capitation, and tons of potential. Practice collects \$225,000 per year with two full days of hygiene. Seller refers all endo, all perio, all oral surgery, all dentures, all veneers and all ortho. More potential. Practice is located in a free standing building which can be leased for \$1,200 per month or purchased at fair market value. Asking \$120,000. **SOLD**

**SAN FERNANDO VALLEY ENDODONTIC PRACTICE FOR SALE:** Collects \$450,000/year on 4 days per week with over 40 years of goodwill in the San Fernando Valley. Strong net income and stable referral sources. Six operatories in centrally located professional building. **SALE PENDING**

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**OFFICE MANAGER NEEDED** for office in Mission Hills, Great pay and working environment. Please Call 818-894-6411.

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**PRACTICE FOR SALE** Central Coast. Private only patients. 7+ days of hygiene per week. Revenues exceed \$850k annually on part-time sched. Call Practice Sales & Appraisals (818) 999-9595 to arrange confidential showing.

**PRACTICE FOR SALE** #3080 - Glendale - Grossing \$200k+. 3 ops, 2 ops equipped. Hi visibility - Low O/H. Call Professional Practice Sales, Inc., (714) 832-0230.

**ENDODONTIST** Busy profitable Las Vegas Office needing Endodontist. Call (702) 892-9878.

**DENTAL ASSISTANT NEEDED** ASAP for dental office in Thousand Oaks. Great pay & hours. Call (805) 230-9212.

**TREATMENT COORDINATOR NEEDED** ASAP for Mission Hills office. Great pay and easy working environment. Call 818-894-6411.

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**CARLSBAD (SAN DIEGO)** No expense spared in this absolutely stunning nearly new office. All State-of-the-Art Equipment. Must see to appreciate. 5 Ops. 2,400 sq ft. Ken Rubin Practice Sales, Broker (619) 299-6161.

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# CURRENT LISTINGS

**CENTRAL ORANGE COUNTY** – Beautiful fee for service general practice located in professional building on main street. 2006 collections of \$856,421 with true net profit at 36.08%. 2007 profit very similar to 2006. This practice is all fee-for-service except for two PPO plans which make up about 15% of the practice. Asking price \$825,000. Seller has been in the same location for sixteen years and is retiring. **Accepting backup offers.**

**LOS ANGELES COUNTY** – Endodontic practice grossing over \$1,250,000 for sale. **Accepting backup offers.**

**NORTH SAN DIEGO COUNTY** – Newly remodeled all fee-for-service office grossing over \$900,000 per year for sale. The office is housed in a medical/dental building which is also for sale. Seller is retiring.

**TORRANCE** – Modern Dental office for lease, 3 plumbed ops. Lessee will need to supply equipment, perfect opportunity for a start up.

**SOUTH ORANGE COUNTY** – 1,170 sq. ft. 4 ops. private fee-for-service. Gross projected for 2007 at \$290,000. Asking \$325,000.

**More listings coming soon!**

**SELLERS:** Please call us to set up a complimentary consultation to discuss your goals in selling your practice.

**BUYERS:** Please fill out our confidential buyer's profile on our web site at [www.wiedermanps.com](http://www.wiedermanps.com). We are always looking for qualified buyers who are looking to buy practices.

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**CERAC 3D MILLING MACHINE GREAT CONDITION, \$55,000 OBO, LOCATED IN LOS ANGELES. 310-413-1733.**

**NEW PRACTICE** Caudill & Associates, (Victorville, Ca.) Can Purchase Practice and/or Building, 3 ops, 1,996 sq ft, part DDS and Balance can be lived in or Built-out more, Free Standing Building (converted Home, Freeway Visible, main Street frontage Great Property – Practice \$220,000 and Building \$755,000. Call (866) 513-2869.

**BIOLASE WATERLASE 2004** Excellent condition. Includes extra handpieces and tips. \$18,000. [hcaballero@hclaserdds.com](mailto:hcaballero@hclaserdds.com).

**PRACTICE FOR SALE** #3047-Korean G.P. - @ (101) and Vermont. Est. 30 plus years. Senior Seller refers out a lot. Full Price \$220,000. Call P.P.S. (714) 832-0230.

**BUYER LOOKING TO PURCHASE** DENTAL PRACTICE. Prefer 5-mile radius of E.L.A. or Down Town. Will pay best price. Avoid 10% commission. (310) 617-8525 or (310) 915-1817.

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**TRACY:** - For Sale - General Dentistry Practice. Gross Receipts 832K adjusted net income \$504K. 3 Operatories, Pano, Patient Base Software, Leased office space 1100 sq. ft. Practice in same location for 33 years. 22 new patients seen a month. Owner would be willing to come back 1-2 days a week.

**MADERA:** - For Sale - General Dentistry Practice. 2,500 sq. ft. owner occupied building. 7 equipped operatories, Laser, Intra-Oral camera, Dentrix Software, with 12 days of hygiene per week. 2006 gross receipts \$1,102,942 with adjusted net income of \$455K. Owner would like to sell and work back a couple of days a week. **Building also for sale.**

**LA COSTA:** - For Sale - General Dentistry Practice. Office currently open 5 days a wk. Twelve years in present upscale location. 2006 Gross Receipts 1.4 Million with an adjusted net income of \$507K 60% overhead. Office has 2,000 sq. ft. Dentrix Software, 7 treatment rooms, Intraoral Camera, Panorex, 5 hygiene days. Owner doctor to work an additional 3-years.

**LINDSAY/TULARE:** For Sale - General dentistry practice. Both Lindsay & Tulare practices are being sold together. Tulare: 4 ops., 1650 sq. ft., 1 hygiene day, 70% Medi-Cal, 5<sup>1/2</sup> years in same location. Lindsay: 5 ops., 3600 sq. ft., 1 hygiene day, 34% Medi-Cal, 6<sup>1/2</sup> years in same location. Combined Gross Receipts \$1.4 Million with 48% overhead. Adjusted net income \$745K. Both offices have intra-oral camera, and easy dental software. **Owner willing to consider selling buildings also.**

**TURLOCK:** For Sale - General dentistry practice. 2006 Gross receipts \$530,409. Located with in walking distance from newly renovated downtown. 5 operatories in 1,512 sq ft, intra-oral camera, endo rotary, easy dental software. Practice has been in its present location for the past 9 years. Owner may be willing to sell building also. Owner relocating.

**REDDING:** For Sale - General Dentistry Practice. Office space is 1,950 sq ft with 5 ops, Eagle soft software, 5 hygiene day. 2006 Gross Receipts 593K, with adjusted net income of \$241K. Owner doctor to retire.

**RIO DELL:** For Sale - General Dentistry Practice. A wonderful opportunity for buyer looking to advance their implant skills. 1,300 Sq. ft., 2 equipped operatories, Intra oral camera, and Panorex. 2006 Gross Receipts \$498K with adjusted net income of \$211K. Seller is owner and founder of Pacific Implant Inc. and is a noted Implantologist, Author, and Lecturer. Owner will stay to train buyer in implant techniques.

**GOLETA/SANTA BARBARA:** For Sale: General Dentistry Practice. High quality area. Practice has been located in its present location for the past 37 years. The office occupies 900 sq. ft., 3 fully equipped ops, Panorex, digital x-ray, Dentrix software. 2006 gross receipts 400K, adjusted net income of \$164K. Owner retiring.

**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.

**WEST SAN FERNANDO VALLEY:** For Sale - General Dentistry Practice. Established practice has been in its present location for the past 45 years. Approx. 1500 active patients, 5 1/2 days of hygiene. Leased office space 2,000 sq. ft. 6 equipped operatories. Owner is retiring.

**ROSEVILLE:** For Sale - General Dentistry Practice. This 2400 sq. ft. office comes with 6 operatories, Cerac, Intra-Oral Camera's, Dentrix software, and 12 days of hygiene. 2006 gross receipts \$1,843,499.00. Owner is looking for assoc. buy-in or buy-out within 2 yrs.

**PORTERVILLE:** - For Sale patient base to a practice in town. There are no Medi-cal patients in the practice. The total sale price is \$125K for approximatley 400 active patients. Active patients are defined here as the number of individual patients seen in the last two years. The patient base also includes patient charts dating back seven years. Owner retiring.

**RIALTO:** - For Sale - General Dentistry Practice. Priced for immediate sale. 900 Sq. Ft. 3 operatories in a busy shopping center.

**SACRAMENTO:** - For Sale - General Dentistry Practice. 2006 Gross Receipts \$325K. Practice has been in the same location for the past 32 years. This office has 4 operatories, intra-oral camera, and Dentsoft software in 950 sq. ft. Located in large office complex, Owner is retiring.



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**SHERMAN OAKS:** For Sale - General dentistry practice. High end facility fully equipped with intraoral camera, Panorex, 8 ops., Practice Works software. Non amalgam philosophy, currently open 5 days a week. 2006 Gross Receipts \$854K adjusted net income of \$267K. Building also for SALE- 3,000 sq. ft. Practice has been in its current location for the past 5 years. Owner doctor to retire.

**WESTLAKE:** - For Sale - General Dentistry Practice in affluent master planned community. Practice has 6 ops, 1800 sq. ft. One hygiene day a week seeing 8-10 patients. Dentrix software, 3 intra-oral cameras, digital pano x-ray. There is an abundance of parking. Practice has been in same locaion for the past 24 years. Owner to retire.

**LAKE TAHOE:** - SALE - ASSOCIATESHIP-PARTNERSHIP. Seller owns outstanding GP practice in S. Lake Tahoe area and a satellite practice in Carnelian Bay. The Carnelian Bay practice has 4 ops. Equipment is like new. Seller is offering associateship 2 days a week in Carnelian Bay only, or purchase of Canrelian Bay practice for only \$140K or associate to work in both Carnelian Bay and S. Lake Tahoe. Call for details. Great opportunity to live and work in Lake Tahoe.

**HILMAR:** For Sale - General dentistry practice. 2006 gross receipts \$214K one day a week as a satellite practice. Adjusted net income of \$110K with an overhead of 48%. 2 hygiene days. 2 1/2 operatories in 1000 sq ft. Equipped with Intra-oral camera, 2 new Pelton & Crane delivery units and chairs. Office reently remodeled. Free standing building on a main throughfare.

**HAYWARD:** For Sale - Multi-Speciality Dental Practice. Practice has been in its present location since 1965. There are nine operatories with Digital X-rays, Intraoral camera, Panoramic X-ray unit. 2006 Gross Receipts were one million three hundred thousand with an adjusted net income of \$562K. There are PPO's but no Medi-Cal patients. Building is also for sale if buyer is interested.

**FRESNO:** - For Sale - General Dentistry Practice. 2006 Gross Receipts \$777,336 with an adjusted net income of \$278K. This is a PPO/HMO practice. There is 2000 sq. ft. of office space with 5 equipped operatories. There is room to expand into a 6th operatory. Panolypse machine, Easy Dental software. 4 days of hygiene. Practice located on the corner of a main thoroughfare.

**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.

**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 says per 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.

**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.

**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.

**MODESTO:** For Sale- General Dentistry Practice. This excellent practice has 2006 gros receipts \$1,459,769 with an adjusted net income of \$533,598. There are 11 days of hygiene, one operator, 1,900 sq. ft. office space. The office has been in its present location of 30 years and most of its employees have been with the practice long term. Owner is retiring.

**SANTA CRUZ CO.:** - For Sale - General Dentistry Practice. This office consist of 2,500 sq. ft. and seven fully equipped operatories. The views out each of the doctor's treatment room are beautiful and provide a relaxing atmosphere for both the patients and staff. There is room for expansion by equipping two additional operatories. There are intra-oral cameras, electric handpieces, and a panoramic x-ray machine. There are 10 hygiene days available per wk. Datacon software. 2005 Gross receipts were \$1,265,00 with a \$503,000 adjusted net income.

**CARLSBAD:** - For Sale - General Dentistry Practice. 1403 sq. ft. with 6 ops in a highly desirable area. There are 4 days of hygiene per week. Gross receipts were 247K for 2005. Practice has been in its present location for 24 years. Molar Endo, Implants, referred out.

**LOS BANOS:** - Building for sale. Ideal for a 3 op 1000 sq. ft. start up practice or satellite practice. All leaseholds in place. Existing dentist purchased practice several years ago and has done so well that doctor has built and owns new building in new location and is moving in November.

**VENTURA:** - For Sale - General Dentistry Practice. 2005 Gross Receipts 976,965 with adjusted net income of \$382,576. Located in large shopping center. Office space is 1.350 sq ft it has 4 operatories, Kodak Softdent software, intra-oral camera, Panorex and five hygiene days.

**DINUBA:** - For Sale - General Dentistry Practice. Fully equipped office space. This 1,400 sq. ft. 3 operatory office has been in its present location for 40 years. 2005 receipts \$275K. Intraoral camera, Pano, and Softrix software. Owner is retiring.

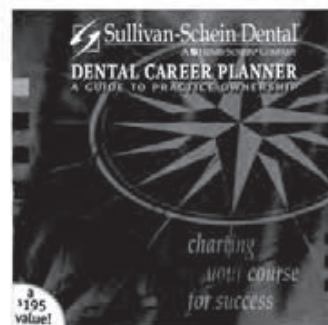
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# Healthy Smiles for Kids of Orange County



## *Give the Gift of a Healthy Smile*

***One out of three Kindergarten children in Orange County has untreated tooth decay, a higher rate than statewide or nationally.***

Healthy Smiles for Kids takes a multi-faceted, county-wide approach to improving children's oral health. Programs include The Tooth Fairy Learning Center, Seals on Wheels—a School Based Sealant Program, Referral Service (SMILELINEOC), Sliding Fee Scale Specialty Pediatric Dental Services, Sedation Services, Professional Education, USC/CHOC/Healthy Smiles Advanced Pediatric Dentistry Residency and the SmileMobile Treatment Unit.

Last year Healthy Smiles for Kids of Orange County:

- ☆ Provided sealants for over 3,060 at-risk children – at their schools.
- ☆ Completed treatment plans for 1,070 uninsured and low-income children, including 97 children treated under IV sedation.
- ☆ Helped train over 550 medical providers to integrate oral health into their primary practice.
- ☆ Educated over 35,000 children in schools about prevention of caries.
- ☆ Expanded the USC Pediatric Dental Residency Program.



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# EVERY SMILE MATTERS!



**Celebrate National Children’s Oral Health Month this February.**

## “Your Smile Matters: An Evening Honoring Leaders in Oral Health”

Wednesday, February 27<sup>th</sup> at 6:00 p.m. at the Discovery Science Center in Santa Ana, CA.  
 2008 Leadership in Children’s Oral Health Awards will be presented to:

- ☆ **Dr. Wando Claro**, *The Richard P. Mungo D.D.S. Award*
- ☆ **Dorothy Andrews**
- ☆ **3M ESPE**



## “Your Smile Matters”Leaders in Oral Health Event – February 27, 2008

Benefiting USC/CHOC/Healthy Smiles Pediatric Dentistry Residency Program

Tickets \$75 x \_\_\_\_\_ = \$ \_\_\_\_\_

Sponsorship: \_\_\_\_\_ \$500 \_\_\_\_\_ \$1,250 \_\_\_\_\_ \$2,500 \_\_\_\_\_ \$2,500 \_\_\_\_\_ \$5,000 \_\_\_\_\_ \$10,000 \_\_\_\_\_ \$25,000

All proceeds from the event will benefit the USC/CHOC/Healthy Smiles Pediatric Dentistry Residency Program, now in its second year of serving the Orange County community. The **MouthPower®** traveling exhibition from the National Museum of Dentistry will be on display.

To sponsor, attend, or get more information, visit: [www.healthysmilesOC.org](http://www.healthysmilesOC.org)

## Help us Give More Children a Reason to Smile in 2008

I wish to contribute \_\_\_\_\_ \$20 \_\_\_\_\_ \$50 \_\_\_\_\_ \$100 \_\_\_\_\_ \$200 \_\_\_\_\_ \$500 \_\_\_\_\_ \$1,000 \$ \_\_\_\_\_

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Checks payable to Healthy Smiles for Kids of Orange County.  
 Return Donation Form to: 10602 Chapman Ave., Ste 200; Garden Grove, CA 92840  
 or make a secure donation online at [www.healthysmilesOC.org](http://www.healthysmilesOC.org)  
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#### SOUTH ORANGE COUNTY, CALIFORNIA

Three operatory general dental practice located in a medical plaza with great visibility. Practice enjoys 30+ years of goodwill. Collections in 2006 over \$451k.

#### ORANGE COUNTY, CALIFORNIA

Stunning seven operatory (6 equipped) general dental practice located in a highly desirable medical/dental building. The practice enjoys state-of-the-art equipment, extra large operatories, and a solid hygiene flow. Collections in 2006 exceeded \$634,000.

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Start-up dental practice opportunity. Four operatory general dental practice established one year. The current dentist works in the practice one day per week. Great growth potential!

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Five operatory general dental practice in a beautiful professional building conveniently located near a popular shopping center. Very high producing practice with collections exceeding \$1.5 million.

#### NORTH SANTA BARBARA COUNTY, CALIFORNIA

Three operatory (2 equipped) general dental practice located in a medical complex. Well established practice in a growing area. Collections exceeded \$425,000 on three doctor days per week.

#### SAN DIEGO NORTH COUNTY COASTAL AREA

Five operatory **SOLD** dental practice in a highly desirable area. Collections over \$638,000.

#### MONTEREY COUNTY, CALIFORNIA

Efficiently designed 3 operatory office with a convenient location and great accessibility. Enjoys 35 years of goodwill. Collections exceeded \$340,000.

#### CALIFORNIA CENTRAL COAST

Four operatory general dental practice located in the heart of California's Central Coast. This well established practice **SOLD** long term dedicated staff and 40+ years of goodwill. Collections in 2006 exceeded \$324,000 on 3 1/2 doctor days per week.

#### LOS ANGELES, CALIFORNIA

Well established **SOLD** dental practice located in a medical building. Paperless office with digital X-rays.

#### NORTHERN CENTRAL COAST, CALIFORNIA

Well established, 3 operatory general dental practice located in a popular medical complex. Collections in 2006 exceeded \$619,000.

#### SOUTH ORANGE COUNTY, CALIFORNIA

**(Facility Only)** Four operatory (3 equipped) 1,100 sq. ft. facility with a highly visible strip mall location.

#### NORTHERN CALIFORNIA COAST

Well established, 5 operatory general dental practice located in a high traffic area. Long-term, dedicated staff and loyal patient base. Collections \$780,000+.

#### NORTH HOLLYWOOD, CALIFORNIA

Three operatory GP is conveniently situated in a busy shopping center. Collections exceeded \$456,000.

#### NATIONWIDE LISTINGS

#### LAS VEGAS, NEVADA - NEW LISTING!

Well established, nine operatory general dental practice located in a professional complex on a very busy street. Great office environment, long term, dedicated staff, loyal patient base, and more than 37 years of goodwill. Collections exceeded \$837,000.

#### OKLAHOMA CITY, OKLAHOMA

With a prime location in a popular stripmall, this beautiful, state-of-the-art general dental practice enjoys great visibility in a high traffic area. Digital and paperless office with a TV/DVD in each of the five operatories. Collections in 2006 exceeded \$734,000.

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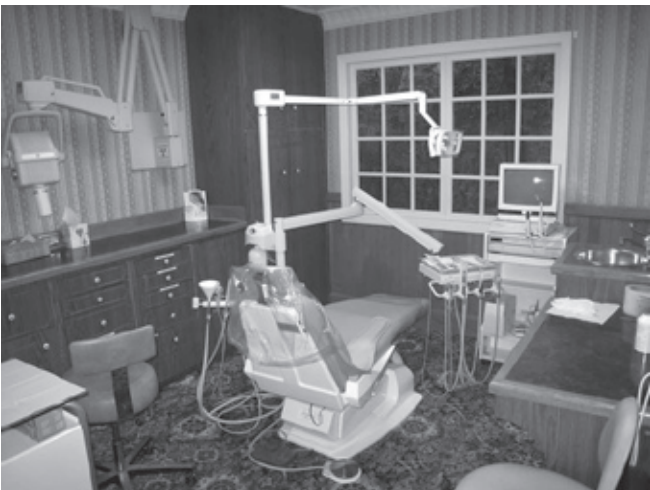
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**HACIENDA HEIGHTS** – 4 eq. ops. in a 1,500 sq. ft. suite. Computerized office with Intra Oral camera. Income stream is 74% insurance 25% cash and 1% capitation practice. Seller is working 3 days a week. Projecting \$351,176 for 2007.

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**ARCADIA** – 4 eq. ops., 2 plumbed, not equipped, 1,669 sq. ft. office in single story, medical-dental complex with large rear parking. Easy access to freeway. 57% insur. (15-20 PPO's), 20% cash & 23% capitation (approx. \$5,000/month, 10 plans). Equip. is approx. 3 ½ yrs. new. Projecting approx. \$235,800 for 2007. **BUYER'S NET OF \$48,668.**

**HACIENDA HEIGHTS** – 4 eq. ops. in a 1,500 sq. ft. suite. Computerized office with Intra Oral camera. Income stream is 74% insurance 25% cash and 1% capitation practice. Seller is working 3 days a week. Projecting \$351,176 for 2007.

**INGLEWOOD** – 5 eq. ops, approx. 1,400 sq. ft. suite located in a strip shopping plaza. Computerized office with an Intra-oral camera. Equipment is 5 yrs old. Seller is working 5 days a week seeing 80-90 new patients a month. Projecting approx. \$640,000 for 2007. **BUYER'S NET OF \$170,954.**

**VALENCIA** – 3 eq. ops., 1,200 sq. ft suite, single story building located in a busy shopping center. 9 ½ years of Goodwill. Seller works 5 days/week. 70% PPO and 25% Cash. Projecting approx. \$560,441 for 2007. **BUYER'S NET OF \$162,306.**

## ORANGE COUNTY

**ANAHEIM** – 4 eq. ops., 1,200 sq. ft. office located in strip retail center near freeway. Reasonable rent. Newly remodeled with digital x-ray & computerized ops. TURN-KEY office; Seller will pay 1st 3/mon. of Buyer's rent at current rate for full price offer of \$225,000.

**COSTA MESA** – 3 eq. ops. in a 1,000 sq. ft. office in a shopping center. 27 years of goodwill, newly remodeled. 45% insurance, 40% cash, 15% medical. Includes computer, digital x-ray and intra-oral camera. Projecting approx. \$457,040 for 2007. **BUYER'S NET OF \$97,665.**

**GARDEN GROVE** – 3 eq. ops., 1,260 sq. ft. shopping center location. Approx. 30 new patients/month. 4½ day/week practice. 37% insurance, 50% cash, 13% medi-cal. Projecting approx. \$332,801 for 2007. **BUYER'S NET OF \$125,732.**

**GARDEN GROVE** – 4 eq. ops., 1,100 sq. ft suite located in a multi story medical/dental building. Good location. 45 years of Goodwill. 80% insurance and 20% cash. Projecting approx. \$354,849 for 2007. **BUYER'S NET OF \$131,384.**

**IRVINE** – 3 eq. ops., 1 plumbed, not equipped op., approx. 1,160 sq. ft. office in busy, strip, retail center near Irvine Spectrum. 1 yr old equip; Great starter location; lots of foot traffic Mon – Fri. Leasehold Improvements and Equipment only! Executive location.

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

**LA HABRA** – 3 eq. ops., 2 plumbed/not equipped; 1,500 sq. ft. office located in strip shopping center. 78% insur., 20% cash, 2% capitation practice estab. 2004. Sellers work 2 days/wk. 8-10 PPO's, Capitation income is approx. \$500/month from 3 plans. Turn-Key office.

**LAGUNA BEACH** – 3 eq. ops. in a 1,400 sq. ft. suite located in a single story, free standing bldg. Located on PCH, near the beach. Ample off street parking. 57 years of Goodwill. Computerized office w/ Intra Oral camera. 65% insurance, 30% cash & 5% cap. Assignable PPO plans. Seller is working 2 dys/wk w/ an Assoc. working 2 dys/wk. Projecting approx. \$372,147 for 2007. **BUYER'S NET OF \$110,129.**

**LAGUNA HILLS** – 2 eq. ops., 1,107 sq. ft. office in prominent medical-dental building. 2-3 yr. old equip. 3 ½ day/wk practice projecting approx. \$361,247 for 2007. **BUYER'S NET OF \$134,310.**

**LAGUNA HILLS** – 2 eq. ops., 800 sq. ft. office with one year old equip. Located in free-standing bldg. in shopping plaza. Close to area high school. Great starter location. Can't replace for the price.

**LAGUNA HILLS** – 4 eq. ops., 1,300 sq. ft. office located on a ground floor in a two story medical/dental building. Equipment 1 year and older. Seller works 4 ½ days/wk. 32 years of Goodwill. Projecting approx. \$520,196 for 2007. **BUYER'S NET OF \$148,790.**

**RANCHO SANTA MARGARITA** – Leasehold Improvements & Equipment Only! 5 fully ep. ops. and 5 plumbed not eq., in a 2,800 sq. ft. office. Located in a busy shopping center. Great Location. Great exposure. Great opportunity for startup.

**SAN CLEMENTE** – 4 eq. ops., 1,500 sq. ft., office located in medical/dental building. 60% insurance, 40% cash practice, only 4 PPO's 22 years of goodwill. Seller works 4 days/wk. with 6 days/wk. of hygiene. Projecting approx. \$797,100 combined income. **BUYER'S NET OF \$232,826.**

**SAN CLEMENTE – PRACTICE & DENTAL BUILDING!** 3 eq. ops., 1,100 sq. ft. dental office with additional, approx. 900 sq. ft. avail. for apt./rental. 100% patient referral office; 80% insur. & 20% cash practice. 40+ years of goodwill. Refers oral surg., perio & dentures. Projecting approx. \$169,714 for 2007. Walking distance to Del Mar retail area.

### RIVERSIDE & SAN BERNARDINO COUNTIES

**APPLE VALLEY GP** – 3 eq. ops., 1,200 sq. ft. office located in free-standing building with 2 suites. Building available with practice. 70% insur., 30% cash practice w/3-5 PPO's. Seller retiring, works 3 days/wk. Projecting approx. \$448,942 for 2007. **BUYER'S NET OF \$128,752.**

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



Tina Ochoa, V.P.



# CALIFORNIA

Specializing in the Selling

**CORONA** – 13 eq. ops., 5,200 sq. ft. office with street visibility. 1 – 7 yr. old equip., 63% insur. (5-6 PPO's), 25% cash, & 12% denti-cal (5 plans). 120 new patients/month. Seller works 3 days/wk., total 8 GP days/wk with 2 hyg. days/wk. Pedo 3 days/month. Projecting \$1,649,359 for 2007. **BUYER'S NET OF \$345,102.**

**PALM DESERT** – 4 eq. ops., in a 1,550 sq. ft. suite located in a one story shopping center. 3 year old equipment. Computerized suite with Intra Oral Camera & Digital X-ray. 40% insurance and 60% cash. Average 20-21 new patients/month. Projecting approx. \$800,154 for 2007. **BUYER'S NET OF \$192,390.**

**RANCHO CUCAMONGA** – 3 eq. ops. in 1,100 sq. ft. suite located in a shopping center. Area is rapidly growing. Turn Key Office. Computerized suite with Intra Oral Camera & Digital X-ray. Seller recently added 4 CAP plans. Equipment is approx. 1 yr old. Projecting approx. \$320,454 for 2007.

**TEMECULA** – 3 eq. ops., 1,400 sq. ft. office located in three story medical/dental bldg., 6 yr. old equip./digital x-rays. Lease does not have annual increases. 90% insur., 10% cash practice with 20 -24 new patients/month. 4 day/wk practice with 3 days/wk of hygiene. Projecting approx. \$578,323 for 2007. **BUYERS' NET OF \$104,092.**

**TEMECULA** – 4 chair office, (2 ops and 2 chairs in open bay), 1,306 sq. ft. office in two story, medical / dental building. 74% insurance, 24% cash, 1% medi-cal and 1% cap. office. Averages 20 -25 new patients/month. Seller works 1 - 3 days/wk. has second office in Orange County. Projecting approx. \$485,632 for 2007. **BUYER'S NET OF \$189,524.**

**TEMECULA** – 4 eq. ops., 1,500 sq. ft. office. Located in a three story professional building. Good Location. Great view of mountains from back opertory. 3-4 year old equipment. Leasehold Improvements & Equipment only!

**UPLAND GP** – 4 eq. ops., 1,600 sq. ft. designer office located on first floor of two story, prestigious medical/dental building. Long term lease. Seller semi- retiring. Refers all endo & oral surgery. Estab. Approx. 14 years. Projecting approx. \$240,894 on 3 days/week. Replacement Value Price.

## SAN DIEGO COUNTY

**CHULA VISTA** – 6 eq. ops. in a 2,400 sq. ft. suite. Computerized office with Intra Oral camera & Digital X-ray. 15 years of goodwill. Seller is working 3 days a week. Income stream is 60% insurance and 40% cash. Projecting approx. \$1,006,736 for 2007. **BUYERS NET OF \$262,628.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

**ENCINITAS – COSMETIC/SPA PRACTICE.** 4 eq. ops., 2,250 sq. ft. office located in two-story medical/dental building. 2 yr. old equip., digital x-rays. 100% cash practice with approx. 15 new pat./month. 3 day/wk practice. Seller places and restores implants! Projecting approx. \$999,260 for 2007. **BUYER'S NET OF \$387,459.**

**ESCONDIDO** – 5 eq. ops. in a 2,200 sq. ft. suite located in a free standing building, corner location. Computerized office with a Intra Oral camera. Seller is working 1 day a week with an associate working 1 day. Income stream is 48% cash 40% insurance 12% capitation practice. Good location and upside potential. Projecting approx. \$606,614 for 2007.

**LA MESA** – 2 eq. ops., w/x-ray room w/panor., 2,200 sq. ft. office in strip shopping center. 50% insur., 50% cash practice. Seller works 2 days/wk, staff is in 3 ½ days/wk. Seller at this location since 1986. Priced to sell at \$125,000.

### SPECIALTY PRACTICES

**GRANADA HILLS ORTHO** – 4 chairs in an open bay with 2 plumbed-not equipped ops; approx. 1,300 sq. ft. office located in a professional triplex. Bldg not for sale. 90% patient referral practice with 50% insurance & 50% cash. 200 – 225 phase II patients. 4 -5 new starts/month. 20 yr. old equip. 44 years of goodwill. Collections: approx. \$359,802 (2005); \$331,269 (2006); projecting approx. \$312,109 for 2007. **BUYER'S NET OF \$116,712. Seller will complete ortho cases if a GP or other specialist purchases office!**

**LAKE FOREST ORTHO** – 2 eq. ops., 2 chairs in open bay, approx. 1,190 sq. ft. office with additional 490 sq. ft. of storage. 10-15 new starts/month. Seller sees patients 3 day/wk. 50% insur. & 50% cash practice. Collections: approx. \$467,594 (2005); \$492,835 (2006); projecting \$498,064 for 2007. **BUYER'S NET OF \$182,784.**

**WEB SITE: [WWW.CALPRACTICESALES.COM](http://WWW.CALPRACTICESALES.COM)**

**DIRECT E-MAIL ADDRESS TO BROKER/AGENTS**

Alice King- [aking@calpracticesales.com](mailto:aking@calpracticesales.com)  
 Greg Beamer- [gbeamer@calpracticesales.com](mailto:gbeamer@calpracticesales.com)  
 Tina Ochoa- [tochoa@calpracticesales.com](mailto:tochoa@calpracticesales.com)  
 Maria Silva- [msilva@calpracticesales.com](mailto:msilva@calpracticesales.com)

John W. Knipf (Neff), President

Also serving you: Alice C. King, V.P., Tina Ochoa, V.P., Greg Beamer, V.P. & Maria Silva, V.P.

*Serving California Since 1974*

Please note: If you would like a full summary of information on any of the practices listed, or to speak with an agent, please call us at (714) 639-2775 or outside (714) area, call (800) 697-5656.

All the above information is from sources deemed reliable but not guaranteed by agents. Information is subject to price changes, corrections, error, omission, prior sale and withdrawal.

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Toz Bottle

Strawberry A-00001 Cherry A-00002  
Mint A-00003 Bubble Gum A-00004  
Pina Colada A-00005 Grape A-00006  
Raspberry A-00008 Mango A-00009

EACH .....\$4.95  
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TRIPLE - 99gm Powder, 36ml Liquid, Mixing Pads  
37231

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76gm Powder, 9ml Liquid, & Accessories

3505  
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Intro kit

7510  
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NET COST\* .....\$109.96 EA.

### Maxcem KERR



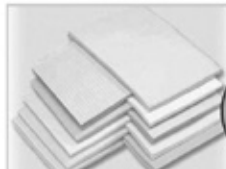
**BUY 4 GET 1 FREE!**

REFILL - 2/Pk

Clear	32857	White	32858
White/Opaque	32859	Yellow	32860
Brown	32860		

EACH .....\$71.95  
NET COST\* .....\$57.60 EA.

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**BUY 5 GET 1 FREE!**

500/Bx Dusty rose only  
MED-8286

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**BUY 7 GET 3 FREE!**

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31513

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634352

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COMPULES - 20/Pk A shades only  
EACH .....\$62.50  
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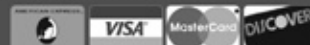
5gm Syringe or 20 Unidose  
29797-29850

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Coarse 1981C Fine 1981F  
Medium 1981M Superfine 1981SF  
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Coarse 1982C Fine 1982F  
Medium 1982M Superfine 1982SF  
XT POP-ON DISCS 3/8" - 85/PK  
Coarse 2381C Fine 2381F  
Medium 2381M Superfine 2381SF  
XT POP-ON DISCS 1/2" - 85/PK  
Coarse 2382C Fine 2382F  
Medium 2382M Superfine 2382SF  
POP-ON DISCS 5/8" - 100/PK  
Coarse 1958C Fine 1958F  
Medium 1958M Superfine 1958SF  
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Small, 100 Tips  
Yellow - 4.2mm IM-00204 Clear - 6.5mm IM-00205  
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**BUY 4 GET 1 FREE!**

Small 100 - 48/PK  
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Green - 6.5mm IM-00202 Purple - 7.5mm IM-00203  
EACH .....\$24.95  
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Standard Package - 2 x 300ml Base & 2 x 66ml Catalyst  
ESP-31644  
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**Impregum Penta Soft** 3M-ESPE



**BUY 3 GET 1 FREE!**

Standard Package  
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**Impregum F** 3M-ESPE



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DOUBLE PACK - 2 x 120ml Base & 2 15ml Catalyst  
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6 Envelopes of 2  
UPJ-39604  
EACH .....\$52.95  
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00948  
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DF-58 #2 Poly 150/Box 1658194  
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## WESTERN PRACTICE SALES

John M. Cahill Associates

### BAY AREA

**A-494 MILL VALLEY** - Newly listed, 3 op office w/approx 900 sf. **\$175k**

**A-543 SAN FRANCISCO** - Bordering Chinatown by Union Square, remarkable FFS, family oriented practice now available. 3 ops w/ 1000 sf. **Price Reduced to only \$199k!**

**A-5581 SAN FRANCISCO** - Beautiful corner Suite - Facility only (no patients) - on 25th floor w/ great accessibility. 4 ops in 990 sf. **\$300k**

**NEW! A-628 SAN FRANCISCO** - Solid, Well Established, Fee For Service Practice in mixed Residential/Commercial Neighborhood. 1,000 sf, 2 fully equipped ops serving 8-10 patients daily. Very reasonable lease & gross receipts in excess of \$252k annually. **Priced at only \$140k**

**NEW! A-630 SAN FRANCISCO** - Easy access from I-280 & Hwy 101. 14 yrs goodwill in this bright, well appointed practice. 640 sf, 3 ops along with nearly 400 sf of storage! Only minutes from Monster Park and Pac Bell Stadium. **\$320k**

**B-563 HAYWARD** - GP, 3ops, 950 sf, 8-10 patients per day on a relaxed work schedule. Downtown w/close access to public transportation. Call for more information! **\$195k**

**B-6061 CTRL CONTRA COSTA CO** - Well Respected, family oriented w/generations of goodwill! Attractive 2 story bldg in heart of town. Approx 1200 sf, 3 ops. Partial interest in Real Property also available \$335k /Practice: **\$380k**

**B-6111 CONCORD** - GP and Cosmetic dentistry is the focus in this exceptional practice. 22 yrs of goodwill, 1500 sf, 2 ops, plumbed for 1 add'l. Located in well maintained dental/medical professional building. **\$180k**

**B-5931 HAYWARD** - Pediatric/GP offers gentle family care for all ages! Seller relocating from this well maintained 4 story medical prof. building. 1050 sf & 3 ops. **\$275k**

**B-624 CONCORD** - State of the art digital equipment, loyal patient base, & dynamic website marketing in this quality family oriented practice. ~ 890 sf w/2 fully equipped ops & plumbed for 1 add'l op. Priced to sell **\$140k**

**NEW! B-6201 LAMORINDA** - Quality, GP in highly desirable location. Wonderful, well established patient base. Well maintained Med/Dent Bldg. 1310 sf 5 ops. **\$950k**

**C-537 EAST BAY** - GP, 3400 sf w/7 fully equipped ops. 30 yrs of goodwill in this historic downtown area. **\$950k**

### BAY AREA CONT.

**C-5741 SANTA ROSA/FACILITY** - Located on Hwy 12, this converted Victorian home has many amenities. Highly visible w/ easy access offering 1177 sf, 3 ops, fireplace in reception area & great charm. Call for details.

**NEW! C-629 VACAVILLE** - Centrally located between SF & SAC w/close proximity to Napa & Tahoe! Office located in attractive single story Professional Bldg. 1436 sf. 3 ops **\$200k**

**C-5731 SANTA ROSA/FACILITY** - Rincon Valley area. Single story, mixed prof bldg. 1200 sf, 4 ops. Ready to move in. Call for details!

**D-474 LOS ALTOS** - Facility/asset sale. 2100 sf 6 ops. **Reduced to only \$48,500**

**D-5831 SAN JOSE** - GP, 30 yrs Goodwill, 1280 sf, 3.5 ops, **Call for details!**

**D-581 MONTEREY** - GP, 3 ops in attractive Prof. Bldg. Close to Beach/Wharf. Insured/Private Pay/ PPO Patient Base **REDUCED \$220k**

**D-588 MORGAN HILL** - Upscale Community. Facility in Excellent Condition. 1638 sf & 4 ops. Call for full list of equipment and details! Only Asking **\$125k**

**D-613 SUNNYVALE** - Bread and Butter practice. Nearly 20 yrs goodwill, 20 new pats mo. 1050 sf, 4 ops, busy intersection. **\$265k**

**D-616 LIVERMORE** - Busy bustling commercial neighborhood. ~ 1000 sf w/ 3 ops. Call for more information **\$360k**

**D-6141 PENINSULA/SOUTH BAY** Quality Service, Exc. Reputation, Desirable Location! FFS, GP w/ 30 yrs goodwill. 900 sf, 4 ops. **\$425k**

**D-592 SAN JOSE** - Over 11 yrs goodwill. Seller relocating! Light work week still produces over \$670k annually. Easy access to 101 & 680. Spacious 2480 sq ft office w/ 4 ops. **\$475k**

**NEW! D-618 SAN JOSE** -Quality, FFS practice, well maintained Medical Prof. Bldg. in desirable Willow Glen neighborhood. 5 ops in Spacious 1410 sf office. Call for full details! **\$721k**

### NORTHERN CALIFORNIA

**E-523 PLACERVILLE - FACILITY ONLY** - GP, Stunning Modern Office, Excellent Location, 4 ops. Price Reduced **\$69k**

**E-532 AUBURN** - GP, long established practice in beautiful foothills. Close to Sacramento. 3 fully equipped ops, 1100 sf. Close to major roadways. Seller Retiring **\$125k**

**E-525 SACRAMENTO** - Long estab. GP in Health Prof. Bldg near busy intersection. 1500 sf w/ 4 fully equipped ops. **\$300k**

### NORTHERN CALIFORNIA CONT.

**E-540 SACRAMENTO** - GP in heart of city - not far from Sutter's Fort. 2 story prof. bldg. 1000 sf w/4ops. Family oriented w/reliable patient base. Tons of Potential **\$160k**

**E-550 SACRAMENTO** - GP in medical professional bldg with potential for growth. 2 ops in 820 sf office. **REDUCED TO ONLY \$95K**

**E-571 SACRAMENTO** - Highly desirable area, pulling from affluent areas. 2400 sf w/5 ops & ample parking. '06 coll. exceed \$820k! **\$550k**

**E-582 ROSEVILLE** - FFS in heart of Roseville. 1350 sf, 4 ops, busy intersection, prof. bldg. CEREC 3 unit & Gross receipts exceeding \$617k annually. **\$445k**

**E-595 GREATER SACRAMENTO** - FFS GP. Great neighborhood. Attractive Prof. Brick Bldg. Well respected. Offers 1370sf & 4ops. **\$215k**

**WOW! E-600 LINCOLN** - Quality preventative practice w/ huge opportunity for growth! 1600 sf, 2 ops, plumbed for 2 add'l. Heart of Downtown. Phenomenal location has attracted over 700 new patients in past 2 yrs!! Would cost over \$300k to duplicate! Final Price Reduction! **Only \$195k**

**E-615 SACRAMENTO** - Quality FFS practice in open busy retail shopping center. Exc visibility on bustling intersection! 980 sf, 3 ops. Gross Receipts over \$300k annually. **\$150k**

**E-617 PLACERVILLE** - Great visibility in a community that has it all! 1300sf, 4 ops, plumbed for 1 add'l. Avg 12-16 pats daily & 11 hygiene pats daily. Asking **\$300k**

**F-542 HUMBOLDT COUNTY** - FFS GP, 3 ops, 1500 sf. Highly esteemed. Exc. Reputation. Seller Retiring. **Seller Highly Motivated! \$220k**

**F-547 EUREKA** - GP in Scenic Coastal Community. 1195sf & 4 ops in well known medical neighborhood. **Reduced to only \$200k**

**F-566 EUREKA/ARCATA AREA** - Long established GP in beautiful rural family community. 4 ops, 1700+ sf. Private Pay/Insurance. Lg patient base. Gross receipts avg in the \$700k range annually. Offered at **\$375k**

**F-589 EUREKA** - FFS GP, est. 25 yrs, 1600+ sf, 4 ops, phenomenal visibility on busy corner! Warm, unique reception. Real Estate also available for \$325k. Practice reduced to only **\$320k**

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

**COMING SOON! G-626 - MARYSVILLE** - Call our office for more details!

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## WESTERN PRACTICE SALES

John M. Cahill Associates

### CENTRAL VALLEY

**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-570 SACRAMENTO/STOCKTON/ EAST FOOTHILLS AREA** - High-tech GP w/ Cerec, soft tissue laser, 2000sf & 5ops ready to move in! Stable Staff and Lg patient base just add to this incredible opportunity. Collections ~ \$800k annually. Priced to sell at **\$575k**

**I-551 LODI - Practice & Building** - Long Established GP with low overhead costs. 1500 sf & 3 ops. Collections in '06 exceed \$370k. **\$250k**

**I-556 STOCKTON - First Rate, high end GP.** Gr. Coll '06 exceed \$970k w/net of \$350k. Can't beat this. Seller willing to help w/transition. **SELLER MOTIVATED! \$595k**

**I-575 MADERA-Practice & Building** - Long established GP, 2 ops & plumbed for 1 add'l 1350sf, great highly visible location. Single Story Bldg close to downtown. Seller will be Retiring. **Practice: \$38k - Real Property: \$265k**

**I-586 MERCED** - Revitalized area w/ easy access to foothills, major cities & the coast! GP offers ~1450 sf & 4 ops in newer Professional neighborhood. **SELLER MOTIVATED! Price Reduced to only \$195k**

**I-604 TRACY** - Est. in May '07 with all the bells & whistles! Visibility, Location, New Growth! Prof. Design w/ sophisticated décor in busy retail shopping center. 1500sf, 3 ops w/ plumbing for 1 add'l in spacious office suite. **\$350k**

**I-6121 TRACY - FACILITY** - High growth area, near Mountainhouse. State of the Art facility, completely paperless. Near West Valley Mall and I-205. Prof. Bldg w/plentiful parking. 1600 sf & 3 ops. Also plumbed for 3 add'l. **\$550k**

**I-619 LODI** - In the heart of the wine country and close to Bay and Sierras! Spacious 2700 sf office, 5 ops, plumbed for 2 add'l. Gross Receipts over \$720k annually. **Call for details!**

**NEW! I-625 MERCED** - Highly esteemed, well respected practice offers broad spectrum of care. Spacious & beautifully decorated 2100 sf office offers 6 fully equipped ops. Call Now! **\$680k**

### CENTRAL VALLEY CONT.

**NEW! I-627 LODI** - Recently remodeled quality practice! 8-10 patients & 8 Hygiene patients pre day. 1200 sf, 4 ops in downtown neighborhood. Well maintained, prof bldg in desirable area. **\$390k**

**J-371 EXETER**—GP, in heart of San Joaquin Valley Basin. Fee-For-Service practice, refers out most specialties. **ONLY \$150k**

**J-580 CLOVIS/NORTHEAST FRESNO - Practice & Building** Most stable patient base we've seen in a practice this size. Dentist & Hygienist booked months in advance. 1,475 sf, 3 ops. Gross Receipts over \$450k. **Practice reduced to \$340k Real Property offered at \$370k**

**J-603 FRESNO**—GP focusing on cosmetic dentistry & relationships w/patients! Reputable practice w/customized appointments. Located in affluent neighborhood. 1420 sf, 4 ops, state of the art equipment. **\$490k**

**J-623 PORTERVILLE** - Gateway to the Sierras! Quality, FFS practice in desirable commercial high traffic neighborhood. 1200 sf, 4 ops, gross receipts avg \$788 past 3 yrs. **Call for info!**

### SOUTHERN CALIFORNIA

**K-518 SANTA ANA** - GP, 800 sf, 3 ops in Med. Prof. Bldg **\$95k**

**K-545 NEWPORT BEACH** - GP, 3 ops & 1850 sf, Spectacular build outs! **\$495k**

**K-554 ENCINO** - 1000 sf & 3 ops in very desirable office bldg. Newly remodeled! **\$295k**

**K-577 LANCASTER** - GP, busy street in popular shopping center. Large Patient Base. 2200 sf and 4 ops w/ newer equipment. **\$350k**

**K-602 SANTA BARBARA** - GP in well maintained Professional Bldg. Exc. street visibility in popular shopping center. 940 sf & 3 ops **\$265k**

**K-609 SANTA MARIA** - Practice in this scenic valley community nestled in wine country! Spacious comfortable office occupies 1440 sf, offers 3 ops w/plumbing for 1 add'l. **\$395k**

**COMING SOON! SANTA BARBARA** - 30 yrs goodwill, well established neighborhood! FFS, 3 op, bread & butter practice, large patient base and great growth potential. **\$410k**

### NEVADA

**R-553 LAUGHLIN** - Remarkable practice w/ great visibility & signage. Convenient location in area of new growth. Seller Motivated **\$225k**

**LV-529 LAS VEGAS** - NW Rainbow Curve area near Summerlin. Aprx 2300 sf, 4 fully equipped ops. Plumbed for 1 add'l op. **REDUCED \$195k**

**LV-565 LAS VEGAS** - Practice dentistry in this nice professional bldg, offering 3200 sf w/8 ops in growing Rainbow/Sahara Area. Great Area w/ lots of potential. **REDUCED TO ONLY \$495k**

**LV-576 LAS VEGAS** - Highly desirable West Side area. Quality practice w/consistent collections in the \$1m range. New Equipment and solid patient base are only a couple of the perks! Attractive office w/ easy freeway access offers 1900sf & 5 fully equipped ops. **Price Reduced to \$650k**

### SPECIALTY PRACTICES

**B-520 SE EAST BAY**—Ortho, 6 chairs in open bay. 1500 sf. GREAT location. Prof. Bldg **\$175k**

**D-5271 SE EAST BAY**—ENDO, 1270 sf, 4 op office. Stable patient base. Well respected. Building & Condo also available for purchase. Practice offered at **\$275k**

**K-610 GLENDALE**—PROSTHO - 15yrs goodwill, tv advertising, patient referrals keep this practice growing. 1400 sf w/ 4 ops in an attractive office and neighborhood. Gross Receipts in 2006 ~ \$280k. Offered at **\$250k**

**LV-622 HENDERSON** - PEDO - FFS, well respected, modern curb appeal, 1800sf, 5 ops w/ plumbing for 1 add'l op. Offered at **\$345k**



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#### Sunday, January 13

Oral Maxillofacial Surgery  
Moderator: Larry Moore, DDS

#### Wednesday, February 27

Endodontics  
Moderator: Sami Ali, DDS, MSED.

#### Friday, March 14

Pediatric Dentistry  
Moderator: Oariona Lowe, DDS

#### Sunday, April 6

Potpourri for the General Dentist  
Moderator: Jeffrey Lloyd, DDS

#### Friday, May 16

Hands-on Restorative/Implants  
Tulsa Dental

#### Friday, June 6

Periodontics  
Moderator: Daniel Kunihiro, DDS

#### Wednesday, September 17

Prosthodontics  
Moderator: Tony Daher, DDS

#### Friday, October 10

Infection Control: Joyce Galligan, BSN, DDS  
Dental Practice Act: Bette Robin, DDS, JD

#### Friday, November 5

Orthodontics  
Moderator: Thomas Bietsch, DDS

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Oral Maxillofacial Surgery
- Wednesday, February 27  
Endodontics
- Friday, March 14  
Pediatric Dentistry

- Sunday, April 6  
Potpourri for the General Dentist
- Friday, May 16  
Hands-on Restorative/Implants
- Friday, June 6  
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**MID-WILSHIRE** Space for rent furnished, 3 op dental office. Prosthodontist seeks tenant to share space available 3 days/week 323-931-1446.

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**PRACTICE FOR SALE/HACIENDA HEIGHTS** 4 eq. ops. 1,500 sq. ft. / Strip Center California Practice Sales, Inc. Phone: 714-639-2775.

**"ORTHODONTIST WANTED** Kids Dental Kare w/8 locations. Call Dr. Lanier (323) 203-2564".

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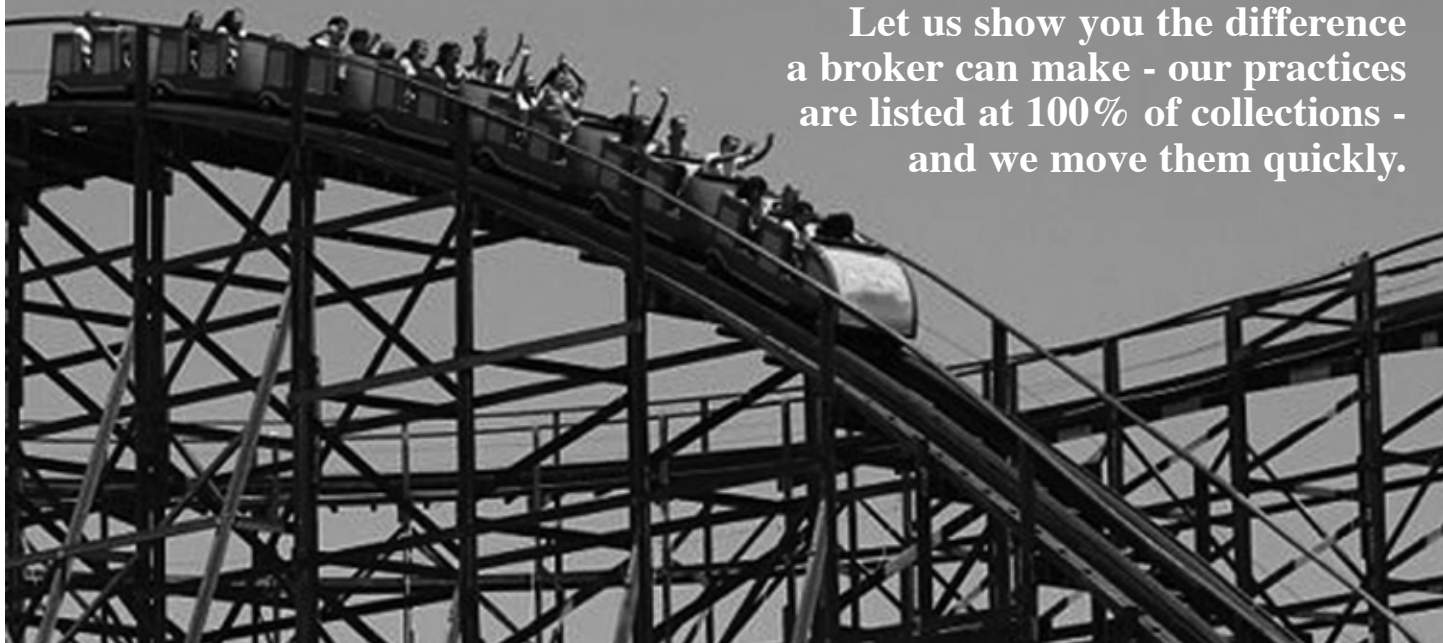
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- 3022 - Riverside – G.P. Professional building. Grossing \$400K plus. 4 Ops. F.P. \$350k
- 3029 - Montebello/Whittier/Pico Rivera – Super hi identity location within super market shopping center with low rent. 6 Ops, 4 equipped.
- 3034 - San Diego – Hi Identity – 3,000 sq.ft.. Newly est. \$2,500/mo. HMO cks. Absolutely gorgeous. 9 ops, 6 equipped. Now grossing \$30k/mo.
- 3042 - O.C – Strip center – Part time Seller. \$6k to \$8k/mo. 1 day p/week.
- 3047 - Korean G.P.@ 101 & Vermont. Est 30+ yrs.Senior Seller refers out a lot.
- 3052 - Bell Gardens – G.P. located in large shopping center. Busy practice.
- 3058 - San Bernardino area Practice. Across from large local hospital. 1,316 sq. ft., 3 operatories, 2 equipped. Office is modern with digital X-ray and camera.
- 3059 - Sacramento –North West area. Known as Ton and Country. GP. Est. 23 yrs. Grossing \$330k with over 50% Net profit. F.P. \$250k.
- 3067 - San Bernardino – HMO – 10 Ops, 4,500 sq.ft.. Grossing \$900k. F.P. \$830k. Building available.
- 3068 - Las Vegas, NV –Grossing \$1,000,000 +. 8 Ops, 4,500 sq.ft. F.P.\$ 500k. includes \$100k A/R
- 3071 - No. San Diego.G.P. Est.'90's.85% PPO & Ins. Booked ahead, 6 Hygiene days.
- 3074 - Temecula Location. 1,500 sq.ft. in excellent condition. 20,000 cars pass/day
- 3076 - Bell Gardens .Store front location.800 sq.ft.,10% Ins,10% Cash, 80% State aid.
- 3078 - Alhambra – Location only. Free standing bldg.1,200 sq.ft. 3 Ops.
- 3079 - Newport Beach – Westcliff Established, office equipment. Only \$55,000
- 3080 - Glendale – Grosses \$200k+. 2 Ops. Hi visibility – Low Overhead.
- 3081 - Salinas – Grossing \$2mil.Outstanding opportunity to net \$1.mil.
- 3082 - Escondido Area– DDS Partnership on Sure – fire success.
- 3083 - Roland Heights – Mandarin. GP. Grossing \$500k+. Busy shopping center. 5 Ops, 4 equipped. Super opportunity.
- 3084 - Gardena–Location – 5 Ops equipped. Hi identity bldg. F.P. \$150k.
- 3087 - No. Hollywood – Valley Village. Emergency sale. 3 Ops. Free standing building. Established many years. Gross \$400k+, F.P. \$260k. Make offer
- 3088 - Irvine – LOCATION – GP Orthodontist built in referral. F.P. \$250k
- 3089 - San Clemente – Facility Only - State of art specialty GP. 3 ops. Hi identity. Absolutely gorgeous. Invested \$330k. Full Price Facility \$110k
- 3090 - Fullerton – Facility Only – Invested \$500k. Most beautiful on major street. Make offer 4 Ops.

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