

# THE Dental Trader

VOL. 11 NO. 2 • FEBRUARY '14  
So. Calif. Edition

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

**FREE ADS FOR DENTISTS  
& STAFF!**

*Buy, Sell or Trade all things Dental*



## Dental X-ray System Half Off Special

Call for your free  
in-office Demo:  
**800-273-5033**

### **DIGITAL SYSTEM INCLUDES:**

Everything you need for a digital exam room!

High Quality Diagnostic Digital X-Ray Sensor,  
Imaging Software, Intra-Oral Camera, Dell i5 Computer,  
22" Monitor, Choice of pole or rectangular cart on wheels,  
EZ 2000 Billing Software + Bridge software to integrate  
EZ 2000 with Imaging software, or keep your own billing  
software & we provide bridge for free, Perio Charting,  
Installation, Onsite Training & Tech Support.

# \$9,995

Regular Price: \$19,990

### Lease to buy:

- No Money Down
- No Payments for 90 Days
- \$224 per mo. for 60 mos.
- \$1.00 Buyout

EHR -ONC  
Certified\*



### Panoura 18s

- Ceph & 3D Options
- Bitewing & FMX functionality
- Convert pan X-ray image to FMX in 6 seconds!
- In use by Cedars Sinai Med. Ctr. & other major hospitals

**\$32,995**

or lease to own at  
\$739/month for 60  
mos w/\$1 buyout



### Digital X-Ray Sensor

- New EVASelect Sensor
- Much Sharper & More Durable (than original EVA sensor)
- High-End Superior Quality
- Rounded Corners & Edges
- Waterproof-Sterilizable
- Contrast & Spatial Resolutions
- Replaceable cable



\*Featuring complete digital imaging and practice management software/hardware bundle. Scheduling, recall, billing, with ability to obtain patient benefits in seconds with optional integrated Benefit Service by Trojan Professional Services. Qualifies as a certified ONC Electronic Health Record solution to help obtain federal incentive payments, when integrated with optional Clinician Software.

**BBB**  
A+ Rated

Video Demo @  
[www.ez2000digital.com](http://www.ez2000digital.com)

*We bridge to virtually all  
practice management systems*

# WOOD & DELGADO

ATTORNEYS AT LAW

PROTECTING, PROVIDING AND PROVING TO BE  
the #1 Dental Law Firm in the Nation



Patrick J. Wood & Jason P. Wood  
*Attorneys at Law*

## THE AUTHORITY IN DENTAL LAW

### Specializing in

Practice Acquisitions/Sales • Partnerships  
Business Transactions • Lease Negotiations  
Estate Planning • Transitions

There is a reason why we are “the leading dental attorney firm in the nation” We have represented more dentists in buying and selling their practices than any other law firm in the country.



#### Interested in Starting a Dental Practice?

The Blueprints For Success  
“Keys to building & starting a dental practice”  
Jason P. Wood  
Thursday, February 6<sup>th</sup> 6:00-8:00pm  
Thursday, February 20<sup>th</sup> 6:00-8:00pm



#### Sacramento Dental District Society-Annual Convention

“California Dental Practice Act”  
Patrick J. Wood  
Thursday, February 20<sup>th</sup> 3:15-5:15pm  
Friday, February 21<sup>st</sup> 8:00-10:00am



#### Punjabi Dental Society

“California Dental Practice Act”  
Patrick J. Wood  
Sunday, February 23<sup>rd</sup> 8:00-4:00pm



#### UCLA Pediatric Residency

“Dental Practice Acquisitions”  
Patrick J. Wood  
Thursday, February 28<sup>th</sup> 1:00-5:00pm

Call today for a free phone consultation  800-499-1474  [www.DentalAttorneys.com](http://www.DentalAttorneys.com)

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

Wells Fargo Practice Finance

# Here to help you every step of the way

WELLS  
FARGO

Whether you're preparing for ownership or planning for growth, Wells Fargo Practice Finance can help you achieve your practice goals:

- Up to 100% customized financing to help acquire, start or expand your practice
- Competitive fixed rates with preferred pricing for ADA® members
- Complimentary business planning tools, educational resources, and practice management consulting to help you succeed throughout your career

Let's talk about how we can support you. Call us for a complimentary consultation and ask for your free Practice Success Planner.

**Sina Mansouri**

1-855-544-0245

**Kris Nishihira**

1-855-405-2107

**Jason Schneller**

1-888-220-7321

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

**ADA**

**Business Resources<sup>SM</sup>**

Connecting dentists with business solutions

Wells Fargo Practice Finance is the only practice lender selected especially for ADA® members and endorsed by ADA Business Resources<sup>SM</sup>.

All financing is subject to credit approval.

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

© 2014 Wells Fargo Bank, N.A. All rights reserved.

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



**ZOOM II** light for sale. Contact [drboyerdds@aol.com](mailto:drboyerdds@aol.com).

**STATIM 2000** Autoclave for sale Contact: [drbboyerdds@aol.com](mailto:drbboyerdds@aol.com).

**DEXIS digital** x ray sensor with software for sale. Contact: [drboyerdds@aol.com](mailto:drboyerdds@aol.com).

**HYDROCOLLOID** PROCESSOR/STAINLESS UNIT \$175 OBO IN TORRANCE. 310-326-5499.

**A/T 2000 XR** Film Processor, good working condition, \$700 obo. 949-768-5046.

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

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

**Orthojet** orthodontic acrylic 100g powder 118 ml liquid \$50, call 408-871-0877.

**Nitrous Oxide Unit.** Want to buy laughing gas unit. Call 951-780-9800.

**Toothmaster** 10 inch Orthodontic Model Trimmer. \$300. 989-390-1998.

**FUN Mobile** oral surgery practice. Great Staff! Looking for oral surgeon. Contact Jasmine for more information 818-326-6507.

**Californian** Dansereau chair working condition. Buyer must pickup in La Mesa. \$1800 obo. Please contact [info@javadismiles](mailto:info@javadismiles) for more information.

**Digital pano** Orthoralix 9200 for sale \$15,000 in mint condition, comes with software need to sell asap. (619)271-8574.

**GP 10 years exp** Painless DDS looking to help you on Friday or Saturday. General, Endo, Sedation, Pros, Exts. 805-754-6177.

**Dental Office for SALE** in RIALTO. 1280 sq.ft, 3 ops fully equipped. Great Location. \$30K. Must see. 626-7102745.

**DENTAL ASSISTANT** needed. Friendly GP office. 5 years experience needed, fluent English, Spanish. Xray coronal polish license. Responsible. Email [kach4mnm@yahoo.com](mailto:kach4mnm@yahoo.com).

**For Sale** Video Printer, Curing Light, Dr. Cart xray Developer, xray Mounts, Poly Trimmer More Information call: 714-865-7067, Joyce.

**2004 PLANMECA** EC PROLINE PANORAMIC X-RAY IP BASED 32 OR 64 BIT CAPABILITY, EXCELLENT CONDITION \$12,000.00 CONTACT ALICIA 949-551-2313 OR VIA EMAIL AT: [CONTACT@HARDERDENTAL.COM](mailto:CONTACT@HARDERDENTAL.COM).

**GLENDAL/MONTROSE AREA** STATE OF THE ART DENTAL OFFICE(FULL EQUIPPED) FOR LEASE OR RENT. MORE INFO CALL(818)517-0871.





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



Paul Maimone Broker/Owner  
CA Broker #01172430

### FRESNO COUNTY

**CENTRAL VALLEY/SO. FRESNO CTY** - (3) op comput. G.P. w newer refurb. Belmont eqt. Digital x-rays & networked. Dentrux s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K - \$50K on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A.

### KERN COUNTY

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

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

### LOS ANGELES COUNTY

**CALABASAS** - G.P. in a highly sought after, upscale shopping center location with exposure, visibility & signage. Mostly Fee for Service. Newer eqt & build out. (4) ops eqt'd, 5th op plumbed. Central nitrous. Digital x-rays & pano, Dentrux and Dexis. 30+ years of Goodwill. Annual Gross Collections \$500K+. **[NEW]**

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

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

**HOLLYWOOD** - Super clean, (3) op computerized G.P. Only DDS in Medical bldg. Great starter or satellite office. Annual Gross Collections \$100K+ on a very p.t. schedule. **[NEW]**

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

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

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

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

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

### ORANGE COUNTY

**Room for Your Orange County Practice Listing.**

### RIVERSIDE COUNTY

**CORONA** - Drop dead gorgeous, beautifully designed & appointed dental spa w all the special touches including: soft colors, free stand. waterfalls, plush carpeting, wood cabinets & flooring. There are (5) ops fully eqt'd w new eqt. In addition, there are two spa rooms, one set up for massage & the other for facials. The office is located in a two story 2,900 sq ft free stand. bldg. w exposure/visibility & signage. The bldg is also available for purchase. Digital x-rays, comput. & Pano eqt'd. Parking is convenient & free in the adjacent lot. Previous production of \$1.0M+ on a (4) day week. Partnership dissolution. **NEW/BACK ON THE MARKET.**

### SAN BERNARDINO COUNTY

**Room for Your San Bernardino County Practice Listing.**

### TULARE COUNTY

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

### VENTURA COUNTY

**EAST VENTURA COUNTY #1** - (3) op comput. G.P. Located on a main thoroughfare w some visibility. Fee for Service pts. Pano eqt'd. Very low overhead. 2013 Projected Gross Collections \$500K. **[SOLD]**

**EAST VENTURA COUNTY #2** - Bldg. & Practice - This is the one that you've been waiting for! (3) op computerized G.P. & single use bldg. 2013 Gross Collect \$560K+ & growing. Cash/Ins/PPO/HMO pts. Mos. Cap ck. \$2K+. Some newer eqt'd. **[NEW]**

### UPCOMING PRACTICES FOR SALE

Agoura, Anaheim, Beverly Hills, Camarillo, Culver City, Fountain Valley, Fresno, Glendora, La Verne, Los Angeles, Montebello, Oxnard, Panorama City, San Fernando Valley, San Gabriel, Thousand Oaks, Torrance, Ventura Cty. & West Covina.

### D&M SERVICES:

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



**"The Personalized Service  
Dental Broker®"**

P.O. Box #6681, Woodland Hills, CA. 91365  
(866) 425-1877 Outside So. CA or (818) 591-1401

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



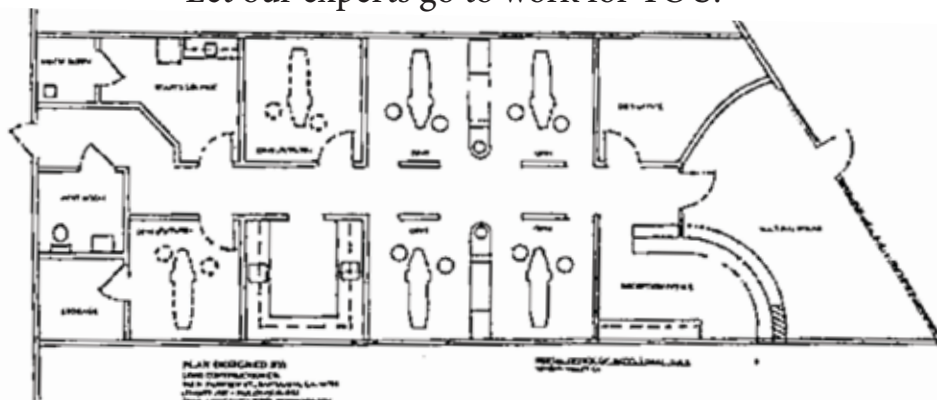
# Dental Office Construction and Design

**LONG CONSTRUCTION CO.**

Lic. #384818 - Since 1980

Long Construction Co. is a turn key general contractor specializing in **DENTAL OFFICE** and **PLANNING CONSTRUCTION** since 1980 throughout Southern California.

Let our experts go to work for YOU.



**FREE QUOTATION - FREE DESIGN.**

## Long Pham, General Contractor

515 N. Fairview St. Santa Ana, CA 92703

Tel: (714) 697-3907 - Fax: (714) 550-1153

E-mail: longconstruction1980@yahoo.com

**LICENSED DENTIST AVAILABLE** FOR HYGIENE ONLY POSITION. humble, team- player, increase case acceptance, great chair-side manner. aman32dmd@gmail.com 714-470-8231. Dr.Singh.

**Temple City** Practice for sale, single commercial building, Rosemead Blvd, 4 chairs, 2 x-rays, 2 sensors,\$380K. (626)236-3395.

**GP DENTIST NEEDED** P/T in LA area- 5 yrs exp. Pedo, RCT, Surgical XB a must. FAX CV 310-880-0505.

**Front Desk** w\\experienced fluent Spanish English check ins great communication skills Canoga Park Fax Resume 818-884-4773.

**General dentist needed** P.T., Inland Empire, 3+ years experience, all aspects of dentistry. Resume: doctor-dentist@hotmail.com.

**Pediatric dentist** with experience in all aspects of pedo will perform all procedures in your office (818)883-1383.

**Gentle Dentist** looking for position in mainly PPO office LA County, focus on quality care.USC grad 2011. elyzabeth.w@gmail.com.

**2006 Lares Powerlase** Dual Laser NdYag/Erbium Hard Tissue. Tuned/balanced. Very good cond. \$9500 Yorba Linda, CA engddsinc@gmail.com.

**NEEDED** P/T GP in LA must do Pedo, Surgical XB, some RCTs. min 5 yrs exp. Fax resume to 3108860505.

**Oral Surgeon Wanted** 1-2 days /month at San Diego Pedo office. Please email CV to grt71cuda@aol.com or call 858-270-2343.

**anaheim office** looking for a DA experienced and front office with experience billing and eagle soft. please email at Uniquedental2014@yahoo.com.

**I am an experience** Board Certified Prosthodontist for hire. Easy to work with and great bedside manner. Email me: calip-rosthontist@gmail.com.

**Arvin Dental office** In need of a General Dentist. Please call 559-799-0129 or 209-769-3038, 3 days a week fax 888406-0356.ASAP.

**Caudill & Associates** Palm Springs Office Sell your Office now, 27 years experience DRE 00411157 CALL NOW (951) 314-5542.

**Receptionist/Treatment** Coordinator needed in West Hills. Minimum 2 year experienced required. Email Resume at toothfairy1563@yahoo.com.

**GP associate needed** in Fontana, PT, at least 5 yrs experience with diagnosis and molar RCT, resume to doctor-dentist@hotmail.com.

# Need a Practice Transition Attorney?

## *Hire the Best.*

**#1 Avvo® Rated Attorney  
in USA (2012-present):  
Mergers/Acquisitions &  
Corporate/Incorporation**

*"Bob is not one of those people that will blindly do something; he takes his client's interests close to his heart and does everything to guide you in a right direction."*

*"His kindness and understanding combined with his professionalism was a reassuring and stabilizing force for me throughout this process."*

*"He always answered my questions thoroughly and always helped me understand my options."*

*"He knew how to deal with other attorneys and not slow the deal down I was soooo impressed I will never use any other attorney."*



**29 Years Experience**  
**Pragmatic Advice**  
**Reasonable Fees**  
**USC Law '84**  
**Dartmouth '81**



**Robert W. Olson, Jr., APC**

Dental Practice Sales & Purchases  
Partnerships, Leases & Corporations  
Real Estate Sales & Purchases

**888.963.1120**

RWO@transdental.com  
mobile.transdental.com

*"Prompt and Personalized Service - Guaranteed"*

## Commercial Bank



## Healthcare Solutions Group

### Why Choose Citi®?

- A nationwide team of healthcare financing experts
- Up to 100% financing available for loans up to \$5,000,000
- Competitive rates
- Flexible terms and customized financing structures
- Excellent client service

### We specialize in

- Practice Acquisitions
- Partnership Buy-ins/Buy-outs
- Practice Loan/Debt Consolidation
- Expansion/Remodel/Relocation
- New Building Purchase/Refinance

### Contact Citi Commercial Bank Healthcare Solutions Group to discuss your plans for your practice.



**Bob Affleck**  
Senior Vice President  
Citi Commercial Bank  
Healthcare Solutions Group  
949-939-4550  
bob.affleck@citi.com

### Here's what our client dentists say about us:

"I had nearly given up on my dream of buying the perfect practice, when Citi stepped in to save the day. I found one other bank that would finance, but the interest rate was twice as high. Literally, Citi made it a win-win for me and the seller. Without Bob Affleck and his team at Citi I would be wishing and hoping, instead of loving every day in my very own practice. Thank You!! Seriously, you are simply the best!"

*Justina Pham, DDS - Santa Barbara, CA*

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

*Sean & Kristen Newsom, DDS - Atascadero, CA*

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

*Jennifer Akagi, DDS - Santa Monica, CA*

All credit applications are subject to bank approval.

© 2013 Citigroup Inc. Citibank, N.A. Citi and Citi and Arc Design are registered service marks of Citigroup.

2413

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

**Part-time** Orthodontic assistant needed for multiple offices. Experience in ortho is required. Email inhouseortho@gmail.com.

**CENTRAL IDAHO** PRACTICE FOR SALE – Spacious, 3 op GP (room for a 4th op). High quality, state-of-the-art equipment. Refined dental business in a beautiful area with abundant recreational choices. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

**PRACTICE FOR SALE/FOOTHILL RANCH** 2 eq ops/2 plmd in 1,754 sqft ste; EQUIP. California Practice Sales, Inc. Phone: 714-639-2775.

**SAN DIEGO; PRACTICES** FIVE PRACTICES--GROSSING 4 Million Plus--BUY ONE OR ALL CALL TOM FITTERER PPS --714-832-0230.

**Our Comprehensive Course Series** in OC include 5 Lectures-Pedo, Endo, Restorative Dentistry, Mandatory Infection Control and the Dental Practice Act and More...only \$449 for 35 CEs! Visit www.xcelseminars.com for info.





# San Diego Practice Sales

*SAN DIEGO'S MOST EXPERIENCED,  
TRUSTED & ACTIVE BROKER (since 1990)*

**We have sold HUNDREDS of Practices totaling several MILLIONS of Dollars!!**

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

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

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

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

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

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

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

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

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

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

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

for updates, please visit us at  
**WWW.SDPRACTICESALES.COM**

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

For More Information Call:

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



Shab David Kerendian, Attorney

**Loan Issues**

**Buy/Sell**

**Real Estate**

**Partnership**

**Buy/Sell Agreements**

**Lease/Real Estate**

**MSOs**

**Contract/Business**

**Partnership/Employment**

**Lawsuits/Defense**

# DENTAL LAW

## LITIGATION ATTORNEYS

**Over 17 years of in court experience,  
with hundreds of dentists and over  
35 hospitals represented.**

**888-299-7848**

**Free Consult Over the Phone**

*Flat Fee Packages Available*

"Kerendian & Associates has represented me in over 25 matters in court or arbitration against insurance companies. They are responsive and caring. I am very satisfied."

-James H.I. Bicher, M.D., Oncologist, Valley Cancer Institute, Los Angeles, Ca.

"I saw Mr. Kerendian argue the case in court, and was greatly impressed. I highly recommend him."

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

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

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

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

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

## KERENDIAN & ASSOCIATES

### ATTORNEYS AT LAW

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

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

**New K3XF** rotary files! Various sizes, tapers, and lengths. \$25/pack (retail is 60) contact [drparsadds@gmail.com](mailto:drparsadds@gmail.com).

"I am honored to write this testimonial for Implant Outreach group of traveling surgeons who helped me offer dental implants to all my edentulous patients in my own office and substantially increase my net profit with no extra liability or hassle for my practice." Kenneth J Pearson, D.D.S. for more information please visit us at [www.implantoutreach.com](http://www.implantoutreach.com) or email us at [info@implantoutreach.com](mailto:info@implantoutreach.com).

**Dental receptionist** fluent in english and spanish please fax resume to 818 759 1004 or email [afshinjdds@aol.com](mailto:afshinjdds@aol.com).

**Opening a New Dental Office** take advantage of Special Low Interest Financing on our Office Package (Under \$25K - Delivered and Installed) Terms Apply / OAC - Call Wendy at 909-519-1451.

**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](http://www.transdental.com).

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

# CONSUMER ALERT!

## The Dental Trader

**refuses to do business  
with the following companies:**

### AMERICAN BUSINESS CARD

(A CEG Company)

P.O. Box 15190

Scottsdale, AZ 85267

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

Ph: 800-555-2234 Fax: 800-500-4506

### PROFESSIONAL FINANCING INC.

Alexander Slepak

20371 Irvine Avenue, #100

Newport Beach, CA 92707

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

[doctor@professionalfinancing.net](mailto:doctor@professionalfinancing.net)

Ph: 323-272-3543 Fax: 480-948-0082

*This notice is based on the advertisers'  
contractual lack of performance and/or  
legal action/court judgments.*

*If you have had a problem with these or any other  
Dental Trader advertiser, please send your  
formal complaint to:*

The Dental Trader  
Attn: Complaints  
Post Office Box 2631  
Capistrano Beach, CA 92624  
Fax: 949-498-1198  
Email: [tradestaff@cox.net](mailto:tradestaff@cox.net)

*Be sure to include any relevant documentation concerning your complaint*

**Dental treatment** coordinator fluent in english and spanish. Please fax resume to 818 759 1004 or email [afshinjddds@aol.com](mailto:afshinjddds@aol.com).

**PRACTICE FOR SALE** La Mesa. GP estab 40 yrs in Prof Bldg. 4 Ops, Digital Pan & X-Ray: SDPS: 760-599-7828.

**Selling Apollo** Dental Air Compressor for \$1,000. Available for pick up. Office located in North Orange County. Contact [hataefamilydental@gmail.com](mailto:hataefamilydental@gmail.com).

**Buying a Practice?** Free Phone Consultation with an experienced dental attorney about your purchase. Levi Barlavi, Esq. (310) 776-LEVI. [www.dental-attorney.com](http://www.dental-attorney.com).

**Abradent DV-1** high pressure air stream (never used.) Dental Aerosol Evacuator included (used.) Available for pick-up. \$5,000. Contact [hataefamilydental@gmail.com](mailto:hataefamilydental@gmail.com).

**TORRANCE PRACTICE FOR SALE** Dr. retiring after 30 years – shares space with another Dr. so overhead is low –Dr works 3 days/week – grosses \$250,000/year- Thomas & Fees Practice Sales (714) 544-4341.

**Dental hygienist** needed for private office in Irvine.available immediately. email resume to [info@ocdentalgroup.com](mailto:info@ocdentalgroup.com).

**DENTAL PRACTICE WANTED** in Greater LA area, San Fernando Valley, Westlake: Buyer looking for good visibility, long standing location. 3,000 active charts, PPO/FFS, long time staff willing to stay. SELLERS call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or [practice@lcfinc.com](mailto:practice@lcfinc.com) | [www.lcfinc.com](http://www.lcfinc.com).

**Immediate sale** complete osteem implant kit with 35 implant brand new 8000\$ or bo. [rakeshdds@yahoo.com](mailto:rakeshdds@yahoo.com) message:562-242-8212.

**SAN RAMON FACILITY ONLY** – 1,400 sq. ft. w/4 equip. ops, 2 add'l plumbed. Pano, Intra-oral, Dentrix. HS PPT – Jim Engel 925-330-2207 #CA511.

**WOOD & DELGADO NATIONWIDE** Dental Attorneys [www.dentalattorneys.com](http://www.dentalattorneys.com). 800.499.1474.

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

**All County Construction** We're Building your Future. YOUR satisfaction is OUR main priority. Call Today 714-240-7179.

**NEED ENDO SPECIALIST** WITH EXPERIENCE. SPEAK VIETNAMESE IS A PLUS. FAX RESUME 714-638-7114.

**GUARANTEED PROJECTION** OF YOUR TAX LIABILITY: We guarantee you won't have any surprises when filing your tax returns and your projected tax liability will be consistent with your filed returns. Whittaker & Company Dental CPAs-562.596.6730 or [www.cpas4dental.com](http://www.cpas4dental.com).

**We use Mobile 3D Advantage** at all of our offices. Dr. Larijani - San Clemente. Call 949-282-0083 for CT appt.





# PRACTICE SALES & APPRAISALS

Selling & Appraising Dental Practices for Over 30 Years

## FEATURED PRACTICES FOR SALE

### Bakersfield (North)

Long estab practice and real estate available. Free standing/ single user building. Revenues of \$200k annually on PT schedule. Seller motivated.

### Glandora

Private practice with over 12 years of goodwill. Must see opportunity. First floor location w/ ample parking. Super clean. Revenues over \$500K annually without advertising or evenings on 4 day/week schedule.

### Granada Hills

Strip center location on busy street. Establish practice with volume of patients. HMO income of \$6K/ month. Revenues of \$400K on part-time schedule. No advertising, no promotions. Absentee operated.

### Los Angeles

Tremendous location on busy street with super-sized sign. Large auto traffic volume. Free standing, single user building. Fully remodeled. 4 ops with digital x-rays. Must see.

### Simi Valley

Outstanding turn/key practice opportunity. Shopping center location with corner site. Signage. Plumbed for 4 ops. Very clean. Price right. Must see. Act now!

### Tustin

Get this one before it sells. Boutique look. Must see practice. Digital x-rays, pano, low rent, laser handpiece. This one has it all! Price under \$300,000. Call right away.

**Anaheim:** Location & equipment only.

**Carson:** Strip center location

**Culver City:** 30 years of goodwill.

**Fontana:** Large practice w/ \$600K annual income.

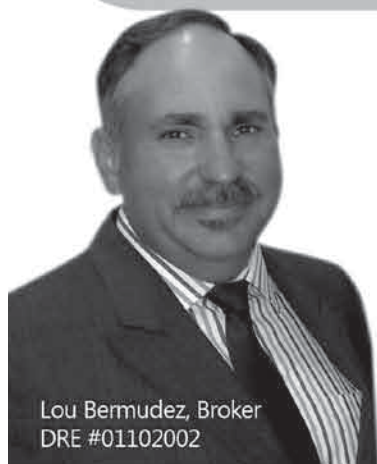
### Other Listings:

**Fullerton:** Rare gem w/ 4 ops.

**Long Beach:** Retiree w/ estab practice.

**Los Angeles:** Turn-key opportunity.

**Sylmar:** Low overhead/ easy transition.



Lou Bermudez, Broker  
DRE #01102002

**Phone 818.999.9595**  
**www.ddspracticesales.net**



# Want a Dramatic Practice Face Lift?

No job too big or too small....we do it all. Best rate you'll get!

Now is the perfect time to do Tenant Improvements! Transform your practice into a functional work of art. We've designed some of the most beautiful dental offices in California.



## DESIGN/BUILD

Plan and Permit Services

T.I.'s - Remodels - Expansions

Free Standing Buildings

Turn-Key Packages

Consultation

*Free Estimates*

**ALL  
COUNTY  
CONSTRUCTION**

Bradley Jordan Construction Co., Inc. dba All County Construction

Lic. #669244

**562-989-3350**

E-mail: [jcardio@aol.com](mailto:jcardio@aol.com)

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

Jim Jordan: 714-240-7179 Cell



# Practices For Sale In San Diego

- CARLSBAD:** 6 Ops. Newer build out in highly desirable shopping center location.
- CARMEL MTN#1:** 3 Ops. 20+ yrs Goodwill. Retiring seller does zero marketing.
- CARMEL MTN #2:** 5 Ops. High Production (1.5 mil) practice. Overhead is only 53%
- KEARNY MESA:** 4 Ops. 30 yrs Goodwill. Mainly FFS. Seller retiring. Freeway close
- MURPHY CANYON:** 3 Ops. Highly Freeway accessible. Satellite practice
- NATIONAL CITY:** 4 Ops. 14 yrs Goodwill. Satellite practice. Best bargain purchase!!!
- OCEANSIDE:** 5 Ops. Stunning office in high visibility shopping center location.
- ENCINITAS:** 3 Ops (2 equipped), 10 years of Goodwill. Limited marketing.
- SAN DIEGO:** Very High Production (Over 3 mil) practice. Call for details.

## ***SPECIALTY PRACTICES:***

- ENDO:** 3 Ops. N. County Satellite. Newer Eqpt. No Advertising. Low Overhead.
- ORTHO:** 3 chairs. Over 20 yrs of Goodwill. Small practice in central San Diego.
- PROSTHO:** 3 Ops. Well established referral base. In Med/Dental Bldg. 75% FFS

View our website for current listings at: [www.KRpracticeSales.com](http://www.KRpracticeSales.com)

**SELLERS:** Ask us about our Risk-Free 30-day Listing Agreements!



**Ken Rubin Practice Sales, Inc.**

4420 Hotel Circle Ct. Suite 350

SAN DIEGO, CA 92108

**(619) 299-6161**



**Ken Rubin**

**Jonathan Ingalls**

**Long Beach** Beautiful office. 2 fully equipped OPs, 3rd OP plumbed. Busy street, great signage.  
longbeachdent@gmail.com or 424-999-5449.

**Buy 5 of the 5-5** U&L Stainless Steel Roth or MBT Prescription Brackets kit 20/Set for \$19.95 and Receive 1 Kit for Free with Kings Two Dental. Want to know more? Please call us at 800-715-5464.

**PARTNERSHIP OPPORTUNITY** Seeking a partner dentist to manage a general dental practice near LAX. Call 424-227-0238 for information.

**Computer running slow?** Email or Virus problems? Annoying pop ups? Call "Virtual Touch Pro" right now @ 800 717 6296 We'll solve your problems immediately.

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

**A highly experienced** Dentist is available Part Time in L.A. County. All phases including Molar RCTS Please e-mail: caringdds@aol.com.

**3-D Cone Beam** Panoramic Panoura 18s Now Available. See video demonstration and pricing at [www.ez2000digital.com](http://www.ez2000digital.com).

**HOLLYWOOD** (3) op comput. G.P. for sale. Only DDS in Medical bldg. Great starter or satellite office. Annual Gross Collections \$100K+ on a very p.t. schedule. D&M Practice Sales 818.591.1401.





# KINGS TWO DENTAL SUPPLY

## SERVING DENTISTS FOR OVER 20 YEARS

 <p><b>Mirage/Engle</b> Package Includes: Dental Light Engle Delivery Unit Mirage Chair <b>\$6,565</b> Free Handpiece + Free Doctor Stool</p>	 <p><b>Belmont DCI</b> Package Includes: Dental Light DCI Delivery Unit Belmont 20+ Chair <b>\$6,650</b> Free Doctor Stool + Free Handpiece</p>	 <p><b>Belmont/Engle</b> Package Includes: Dental Light Engle Delivery Unit Belmont 20+ Chair <b>\$6,965</b> Free Handpiece + Free Doctor Stool</p>	 <p>The Most Reliable Manual Autoclave in the Market Today Call us Today for 1st Q. Specials</p>
 <p>Get the best deals on Bel-Ray II 097 AC and Phot-X II DC from Belmont Call us Today for 1st Q. Specials</p>	 <p><b>ScanX</b> The most versatile, compelling digital radiography system in the market Call us Today for 1st Q. Specials</p>	 <p><b>Air Star Compressor Vac Star Vacuum</b> Call us Today for 1st Q. Specials</p>	 <p><b>STATIM G4</b> SciCan Fastest Sterilizer in the Market Today STATIM 2000 &amp; STATIM 5000 Call us Today for 1st Q. Specials</p>
 <p><b>ART L-5 Curing Light</b> Gun Style, Cordless <b>\$289.00</b> 1 Year Warranty</p>	 <p><b>ART M3-II Scaler</b> Ultrasonic Scaler System 25K or 30K W/Digital Display <b>\$399.00</b> + 2 Free Inserts/</p>	 <p><b>ART P6 Piezo Scaler</b> Piezoelectric Compact Scaler System <b>\$279.00</b> +4 Free Tips</p>	 <p><b>ART E-1 Electrosurgery Unit</b> <b>\$399.00</b> + 7 Free Electrodes</p>
 <p><b>Digital Amalgamator</b> Multi-Speed Digital Amalgamator <b>\$198.00</b></p>	 <p><b>Esala LED Hanpiece</b> E-Generator Integrated LED Handpiece <b>\$299.00</b> Buy 3+ @ 279.00 Each</p>	 <p><b>ESALA E-Type LED Low Speed Kit</b> Includes LED PB Contra Angle, Straight Nose &amp; Motor <b>\$425.00</b></p>	 <p><b>Esala LED Curing Light</b> Pen Style, Cordless <b>\$179.00</b></p>
 <p><b>DENTAMERICA® Endomax</b> Cordless Endodontic Handpiece <b>\$775.00</b></p>	 <p><b>iSonic P4830</b> Ultrasonic Cleaner W/Timer 3.8Qt Tank W/Basket <b>\$199.00</b></p>	 <p><b>Sonix IV ST144</b> Ultrasonic Cleaner W/Timer 3.6qt Tank W/Basket <b>\$399.00</b></p>	 <p><b>VATECH Pax-I 3D</b> 3D Panoramic &amp; Cephalometric X-Ray Call us Today for 1st Q. Specials</p>
 <p><b>DENTAMERICA® Cammy</b> USB Intraoral Camera System <b>\$795.00</b></p>	 <p><b>DENTIX EVA Sensor</b> #1 or #2 Sensor W/Docking Station and Basic Software Call us Today for 1st Q. Specials</p>	 <p><b>Vatech EZ Sensor</b> #1, #1.5 &amp; #2 Direct USB Sensor W/Software Call us Today for 1st Q. Specials</p>	 <p><b>apixia Digirex PSP Scanner</b> <b>\$6795</b> + 12 Phosphor Plates</p>

OFFER VALID UNTIL 01/31/2014

**CALL US TODAY TOLL FREE (800) 715-5464 FAX: 626-581-8137**

Buy it! Sell it! Trade it!!!

**Patients Love Our 5 Star Service!**  
*You'll love our superior images*  
**Visit: [www.3dadvantagemobile.com](http://www.3dadvantagemobile.com)**  
*See how easy it is to get started!*

**See Why  
 100s of  
 Dentists  
 Prefer  
 Mobile  
 CT  
 Imaging**



**To set up an Appointment call: 949-282-0083**

## **Mobile 3D Advantage**

*A Mobile Cone Beam Imaging Company*

**Email: [Mobile3dAdvantage@yahoo.com](mailto:Mobile3dAdvantage@yahoo.com)**

*Serving Los Angeles & Orange Counties*

**Dentist Wanted** for Bloomington office RCT molar and 3rd molar extraction. [santacruz dental44@yahoo.com](mailto:santacruz dental44@yahoo.com).

**PRACTICE FOR SALE/HANFORD** GP/Ortho with 40 yrs of goodwill; NET \$321K. California Practice Sales, Inc. Phone: 714-639-2775.

**Buying Your First Practice?** Call Bob Affleck he will guide you through the process and make sure you're on the right track. 949-939-4550 --- Practice Financing and so much more. Checkout Citi's Ad.

**Endodontist wanted** to rent space in Anaheim Hills. Great location. Perfect opportunity to start a new practice. 714-612-2734 Dr Adelynia.

**PRACTICE SALE** SANTA CLARITA \$80,000 - 2 Equipped Ops, 3 Plumbed. A satellite office that could grow under a more available, local owner. Rent negotiable. Affordable alternative to start-up. Broker - Charles Kim 800-416-2055.

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

**ORAL SURGEON NEEDED** Amazing Opportunity!!!! Great Compensation Multiple Locations Part-Time up to 10 days a month. Friendly Team!! 310-804-8889 [Rudolph\\_Ortho@aol.com](mailto:Rudolph_Ortho@aol.com).

**SAN FERNANDO VALLEY** ABSENTEE GOLDMINE-- HMO--AFFLUENT AREA--GR. 1.6 MILLION NET \$250,000 WORKING 1 DAY-- WORK 4 DAYS AND NET A MILLION BANK APPROVED AT 1.4 million; SELLING PRICE 1.6 NO MONEY DOWN. call PPS TOM FITTERER 714-832-0230 GREAT OPPORTUNITY FOR A SPECIALTY TEAM.

**Profitable Practice** For Sale in LA area. Seller retiring from this established practice with a large, loyal patient base. 4 ops equipped, monthly gross approx. \$75K. Contact DDSProgressive Practice Sales at 310-971-3871. DRE 01716651.

**A highly experienced Dentist is available on Saturdays or Sundays. Efficient in All phases including Molar RCTS**  
 Please e-mail: [caringdds@aol.com](mailto:caringdds@aol.com).

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

**Fully equipped** 2 chair dental office for rent option to buy good starter practice on Newport Ave in Tustin. (951) 642-7273.

**The end of the year** is almost here, what's on your wish list? We can probably get it for you at half price or less. Handpiece Trading Post (since 1980) 800-445-6719.

**TIME TO RENEW YOUR LEASE?** Call the professionals at Caudill & Associates 27 years experience, DRE 00411157 CALL NOW (951) 314-5542.



# Thomas & Fees

## Practice Sales

*"A better kind of practice sales company"*

### Practices for Sale

#### Yorba Linda

**General practice** for sale – Dr retiring after 26 years – 3 operatories in ~1200 sq. ft – grosses approx. \$50,000/mo on 4 ½ days/week with 2 hygiene days/week – digital xrays.

#### San Fernando Valley Ortho

**Orthodontic Practice-** for sale - 4 operatories in 1500 sq ft. – grosses over \$15,000/month on two days/week – very modern with computers in each operatory – contracts receivable over \$115,000.

#### Torrance

**Private practice for sale** – Dr retiring after 20 years. Grosses \$300,000/year on 2 1/2 days/week – low overhead – private insurance, some PPO's and cash – 2 ops with digital xrays – ideal for new graduate or someone who wants to work at a slower pace

#### Tustin Ortho

**Orthodontic Start-up practice for sale** - approx. 30 patients – 4 chairs in 1200 sq ft -great to start a practice or relocate one - modern upgrades with wood floors and granite countertops – great location on major cross streets in small professional building with own entrance -Dr paid \$140,000 13 months ago but recently bought another practice and must sell.

#### Laguna Hills

**Private practice** - Owners looking for dentist to move his existing practice to join them. Opportunity to decrease your rent and join a thriving practice - 10 modern operatories, grosses \$2.5 million/year. Partnership available.

---

## Philip L. Kempler, DMD, Broker

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

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

Visit our website at [www.TFPSales.com](http://www.TFPSales.com) • E-mail: [Phldr@cox.net](mailto:Phldr@cox.net)



**Los Angeles Dental CPA** Raymond Furness, CPA, M.S. Tax. Over 15 years of dental accounting experience. Complimentary consultation 818.990.0686.

**DENTAL COMPUTER TRAINING** Specializing in Dentrax, EagleSoft, SoftDent, EasyDental or Open Dental, Academy of Dental Practice Careers caters to anyone who needs more computer training. Instruction is offered in 3 forms. In-Office, at your location, online, or at our training facility. Call 877-235-7100 or visit DentalPracticeCareers.com or www.adpc.edu20.com.

**Create the Office** of your Dreams with All County Construction. Enhanced to your style, designed to your budget. 714-240-7179.

**Kids Dental Kare**-Exp 3 yr Peds \$500-\$600/day base or 25% produ. Call Dr.Lanier (323) 203-2564 email resume Jerry@kdkusa.com / www.kidsdentalkare.com.

**SAN FERNANDO VALLEY** ORTHO PRACTICE FOR SALE – 4 operatories in 1500 sq ft –grosses over \$15,000/month on 2 days/week – very modern with computers in each operator – contracts receivable over \$155,000 - Thomas & Fees Practice Sales (714) 544-4341.

**GREATER CHICO/REDDING** General Practice – 3 ops with Intra-oral, Pano, Imaging System. 2012 GR \$252K+. HS PPT – Tom Wagner 916-812-3255 #CA104.

**San Gabriel location only for sale, 2 years old 3 ops modern dental office, low rent, \$23K OBO, (626)478-8813.**

**EXCELLENT OPPORTUNITY** for any DENTAL SPECIALIST to move or start a new practice in the city of Ventura. Share space with GP in brand-new, hi-tech 4 opt practice in busy shopping center. Brand new equipment with Carestream digital x-rays and practice management software. Access to all equipment & office 24/7. Bonus, Referrals from GP. Most utilities included. Reasonable rent. Call Dr. Esfandiari 818-426-5555.

**ORANGE COUNTY, CA** Dental Suite For Sale, Real Estate AND Practice Available, 2012 Gross \$541K, 100% FINANCING. Call ProMed Financial 888-277-6633 RE#00662298.

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

**LA HABRA** FANTASTIC OPPORTUNITY TO INVEST IN WALLMART SHOPPING CENTER -- ESTB 12 YRS GR \$260k 6 OPS PLUMBED 5 EQUIPPED FULL PRICE \$260,000. This is a million dollar location. Call PPS 714-832-0230.

**Mobile 3D Advantage** is the easiest, most efficient, service oriented, cost effective service for your patients, they go wherever the patient is, (your office, patient's home or work, anywhere). Call 949-282-0083 for CT appt.

**Coastal San Luis Obispo County** Lovely beach town! 2012 collections \$391,251. Broker Bill Kimball, DDS (855) 337-4337.

# If you have cell service...



...you have  
**The Dental Trader!**  
As mobile as you are.  
**dentaltrader.com**

# OSHA doesn't call ahead...



## ...Inspectors just drop in

*Our "OSHA MADE EASY" program guarantees your office will be 100% compliant when OSHA rears its head...*

### ***Here's what you get:***

- Waste Management
- OSHA Made Easy Manual
- New Employee Training on CD
- Annual OSHA Training w/CE Credits:  
Available 3 ways  
 On-Line,  
 At a Seminar Near You  
 Or, In-Office Per Contract
- "Mock" OSHA Inspection of Your Office  
 with Recommendations for Compliance
- Safety Meetings by FAX
- Hazard Communication
- And the best telephone support in the  
 Industry

### ***PLUS...***

if you follow our OSHA  
 Made Easy Program  
 and are fined by OSHA...  
***we will pay the fine!***

OSHA COMPLIANCE



PARTNERS, INC.

**OSHA Compliance Partners, Inc.**  
**888-55-WASTE**  
**888-559-2783**  
**oshacompliancepartners.com**

**Free Up Cash Flow & Grow Your Practice** – Call Bob Affleck 949-939-4550 Lets take a look and see how we can help you free up your cash flow and save you so much more. Refinance and Consolidate Your Current Practice Debt. Checkout Citi's Ad.

**LOOKING TO PURCHASE** shell dental office/practice with real state in San Gabriel valley. Please call 6267559119.

**West LA Dental office** for sublease- State of the art brand new office available for sublease with or without staff. Fair price. 310-963-2101.

**PRACTICE FOR SALE/N. ORANGE COUNTY** (Ortho) Long established office w/ 6 chairs California Practice Sales, Inc. Phone: 714-639-2775.

**ANAHEIM** ESTB 50 YEARS Gr 250,000 Seller one day assoc 1 day, thousands of patient charts, rent \$ 2700 for 60p 2000sqft Fp \$ 220,000. seller just updated Dentrax and digital xray 30K.SUPER OPP FOR DDS that wants to do C&B one or two days a week and hire lady DDS at reasonable rates to do prophys and restorative. Hire one lady to call thousands of neglected patients, Lady DDS does not like to do C&B likes restorative and Endo call PPS TOM FITTERER 714-832-0230.

**IT ONLY TAKES A MOMENT...**you can have your Dental Trader subscription sent anywhere! To subscribe, change your address or request deletion from our mailing list simply use the online forms at dentaltrader.com. We do not sell or share our mailing list with anyone...ever!

**MONEY FOR PATIENTS** Offer financing for dental work with **Low Scores and Declines with other funders. 2.99% discount rate. No Monthly Fees, No quotas. 213-265-9331 CENTER BUSINESS SYSTEMS.**

**New LED Dental Lights** In Stock - \$1295 Discounted to \$895 - Call Wendy for more information 909-519-1451.

**PERIODONTIC** Practice for Sale—North San Diego County. Long-established. Priced attractively for quick sale!! SDPS:760-599-7828.

**It was a great pleasure** to work with All County Construction a very professional company that listens to me. Dr. F Tacharina. 714-240-7179.

**WOOD & DELGADO** "Jason Wood helped me through this process, which helped tremendously. Always with a timely response. He basically created a contract and walked all over the seller's non-dental attorney." Dr. Vishal Advani, D.D.S. www.dentalattorneys.com. 800.499.1474.

**GP associates** needed, PT, at least 5 yrs exp. OC and LA offices, Pt care skills, resume to dds898@gmail.com.

**DENTAL PRACTICE WANTED** in Southern California / Anywhere. Buyer looking dental practice grossing \$500K+, prefer net \$250K. Prefer retiring dentist or established practice 10+ years. Real Estate available is a plus. SELLERS call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or practice@lcfinc.com | www.lcfinc.com.



# I Shop!

I shop in the  
Dental Trader regularly  
and have  
had success when  
advertising in it.

*Dr. Eric Eng, DDS*

**2.9% Financing** on a New Dry Vacuum System with a \$1000 Manufacturers Rebate - Call Tom at 714-335-7179 for more information.

**Want to fulfill your CE** requirements for one low price, all on Sundays, at one convenient OC location for only \$449? Go to [www.xcelseminars.com](http://www.xcelseminars.com) to see our Southern California course series and register!

**Selling** Camsight/CDM/Dentio digital x-ray sensor cdmx-e #2. Rounded corners. USB cable/port. Perfect condition. Newest model \$3000. 310-634-5927.

**TUSTIN ORTHODONTIC PRACTICE FOR SALE** 4 operatories in 1200 sq ft – very modern upgrades – Dr paid \$140,000 13 months ago but just bought another practice – approx.30 patients – Great as a start-up or to relocate your practice - Thomas & Fees Practice Sales (714) 544-4341.

**THIRD MOLAR EXTRACTIONS** and other OS services in your office by experienced GP with OMFS residency training. 16 yrs exp. nncjrz@aol.com.

**PRACTICE TRANSITIONS PARTNERS** when you want service and sales performance! [www.practicetransitions.com](http://www.practicetransitions.com). "Bottom line, Russ and Practice Transition Partners found a qualified buyer with a full price offer one week after the practice was listed. . . " Joel Berick, DDS – San Diego.

**GREATER SACRAMENTO** Orthodontic Practice – 6 chairs, 2,300 sq. ft. 220 active patients Phase 1. HS PPT – Tom Wagner 916-812-3255 #CA551.

**Gendex Orthoralix** 8500 DDE (digital) Pano for sale. Just replaced the motor (\$2200). Excellent machine! Orland, CA \$8000. 530-865-4156.

**PROACTIVE TAX PLANNING** Our tax planning process begins 6-9 months before the end of the year and provides you with a clear picture of your tax liability. Whittaker & Company Dental CPAs- 562.596.6730 or [www.cpas4dental.com](http://www.cpas4dental.com).

**New dental office** in North of San Diego Looking for dental assistant with experience to do both front and back office duties. Compensation BOE . Dr Myra 626 610-5115.



# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Bakersfield, Beverly Hills, Downey, Kern County, Los Angeles, Northridge, Santa Clarita, Simi Valley, Valencia, Westlake Village and West Los Angeles. Call Lee Skarin and Associates at 805-777-7707, 818-991-6552 or 1-800-SKARIN #1.

**BAKERSFIELD GENERAL PRACTICE FOR SALE:** A free standing building located on a corner of a busy street, this office was a former bank building. It has excellent visibility and parking. The office has ten equipped operatories plus two more that are plumbed but not equipped. The office is fully computerized with digital x-rays, panoramic x-ray and a cerc milling unit. The practice has an eight year history of collections of \$2 million plus per year with a net income of over \$1 million per year until 2011/2012 when collections fell to \$1,000,000 per year and a net income of \$560,000 per year. Current owners have made several poor management decisions and are not on the same page with this practice. Both commute from Orange County. The real estate can also be purchased. Asking \$850,000 for the practice.

**WESTLAKE VILLAGE FEE FOR SERVICE PRACTICE FOR SALE:** High quality, cosmetically oriented general practice collects \$600,000/year with a net income of \$175,000+ on two and one-half days per week and four days of hygiene per week. Seller refers all endo, all oral surgery and all ortho. Located in a well known retail center within the community, this 3 operatory office is fully computerized with digital x-ray. Asking \$495,000. - **PENDING**

**BEVERLY HILLS STARTER PRACTICE FOR SALE:** Smaller office with two equipped operatories and one additional operatory that is plumbed but not equipped, collected \$195,000 in 2012 when the Seller worked an average of one and one-half days per week. There is \$1,000/month in capitation payments. Seller refers all endo, all oral surgery and all ortho. Must sell due to family issues. Motivated. Asking \$89,000.- **PENDING**

**ANAHEIM GENERAL PRACTICE FOR SALE:** Seller works 10-16 hours per week and collects \$200,000 per year with no PPO, no HMO and no advertising. Free standing building with good exposure. High tech office with 3 operatories, digital x-rays and Dentrux software. Retiring.

**LOS ANGELES GROUP PRACTICE FOR SALE:** Practice collects \$1.6 million with no HMO, no Denti-Cal and minimal advertising. Previous collections (2009 and 2010) were \$2.5 million, but management problems have hurt production. Dentists see 15-20 patients per day and hygienists see 12-14 per day. The practice has ten days of hygiene per week. The office has 18 equipped operatories and is located in a prominent building on Wilshire near Western. Asking \$900,000.

**WEST LOS ANGELES PERIO PRACTICE FOR SALE:** Recently remodeled and renovated, this office has five equipped operatories plus one additional operatory that is equipment ready. The practice collects \$650,000 per year with a net income of over \$200,000. Seller works 4 days per week with 2 days of hygiene per week. No HMO. Stable referral base refers an average of 12 new patients per month. Motivated. Health issue. Make an offer!

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

**DOWNEY FEE FOR SERVICE GENERAL PRACTICE FOR SALE:** Long history of goodwill in Downey. Seller works four days per week with no evenings or weekends. Collects \$400,000/year with a solid net income. No Denti-Cal, no marketing and no HMO. Three equipped operatories in a duplex professional building. Seller owns his half of the building and would like to sell it, but will consider a long term lease. Asking \$300,000 - **SOLD AT FULL PRICE**

**CARSON GENERAL PRACTICE FOR SALE:** Located in a retail center, this practice collects \$180,000 per year on two and one-half days per week with 2 days of hygiene. Seller refers molar endo, perio, pedo, ortho and implant placements. No advertising, no HMO, no Denti-Cal, no evenings or weekends. Three equipped operatories. Asking \$120,000 - **SOLD AT FULL PRICE**

**NORTHRIDGE FEE FOR SERVICE PRACTICE FOR SALE:** Fifty years of goodwill with the current owner! Practice collects \$580,000/year with a net income of just over \$200,000/year on four days per week. Seller refers out all endo, all oral surgery, all perio and all ortho. There are 3 1/2 days per week of hygiene. The office has four equipped operatories plus one additional operatory that is plumbed but not equipped. Excellent lease terms in a building that is being renovated by the owner. Rent for 1,510 square feet is \$3,164 on a gross lease basis and is fixed for the next 4 1/2 years. Seller is Jewish as are 50+% of the patients. Seller is willing to stay on to assist a buyer with a transition if the buyer so desires. Asking \$440,000. - **PENDING AT FULL PRICE**

**VALENCIA FEE FOR SERVICE PRACTICE FOR SALE:** This practice is ideal for a dentist with a nucleus of patients in the Santa Clarita Valley to merge into this office. The practice has a significant denture component, which the Seller would continue to treat post-sale for a percentage. The percentage paid to a Buyer would cover a majority of the overhead making everything that the Buyer brought to the practice that much more profitable. The office consistently collects over \$250,000 per year with a net income of over \$145,000 per year. The office has 4 equipped operatories with digital x-rays and Practice Works software. Motivated, make offer. Asking \$245,000.



**LEE SKARIN and ASSOCIATES, INC.**  
 530 W. Stafford Road, Westlake Village, CA 91361  
 800-SKARIN #1 • 805-777-7707 • Fax: 805-777-0051  
 Email: lsainc@aol.com • www.LeeSkarinandAssociates.com

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

*Serving the dental profession since 1959*

# of Your Dental Practice . . .

## Timing Can Be Everything

**LEE SKARIN AND ASSOCIATES...**

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

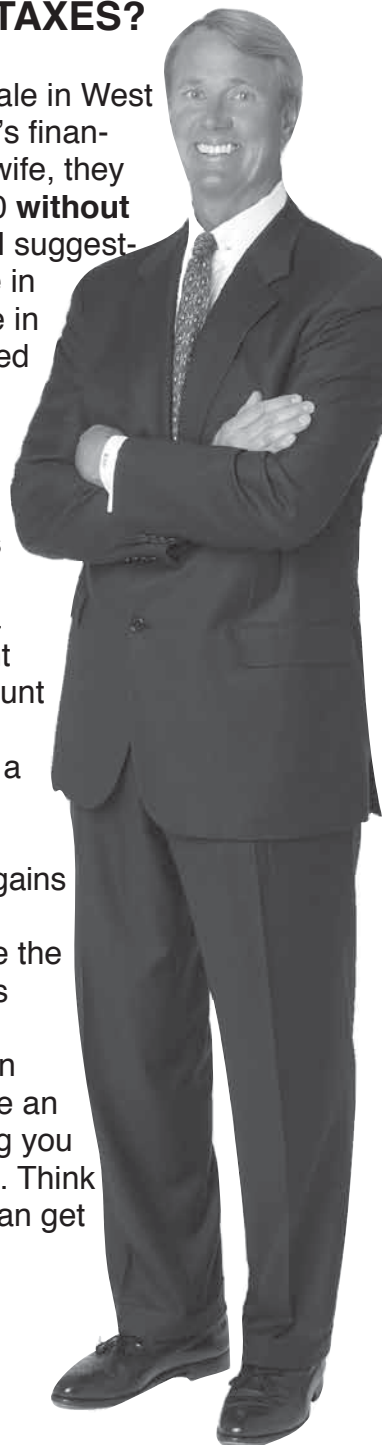
### ARE YOU CHOOSING TO PAY MORE TAXES?

This past July, I was listing a dental practice for sale in West Los Angeles. In the process of gathering the seller's financial records, I concluded that between he and his wife, they would have a taxable income of just over \$450,000 **without** including the income from the sale of his practice. I suggested that we consider putting the practice up for sale in mid-November with the goal of completing the sale in early January. He seemed surprised until I explained to him that if he were to sell his practice this year, given his current projected income, that he would pay an **additional 5% in taxes**.

He had discussed the sale of his practice with his accountant, but had not provided the accountant with all of his current year income. When we had a conference call with his accountant, the accountant acknowledged that if he had known about the amount of "other" income that he would have revised his estimated tax figures for the sale of the practice to a figure roughly 5% higher than before.

With the current "upwardly sliding" rate for capital gains taxes and medicare surcharge taxes, you need to consider the timing during the tax year to maximize the net profit to the seller. We at Lee Skarin Associates want to sell your practice, but not if waiting a few months will save you tens of thousands of dollars in additional, **avoidable taxes**. We consider this to be an integral part of the service that we provide – getting you every possible dollar from the sale of your practice. Think about listing your practice now with a broker that can get you the most from your dental practice sale.

Think about calling Kurt Skarin at Lee Skarin and Associates today!



**LEE SKARIN  
& ASSOCIATES INC.**



CA DRE #00863149

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

# LCF DENTAL PRACTICES FOR SALE:

## Free consultations for Buyers & Sellers

**MILPITAS DENTAL PRACTICE FOR SALE** - Gross ~\$525K. Busy retail center with major anchors, highly commercial, visible area. Lots of foot traffic. 4 equipped ops + 2 plumbed in ops ~ 1,900 sq. ft. Mostly Insurance & Fee for Services.

**MOUNTAIN VIEW DENTAL PRACTICE FOR SALE** - Gross ~\$460K. Located on main street in busy retail center. 3 fully equipped ops + 2 plumbed in ~1,800 sq. ft. Heavy traffic. Good visibility & good signage from street.

**DENTAL PRACTICE IN CAMPBELL FOR LEASE OR FOR SALE** - Freestanding building located on busy corner w/ private parking lot. Great visibility. State-of-the-art dental practice. Dental Office ~ 2600 sq.ft., 7 plumbed & wired ops - 5 w/Adec chairs, digital Pano X-ray. Cerec unit & milling machine optional. Easy access to Hwy 280 & Hwy 17.

**FAIRFIELD DENTAL PRACTICE FOR SALE** - Gross ~\$190K. ~1,400 sq.ft. , 2 equipped ops, 1 additional plumbed.

**OAKDALE DENTAL PRACTICE FOR SALE** - Starter Practice. Excellent visibility & signage. 2 eq. op. ~ 930 sq. ft.

**TEMECULA DENTAL PRACTICE FOR SALE** - 2013 Gross ~ \$425K. Warm & beautiful & spacious office located in busy shopping mall. Great visibility & signage from corner. 3 equipped op. 2 additional plumbed op. Mostly CASH & PPO. **\*NEW LISTING\***

**MURRIETA DENTAL PRACTICE FOR SALE** - Starter Practice approximately 1,400 sq. ft., 2 fully equipped ops and 2 additional plumbed. Various profession/retail shops around. Ample parking space. Easy access to Freeway 15.

**FONTANA STARTER DENTAL PRACTICE FOR SALE** - Starter Practice located in retail center with excellent street visibility & signage. Approx. 1,350 sq. ft., 4 fully equipped operatories. Close to Freeway 10.

**SAN BERDARDINO STARTER DENTAL PRACTICE & REAL ESTATE FOR SALE** - Single story stand alone building at the intersection. Good visibility. 3 fully eq. ops, ~1,163 sq. ft. Close to Fwy 215. \$125 K for Building & Practice.

**FRESNO SUBLEASE & PATIENT CHARTS FOR SALE** - Patient Charts for sale & Sublease. ~1,300 sq.ft., 3 eq. ops.

**SOUTH GATE STARTER PRACTICE** - Corner office on major streets. Newly renovated, new equipments, computers, x-ray & Dextrix. 2 equipped ops + 6 plumbed ops. Close to major supermarket, restaurants & businesses.

**PARAMOUNT DENTAL PRACTICE FOR SALE** - Gross ~\$560K. Located on busy street in big shopping center with major anchor stores. Great visibility. Mostly Cash/PPO. ~1,200 sq. ft. 4 ops. Easy access to Fwy 710 & 91.

**ARCADIA DENTAL PRACTICE FOR SALE** - Gross ~\$500K. Single story stand alone building with private parking lot. Located on main street with good visibility. Mostly Cash/PPO. ~ 1,500 sq.ft., 4 equipped ops.

**LOS ANGELES DENTAL PRACTICE & FREESTANDING BUILDING FOR SALE** - Gross ~\$600K. 7 equipped ops. in approx. 2,200 sq. ft. freestanding building. Good signage, good visibility and foot traffic. Located on major busy street close to 5 Fwy.

**ARTESIA DENTAL PRACTICE & REAL ESTATE FOR SALE** - 2013 Gross ~ \$900,000K. Mostly PPO/Cash. Spacious office located in freestanding building with private parking lot. Busy street & excellent visibility. Office equipped w/ 6 operatories & high tech equipments ( Cerec, digital x-rays & etc..) Dental office space ~ 2,800 sq ft. Total building ~ 7,400 sq ft. Building generates rental income. **\*NEW LISTING\***

**LOS ANGELES STARTER PRACTICE** - Shell Practice. Free Standing Bldg. ~1,254 sq. ft. 3 ops. Located on major street with excellent visibility. Busy street. Corner of Whittier Blvd and Hendricks. Good foot traffic. Asking \$85K.

**LOS ANGELES DENTAL OFFICE FOR SALE** - Large Retail center with 5+ ops. Close to Fwy 405 & Inglewood. Mostly fee for service/Cash.

**LOS ANGELES DENTAL PRACTICE FOR SALE** - Gross ~\$360K. 7 fully eq. op, ~ 2,300 sq. ft. Located in a highly visible, single story shopping center. 9 years of goodwill. Excellent exposure, visibility & signage.

**COSTA MESA DENTAL PRACTICE FOR SALE** - 2013 Projected \$1.9 Million. General dental practice. Many patient referrals. 6 fully equipped operatories in 2,500 sq. ft. Mostly Cash/PPO. Easy access to Freeway 55. Rare opportunity!

**SANTA ANA DENTAL PRACTICE FOR SALE** - 2013 Collection ~\$310K. Small retail center. 3 equipped operatories , ~1,000 sq. ft. 10 years of goodwill. Good visibility. Close to Fwy 5.

**IRVINE DENTAL PRACTICE FOR SALE** - Located in retail shopping center on busy street. Starter Practice w/ 3 fully eq. ops, ~ 1,163 sq. ft. Ample parking space. Close to 405 Freeway.

**ANAHEIM SHELL PRACTICE** -Busy street. Excellent visibility. ~1,350 sq ft, 4 equipped. ops. Low Rent. Close to Fwy 5. Asking \$65K.

Visit Our Webpage At [www.lcffin.com](http://www.lcffin.com) For Additional Listings!!!

**BUY PRACTICE • SELL PRACTICE • FINANCE PRACTICE**  
**Call Loc Pham, Broker (714) 550-7494 For More Information!**  
[practice@lcffin.com](mailto:practice@lcffin.com) | [www.lcffin.com](http://www.lcffin.com) **LCF Financial, Inc. BRE #01875780**



**Legal Tip: Sellers** Can your C corporation avoid double taxation of your goodwill allocation? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**Panoramic** X-ray machine for sale, good condition, easy to use, ask \$2500, including digital phosphate plate, (worth \$1000), email: [dds898@gmail.com](mailto:dds898@gmail.com).

**PRACTICE SALE** L.A. Mid-Wilshire area. Avg. \$1 million/yr collections. Potential for growth with full-time owner or suitable to run with associates. Seller offering flexible transition assistance. Broker - Charles Kim 800-416-2055.

**PG-1000** used Panoramic Corporation for sale. Good working condition. Doctor upgrading to digital. \$2500 OBO. Call Dr. at 949-273-9464.

**Get your Belmont/Engle** Operatory Package for As Low As \$150.00/Month or \$7,395. Also get a free Doctor's Stool & LED Highspeed Handpiece. Want to know more? Please call us at 800-715-5464.

**PRACTICE FOR SALE/N. SAN DIEGO COUNTY** Pedo office in residential area w/ 6 chairs California Practice Sales, Inc. Phone: 714-639-2775.

**Dentist wanted** Gp/Perio/Endo for pt. Glendale area. Fx: 323.663.1010 or call 323.663.2050. Min 5 yr experience.

**HAWTHORNE** (7) op comput G.P. for sale. Located in a free stand, single use bldg, on a main thoroughfare. Exposure/visibility & signage. Large parking lot. (6) ops fully eqt'd/7th op plmbd. Digital X-Rays. Cash/Ins/PPO pts. Many walk ins. Pano eqt'd. Pract started (9) mos ago & already collecting \$30K+/mos. Location has been a DDS office for 50+ years. D&M Practice Sales 818.591.1401.

**SUBLEASE** Beverly Hills fully equipped periodontal office is offering a great opportunity to sublease to specialist in a very upscale high quality practice. Please email resumes to: [PeriodontistBH@aol.com](mailto:PeriodontistBH@aol.com).

**Periodontist in your SD/OC/LA office: keep 50% of profits** (immediate implants, IV sedation, perio surgery, bone grafts, third molars, crown lengthening, root coverage, All-on-4, etc). Will bring all supplies and instruments. Call 619-804-8339 or [socalperiodontist@gmail.com](mailto:socalperiodontist@gmail.com).

**Need your plans** completed correctly and ready for the city by a Certified Interior Designer? All County Construction. 714-240-7179.

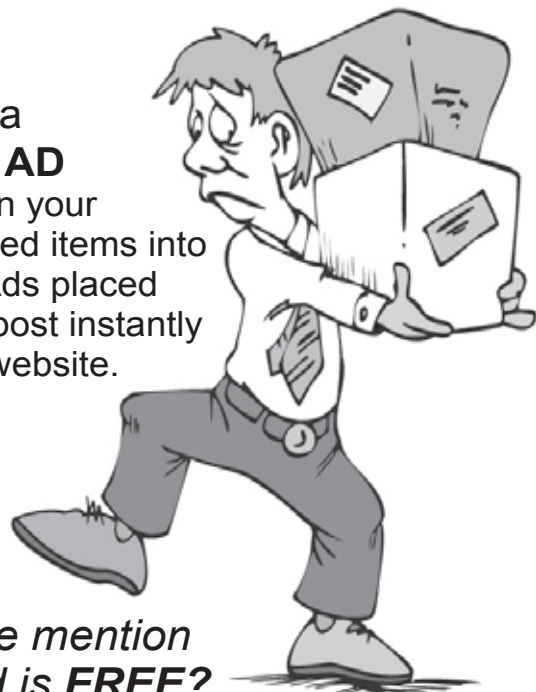
**San Luis Obispo County** Buyer's net on a 10 year loan estimated at \$235,674. Building for sale also. Small beach town, great opportunity! Integrity Practice Sales, Broker Bill Kimball, DDS (855) 337-4337.

**DENTAL OFFICE** For rent or sale. 4 operatory, two equipped, two plumbed, Woodland Hills. Store front on Ventura. low rent. 818-591-0123.

**DENTIST WANTED** GP, Endo/Perio P/T Glendale area Please fax (323)663-1010 Call(323)663-2050.

***Clean out that junk drawer and sell the stuff you don't need.***

Place a  
**FREE AD**  
and turn your  
unwanted items into  
cash! Ads placed  
online post instantly  
to our website.



***Did we mention  
the ad is FREE?***

Visit our FAQs page at **dentaltrader.com** for details

**Why Give Up Your Patients To Other Dentists?** Have All Undoable RCTs Done At Your Office. Visit [www.socalrootcanal.com](http://www.socalrootcanal.com).

**West Covina** GP 275k. Dentist retiring. 4 operatories, 1834 sq ft, 80% PPO. Grossing 363k. Established since 1986. (951)712-9273.

**Great Opportunity** Dental office for sale in Temecula CA. Bring your patients. 951-296-1335.

**GP office** in OC seeking enthusiastic, motivated and experienced associate. Position starts from PT, leading to FT. Email to: [Brea5xteam@gmail.com](mailto:Brea5xteam@gmail.com).

**Expanding** or Remodeling Your Practice? Make sure you call Bob Affleck - 949-939-4550 See how much we can save you in monthly payments with your next practice loan. Check out Citi's Ad.

**Dental assistant** experienced in all aspects of dentistry perio, pedo, ortho as well as oral surgery 213 984 6230 michael.

**Looking for an old ad** from way back? The Dental Trader has a special search engine to our Archives page at <http://thedentaltrader.com/archive.htm> so now you can search our entire website and archive for anything you may need. Search results appear in seconds.

**DENTAL OPERATORY** Space for rent to specialist in Corona, CA; Tue., Thur. and every other Sat. Call (951)279-2700.

# *My Practice is Nothing Without You!*



Levi Barlavi, Principal of the Pacific Health Law Group

*"When I was trying to buy a practice I had so much stress and Mr. Barlavi, unlike other attorneys I talked to and worked with, listed to me and explained everything in understandable language. I did not have an easy transition and he helped me every step of the way. He is knowledgeable, easy to approach and he really cares. He is going to be my attorney for the rest of my life."*

*- Dr. Sanaz Parsi, DDS  
Westwood, California*

*"Dr. Parsi, happy 2014! It was a privilege working with you during your dental practice transition. I couldn't be happier for you and your career choice. **My practice is nothing without clients like you.** I never forget this point when representing my clients. I look forward to your continued success and trust in my practice."*

*-Levi Barlavi, Esq.*

As an attorney specializing in meeting the legal needs of dentists throughout California, I have a simple goal: **to add value to your practice.** I accomplish this by being accessible, thorough and placing my client's needs first. I am committed to client service because I know it is what you want, and what will secure your return business and referrals. That is the greatest compliment! If you want to like your attorney in addition to receiving thorough legal work please call me today for a free consultation. Let me earn your trust.

## Legal Services *for* Dentists

- Practice Acquisitions/Sales
- Lease Reviews & Negotiations
- Professional Corps & Partnerships
- Employment Law Matters
- Space Sharing Agreements
- Dispute Resolution/Litigation



**Toll Free: (888) 995-5384**

1875 Century Park East • Suite 600  
Los Angeles, CA 90067

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

**Protecting Your Investment, So You Can Grow Your Practice.**

**Energetic PT** dentists needed to cover vacation and sick days. Min 3 year experience. please send your resume to Dentistry4u@yahoo.com.

**Belmont op. packages** starting at \$3999. Adec starting at \$7999. We also have a whole warehouse of chairs, units, lights, x-rays, compressors and pumps and whatever you might need. Handpiece Trading Post (since 1980) 800-44-6719.

**Professional Building For Sale.** Escondido. 11,000 sq.ft. \$8853.46 rental income. ~5,000 ft. available to rent. 619-517-6245 for details.

**LANCASTER** Fantastic Hi Identity shop Center, Locatikon only Equiped two ops kSeller gr \$690,000, Low rent low over-head FP \$55,000 Seller needed more room. This is a super way to gr 600 net 300 for min investment. Call Tom Fitterer PPS 714-832-0230.

**Endodontist needed** in LA and OC, Please send your resume to dds898@gmail.com.

**TURLOCK** General Practice -2012 GR \$950K+ w/\$443 Adj. Net. Intra-oral, Pano, Digital X-ray, Dextrix. HS PPT - Dennis Hoover 209-605-9039 #CA506.

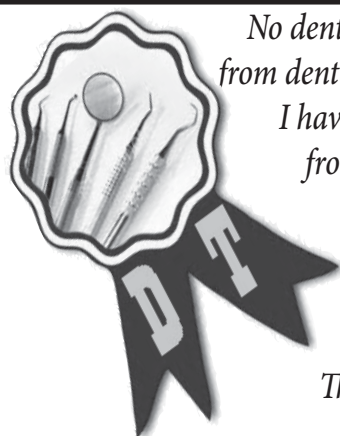
**Mobile 3D Advantage** combines patient savings with stellar service, catering to your patient like no other. Call 949-282-0083 for CT appt.

**Established practice** now available Palm Desert. Great location, 5 ops, high-end equipment. Doctor moving seeking non-broker win-win deal. Inquire golfinthedesert@gmail.com.

**As low as \$739** per month on lease to own. Call 800-273-5033 to order. Leasing plans available.

**PEDO OFFICE FOR SALE CORONA 2 OPS 1 GENTEX X RAY RECEPTION CAVINETS STERILIZATION ROOM 6 YEARS PATIENT KNOW THE OFFICE NO RECORDS \$22000 GOOD STARTER NO NEED TO BUILT FREE STAND OFFICE PARKING LOW RENT \$1321.00 (875 SQUARE FEET) CALL 951-371-7200 Panorex Sordex Negociable.**

**Comlite Electronic** Patient Alert System Signal transmitted via electrical, no new wires needed. You pay shipping. (805)544-8805.



*No dental publication has more ads from dentists than The Dental Trader.*

*I have bought over a dozen items from doctors advertising in the Trader, attracted employees with my ads and even sold a few items to other dentists.*

*The Dental Trader is the best!*

Ron P, DMD

## WHY SEND YOUR ENDO OUT?



I Finish all Inoperable ENDO with  
Lifetime Warranty, Apicos,  
Retreats, Calcified, Unfound,  
Unusually Curved Canals,  
Perfs Repairs, Broken Files.

**PROVIDE EVERYTHING.**  
20 Years Experience - 1000s Done

**EXCELLENT RESULTS.**  
MIN \$36 K NET GUARANTEED.

**theendodoctor@yahoo.com**  
**562-968-4061**

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

**Seeking a long-term** orthodontic associate in North OC for 2-3 days/wk. Please email CV and cover letter to [northocorthodontist@gmail.com](mailto:northocorthodontist@gmail.com).

**PRACTICE FOR SALE/ORANGE COUNTY** (Endo) Modern office w/ 3 ops in 1,742 sqft ste California Practice Sales, Inc. Phone: 714-639-2775.

**Endodontist** Periodontist, Orthodontist needed for OC and LA offices, PT, Please send Resume to dds898@gmail.com.

**LEASEHOLD SALE COSTA MESA** - 2 Equipped Ops, 3rd Op plumbed for expansion. Low rent under \$1,000/mo. Located near Newport Blvd. Affordable alternative to start-up. Motivated seller open to reasonable offers for quick sale. Broker - Charles Kim 800-416-2055.

**IN HOUSE PERIODONTIST BOARD CERTIFIED. 16 YEARS EXPERIENCE. PERFORMS IMPLANT SINUSLIFT SEDATION, ALL EXTRACTION. SOUTH / NORTH CALIFORNIA 9492000600 / 5105160027 GENTLESURGEON@GMAIL.COM.**

**Incredible** New West LA Space. 5min from BevHills. 1200-3000sq/ft w/ 5 ops. 3 New Midmark chairs/units. Nitrous. Camilo 714-855-8108.

**YORBA LINDA PRACTICE FOR SALE** Dr. retiring after 26 years - 3 operatories in approximately 1200 sq. ft - grosses approx. \$50,000/mo on 4 1/2 days/week with 2 hygiene days/week Thomas & Fees Practice Sales (714) 544-4341.

**Looking for experienced** Front Office Coordinator for specialty practice in Palm Desert. Dextrix and assisting experience. Fax resume (760)346-7953.

**Pediatric Dentist.Needed** 2 Days/mo. Valencia, CA. Please send CV to: "michellemendez26@gmail.com".

**PRACTICE FOR SALE** La Jolla. GP with 2 Ops in Prof Bldg. Great Location: SDPS: 760-599-7828.



# Substantially Increase Income From Implant Dentistry

Substantially increase your income by learning how to place dental implants at your own office at no cost to you or by having experienced oral surgeons and periodontists place implants at your own office.

Implant dentistry is growing rapidly.

Annual NET profits range from  
**\$100,000 to \$500,000**

***"Do what you do best,  
we do the rest!"™***

Since 2008, Implant Outreach is  
The First Comprehensive Mobile  
Surgical Services for Dental Offices  
in the United States.™

Contrary to the solo travelling surgeons, since 2008, we supply a network of experienced oral surgeons and periodontists so that your office is never left alone, even if your regular dedicated surgeon is sick or on vacation.

**Call Now 888.871.0009**



**info@implantoutreach.com**  
**www.implantoutreachinstitute.com**

© 2013 Implant Outreach Inc. All rights reserved. Implant Outreach™ is a registered service mark. Do not Quote, Cite, Use or Reproduce Without Written Permission of Implant Outreach Inc.

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

**General Dentist** with a minimum of 3 years of private practice experience is needed for a group practice in Santa Clarita. Excellent verbal skills, great chairside manner are required. Must be trained in all phases of general dentistry and experienced in working with young children. Must be available to work some evening hours and some Saturdays. Fee-for-service office, great- supportive team.  
jobs.dfka@gmail.com.

**New 2013 Employment Laws** will affect your practice. Call Levi Barlavi, Esq. for your employment laws needs. (310) 776-LEVI. [www.dental-attorney.com](http://www.dental-attorney.com)

**Amalgam Separator** Cost effective and innovative way to comply for amalgam management. [www.chairsidefilter.com](http://www.chairsidefilter.com) ADA Tested and ISO certified.

**Furness & Associates** is your premier Dental CPA specialist in Los Angeles. [www.FurnessCPA.com](http://www.FurnessCPA.com) Complimentary consultation 818.990.0686.

**Kerr Optimix** digital amalgamator, brand new still in the box, given with promotion, bargain at \$1000. Text 562-322-8608.

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

**Pure Skin** latex glove, non powdered Med size paid \$ 6.35 sacrifice at \$4 per box. Text 562-322-8608.

**SAY GOODBYE** TO OSHA Let O.C.P.I. get and keep you in compliance. See ad on Pg. 18 in this issue. Or, call toll free 888-55-WASTE.

**I have had the pleasure** of working with Monica Rebella and her Rebella Accountancy as my accountants for the past 15 years. She is truly the most knowledgeable and professional accountant I have come across all these years. She is simply always available for you and for any of your questions. Shay Salehrabi D.D.S. (714) 619-0667  
[www.rebellacpa.com](http://www.rebellacpa.com).

**TORRANCE** ESTB 31 YEARS, RETIREMENT Many Asian Chinese patients low Overhead. 4 Ops 2 equipped. seller works 4 days FP \$185,000 Call PPS 714-832-0230.

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

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

**Professionalism** respectful and diligent to my project. All County did an exceptional job. Dr. M. Yung. 714-356-1203.

**A Fully Equipped** Dental Office, Delivered and Installed \$99 per month. OAC Terms Apply. Call Wendy at 909-519-1451 for all the details.



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

Jeffrey Hempel, DDS

**Up To 100% Practice Financing** Are you sure you found the right lender? Call Bob Affleck 949-939-4550. See our ad and find out why others have chosen to go with us. Check out Citi's ad.

**WOOD & DELGADO** #1 Dental Law Firm in the Country!!!  
[www.dentalattorneys.com](http://www.dentalattorneys.com). 800.499.1474.

**PRACTICE TRANSITIONS PARTNERS** expertise and service are our priority! [www.practicetransitions.com](http://www.practicetransitions.com). "I have never experienced such personalized attention and guidance." Adina Manolescu, DDS – San Diego.

**PRACTICE FOR SALE/PACOIMA** In shopping cntr w/ 2 ops/1 plmbd EQUIP. California Practice Sales, Inc. Phone: 714-639-2775.

**SELLING ZOOM ADVANCED PRO, EXCELENT CONDITION** \$330 OBO CONTACT [LISA@562-695-8718](mailto:LISA@562-695-8718).

**Buy any 3** of our Titan Restorative Products and Receive 1 for Free with Kings Two Dental. Universal Composite Caplets 20/Pk \$28.95, Syringe \$26.95, Flowable 4/pk \$27.95 Please call us at 800-715-5464.

**Selling** Camsight/CDM/Dentio digital x-ray sensor cdmx-e #2. Rounded corners. USB cable/port connection. Perfect condition. Newest model. 310-634-5927.

**DENTAL PRACTICE WANTED** in San Diego, La Jolla. Buyer looking for an established family dental practice with lots of patients. 2-4 chairs. Paperless/digital. Gross \$500 - \$1 million. SELLERS call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or [practice@lcffin.com](mailto:practice@lcffin.com) | [www.lcffin.com](http://www.lcffin.com).

**ENDODONTIST** Available Part Time for your PPO/FFS office in LA or OC. Friendly, Professional & Quick. Contact me Dr. Levi 949-514-4190.

**HOW TO MAKE THE MOST OF YOUR YEAR-END TAX PLANNING:** Learn how to make sure your tax planning is proactive from our dental CPAs at [www.cpas4dental.com](http://www.cpas4dental.com). Whittaker & Company Dental CPAs 562.596.6730.

# Fast Funding - Low Rates

## Your Practice First. First Citizens Bank. Forever First.

For over a hundred years, First Citizens Bank has helped dentists do more with the money they make, invest, and borrow. The financial stability of a practice – and everyone who depends on it – starts with a bank. Because money isn't everything. But so much depends on what you do with your money.

*At First Citizens...you come first.*

**Compare our loan rates to any lender and discover why doctors prefer First Citizens Bank.**

- Start-Up Financing • Practice Acquisitions
- Expansion, Remodel, and Relocation
- Customized Buy-ins & Buy-outs • Commercial Real Estate Loans
- Refinance and Loan Consolidations • Equipment Finance & Leasing
- Up to 100% financing • Prompt Local Processing

---

**First Citizens offers flexible terms, low rates, speedy funding and friendly personal service.**

---

**Call our dental specialists for a great quote.**

Vladimir Ballesteros

818.812.7984

Vlad.ballesteros@firstcitizens.com

Peter Pappas

818.812.7990

Peter.pappas@firstcitizens.com



**www.firstcitizens.com**

*All financing is subject to credit approval.*



**SALE\*\*\*PC** 1000 Pano machine, Panoramic corporation. Perfect working condition. \$3000 OBO. Available in South Orange county. Please call Dr. @ 949-273-9464.

**Legal Tip** Are you sure your broker-provided contract protects your interests? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**SLEEP MEDICINE** Pharyngometer, Rhinometer, and 2 Watermark Home Sleep Tests for \$19,000. 9 months old, perfect condition. Retails for \$27,000. 310-270-8080.

**CALABASAS** G.P. for sale in a highly sought after upscale shop. ctr. location with exposure. Newer eqt & build out. (4) ops eqt'd, 5th plumbed. Central nitrous. Digital, Dentrix and Dexis. 30+ years of goodwill. Annual Gross Collections \$500K+. D&M Practice Sales 818.591.1401.

**Busy Vista Ca** practice seeks general dentist part time. New grads welcome. Send resume to [onefitgal@gmail.com](mailto:onefitgal@gmail.com).

**Taylor Liao** Manager of Kings Two Dental Supply (City of Industry, CA)-What can I say about him? He's the lawyer we go to when we need a lawyer. Dr. Chester Jeng of Law Offices of Jeng and Associates is very personable and knowledgeable in dentistry and law. He's definitely a straight shooter, he tells you what you need to know and also what you probably do not want to hear. He's the one we go to if we need a lawyer. Call Jeng & Associates 714-858-0536.

**Only pay rent** \$1,722/Mo, complete 3 ops new dental office in city of San Gabriel (626)478-8813.

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

**"Mobile 3D Advantage** is very convenient and their fee is very reasonable; They drive directly to my patient's home or work to take their CT scan which only takes about 10 minutes. My patients are very complimentary of the service Mobile 3D Advantage provides. Dr. Raymond Choi - Tustin, CA. Call 949-282-0083 for CT appt.

**Ortho in your office** Invisalign, Clear Correct, metal and ceramic braces, functionals and appliance therapy. 30 years experience. Call 760-710-7482.

**LEASEHOLD SALE** LONG BEACH - New equipment, including digital upgrades. Mint condition in a highly visible, retail location. 2 Equipped Ops, 3rd Op plumbed for expansion. Affordable alternative to start-up. Motivated seller open to reasonable offers for quick sale. Broker - Charles Kim 800-416-2055.

**Periodontist available** to work on Fridays and Saturdays in Los Angeles. Please call 323-825-3490.

**Our latest SoCal** course series includes 5 lectures in Endo, Pedo, Composites and Crown & Bridge, Mandatory Infection Control and the Dental Practice Act, 35 CE units, all on Sundays, for only \$449. Visit [www.xcelseminars.com](http://www.xcelseminars.com) for info.

## Want your Dental Trader to follow you?



Just use our Change of Address form at:

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

and provide the address you want it mailed to.

Your home, post office box, anywhere!

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

**Free Dentists Stools** with the Purchase of an Assistants Stool, 100 Color Choices - Call Tom at 714-335-7179.

**WOOD & DELGADO** Don't be Afraid, BE PROTECTED!!!! NATIONWIDE DENTAL ATTORNEYS. #1 In the Country [www.dentalattorneys.com](http://www.dentalattorneys.com) 800.499.1474.

**Experienced** Front Office manager needed for a two location practice in Santa Monica and Huntington Park. Bilingual, marketing experience. Email [drdianaz@me.com](mailto:drdianaz@me.com).

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

**FOR SALE** Recently retired DDS, many dental instruments. like new amalgam & composite condensers, carvers, burnishers. Perio scalers, currettes. (323) 851-6622.

**BACK UP-OFFER** ALISO VIEJO--SUPER HI IDENTITY SHOPPING CENTER ST OF ART PAPERLESS OFFICE DIG PAN AND XRAYS GR 1,000,000 CALL PPS THOMAS FITTERER FP ONE MILLION 50 NP PER MONTH.

**PRACTICE FOR SALE/PALM DESERT** GP est. 1999 w/ 5 ops Net \$119K California Practice Sales, Inc. Phone: 714-639-2775.

**sales dental office** in downey long time goodwill best opportunity in main street in downey cell phone Dr Jeong 562-445-5177.

# 2.9% Financing on All Dansereau Equipment OAC / Terms Apply

## America Operator

**\$5495**

With Free Stool !

**\$4995**



**ASK ABOUT OUR  
FACTORY INSTALL  
PROGRAM  
(800) 423 - 5657**

## Universal Operator

**\$5995**

With Free Stool !

Does Not Include Cabinet and Monitor

**\$5495**



**Call (800) 423 - 5657**

For your Complete Dental Office Package Guide

2 Complete Operatories with Seating

**\$99.00\***

PM / OAC (For 6 Months)  
Regular Rates Apply for 54 Months

All New  
Equipment

**\$24,229\***

**Delivery & Factory Install Included** (\*Normal Install)  
\*In California / \*Terms Conditions Apply



Control Panel



Low Voltage  
Transformer



Separator



Vacuum  
Pump



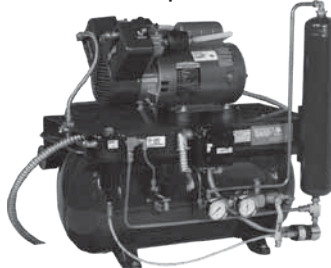
Autoclave  
Sterilizer



X ray Processor  
Optional  
Not Included in Price



Air Compressor



Wall Mounted  
Digital Ready X ray



**Dansereau Dental**  
**WWW.DHPDENTAL.COM**

Manufactured in USA for 45 Years  
1581 Commerce Street, Corona CA 92880

Buy it! Sell it! Trade it!!!

# A Different Kind of Dental Attorney

*I know dentistry's unique legal & financial challenges*

## Services

**Incorporation  
Estate Planning  
Buy/Sell Agreements  
Lease Reviews  
Space Sharing  
Agreements  
Workers' Compensation  
Practice Sales  
Call us  
for other services!**

## Member

**CA State Bar  
NC State Bar  
US Federal Courts  
US Federal Tax Courts  
Calif. Dental Licensure**

## *\*Tip of the month:*

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

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



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

## Law Offices of Jeng and Associates (714) 858-0536 Jenglaw@yahoo.com

1440 North Harbor Blvd., Suite 900, Fullerton, Ca. 92835

\*Disclaimer: Monthly tip is not legal advice and in no way attorney-client privilege has been created.  
Consult a CPA or attorney if you need tax or legal advice.

**TORRANCE PRACTICE FOR SALE** Dr. retiring after 30 years – shares space with another Dr. so overhead is low – Dr works 3 days/week – grosses \$250,000/year- Thomas & Fees Practice Sales (714) 544-4341.

**WEST LOS ANGELES, CA** Very Wealthy Area, Above Avg. Net, On Main Street, Designated Parking. 100% FINANCING. CALL PROMED FOR MORE INFO 888-277-6633 [RE#00662298].

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

**Santa monica** dental office Looking to share/rent operatories with dentist 1-2 days. Free parking. Great location! 3107705287.

**Implants Molar Endo, Wisdom teeth, and Ortho, all done in your office by dentist, 20+ years of experience, (818) 631-8180.**

**OFFICE CONDO FOR SALE** Oceanside. Next to TriCity Hosp. 1980 sq.ft. SDPS: 760-599-7828.

**Full Time experienced** bilingual English/Spanish front office/treatment coordinator needed Santa Ana office. Email resume crystaldentalsantaana@hotmail.com.





Dental**Equities**<sup>TM</sup>

&  
**You**

Patients need financing, often outside corporate lenders are not the answer. Dental Equities is a Dentist-Investor entity that funds Dental Patients in order to make it affordable **WITHOUT THE BIG BITE** some patient finance companies take from practitioners.

## *Dental Equities is Dentists Helping Dentists*

Quality Dental Care should be managed between you (the practitioner) and your patient, not a third party.

### *Introducing*



Patient**Advance**

*The only Dental Patient Finance Card funded by Dental Professionals.*

#### **- Benefits -**

- Simple and rapid funding
- Patients get 60 days before a first payment is due
  - Significantly reduced rates to dentists  
(half what traditional lenders expect you to pay)

For Information on becoming a PatientAdvance Preferred member  
Contact Us at:

**Info@DentalEquities.com**  
**949.732.0033**

Buy it! Sell it! Trade it!!!

**HUNTINGTON PARK** Large Group General Practice with GR of \$1.1M in 2012. 15 Ops, CAD/CAM. HS PPT – Thinh Tran 949-533-8308 #CA113.

An **onerous lease** will causes years of headaches. Talk to a skilled attorney today prior to signing your commercial lease! Levi Barlavi, Esq. [www.dental-attorney.com](http://www.dental-attorney.com). (310) 776-5384.

**ENDODONTIST NEEDED** P/T IN A DENTAL OFFICE IN SANTA ANA, CA. OFFICE LOCATED IN A MEDICAL BUILDING. CALL: 949-922-5604.

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

It's the **"One year rule"** if you haven't used it in a year call us at Handpiece Trading Post (800-445-6719), and we will buy it or you can trade it in for something you can really use!

**Practice for sale/Indio** 4 ops, 1400 sq.ft. with excellent lease and low overhead, 26 years goodwill. PPO and fee for service only. Production 2010=300K, 2011=230K, 2012=185K on 2 1/2 days. Illness forces sale asking 150K. (760) 342-9148.

**Powerful Online Patient Communicator** SMS Text Messaging directly to patient's cell phones, Automated Confirmations & Reminders, Online Scheduler, Patient Feedback Surveys, and more! A Must for Any Practice that wants to grow exponentially. Call 800-273-5033 for your 30 day free trial.

**Great busy family practice office in Ridgecrest, CA**—Looking for a General Dentist 8 days a month....every other Wednesday, every other Friday, and every Thursday. You must be great with kids, patient and kind. Great base pay with incentive!!! Please fax resume to 760-994-1345 Attn: Holly.

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

**PERIODONTIST** available for your office. 6 years experience as GP. Implants, sinus/ridge augmentations, perio surgery, sedation. Excellent interpersonal skills. USC & LLU alumnus. 310-849-0616. [jeffm613@yahoo.com](mailto:jeffm613@yahoo.com).

**Life Time Warranty!!!** Perfectionist, Fast, Caring & Patient-Friendly: Keep All Complicated Endo Your office Sends Out, visit: [www.socalrootcanal.com](http://www.socalrootcanal.com).

**Part time Associate Dentist** needed in Burbank. Please email resume [1400mydentalplace@gmail.com](mailto:1400mydentalplace@gmail.com).

**Central Valley Perio practice.** Call for details on this new listing! Integrity Practice Sales, Broker Bill Kimball, DDS (855) 337-4337.

**Will Purchase Your Dental Office** Anywhere in CA. Write back with number of operatories, location and production. [Dentalavailability@yahoo.com](mailto:Dentalavailability@yahoo.com).

**Buy Apixia DIGIREX** Scanner for \$7450.00 & Get a \$250.00 Merchandise Credit back. Want to know more? Please Call us at 800-715-5464.

**For sale** 2 used Kerr Demi LED curing lights with stands, chargers, etc. Great working condition, original packaging. Call 949-478-3486.

**SAN FERNANDO VALLEY** ORTHO PRACTICE FOR SALE – 4 operatories in 1500 sq ft – grosses over \$15,000/month on 2 days/week – very modern with computers in each operator – contracts receivable over \$155,000 - Thomas & Fees Practice Sales (714) 544-4341.

**All County** was great throughout my entire const. Project. Couldn't have been any smoother. Dr. D Ghorab. 714-240-7179.

**OS SERVICES AVAILABLE** IN YOUR OFFICE MOST WEEKDAYS AND EVENINGS. CENTRAL AND SO CALIF. ALL INSURANCES OK. [DRWAT3@HOTMAIL.COM](mailto:DRWAT3@HOTMAIL.COM).

**A 33-month study** of 43 patients with 121 recession sites treated using the Pinhole Surgical Technique was published in Oct., 2012, by The International Journal of Periodontics and Restorative Dentistry to international acclaim. Visit [pinholesurgicaltechnique.com](http://pinholesurgicaltechnique.com).

**INSURANCE BILLER** minimum 5 years experience dentrix proficient part time silverlake office 90026 [k777m@msn.com](mailto:k777m@msn.com) 323 669 0339 310 403 2222 reference required.

## Advertising Tips for Doctors

*Make your advertising more effective, follow these simple tips!*

- 1. Don't start** your ad with "For Sale:" instead, begin it with the item you are selling. Example: **HEMET GP PRACTICE** for sale.
- 2. Avoid using only an email address** for contact, using a phone number increases response dramatically. Sending email takes too much time & effort.
- 3. Don't repeat the same ad** over & over...it is better to change it or, if running multiple ads in a single issue, avoid repeating them. Doctors dislike redundancies (they tell us this all the time).
- 4. Use spell check** and check your contact info to make sure it's right. Many ads are submitted online w/ typos, incorrect phone numbers or lack contact information completely.
- 5. Follow the guidelines** on our tutorial when submitting ads online. If you wish to run an ad more than once, please use the Commercial Reader Ad Form and pay for the redundant ads. It is Dental Trader policy to delete redundant free reader ads. You may run one free reader per need/item per month (up to 20 words). **Habitual violators get banned.**
- 6. Select the appropriate area for your ad.** If you are seeking part time staff in Los Angeles, don't submit the ad for our Northern Calif. edition. Many doctors do this. Just because you can advertise statewide doesn't mean you should.
- 7. Be exact in your language.** It is difficult to understand a vague ad. Example of a bad ad: **DA for busy downtown practice** Call 555.123.4567. Example of a good ad: **DA SOUGHT** for downtown LA practice. Call 555.123.4567.
- 8. Paint a mental picture.** Be descriptive. Example of a bad ad: **PRACTICE FOR SALE** LA grosses 250K/yr, sell for \$180K. Call 555.123.4567. Example of a good ad: **STUNNING LOS ANGELES GP PRACTICE** in new medical bldg for sale. 3 ops w/ amazing views of city. Grossing 250K on 3 day work week, room for growth/expansion. Recently redecorated, equipment looks new. Call 555.123.4567.

For additional help with your advertising call us at 877 888 4237

**The Dental Trader**



# CALIFORNIA

## Specializing in the Selling

### Sellers:

We have buyers  
looking for practices  
throughout Southern  
California!  
Call John & Bob today  
for your  
**Free Personal  
Sales Analysis**

**John W. Knipf**  
President



### Buyers:

We have 4 professional  
Broker/Agents to  
assist you in  
understanding how  
to purchase a  
dental office.  
Call for your  
**1 on 1 Consultation**

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

### FEATURED LISTINGS

**HANFORD (GP/ORTHO)** – Well established practice with 40 years of goodwill is located in a corner free standing building with excellent street visibility. Building is for sale. Also located in a residential area and across the street from a local high school and hospital. Seller is currently working 4 days/wk with an Associate 4 days/wk and 7 days/wk of hygiene. Approximately 20-25 new patients per month are being seen. There is 60% insurance and 40% cash. The practice consist of 5 equipped operatories, 1 plumbed not equipped for expansion, lab room, business office, private office and 2 restrooms in a 2,500 sq ft office. It's computerized with Dentrix software. The equipment is approximately 2-6 years old. Have monthly revenues of approximately 79K/mo. Projecting approximately \$956,887 for 2013. Buyer's net of ~\$321,421. For more information about this modern designed practice, please contact your CPS Agent. **Property ID #4307.**

**NORTH SAN DIEGO COUNTY (PEDO)** – Established in 1986 this practice is located in a two story dental building with great street visibility and traffic flow. Residential area. It's next to a shopping plaza and elementary school. Seller is currently working 2.5 days/wk and sees approximately 50-60 patients/day. Income course is 70% insurance / 30% cash / 10% HMO. Practice consists of 6 chairs in open area, 2 plumbed not equipped, 1 x-ray room, 1 consultation room, 1 lounge room, 1 storage room. 1 sterilization area, 1 private office and 2 restrooms in a 2,500 sq ft suite. Has Easy Dental software. Equipment is approximately 5-10 years old. No digital x-rays. Projecting approximately \$685K for 2013. Has monthly revenues of \$57K. Seller will be focusing on his other practice 30 miles away. Please contact your CPS Agent for more details. **Property ID #4443.**

**SAN BERNARDINO – PRICED REDUCED!** Well established General Practice with over 20+ years of goodwill located in two story professional building. Great street visibility. Seller works 2 days/wk with Associate 2 days/wk, Ortho 1x/mo, Perio 1x/mo and O.S. 1x/mo. The income source is 50% insurance, 20% insurance & 30% Capitation (\$7K-\$8K in monthly cap checks). No advertising. 100% patient referral. Practice consists of 13 equipped operatories, 1 plumbed not equipped, storage room, Panorex x-ray room, 2 sterilization area, 2 business offices, and 4 private offices in a 4,000 sq ft suite. Computerized with Dentrix software. Major equipment is approximately 5-20 years old. Has monthly revenue of \$42K/mo. Great large practice. For more details, please contact your CPS Agents. **Property ID #4419.**

**WEST HILLS** – General Practice located on the 3rd floor of a well known multi story medical building with free ample parking. This modern designed practice consists of 3 fully equipped operatories with 2 plumbed not equipped for expansion, sterilization / lab combo and lounge room in a 1,383 sq. ft. suite. Seller works 3 days/wk and sees approximately 5-10 new patients per month. Great potential for a full time doctor. The income source is 60% insurance and 40% cash. No HMO. No Advertising. This year the practice is projecting to do \$346,536. Please contact your CPS Agent for further details. **Property ID #4407.**

**Our services are free to buyers, so we encourage you contact us to have a specialist assigned specifically to you to answer your questions and guide you through the purchasing process.**

**100% FINANCING AVAILABLE TO QUALIFIED BUYERS**

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



# PRACTICE SALES, INC.

## and Appraising of Dental Practices



### GREATER LOS ANGELES COUNTY

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

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

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

**HUNTINGTON PARK - (GP)** – Price Reduced! Established in 2008 this practice is located in a 2 story free standing building. Corner location with heavy traffic flow. Private parking. Not residential area. Across the street from a Church. Seller works 1 day/wk and Associate 1 day/wk. Practice consists of 5 equipped operatories in a 1,700 sq. ft. office. Some Cap and Denti-cal. Motivated seller will be moving out of state. Please contact your CPS Agent for more details. **Property ID #4295.**

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

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

**MONTEREY PARK (GP)** – Leasehold Improvements & Equipment Only! This practice is located in a good area of Monterey Park on a 3 story medical building. Seller is the only dentist in the facility. Surrounded by shopping centers and a Hospital. Office consists of 3 equipped operatories, reception room, business and sterilization/lab area in 812 sq ft. suite. The equipment is approximately 10 years old. Has reasonable rent. Seller is moving his patients to his other office approximately 18 miles away. Price for an immediate sales. Please contact your CPS Agent for more information. **Property ID #4449.**

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



# CALIFORNIA

## Specializing in the Selling

Alice C. King, V.P.

**SANTA MONICA (GP)** – Turn-key practice with over 15 years of goodwill is located in a multi story professional medical building. Seller is currently working 4 days/wk with 1 day/wk of hygiene and sees approximately 10-15 new patients per month. Income source: ~85% insurance and ~15% cash. The practice consists of 4 fully equipped operatories with views to the city, x-ray room, lab room, sterilization, room, and private office in a 1,516 sq ft suite. The equipment is new to 10 years old and has Practice Works software. Grossed approximately \$463,482 in 2013. No HMO. Minimal advertising. Great opportunity. Please contact your CPS Agent for more details. **Property ID #4435.**

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

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

**TORRANCE** – One story well modern front office attached in a huge and very busy shopping center next to home depot, home goods, with lots of foot traffic available for sale. Fee for service turn-key practice. Seller works 2 days/wk and sees approximately 10-15 new patients/mo. Modern décor practice consists of 3 fully equipped operatories with Easy Dental software and digital x-ray in a ~1,200 sq. ft. suite. Most equipment is 1-11 years old. Have revenues of \$14K per month. Motivated Seller will be focusing on primary office approximately 20 miles away. Great opportunity for a GP or Specialist. Please contact your CPS Agent for further details. **Property ID #4391.**

**WEST HILLS** – General Practice located on the 3rd floor of a well known multi story medical building with free ample parking. This modern designed practice consists of 3 fully equipped operatories with 2 plumbed not equipped for expansion, sterilization / lab combo and lounge room in a 1,383 sq. ft. suite. Seller works 3 days/wk and sees approximately 5-10 new patients per month. Great potential for a full time doctor. The income source is 60% insurance and 40% cash. No HMO. No Advertising. This year the practice is projecting to do \$346,536. Please contact your CPS Agent for further details. **Property ID #4407.**

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

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

### ORANGE COUNTY

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

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

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



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

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

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

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

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

**SANTA ANA (GP)** - Turn-Key practice with 10 years of goodwill is located in a busy one story shopping center. Just off the 55 free-way. Motivated seller works 3 days/wk and sees approximately 14-15 new patients/mo. Modern designed practice consists of 3 equipped operatories, Panorex x-ray room, consultation room (plumbed), sterilization & lab combo, small lounge room, equipment room, and private office in a ~1,400 sq ft office. Has revenue of approximately \$19K/mo on a part time schedule. \$400 of Cap income per month. Seller is moving out the country. Beautiful office and great opportunity. Please contact your CPS Agent for more details. **Property ID #4423.**

### RIVERSIDE & SAN BERNARDINO COUNTIES

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

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

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

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

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





# CALIFORNIA

## Specializing in the Selling

Tina Ochoa, V.P.

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

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

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

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

**SAN BERNARDINO** – **PRICE REDUCED!** Well established General Practice with over 20+ years of goodwill located in two story professional building. Great street visibility. Seller works 2 days/wk with Associate 2 days/wk, Ortho 1x/mo, Perio 1x/mo and O.S. 1x/mo. The income source is 50% insurance, 20% insurance & 30% Capitation (\$7K-\$8K in monthly cap checks). No advertising. 100% patient referral. Practice consists of 13 equipped operatories, 1 plumbed not equipped, storage room, Panorex x-ray room, 2 sterilization area, 2 business offices, and 4 private offices in a 4,000 sq ft suite. Computerized with Dentrix software. Major equipment is approximately 5-20 years old. Has monthly revenue of \$42K/mo. Great large practice. For more details, please contact your CPS Agents. **Property ID #4419.**

### SAN DIEGO COUNTY

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

### SANTA BARBARA & KINGS COUNTY

**HANFORD (GP/ORTHO)** – Well established practice with 40 years of goodwill is located in a corner free standing building with excellent street visibility. Building is for sale. Also located in a residential area and across the street from a local high school and hospital. Seller is currently working 4 days/wk with an Associate 4 days/wk and 7 days/wk of hygiene. Approximately 20-25 new patients per month are being seen. There is 60% insurance and 40% cash. The practice consist of 5 equipped operatories, 1 plumbed not equipped for expansion, lab room, business office, private office and 2 restrooms in a 2,500 sq ft office. It's computerized with Dentrix software. The equipment is approximately 2-6 years old. Have monthly revenues of approximately 79K/mo. Projecting approximately \$956,887 for 2013. Buyer's net of ~\$321,421. For more information about this modern designed practice, please contact your CPS Agent. **Property ID #4307.**

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

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

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

### SPECIALTY OFFICE LISTINGS

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

**NORTH ORANGE COUNTY (PERIO)** - Modern designed practice with over 35 years of goodwill is located in a business plaza near residential area and surrounded by shopping centers and professional buildings. Has easy freeway access. Currently Seller is working 4 days/wk with 1-2 days/wk of hygiene. Seller sees approximately 12-15 new patients/mo. The income source is 80% insurance and 20% cash. No HMO. Minimal advertising. The practice consists of 5 equipped operatories, 1 plumbed not equipped for expansion, 1 lounge room, 1 storage room, 1 sterilization area, 1 business office, 2 private offices and 2 restrooms in a 2,200 sq ft suite. It's computerized with Practice Works software. Projecting \$492,477 in 2013 with revenues of \$41K per month. Excellent opportunity. Motivated seller will be traveling internationally. Please contact your CPS Agents for more detail on this great practice. **Property ID #4453.**

**NORTH SAN DIEGO COUNTY (PEDO)** - Established in 1986 this practice is located in a two story dental building with great street visibility and traffic flow. Residential area. It's next to a shopping plaza and elementary school. Seller is currently working 2.5 days/wk and sees approximately 50-60 patients/day. Income course is 70% insurance / 30% cash / 10% HMO. Practice consists of 6 chairs in open area, 2 plumbed not equipped, 1 x-ray room, 1 consultation room, 1 lounge room, 1 storage room. 1 sterilization area, 1 private office and 2 restrooms in a 2,500 sq ft suite. Has Easy Dental software. Equipment is approximately 5-10 years old. No digital x-rays. Projecting approximately \$685K for 2013. Has monthly revenues of \$57K. Seller will be focusing on his other practice 30 miles away. Please contact your CPS Agent for more details. **Property ID #4443.**

**ORANGE COUNTY (ENDO)** - Established is 2009 this modern designed practice is located in the first floor of a two story professional medical building. Sellers work 2 days/wk each and see approximately 3-4 patient/day. 100% patient referral. No advertising. Practice consists of 3 equipped operatories with digital imagery and dual flat screen monitors, 1 plumbed not equipped for expansion, lounge room, storage room, sterilization room, and private office in a 1,742 sq ft suite. Have PBS Endo software, digital x-ray and global microscopes. Equipment is approximately new-4 years old. Have revenues of approximately \$26K/mo. Projecting approximately \$321K for 2013. Sellers will be moving out area. Please contact your CPS Agent for further details. **Property ID #4439.**

### Need CE Credits?

View Upcoming Continuing Education Opportunities:

<http://www.calpracticesales.com/blog>

Keep Up To Date with Us on Facebook: <http://facebook.com/MYCPSTEAM>

View Select Videos on You Tube: <http://youtube/MYCPSTEAM>

#### SELLER'S:

DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

John W. Knipf: [jknipf@aol.com](mailto:jknipf@aol.com)

Robert A. Palumbo:

[rpalumbo@calpracticesales.com](mailto:rpalumbo@calpracticesales.com)

#### BUYER'S:

DIRECT E-MAIL ADDRESS TO BROKERS/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)

John W. Knipf (Neff) President & Robert A. Palumbo, Executive V.P./Partner • Also serving you: Alice C. King, V.P., Tina Ochoa, V.P., Greg Beamer

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

CA DRE #00491323

# Looking to purchase an existing practice or start one from scratch?

We have the financing you need to make it happen and the experience to understand the dental profession.

***Mention this ad and get half off your closing costs. Act now—offer ends January 31, 2014.\****

## Practice acquisition:

- Up to 100% financing\* for your practice — up to \$5,000,000.
- 12-month interest-only options for lower payments initially.
- Principal reduction and early payoff options.
- Practice purchase and real estate combination loans.



**Northern California contact Phill Hoover:**

**1.614.361.8976**

phil.hoover@bankofamerica.com



**Southern California contact Matthew Christie:**

**1.949.794.7438**

matthew.christie@bankofamerica.com

## Practice start-up, remodel, relocation and expansion:

- Up to 100% financing\* for everything from architectural fees to construction, to equipment and cabinetry.
- Up to 36 months of graduated payments.
- Up to 12-month rate lock through the project build-out phase.
- Demographic Site Analysis to help find the ideal location and patient base you want.†



**Contact Ali Karjoo:**

**1.949.794.7447**

ali.karjoo@bankofamerica.com

\* All programs subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply. Bank of America Practice Solutions may prohibit use of an account to pay off or pay down another Bank of America account. This offer expires on January 31, 2014; all applications for this offer must be completed and submitted by January 31, 2014. Loans must fund by February 28, 2014.

† Bank of America Practice Solutions engages Scott McDonald & Associates, a national marketing firm specializing in demographic research, site analysis and profile reports for health care professionals to produce a demographic report to assist health care professionals in evaluating where to locate their professional practices. Scott McDonald & Associates charges a fee for this service, which is passed on to the customer.

Bank of America is a registered trademark of Bank of America Corporation. Bank of America Practice Solutions is a division of Bank of America Corporation, N.A. ©2013 Bank of America Corporation 12/2013 AR666B5f

## Practice Solutions

**Bank of America** 

Buy it! Sell it! Trade it!!!



**DENTAL PRACTICE WANTED** in Ventura, LA County & Orange County: Buyer looking for 3-6 operatories in Free Standing Building preferred with free parking. Good visibility & lots of goodwill and referrals. Mostly Insurance/PPO. Seller retiring. SELLERS call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or practice@lcfinc.com | www.lcfinc.com.

**Periodontist Available** More than 20 years experience, great with patients, and staff. Professional, fast, efficient and painless. perioinla@gmail.com.

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

**complete Papoose board** child large 6-12 yrs like new \$460, contact Angelica 408-871-0877.

**CORONA PRACTICE & BUILDING** (5) op computerized G.P. & building for sale. Drop Dead Gorgeous! New eqt., digital x-rays, & Pano eqt'd. Previous Yearly Production of \$1M+. Partnership dissolution. D&M Practice Sales 818.591.1401.

**ORTHODONTIST WANTED** Rowland Heights Office. If you are friendly, experienced and responsible, please email gabyun323@yahoo.com.

**PRACTICE FOR SALE/ PALM SPRINGS** 4 eq ops in 2,000 sqft office; EQUIP California Practice Sales, Inc. Phone: 714-639-2775.

**Practice for Sale La Verne (SGV) 2100 sq ft beautiful spa like office in a very busy strip mall on a very busy street. 7 ops, 3 fully equipped, 2 digital xray units. Asking \$320,000 OBO CALL: 321-246-1001.**

**CUCAMONGA** HI IDENTITY SHOPPING CENTER SOLD BY PPS 714-832-0230.

**PRACTICE FOR SALE/INDIO** 4 ops, excellent lease, low overhead, 26 years goodwill. PPO and fee for service only. (760)342-9248.

**ORAL SURGEON & ORTHODONTIST NEEDED** in a dental office in Delano. Please call (661)7259393.

**Autoclave for sell** Validator 10 Model AA, single owner, works great, \$500.00 OBO contact: pdoboy28@yahoo.com.

**MULTI-SPECIALTY OFFICE FOR SALE** Orange County (Santa Ana). GP/Pedo/Ortho/OS. Email SantaAnaSmiles@gmail.com for more details.

**PRACTICE TRANSITIONS PARTNERS** We invite you to contact us today or visit our website to learn about our newest listings. 888-789-1085/www.practicetransitions.com.

**ORTHODONTIST NEEDED** 2 days/wk in Orange County. Email resume to DDSConglomerate@gmail.com.

**Front & Back office** assistants 3+yr. experience bilingual, professional, DA. RDA office manager, billing PPO/HMO experience, city Lancaster/PalmdaleNewOfficeDMD@yahoo.com.

## Peri-Pro x-ray developer sold in hours!

*"Just a note to say how happy I am with an ad I placed in the morning of April 10th that was answered in the afternoon of the same day. I am stunned that what I wanted to sell was sold only a few hours later. Very surprised and very happy with The Dental Trader!"*

Dr. Reed



**Place your free  
reader ad online  
today & don't be  
surprised when  
the phone starts ringing.**

**Our Ad Board is very active!**

**Visit dentaltrader.com**

(1st time advertisers should look at the FAQs page first for simple instructions)

**Perio and Clinical Charting** for only \$499 when purchased with DentiMax billing software. To order, call DentiMax at (800) 704-8494.

**WANT gentle used** Dental unit, cabinets, compressor/ Vacuum, Instruments EVERYTHING. Pictures & contact NewOfficeDMD@yahoo.com.

**ANAHEIM** General Practice – 3 Ops, GR \$423K and Adj. Net \$140K, 39 years of Goodwill. HS PPT – Kerri McCullough 949-566-3056 #CA101.

**\$4995 for a complete** American Manufactured Operatory with Dentists Stool, Financed at 2.9% OAC Terms Apply, Call Wendy for all the details. 909-519-1451.

**PERIODONTIST** Stop referring out and increase your production by an experienced periodontist and keep your patients happy in house. 424-645-7173.

**WOOD & DELGADO** "Pat & Jason, YOU DID IT AGAIN!!!! You put on a terrific program. Extremely pertinent and enlightening! You provided attendee's with a great deal of VERY VALUABLE information. Keep your programs coming!!!!" Stanley L. Pollock-Dental Broker www.dentalattorneys.com 800.499.1474.

**US Army Veteran** RDA Looking for Fulltime Job ASAP. 12 yrs Exp in General, Endo, Pedo, Perio, OS. Contact: 310-292-5898 Mecka20000@hotmail.com.

# We Buy, Sell & Trade Dental Equipmt.

***We can repair your broken x-ray sensors!***

## Handpiece Repair Special

**Midwest, NSK etc..\$79**

**GENUINE CERAMIC BEARINGS  
FOR**

**Star 430 SWL, SW .....\$99**

**New Turbine.....\$149**

**Kavo Euro Bearings \$99**

**New turbine.....\$149**

**Low Speed Overhaul.....\$149**

**Titan S Scaler Overhaul ..\$99**

**Professional technicians**

**1 day speedy repair!**

**Call for free pick-up!**

*"We welcome trade-ins on equipment and supplies! Since 1980 family owned and operated!"*

**We buy, sell and trade used sensors!  
Working or not.**

**Adec packages  
Starting at  
\$6999**



Valuable Coupon\*\*\*\*\*Valuable Coupon  
**1 FREE HANDPIECE REPAIR**  
**(\$79.00 VALUE)**  
(Limit 1 per office or customer)

Valuable Coupon\*\*\*\*\*Valuable Coupon

### Closeouts!

Cavi-Jet (re-cond).....\$1895  
Contra Angle, 16 to 1 for endo (new)....\$295  
Contra 32 to 1 for implants (new).....\$395  
Midwest ATC (new) call for pricing  
Sensors. Schick and Kodak, call  
X-rays Belmont and Sirona.....\$1995  
Re-upholster your chair for \$450  
Apollo, cordless, turbo curing light.....\$995

**Belmont Package  
Chair, unit and light  
\$3999 with 1 year warranty**



## Starting or selling an Office?

Let us know when and we can help you save thousands!

We also buy whole offices and equipment, etc.

We also carry new and rebuilt X-rays and processors, sterilizers, ultra-sonic scalers, piezos, "jets," sterilizers, stools, LED curing lights, roto-endo units, intra-oral cameras, surgical handpieces, electric lab handpieces, and other lab stuff.

**Equipment Parts are available!  
Obscure and hard to find! Call Us!**

## **Handpiece Trading Post**

18627 Brookhurst St. #351  
Fountain Valley, CA 92708

**We like trade-ins! Visit us at:  
[www.handpiacetradingspost.com](http://www.handpiacetradingspost.com)**

**800-445-6719**

Obtura II.....	\$695
Touch and Heat.....	\$695
Diagnodent.....	\$1495
Tulsa Endo electric.....	\$795
Diolase.....	\$1759
Biolase MD.....	\$4999
Kavo electric h.p. system.....	\$1495



# Seriously Better....

*"In November 2011 when it came time to list the sale of my seven digit dental practice, there were two publications reaching California dentists...The Dental Trader and the Dental Shopper. I carefully researched both magazines side-by-side and found 21.5 pages of advertising from brokers in The Dental Trader (along with several hundred ads placed by dentists). In the November Dental Shopper I only saw only 3 pages of advertising from practice brokers and about five dozen ads from doctors.*

*I then realized that a serious buyer would be looking carefully at The Dental Trader. Now, one month later we have received dozens of calls from The Dental Trader ad, some firm offers and one great candidate whose paperwork is being processed by the bank. If you are a serious seller, make sure your practice is advertised in The Dental Trader.....that is where the serious buyers are looking for dental practices."*

Sincerely,  
Dr. Ramtin Kheaf  
Los Angeles, CA

**1 IN 5 DENTISTS** currently practicing in the U.S. are licensed here in Calif. That's why there are so many "Practice For Sale" ads in The Dental Trader. You can reach all these CA dentists with The Dental Trader. Visit [dentaltrader.com](http://dentaltrader.com) for details.

**Ortho in your office** Invisalign, Clear Correct, metal and ceramic braces, functionals and appliance therapy. 30 years experience. Call 760-710-7482.

**Allocations** of your practice purchase price may be as important as the price itself. Speak with a dental attorney to learn more. Levi Barlavi, Esq. (310) 776-LEVI. [www.dental-attorney.com](http://www.dental-attorney.com).

**Sirona** 3 Milling Unit, Ivoclar Glazing Oven, and Cerec CAD/CAM RED v3.8 with blocks \$19,999 OBO. [D2DManagementCo@gmail.com](mailto:D2DManagementCo@gmail.com).

**SHOULD YOU BUY OR LEASE YOUR NEXT CAR?** Learn which is best from our dental CPAs at [www.cpas4dental.com](http://www.cpas4dental.com). Whittaker & Company Dental CPAs 562.596.6730.

**Oral Surgeon Needed** Must be able to do sinus lifts, IV sedation, & implants. Email CV to: [upon\\_rqst@yahoo.com](mailto:upon_rqst@yahoo.com).

**Raymond Furness, CPA** M.S. Tax, Premiere Los Angeles Dental CPA for over 15 years. Complimentary consultation 818.990.0686. [www.FurnessCPA.com](http://www.FurnessCPA.com).

**Interested** in purchasing GP office from retiring dentist in OC/LA. Can associate and transition if needed. GPR-trained. Email: [socaldentistdmd@gmail.com](mailto:socaldentistdmd@gmail.com).

**FREE ANNUAL** OSHA EMPLOYEE TRAINING - See O.C.P.I. ad on Pg. 18 in this issue for details.

**Excellent opportunity** Perio or Prost. Space-share with female specialty practitioner. Come build your dream in Bakersfield. Call 818-730-2000.

**Buy an EZ Series** Tuttnauer Autoclave & Received a \$400.00 Manufacturer Rebate. Want to know more? Please Call us at 800-715-5464.

**Ivoclar Ivocap** Injector with clamping frame. 323-644-1050. 800 dollars. In very good condition. Call please for more info and shipping.

**PRACTICE FOR SALE/SANTA BARBARA** 3 ops office w/ 80 yrs gdwll California Practice Sales, Inc. Phone: 714-639-2775.

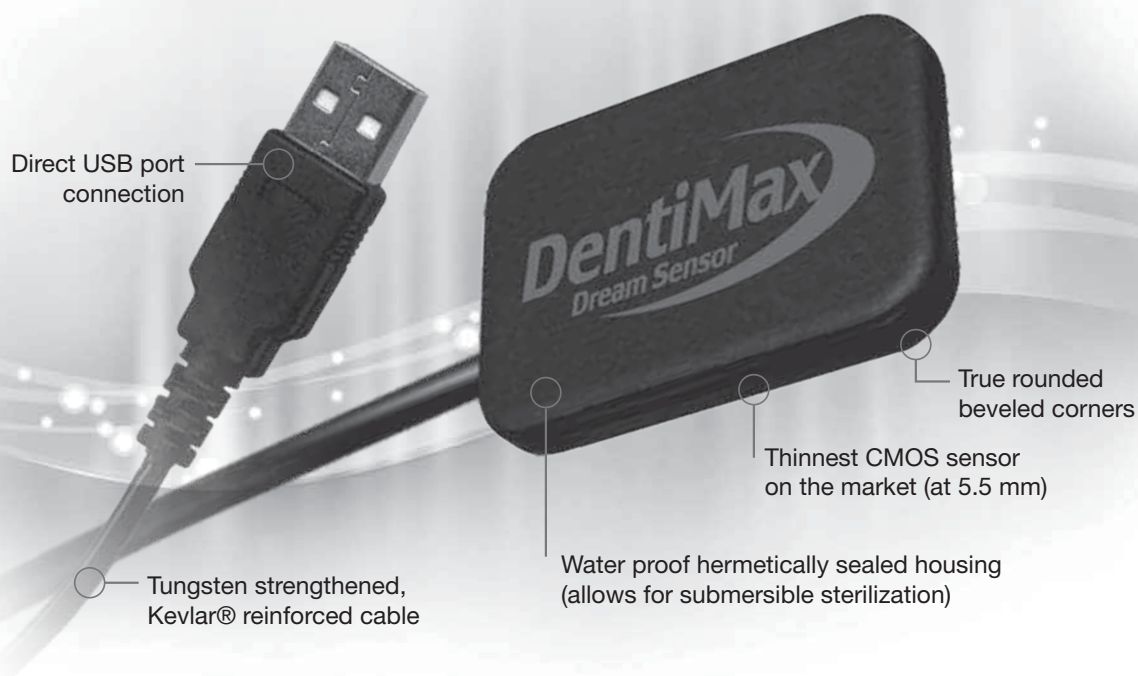
**Keep Ortho/braces** referrals inhouse! Experience starting 15 locations, travel with back-office, staff, supplies. Certified Orthodontist spanish speaking. [InhouseOrtho@gmail.com](mailto:InhouseOrtho@gmail.com).

**CEREC 3** Acquisition Unit and Milling Machine, include any accessories we have. Will take best offer.... Jessika 562-493-1421, Los Alamitos.





# The Dream Sensor



## Amazing Over-the-Top Specials: Ends February 28, 2014



\$1500 Discount on Each Sensor  
 FREE 5-Year Extended Warranty  
 FREE Imaging Software  
 FREE Year of Imaging Software Support  
 FREE Installation, Set-up and Training

Award Winning  
 Quality:



Call Today! (877) 987-8444

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

**Legal Tip** S corporations can save you money on payroll taxes. Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**Board certified** oral surgeon available for your office. Southern california. Cpapmed@yahoo.com.

**MadaJet** XL Needle Free Injector (needless injection) Full setup in box. Never used. Retail \$500. Asking \$325/obo email: [HollywoodSmileBuilder@gmail.com](mailto:HollywoodSmileBuilder@gmail.com).

**They made the process** of building my office much easier. Made the stress of opening a new office much easier. Dr. R. Pullen. 714-240-7179 (All County).

**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.

**Practice available immediately** Located near Pismo Beach Resorts in San Luis Obispo County, on the beautiful California Central Coast. Grossing over \$1.1 Mil, Low overhead, high net. Excellent opportunity for experienced dentist. Doctor retiring. 805 709 6117 [getfitorfat70@gmail.com](mailto:getfitorfat70@gmail.com).

**INDIAN WELLS** General/TMJ, 6 Ops, \$350K on 1 doctor day/week. Pano. HS PPT – Mario Molina – 323-974-4592 #CAM530.

**RIVERSIDE** HMO GR \$873,000 New buyer should expect to do 1.5 million withinn 3 years 10 ops low overhead, in 3500 sq ft Diog pan and xrays FULL PRICE REDUCED FROM ONE MILLION TO \$800,000. Seller to assist in finacing SUPER OPP CALL TOM FITTERER PPS 714-832-0230.

**Dentatus Atlas** Narrow body implants and Inroductory kit,display model\$800, call for details Dr Thakur 408-871-0877.

**For lease** 1000 sq. ft. office in a dental professional building. Prime location, Garden Grove, where 405 & 22 fwy meet on Valley View St. in a busy neighborhood near schools and hospitals. Call Gary @ 714-893-0045.

**DENTAL SUITE** FOR RENT IN SANTA CLARITA Contact Dr Robert Herring 661-250-3600.

**Female UCSF** grad with over 6 years experience availble.Does Pedo Endo, OS,lumineers, invisalign, and great personality. [samiradds@gmail.com](mailto:samiradds@gmail.com) 714-390-8449.

**Periodontist in your LA/OC/SD office: keep 50% of profits** (any brand of implants, IV sedation, perio surgery, bone grafts, extractions, crown lengthening, root coverage, All-on-4, etc). Very personable, can offer a lot to you and your patients. Will bring all supplies and instruments. 619-804-8339 or [socalperiodontist@gmail.com](mailto:socalperiodontist@gmail.com).

**WOOD & DELGADO** Are you PURCHASING a dental practice? Contact us for a FREE LETTER OF INTENT negotiation! [www.dentalattorneys.com](http://www.dentalattorneys.com) 800.499.1474.

# SAVE YOURSELF SOME TIME



## Read The Dental Trader online.

All those email and website addresses are hyperlinked when you view the publication in pdf format.

Click on **EDIT**, then on **SEARCH** to quickly locate something specific. Online readers get a ten day jump on those who wait for it to arrive in the mail and score the best bargains.

**Update** your Hygiene Room for \$4795, 2.9% Financing and a Free Dentists Stool - Call Tom at 714-335-7179 for more information.

**Spending too much** for software? DentiMax offers complete clinical and practice management software for under \$1,000. Call (800) 704-8494.

**dental office** for sale corona ca., good location please contact sam 213-7601507.

**A strong associate** contract will establish the guidelines for a smooth working relationship. Call Levi Barlavi, Esq. for your employment laws needs. (310) 776-LEVI. [www.dental-attorney.com](http://www.dental-attorney.com).

**Dental Assistant Needed** in Simi Valley. Flexible, 20 hrs/week including Saturday. \$11-\$14/hr DOE 805-583-2299 or [reggiena@simidentalcare.com](mailto:reggiena@simidentalcare.com).

**Family Dental Office** looking for a dual skilled front & dental assistant position with 5 years exprience. Call (760) 940-6076.

**Pedodontist wanted** to provide services in small private office in Ventura County. Please email [pktakemoto@gmail.com](mailto:pktakemoto@gmail.com).

**Panoramic** (Digital) Wanted - or Pan with 3D - Email picture, specs, and contact info to: [upon\\_rqst@yahoo.com](mailto:upon_rqst@yahoo.com).

# HENRY SCHEIN®

## PROFESSIONAL PRACTICE TRANSITIONS

Contact  
one of our  
experienced  
Transition  
Consultants



Dr. Lee Maddox  
License #01801165  
25 Years in Business



Dr. Dennis Hoover  
License # 0123804  
36 Years in Business



Dr. Thomas Wagner  
License #01418359  
40 Years in Business



Jim Engel  
License #01898522  
42 Years in Business

PRACTICE SALES • PARTNERSHIPS • MERGERS • VALUATIONS/APPRAISALS • ASSOCIATESHIPS • CONTINUING EDUCATION

### CENTRAL AND NORTHERN CALIFORNIA LISTINGS

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

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

**BISHOP:** General Dentistry Practice and Building - Owner retiring after 29 years in same location. 2011 Collections were \$1,000,243 with \$387K Adj. Net. There are 6 days hyg./wk in the 5 Op, 1,800 sq. ft. building. 100% financing is available for both building and practice. In Escrow. Practice #14390, Contact Dr. Dennis Hoover - 209-605-9039.

**CENTRAL COAST:** Prosthodontic Practice with 4 Ops, a full in-house lab with IOS, mill, casting ovens, and ceramic ovens, in a beautiful area near shopping. Doctor had over \$1.1MM in GR in 2012. Practice #CAM535, Contact Jim Engel, 925-330-2207.

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

**DANVILLE: FACILITY ONLY -** 5 fully equipped Ops with computers in each. Digital x-ray, Digital Pano, and central Nitrous/Oxygen. Seller retiring to a new building after 27 years of practice. Photos available upon request. Practice #CA548, Contact Jim Engel - 925-330-2207.

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

**FREMONT:** Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Owner is downsizing multiple practices. In Escrow. Practice #CA553, Contact Jim Engel - 925-330-2207.

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

**GRASS VALLEY:** Owner retiring, 2012 GR of \$442,736 on 3 day week. 6 Ops, 3 days hygiene, Dentrix software, Pano, Laser, Intra-Oral camera. **SOLD** Fine cash practice. 1,950 sq. ft. office condo available to purchase. Practice #14372, Contact Dr. Thomas Wagner - 916-812-3255.

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

**GREATER SACRAMENTO:** Associate to Owner Opportunity. 2012 GR of \$879K. 1,400 sq. ft. office with 5 Ops, Intra-Oral cameras, Laser, CEREC and Softdent Software. 4 days of hygiene. Associate to work 2 days in 2013 & 2014 then purchase practice. Owner to work back 2 days per week for 2 years after purchase. Practice # CA525, Contact Dr. Thomas Wagner - 916-812-3255.

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

**GREATER SACRAMENTO/ROSEVILLE:** General Dentistry Partnership Position: One of several partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral Camera, Digital X-rays (Dexis), digital Pan, electronic charts, and excellent management team. Each partner has his/her own patients. Owner financing w/ acceptable down payment. Sale to new partner is subject to approval by current partners. Practice #CA126, Contact Dr. Thomas Wagner - 916-812-3255.

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

**LANCASTER:** General Dentistry Practice - This 4 op office is located in 2,360 sq. ft. in medical/dental office building w/ space for add'l ops. Gross receipts were \$676K with a \$174K Adj. Net. Dentist is retiring after 39 years. 4 days of hygiene. In Escrow. Practice #14376, Contact Dr. Dennis Hoover - 209-605-9039.

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

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

**NORTH EAST BAY:** General Dentistry Practice established for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with

Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2012 GR of \$885K with overhead under 70%. Building to be sold with practice. Practice #CA108, Contact Dr. Thomas Wagner, 916-812-3255.

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

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

**RIDGECREST:** General Dentistry Practice and Building: 4 Op practice in 1,536 sq. ft. building. Owner retiring after 32 years in same location with 2012 GR of \$175K. Pictures of the building are available upon request. Lots of Potential. Practice #CA523, Contact Dr. Dennis Hoover - 209-605-9039.

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

**SAN RAMON: FACILITY ONLY -** Great San Ramon location in professional complex: equipment, leaseholds & furnishings only. 1,400 sq. ft. with 4 equipped Ops (2 add'l plumbed), Pano X-Ray, Computer server & workstations w/ Dentrix, Intra-Oral camera & wired for digital. Priced to sell in an upscale community. Practice #CA511, Contact Jim Engel - 925-330-2207.

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

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

**TURLOCK:** Doctor's GR in 2012 were over \$950K with only 54% overhead or \$443K Adj. Net. 8 days of hyg/wk. Intra-Oral camera, Pano X-Ray, Digital, and Dentrix software. Owner is retiring. In Escrow. Practice #CA506, Contact Dr. Dennis Hoover - 209-605-9039.

**WALNUT CREEK:** Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retir-

NORTHERN CALIFORNIA OFFICE  
1.800.519.3458

www.henryschein.com/mpg

SOUTHERN CALIFORNIA OFFICE  
1.888.685.8100



# DENTAL PRACTICE BROKERAGE

## Making your transition a reality.



Mario Molina  
License #01423762  
35 Years in Business



Thinh Tran  
License #01863784  
11 Years in Business



Jaci Hardison  
License #01927713  
26 Years in Business



Kerri McCullough  
License #01382259  
35 Years in Business

More than  
75 Years of  
Experience!

PRACTICE SALES • PARTNERSHIPS • MERGERS • VALUATIONS/APPRAISALS • ASSOCIATESHIPS • CONTINUING EDUCATION

ing after 28 years in the same location. Practice had over \$530K in GR in 2012. Practice #CAM540, Contact Jim Engel - 925-330-2207.

### SOUTHERN CALIFORNIA LISTINGS

**ANAHEIM:** General Dentistry Practice is perfect for a merger or satellite office. The seller is retiring and refers out most specialty procedures. This 3 Op practice is nicely appointed and modern. 2012 GR of \$423K and an Adj. Net of \$140K. Practice established for 39 years, room to grow! Practice #CA101, Contact Kerri McCullough - 949-566-3056.

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

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

**CLAREMONT:** *NEW LISTING* General Dentistry Practice with 6 Ops in 2,200 sq. ft. suite. Established for over 44 years with 8 days of hyg/week. Practice uses Softdent, Digital X-rays, and refers out most specialty procedures. GR of \$581K in 2012. Practice #CA114, Contact Thinh Tran - 949-533-8308.

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

**COASTAL ORANGE COUNTY:** Gorgeous 4 Op General Dentistry/Implant practice in the most desirable location in America. All high-end equipment. Kavo elec. handpieces and implant systems in place. 2012 GR of \$1.2MM. Practice #CA520, Contact Thinh Tran - 949-533-8308.

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

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

**INDIAN WELLS:** This General Dentistry Practice has a strong emphasis in TMJ in a 4,000 sq. ft. suite. Built 2 years

ago with 6 Ops, and all new equipment and fixtures. Practice was in the Palm Springs area for over 3 years and moved to nearby Indian Wells. 2011 GR were over \$350K on just 1 doctor day per week. Practice has a CMT Pan/Ceph machine and a lecture room in the suite. Practice #CAM530, Contact Mario Molina - 323-974-4592.

**LA MESA:** *NEW LISTING* - This 3 Op practice is located in 2,000 sq. ft. in a professional building. GR of \$396K in 2012 with \$155K in Adj. Net. Practice utilizes Dextrix, Laser, and Digital X-Rays. Practice #CA, Contact Thinh Tran - 949-533-8308.

**LANCASTER:** This 4 Op office is located in 2,360 sq. ft. on the second floor of a medical dental building. GR were \$676K with a \$174K Adj. Net. Dentist is retiring after 39 years. 4 days hyg/wk. Additional Ops could be added to existing space. Practice #14376, Contact Dr. Dennis Hoover - 209-545-249.

**LOS ANGELES:** *NEW LISTING* - General Dentistry Practice with 5 Ops in a professional building downtown. For more information, contact Kerri McCullough - 949-566-3056.

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

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

**NEWPORT BEACH:** General Dentistry Practice with 3 equipped Ops, high-end equipment is less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dextrix software. 2012 GR of \$350K on 3-1/2 days per week. Located near hospital in a desirable area. Practice #CAM534, Contact Thinh Tran - 949-533-8308

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

**NORTH SAN DIEGO COUNTY:** General Dentistry Practice has 12 equipped Ops. Located in a free-standing building in a desirable area and established for 35 years. CAP and PPO contracts with \$1.2MM in GR in 2012 with \$405K Adj. Net. Practice #CAM555, Contact Kerri McCullough - 949-566-3056.

**ORANGE COUNTY:** *NEW LISTING* - General Dentistry Practice with 2012 GR of over \$1.1MM. Desirable area in Orange County. For more information, contact Kerri McCullough - 949-566-3056

**ORANGE:** Small General Dentistry Practice in a retail location. Doctor has been in the location for over 20 years. 3 Ops, 750 sq. ft with 1000000 of \$1,080/mo. Practice uti-

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

**RIVERSIDE:** *NEW LISTING* - This General Dentistry/Implant Practice with 5 Ops has been established for 50 years and utilizes Dextrix, Digital Pano, and CT Scan. Dental equipment is 8 years old and has 20+ new patients/mo. Building also for sale. Practice #CA120, Contact Kerri McCullough - 949-566-3056.

**SAN CLEMENTE:** *NEW LISTING* - This General Dentistry Practice with 3 Equipped Ops, 2 Add'l plumbed has been established for approx. 10 years. Uses PracticeWorks, digital x-rays and Pano. Practice # CA, Contact Kerri McCullough - 949-566-3056.

**SAN DIEGO:** *NEW LISTING* - General Dentistry Practice with 5 Ops has been established for 21 years. For more information, contact Thinh Tran - 949-533-8308

**SOUTH ORANGE COUNTY:** General Dentistry Practice with 4 Ops in a 1,350 sq. ft. suite in a coastal location. Practice utilizes Dextrix. Practice # CA119, Contact Kerri McCullough - 949-566-3056.

**THOUSAND OAKS:** *NEW LISTING* Retiring General Dentist, established for 37 years with 6 Ops and 8 days of hygiene/week. Practice uses Dextrix/Dexis and GR of \$589K in 2012. Practice #CA118, Contact Thinh Tran - 949-533-8308.

**WEST LOS ANGELES:** *NEW LISTING* - General Dentistry Practice with 4 equipped Ops, 1 add'l plumbed. Great LA location on the West side with GR of \$342K on just 2 doctor days per week. Room to grow! #CA117, Contact Kerri McCullough - 949-566-3056.

**YORBA LINDA:** General Dentistry Practice with 5 Ops. This well-appointed practice is on a main street in a desirable area. Practice has been established for 28 years in this family community. Practice has 3 days of hygiene and 3 doctor days per week and has \$380K GR for 2012. Practice #CAM531, Contact Thinh Tran - 949-533-8308.

### OUTSIDE OF CALIFORNIA

**MAUI HAWAII:** General Dentistry Practice with GR of \$636K. Office has 4 Ops in 1,198 sq. ft., Pano, Laser, Intra-Oral camera, Fiber Optics, and 2-1/2 days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. Practice #20101, Contact Dr. Thomas Wagner - 916-812-3255.

**HENDERSON, NV:** Deceased Dentist, Pediatric Practice - 2011 Collections of \$875K and 2012 Collections of \$766K. 2013 Collections in first 3 months were \$688K. 6 Ops, Dextrix, and Pano. Available for immediate sale. Practice #NV100, Contact Dr. Dennis Hoover, 209-605-9039.

NORTHERN CALIFORNIA OFFICE  
1.800.519.3458

www.henryschein.com/mpg

SOUTHERN CALIFORNIA OFFICE  
1.888.685.8100

# BECAUSE YOU CARE. . .

**You practice dentistry because you believe in making a difference  
in the health and self-esteem of others.**

No one person can help everyone, but everyone working together  
can improve the oral health of our most vulnerable –  
children without access to oral health care  
or the education needed to prevent future decay.

Professionals like you support  
**The Children's Dental Center of Greater Los Angeles**  
through donations of time, treasure or talent to improve the oral health  
and lives of thousands of underserved children each year.

Please contact us today – your help makes a world of difference to kids like this!



[www.tcdc.org](http://www.tcdc.org)

[ldaggett@tcdc.org](mailto:ldaggett@tcdc.org)



**The Children's Dental Center of Greater Los Angeles**

300 E. Buckthorn Street, Inglewood, CA 90301

**Please call (310) 419-3000 x211**

*Thank you for caring*

The Children's Dental Center is a Non-Profit – 501 (c ) (3) Organization

# Ask The Dental CPAs



## How can I be more proactive in my tax planning for 2014?

Tax planning is a proactive process that begins in the second quarter of the year (April, May & June), not a single event that happens in the last few months of the year. To be able to maximize the tax strategies available to you, tax planning must be done continually throughout the year. It's not something that you can do after the year is over. Once the year is over, you're at the whim of what already happened and what tax laws we can apply to what you have already done, rather than taking advantage of tax laws that are in your best interest.

Proper tax planning for the year requires having accurate accounting records. When a dentist tells me that they want to start tax planning but their records aren't together or they don't know what their income looks like year-to-date, it makes it challenging to provide the best advice and to identify which tax planning tools will work best for them. One of the best things you can do for optimal tax planning is to keep your records accurate and up-to-date.

Optimal tax planning answers the following questions:

- Where are we now?
- What are the things we know are going to happen between now and the end of the year?
- What are the tax policies and tax laws that we can apply to your situation to reduce your tax?

Keep in mind that just because a tax law is available or there are certain deductions available, they may not be in your best interest. Tax planning is not a 'one size fits all'.

If proper tax planning is performed, your tax return preparation will confirm everything that happened throughout the year and there should be no surprises. Have questions? Call us or email me at [danw@cpas4dental.com](mailto:danw@cpas4dental.com).

INSIDE Public Accounting  
2013 FASTEST-GROWING FIRMS

Have a question for our dental CPAs? Email it to [danw@CPAs4Dental.com](mailto:danw@CPAs4Dental.com)

CPAs4Dental.com  
562.596.6730



WHITTAKER & COMPANY  
Dental CPAs & Business Advisors

**Need a Dental Assistant** for front and back, optimist, happy, social, enthusiastic. Santa Ana please email cv to [babaketemad07@gmail.com](mailto:babaketemad07@gmail.com).

**Office makeover time!** New Belmont upholstery (your choice of color) and new base plates (about \$350 ea. retail) all for \$799, while they last. Call Handpiece Trading Post (since 1980) 800-445-6719.

**Ortho RDA Wanted** for Private Ortho Office in Redlands Ca - Please send resumes to 909-793-6886 or email [DrPaulson@HPOrtho.com](mailto:DrPaulson@HPOrtho.com).

**Ritter dental** operatory chair. Mustard color, good condition. \$300.00 OBO, Call(818)609-8655.

**High-end periodontal office** in West Los Angeles available for sublease to Pedodontist, Endodontist, Orthodontist, 2 days a week. call 310-5535754.

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

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

**Garden Grove** leasehold 3 ops 2 equip pano 1000 sf shopping center on major cross section ample parking \$30,000 [jhananian@gmail.com](mailto:jhananian@gmail.com) 951 834 5977.





# Dental

OFFICE DEPOT

**Simple &  
Easy!!**

**FREE CURING LIGHT**  
**\*\*\*\*\*Open Your New Online Account\*\*\*\*\***  
**Place your first order of \$500 or more! It's that easy!**  
 (tax & shipping excluded)

**Save  
Money!!**



**QARTZ Propphy  
Paste 200/pk Asst.  
Flavors \$15.95**



**Vonflex Impression  
Material 2pk \$13.95**



**Earloop Mask 50/bx  
\$3.95**



**3 1/2" x 10" 200/bx  
\$5.95**



**Mixing Tips 48/pk  
\$21.95**



**Prophy Angles  
500/pk  
\$104.95**



**Herculite XRV  
Syringe \$49.95 ea.**



**Iso-form Crowns  
5/pk \$15.95**



**Cotton Rolls 2000/bx  
\$9.95**



**All Purpose Alginate  
\$7.95 per bag**



**X-ray Film D-58  
150pk  
\$31.95**



**Disinfecting Wipes,  
160/can  
\$9.25**

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

**For more information email: [info@dentalofficedepot.com](mailto:info@dentalofficedepot.com)**

**Ph: 855-230-5521**

**RESEDA/TARZANA** HI IDENTITY BUILDING AND PRACTICE FOR SALE OVER 70 NEW PATIENTS PER MONTH GR OVER ONE MILLION WILL DO 2 MILLION HERE IN 5 YEARS. GROWING RAPIDLY GREAT OPP FOR SPECIALIST AND GP TEAM CALL PPS TOM FITTERER 714-832-0230.

**Moreno Valley** dentist looking to buy a dental office in Moreno Valley. Please call/text (310)739-4091.

**TUSTIN ORTHODONTIC PRACTICE FOR SALE** 4 operatories in 1200 sq ft – very modern upgrades – Dr paid \$140,000 13 months ago but just bought another practice – approx.30 patients – Great as a start-up or to relocate your practice - Thomas & Fees Practice Sales (714) 544-4341.

**Part time dentist** experienced with molar extractions needed in Burbank. Mail CV to 1400mydentalplace@gmail.com.

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

**Female dentist** 9 years experience looking for P/T position in LA area. Experienced in Molar endos and extractions. Call 310-990-5950..

**BOARD CERTIFIED AND IV SEDATION CERTIFIED PERIODONTIST AVAILABLE FOR YOUR OFFICE. HAVE ALL OWN INSTRUMENTS AND IMPLANTS. GENTLE AND CARING. 8185214947 IMPLANTSAVVY@GMAIL.COM.**

**Peri Pro Dental** X-Ray Processor, \$100, Los Angeles Area, Works Perfect call (310) 266-7780.

**Oral Surgeon needed** in San Juan Capistrano; one day/ December. IV Sedation. Base \$1750 negotiable. Hours 8am-2pm. Roughly 10pts. 949-489-1013.

**"I have patients** flying from Europe to get this procedure!" The all new Pinhole Surgical Technique eliminates the need for grafts, incisions, sutures, patient discomfort and heals overnight! Visit pinholesurgicaltechnique.com for stunning development!

**Dentist Wanted** GP with Pedo experience. Work on Saturdays in Riverside. High percentage pay. Send CV to richardreal88@gmail.com.

**Endodontist Needed** Two days/month in Temecula Valley. Excellent supporting staff and production potential. Email CV to drhortonz@hotmail.com.

**Sleep Medicine** Pharyngometer/Rhinometer and Embletta X100 Sleep Recorder. Rarely used. 3yrs. old. \$15,000 OBO. slf05@live.com.

**How to bring jobs back** (NON POLITICAL). This Video is less than 4 minutes. It is simple and to the point and is exactly the message we need to spread across America. [https://youtube.googleapis.com/v/4FrGxO2Fn\\_M](https://youtube.googleapis.com/v/4FrGxO2Fn_M).

## I'm a Dental Trader Reader

*I am a **Dental Trader** reader. I successfully located an associate dentist by advertising in **The Dental Trader**. Additionally, I found equipment and materials I needed being advertised at great prices. Recently I opened a second office in Rancho Santa Margarita with 10 treatment rooms and had space for sublease.*

***The Dental Trader** is helping me locate specialists to sublease the available treatment rooms too. I highly recommend advertising in **The Dental Trader**.*

Sincerely,  
Dr. Orly Taitz

**CERRITOS** General Practice-6 Ops, Digital X-rays, Est. 39 years. HSPPT – Kerri McCullough 949-566-3056 #CA100.

**EAST VENTURA COUNTY #2** (3) op comput. G.P. & single use bldg. for sale. 2013 Gross Collect \$560K+. Cash/Ins/PPO/HMO pts. Mos Cap ck. \$2K+. Some newer eqt'd. D&M Practice Sales 818.591.1401.

**Orthodontist Needed** Lake Elsinore in Riverside County 1-2 days per month. Please email CV to drhortonz@hotmail.com.

**WOOD & DELGADO** Let the #1 Dental Law Firm the Country handle the MOST IMPORTANT DECISION OF YOUR CAREER! [www.dentalattorneys.com](http://www.dentalattorneys.com) 800.499.1474 Patrick J. Wood - Jason P. Wood.

**Looking for endodontist** for private practice in Aliso Viejo in Orange County. Please email resume to drmarcpana@yahoo.com.

**Perio/Implant** Related Sx/Tx for over 20 yrs. Available only Weds for your Office. Bring Everything. Serious Only. pskdds16@hotmail.com.

**Part time dentist** familiar with Invisalign needed in Burbank office. Mail CV to 1400mydentalplace@yahoo.com.

**Award Winning Digital Sensors** DentiMax sensor package includes size 2 and size1 sensors with imaging software. Call (800) 704-8494.

**owner retiring Inexpensive satellite endodontic office in San Gabriel for sale. Ideal for your first office or as a satellite office. Contact 3joys888@gmail.com or 626-319-5713.**

**dentist to buy** existing dental practice from RETIRING dds. 5+ ops. prefer west los angeles, ventura, downtown, culver city. toothfairy1563@yahoo.com.

**GP dentist working** as pedodontist, doing sedations & nitrous oxide. extremely efficient & fast.contact 9096533166.

**Lot of high speed** hand pieces. Most need repair. But all function semi-ok. Have about 30+ Sac. \$200 molarman111@hotmail.com.



**(855) 337-4337**

Join us for one of our upcoming  
**Maximize Practice Value**  
Seminars!

**Call today for details.**  
**BlueprintForPracticeSuccess.com**

**www.integritypracticesales.com**

**Call (855) DDS 4 DDS or visit [www.integritypracticesales.com](http://www.integritypracticesales.com) today for more information about our listings or to discuss your best options for a successful transition!**

**Coastal San Luis Obispo County:**

Small practice ready for growth and offered at a great price. 2012 Collections at \$427,000.

**SOLD**

**Tulare County Perio Practice:**

2012 Collections over \$407,000, Well-established perio practice with 4 ops. New listing, Please call for details.

**Santa Barbara:**

Beautiful Santa Barbara high-tech, multi-specialty practice with CEREC and Galileos 3D imaging. Current A-dec top-of-the-line equipment and cabinetry. Collections over \$2,000,000 in 2013.

**SOLD**

**Santa Barbara:** New ortho listing! Please call to discuss the details of this beautiful practice!

**Northern San Luis Obispo**

**County:** Newer building for sale in addition to a great practice. 2012 Collections \$545K.

**Coastal San Luis Obispo County:**

New Listing! 2012 Collections over \$446K. Small beach town. Please call for details!

**Coastal San Luis Obispo County:**

Great practice, nice location in a small beach town in San Luis Obispo county. 2012 collections over \$800,000. Estimated buyer's net after debt service is \$235,000.

**PENDING**

**Santa Barbara:** Located in a very nice professional complex. Small to medium sized practice. Currently no marketing which makes for lots of upside potential.



Many of our clients aren't sure whether they should sell now or grow their practice for a few years first. Give us a call for a no obligation consultation. Bill Kimball, DDS is one of dentistry's most respected authorities on practice growth and transitions. Bill is a licensed practice broker and has been a successful management consultant since 1995. CA BROKER #01911548



**Kings Two Dental Supply** has the #1 field technician and the best service team in Southern California ready to repair any of your dental equipment. Please Call us at 800-715-5464 for your repair needs.

**ORTHODONTIST IN YOUR OFFICE** Experienced orthodontist travels with supplies+staff. Bilingual English/Spanish. To OC/LA /Area. Contact:orthosmile.oc.la@gmail.com.

**Dental digital scope** Camsight Explorer. This dental digital imaging scope is in perfect conditions. Contact me for more info: ktisbs@yahoo.com.

**Help Provide Dental Screenings** for Children in the San Gabriel Valley The San Gabriel Valley Foundation for Dental Health provides dental screenings and education to thousands of children each year. Donate your time to help. Call 626-688-6407 or visit [www.sgvfdh.com](http://www.sgvfdh.com).

**DENTIST WANTED** Sublease "Boutique" office in Brentwood. Beautiful space with two ops and fully equipped lab. Info@MyBrentwoodDentist.com or (310)826-7788.

**Fully equipped** dental lab for sale or Lease! Call George or Doctor G for more information! Y2K Dentistry (818)986-4600.

**2012 BIOLASE WATERLASE iPLUS FOR SALE.** Hard/Soft Tissue Laser. Like new. Handpieces, tips, other accessories included. pivosmiles@aol.com, 818-429-8792.

**PRACTICE WANTED** in South Orange County, retail shopping center. Please email me at: dr.i\_dds@yahoo.com.

**Looking for P/T** associate dentist in Montclair, on Wednesdays and Thursdays. Email Resume to: szuchang1950@gmail.com.

**DA NEEDED** FOR PRIVATE TORRANCE GP OFFICE. FAX RESUME W/HAND WRITTEN COVER LETTER 310-326-5490. TRAINING PROVIDED FOR QUALIFIED APPLICANT.

**NEVADA DENTURE PRACTICE GR 1.3 MILLION NO IMPLANTS, IMPLANT SPECIALIST WILL DO 3 MILLION ESTB MANY YEARS, RENT 1.00SQ FT. Asking 1.3 million call PPS TOM FITTERER 714-832-0230.**

**Rent a chair** one or two days/week, in modern digital dental office. Olympic/Fairfax area. Email fred@socaldentalhealth.com.

**PRACTICE FOR SALE** Vista. Established GP in Medical Bldg. 4 Ops in approx. 1700 sq. ft.

**PERIODONTIST** 16 YEARS EXPERIENCE BOARD CERTIFIED PERFORMS IMPLANTS, EXTRACTIONS, SINUSLIFTS, GRAFTS, PERIODONTICS, NORTH/SOUTH CALIFORNIA, CARRY INSTRUMENTS 5105160027 / 9492000600 CALIFORNIAPERIO@GMAIL.COM.

**Looking for experienced** Endodontist to share office in the heart of Beverly Hills area. Call me 310)652-8877or contact liliadds@yahoo.com.



*Our firm placed a "Space for Lease" ad on the Dental Trader's website in November for the December edition (unnecessarily as it turned out) because we signed a lease with a new dentist/tenant who saw our ad online November 18th!! It was a great advertising decision.*

Linda Schwartz-Wright  
Mitchell Silberberg & Knupp LLP  
Office Manager & Director of Operations/Facilities

**GP needed** Hawthorne and Long Beach can work on pedo. Great compensation 2 yr experience. first1dr@yahoo.com 310-973-8004.

**ASSOCIATE DENTIST** Seeking exceptional dental professional for modern dental practice in beautiful Ventura County, Ca. Please send resumes to: pktdsinc@yahoo.com.

**PEDODONTIST NEEDED** Seeking exceptional dental professional for modern dental practice in beautiful Ventura County, Ca. Please send resumes to: pktdsinc@yahoo.com.

**PRACTICE FOR SALE/ WEST HILLS** Modern office w/ 3 ops & 2 plmbd; NO HMO. California Practice Sales, Inc. Phone: 714-639-2775.

**DENTIST SPECIALISTS, LAB TECHNICIANS:** Professional building on very busy street with high traffic count/visibility for sale in Escondido. Over 11,000 sq. ft. building. There's 6009.85 sq. ft. is leased, generating over \$8853.46/month rental revenue. 619-517-6245 for details.

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

**Attend 5 top-notch lectures** for only \$499, all on Sundays, in a convenient OC location! Visit [www.xcelseminars.com](http://www.xcelseminars.com) for info.

**ENDODONTIST** Endodontist Available Part Time for your PPO/FFS office. Great Patient Care, Friendly & Professional. Contact AxisEndodontics@gmail.com for details & Minimum requirements.

**seeking experienced** committed Endodontist starts twice a month up to four times a month, special equipped Endo Operatory. replytobdc@gmail.com.

**Submit your free ad** or subscribe online at [dentaltrader.com](http://dentaltrader.com) today!

**Denar articulator** Teledyne Waterpik, USA. Complete. Includes original box, extra mounting rings. Call Yosi: 310-922-5666 \$250.

# The Southern California Academy of General Dentistry *presents*



## Creating Beautiful Smiles That Have Functional Stability

**Sunday, March 16, 2014 8am to 5pm**

**Registration 7am • 8 CE Units**



Embassy Suites Hotel, 11767 Harbor Blvd., Garden Grove, CA 92840  
(See detailed loose insert color flyer in this issue of The Dental Trader)

Continental Breakfast & Fabulous Lunch Buffet Included **Free Parking**



**Speaker:**

**Robert G. Rifkin, DDS**

**Internationally Famous Restorative Dentist**

**from Beverly Hills, California, the Esthetic Capital of the World**

*Beautiful smiles can be created and maintained by performing a pre-treatment evaluation of all of the contributing factors such as facial-skeletal form, tooth shape and position, incisal contour in relation to the adjacent and opposing teeth, lip contour and position. Then there is the factor organic occlusion. Does the patient have an anterior/canine guidance mechanism? Do the posterior teeth contact and interfere in lateral movements? Is there a harmful "molar guidance" present? How do you recognize these conditions? Do you need stone models to do this? What does the California Dental Practice Act require about forming a diagnosis, then a treatment plan? Have these patients carefully observed the details of their own mouths before you render dental treatment? What about hand-held mirrors?*

*Dr. Rifkin will show us a 7-minute video of his results on a large number of his celebrity patients who have given him their permission, as well as examples of similar treatments on his more ordinary cases. Dr. Rifkin has created a high degree of case acceptance in one of the most successful practices in the U.S. This is why office staff should attend this program in order to improve their communicative skills with patients.*

### Registration Form

Dental License No: \_\_\_\_\_ 6-digit AGD # if you are currently a paid-up member: \_\_\_\_\_

**DR / RDH / RDA / DA (Circle)**

Name \_\_\_\_\_

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

Telephone \_\_\_\_\_ Fax \_\_\_\_\_ E-Mail \_\_\_\_\_

☐ Visa ☐ MC ☐ Amex ☐ Discover # \_\_\_\_\_ Exp. \_\_\_\_\_ Security Code \_\_\_\_\_ Total \_\_\_\_\_

Credit Card Billing Address \_\_\_\_\_ Zip \_\_\_\_\_

**Cancellation Policy: Must be within 10 days of the meeting for a 90% refund.**

#### Tuition Due by March 9, 2014

<b>AGD Member</b>	<b>\$195</b>
<b>Non-AGD Member</b>	<b>\$275</b>
<b>Dental Auxiliary</b>	<b>\$110</b>

#### After Due Date

<b>\$225</b>
<b>\$325</b>
<b>\$135</b>

#### At the Door

<b>\$400</b>
<b>\$400</b>
<b>\$175</b>



Checks are payable to SCAGD, 2720 Aqua Verde Circle, Los Angeles, CA 90077-1502  
For credit card payment fax this completed form to: 310-472-6729 • Phone: 310-471-4916

Email: [drrobertgarfield@aol.com](mailto:drrobertgarfield@aol.com)

Your credit card information is secure



**PRACTICE SALE** Beverly Hills, Established General Dental practice. 4 Fully Equipped Ops, Updated facility built 6 years ago. \$900,000 collections in 2013 and growing year over year. Broker - Charles Kim 800-416-2055.

**NEVADA** RESORT CITY ST OF ART GR 600 IN 3 DAYS SELLER WILL STAY 3 DAY ADD 3 DAYS AND BUYER WILL DO 1.2 MILLION FP \$600,000 CALL PPS TOM FITTERER 714-832-0230.

**YORBA LINDA PRACTICE FOR SALE** Dr. retiring after 26 years - 3 operatories in approximately 1200 sq. ft - grosses approx. \$50,000/mo on 4 ½ days/week with 2 hygiene days/week - Thomas & Fees Practice Sales (714) 544-4341.

**BEAUTIFUL 2 OP, STATE OF THE ART FACILITY AVAILABLE FOR SUBLEASE IN MARINA DEL REY 4 TIMES A MONTH (MONDAYS). TERMS NEGOTIABLE, PERFECT FOR SPECIALTY. PLEASE CONTACT DR K AT 323 203-9737 OR EMAIL KONVISERDDS@YAHOO.COM.**

**For Sale** Cerec4 Machine. Tower and Milling unit. Works great! Lightly used. Call George for more info! Y2KDentistry (818)986-4600.

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

**WOOD & DELGADO** Do you want an attorney that GIVES BACK?!?! Has Experience?!?! Visit our website for a list of our 2012 Events! [www.dentalattorneys.com](http://www.dentalattorneys.com).

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

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

**Typodonts** Pedo, adult, and endo!! Includes existing teeth. Used for state board exam. Call Yosi: 310-922-5666 \$75 each.

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

**DENTAL PRACTICE WANTED** Pre-approved buyer looking for 4-5 Operatories, grossing \$400-800K with net of \$200K+ in following areas: Culver City, Santa Monica, West LA, Torrance, Valley cities: Woodland Hills, Agoura Hills, etc. SELLERS call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or [practice@lcfinc.com](mailto:practice@lcfinc.com) | [www.lcfinc.com](http://www.lcfinc.com).

**2 Digital Sensors** for a fraction of the competition's price! The DentiMax sensor package includes size 1 & 2 sensors with imaging software. Call (800) 704-8494.

# I Discontinued My Ad!

*My advertisement generated three responses on the first day it was posted on the Dental Trader website. With the immediate success, I discontinued my ad before it appeared in the printed edition.*

—Dr. White

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

**WOOD & DELGADO** "Thank You again for all of your help with this! Wouldn't have made it a reality without you!!!" Dr. Nirav Patel, D.D.S. (Corona, CA) [www.dentalattorneys.com](http://www.dentalattorneys.com) 800.499.1474.

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

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

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

**RENO NEVADA PRACTICE FOR SALE** Busy GP in an efficient, 4 op (3 equipped) office. The only reason this profitable business is on the market is because the seller is relocating out of the area. Practice Transition Partners, (888) 789-1085, [www.practicetransitions.com](http://www.practicetransitions.com).

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

**Free Retirement Plan Feasibility Study** with every incorporation. Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**VICTOR VALLEY** HI IDENTITY SHOP CENTER LDY DDS GR \$700K 8 OPS LOW OVERHEAD SELLER NETS IN EXCESS OR \$300,000 BUYER CAN DO 1 MILLION HERE AND NET \$ 500,000 FP \$585,000 CALL PPS TOM FITTERER 714-832-0230.





Brad Wiltbank, DMD (Seller)

Heather Eggenberger, DDS (Buyer)

*Bringing buyers  
and sellers  
together since  
1997!*

*"Rob and his team at Practice Transition Partners were not only perfectly reliable and competent, but they were a pleasant, stabilizing influence throughout the transition process. I couldn't be happier with Rob and would recommend him without hesitation."*

*-Brad Wiltbank, DMD*

*"Practice Transition Partners was fantastic to work with. They were all very helpful and prompt in responding to requests... always available to answer questions and I felt that I was well informed throughout the transition... Rob coordinated many aspects of the transition smoothly and fairly and made sure all the details were taken care of. I would absolutely recommend Practice Transition Partners to anyone looking to sell or purchase a practice."*

*-Heather Eggenberger, DDS*

**Dental Practice: Sales • Acquisitions • Mergers • Valuations**

**MISSION VALLEY Prosthodontic Practice** Beautiful 7 op prosth practice centrally located. **SOLD!**  
**MISSION VALLEY EAST AREA** Five op GP established close to 60 years. Strong in hygiene. **SOLD!**  
**RENO, NEVADA** Growing and busy GP in efficient 4 op (3 equipped) facility. Excellent net.  
**CENTRAL IDAHO** Spacious, 3 op GP with room for a fourth. Beautiful area, great opportunity.

**PRACTICE  
TRANSITION  
PARTNERS**  
*realizing the possibilities*

Robert Stanbery  
Owner



Please visit our website to learn more about our current listings.

*Give us a try and  
experience the difference!*

**888.789.1085**  
**www.practicetransitions.com**

**Perfect Apical Seal** With Life Time Warranty For ALL Inoperable Endo. I Provide Everything. visit: [www.socalrootcanal.com](http://www.socalrootcanal.com).

**This PERIO practice** is a cash cow!!! Brand new listing in SAN DIEGO. The building is also for sale, and is very affordable. Act quickly! Call The San Diego specialists: KEN RUBIN Practice Sales at (619) 299-6161. [www.KRpracticeSales.com](http://www.KRpracticeSales.com).

**SANTA CRUZ COUNTY** General Practice – 3 ops w/ Digital X-ray, Dentrux. GR \$338K 2 day/week. HS PPT – Jim Engel 925-330-2207 #CA550.

**Dental Lab** equipment for sale! Everything you need to start a Dental Lab! Call George or DoctorG! Y2kDentistry (818)986-4600.

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

**When you contact** an advertiser, we request you please tell them YOU SAW THEIR AD IN THE DENTAL TRADER. Thank you!!!!

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

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

**I've had Monica** as my accountant for over 15 years. I really like her. I actively refer to her and the reasons are she's a strategic accountant. James E. Bollinger, D.D.S. (See Rebella Accountancy ad in Dental Directory).

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

**Mobile 3D Advantage** for CT scans - We come to your office or your patients home or work. Call 949-282-0083 for CT appt.

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

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

“MY  
FIRST  
TIME”

*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

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

**NDI Ney Dental Inc** Surveyor. Serial# 169574, USA. Includes cast holder. Call or text Yosi: 310-922-5666 \$100.

**BEVERLY HILLS STARTER PRACTICE** Collected \$195,000 in 2012 on 1 1/2 days per week. 2 equipped ops plus one ready. Asking \$89,000. Kurt Skarin 805-777-7707.

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

**Luis Kong, DDS** (San Francisco, CA)- Thank you Dr. Chester Jeng of Law Offices of Jeng and Associates. Your prompt attention to my concerns is something I am so thankful for. Definitely, you are the "go to" attorney for me. Call Jeng & Associates 714-858-0536.

**Digital Panorex Machine** "TrophyPan" by Trophy. \$5,000. Please call (925)447-7814.

**Periodontist** (board certified) in your office- Will bring my own instruments, and I am contracted with most PPOs. Email: [periodontalexpert@yahoo.com](mailto:periodontalexpert@yahoo.com).

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

**ORTHOTRAK-OMS** COMPUTER SPARE PARTS- Workstations/10, 8-PORT Boards/3, Printers-Epson/2 & Insurance DotMatrix, HP Printer has Envelope Feeder, Parts List & Prices bracesr4u@aol.com.

**Free Legal Check Up** Speak with a dental attorney today about potential legal pitfalls. Levi Barlavi, Esq. (310) 776-LEVI. [www.dental-attorney.com](http://www.dental-attorney.com).

**BANK REPO** NOW OPERATED BY EXPERT MARKETEE-- PREV-GROSSED 400K PLUS-4 OPS DIG PAN LOW OH HI IDENTITY FULL PRICE \$285,000 CALL PPS 714-832-0230.



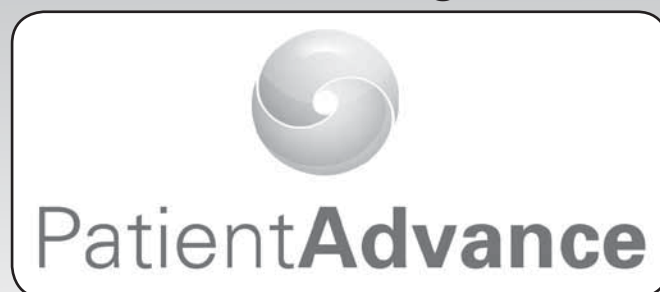
**&  
You**

Patients need financing, often outside corporate lenders are not the answer. Dental Equities is a Dentist-Investor entity that funds Dental Patients in order to make it affordable **WITHOUT THE BIG BITE** some patient finance companies take from practitioners.

## *Dental Equities is Dentists Helping Dentists*

Quality Dental Care should be managed between you (the practitioner) and your patient, not a third party.

### *Introducing*



*The only Dental Patient Finance Card funded by Dental Professionals.*

### **- Benefits -**

- Simple and rapid funding
- Patients get 60 days before a first payment is due
  - Significantly reduced rates to dentists  
(half what traditional lenders expect you to pay)

For Information on becoming a PatientAdvance Preferred member  
Contact Us at:

**Info@DentalEquities.com**  
**949.732.0033**

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



**Want to stop receiving** The Dental Trader or have it mailed to a different address? Just complete the Subscribe/Change Address or Cancellation form at [dentaltrader.com](http://dentaltrader.com).

**For Sale** Lares PowerLase AT laser unit! Excellent condition! Rarely Used! Please call George for more information! Y2KDentistry (818)986-4600.

**OSHA REQUIRES** QUARTERLY STAFF SAFETY MEETINGS Let O.C.P.I. take care of them for you. See O.C.P.I. ad on Pg. 18 in this issue.

**All County Construction** High Quality and Great Service within YOUR Budget! Specializing in Dental / Medical Construction since 1991. (714) 240-7179.

**The San Gabriel Valley** Foundation for Dental Health Needs Your Help! We are a nonprofit children's dental clinic in La Puente in need volunteer dentists to provide treatment on Fridays from 8 am – 12 pm. Call 626-688-6407 or visit [www.sgvfdh.com](http://www.sgvfdh.com).

**ENDODONTIST** needed for private office in LA. One day/week. Please call 818-434-3636.

**Your JUNK** is another doctor's GEM! Place a free ad in The Dental Trader and turn your JUNK into money. Submit your ad online at [dentaltrader.com](http://dentaltrader.com) after reading the instructions on our FAQs page. The first 20 words are free!

**PRACTICE FOR SALE/CHINO HILLS COLLECT 900K/YR, G.P., 30 yrs goodwill, FFS, PPO, low overhead, excellent lease, digital X Ray, Computerized, 4/opt, Great staff. CALL (909)7581247.**

**Dentist needed** bilingual (English/Chinese), PT2-3 days/week in Temple City. Front desk, DA needed in Arcadia bilingual (English/Cantonese) [sunflowerdental@yahoo.com](mailto:sunflowerdental@yahoo.com).

**LOS ANGELES MULTI-SPECIALTY PRACTICE** Collected \$2.5 million in 2010 and before. Current management issues. 18 ops. Exceptional facility. Asking \$900,000. Kurt Skarin 805-777-7707.

**Don't sign that lease!** The new trend in commercial property lease agreements is to include terms that are so one-sided, you lean when you read em! Get an expert review BEFORE SIGNING. Call Kerendian & Associates 888-299-7848.

**Front Desk/Office Manager** needed in Pomona. Spanish Speaker. Experienced in billing, case presentation. Friendly office. Send resume to [dritskovich@gmail.com](mailto:dritskovich@gmail.com).

**General Dentist** with minimum 5 years experience needed in a PPO office in Upland, Ca. Please submit resume to: [CaringDDS81@gmail.com](mailto:CaringDDS81@gmail.com).

**LEASEHOLD FOR SALE** IN WEST LA: BEAUTIFUL MODERN LEASEHOLD FOR SALE. OWNER HAS GROWN OUT THIS PRACTICE AND IS DOUBLING THE SIZE. YOU CAN START YOUR PRACTICE WITH MINIMUM BUDGET. IDEAL FOR SPECIALTY PRACTICE OR EVEN GP. 310-444-1113 or [info@invisbraces.com](mailto:info@invisbraces.com).



**New Delivery System** with a Free Dental Light Prices Starting at \$2595 - Call Tom at 714-335-7179 for more information.

**DRY HEAT STERILIZER(S)** DENTRONIX5000 / Large Capacity + 3Instrument Stands / Fast CoolDown Feature / Sell \$3,500 (New \$5000) 310-290-1661 [bracesr4u@aol.com](mailto:bracesr4u@aol.com).

**WEST LA PERIO PRACTICE** Recently renovated 5+1 op office. Collects \$650,000 on 4 days/week with 2 days of hygiene. Make offer. Kurt Skarin 805-777-7707.

**Looking for a "New Light"** \$595 - Call Wendy at 909-519-1451.

**SANTA ANA** Practice for Sale. GP, 4 op (fully equipped) Digital x-rays. Great location. Low rent. Free patient parking. 175K. Must see. 949-235-3255.

**CONTENT** of a modern dental office for sale. Two chairs, cuspidors, lights, x-ray, compressor suction, developer, surgical, endo, autoclave. 818-591-0123.

**ENCINO DENTAL OFFICE** for rent. Time/space sharing prime area on Ventura Blvd & fully equipped operatory.. Please call: (818)905-8337.

**WEST COVINA** GP. 275K. Dentist retiring. 4 operatories, 1834 St. 8090 ppo. Grossing 363K. Establish since 1986. Cell: 951-712-9273.

**X-SMART** Easy cordless, Endo handpiece. Never used, NEW! \$750. [Julie@orcharddentalgroup.net](mailto:Julie@orcharddentalgroup.net). 916-871-3975.

# A Refreshing Approach to Dental Practice Sales

*Offering comprehensive and personalized service to all dental professionals.*

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

T. Feder, DDS

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

K. Sun, DDS

## **PRACTICE for SALE – L.A.**

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

## **PRACTICE for SALE – L.A.**

mid-Wilshire #2. Well-established practice located near the museum district on Wilshire Blvd. 3 Equipped Operatories in 1,400 sqft. Upscale setting with views. Owner wishes to relocate.

## **PRACTICE SALE - HUNTINGTON PARK**

Retirement sale of a practice established for 30 years. Highly visible street-front location. Located near freeway access.

## **PRACTICE for SALE – BEVERLY HILLS**

Established general dental practice, with current annual collections of \$1 million/yr. Great location near well-known shops and restaurants. Very competitive lease suitable for assignment. 4 fully equipped operatories. Recent buildout. Buyer must pre-qualify to receive information for this highly confidential sale.

## **BUYING Large Practices**

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

## **LEASEHOLD Office sale – LONG BEACH**

Retail strip mall location, with visibility from a major road. 2 Equipped Operatories. 3rd Operatory plumbed. The office has been recently renovated, with updated equipment in mint condition. Seller does not have time to manage the practice due to other business interests.

## **ORTHODONTICS PRACTICE for SALE – ANAHEIM**

Retirement sale of a practice established for 30 years. Highly visible street-front location. Located near freeway access. with utilities included. Priced to sell quickly.

## **LEASEHOLD OFFICE SALES**

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



**TRANSITION CONSULTANTS**  
Practice Sales • Appraisal



National Society of Certified  
Healthcare Business Consultants  
"Professionals in the Business of Healthcare"



Christopher Majdi, MS, CHBC, CBA, CVA

**Call for a Complimentary and Confidential Consultation**

**Charles H. Kim** #01457813

800-416-2055 562-431-2144 (ext. 224)

[www.TransitionConsultants.Com](http://www.TransitionConsultants.Com)

**Can't locate your ad?** The Dental Trader routinely deletes nearly 100 reader ads each month because the advertiser failed to include contact information on their ad. Ads that do not have a phone number, email address, etc are not published. If you can't find your ad, that may be why.

**25-YO DANSEREAU** CHAIR/BELMONT LIGHT,GOOD COND. TORRANCE. \$425 OBO 310-326-5499.

**FOR SALE or TRADE** RVG 6100 SENSOR SIZE 2, brand new, never opened in its original box. Email fahmydds@gmail.com.

**THOUSAND OAKS** Space to share in beautiful, fully equipped, high tech office! Great location! Bring your patients!805-551-3274.

**\*\* FEMALE ORTHODONTIST WANTED \*\*** START YOUR PRACTICE \* NoMoneyDown & Rent Free in Beverly Hills OrthodontistOffice \* Full Support \* Pay from production \* Commit 1+days/week \* Prefer 3+ years experience - Resume gobraces@aol.com.

**Endodontist** needed for a general office in culver city twice a month. call 3104531484.

**PRACTICE FOR SALE/DANA POINT** Recently remodeled office with 5 eq ops; EQUIP. California Practice Sales, Inc. Phone: 714-639-2775.

**Looking to buy** your practice or patients in Rancho Santa Margarita. No HMO. I am not a broker. 714-380-9019. gaw1177@gmail.com.

**OROSI, CA** gp practice on sale, grossing 200K in 2 days, very less overhead, very low rent. mandydds@yahoo.com (559)802-7597.

**RDA or DA Wanted @** Santa Ana office Min. 3 yrs exp. please fax resume 714-549-1246 or e-mail pinnacle109@yahoo.com.

**Recently retired** Selling used dental equipments AS UNIT including dental chair, X-ray machine and more Crane light, autoclaves. E-mail dpdeberry@yahoo.com.

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

**Cadent iTero** \$12,000. Moved to Cerec milling, don't need anymore. Works perfectly. Latest software with Invisalign integration. Come see it work in our office in La Habra. alanboval@hotmail.com.

**PERIODONTIST AVAILABLE** for your office LA/OC/SD Implants, grafting, sinus lifts, perio surgery, extractions-3rd molars. Email: periosocal@gmail.com.

**BAKERSFIELD** 5 ops LOW OVERHEAD, GR CAN DO ONE MILLION WORKING 4 DAYS, FP \$500,000 CALL PPS TOM FITTERER 714-832-0230.

# Don't See ? Your Ad?



Every week dozens of people place reader ads but forget to include a phone number or email address, so we must delete them. This happens over 100 times a month! We send notices out to the advertisers but fewer than 50% resubmit their ads so if you don't see your ad, this may be why. Be sure to include some form of contact info so our readers can respond.

**10 TEETH IN 1 HR...**correct receding gums without the pain, limitations, post-procedure risks and healing of grafting. 24 hour recovery period, results visible on day of treatment. Visit pinholesurgicaltechnique.com.

**Selling Biolase** MD bran new never been use. Also selling a Dent-X Excel automatic developer. For Info call 760-347-6499 MercedesOrGerardo.

**Office space** for lease for Dentist or Lab Technician in Escondido. 650 sq.ft-2000 sq.ft. available. 619-517-6245 for details.

**Cerec \$ Blue Cam** For Sale! Excellent condition! Lightly used! Comes with remaining blocks and powder! Call George Y2KDentistry (818)986-4600.

**Genral Dentist** full time needed with at least two year experience RIALTO CA 91789 Contact Ester 9098744699 fax 9098744689, pahuja1865@gmail.com.

**ORTHODONTIST NEEDED** LOS ANGELES, ONE DAY PER MONTH, PLEASE E-MAIL RESUME TO INFO@RDASCHOOL.COM.

**GENERAL DENTISTS WANTED** in Culver City area, minimum 3 years experience, Full-Time positions available. Please forward resumes to recruiting@smilefinders.org www.dentalmanagementservices.org.





Art Wiederman, CPA, CFP

Broker #01511095

CPA DDS  
**Wiederman & Potter**  
 PREMIUM PRACTICE SALES

**YOUR BRIDGE TO A SUCCESSFUL TRANSITION**



Phil Potter, DDS, FAGD

Broker #01780656

1415 Warner Ave., Suite C ~ Tustin, CA 92780

714.259.0501 ~ 714.259.0406 f

info@wppps.com ~ www.wppps.com

## Premium Practice Listings

### Fresno County #1066

Fee-for-Service general practice, 36 years of goodwill, 4 treatment rooms, completely remodeled, digital 1,450 square feet, 2013 approx. \$523,721.

**MUST SEE!**

**Asking \$298,000**



### Coastal North San Diego #1069



Private fee-for-service dental practice, five plumbed treatment rooms, 4 fully equipped, seller retiring, projected 2013 revenues \$468,000.

**Asking \$365,000**

### Coastal Southern California #1062

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

**Practice Listed at \$425,000**

### Rancho Cucamonga #1067

2013 revenues approx. \$400,000, 4 treatment rooms, drive and walk by exposure, Seller retiring, projected 2013 revenues \$388,076.

**Asking \$318,000**

### Coastal Orange County #1061

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

**Asking \$175,000**

### North Orange County #1070

Outstanding fee-for-service general family practice with 35 years of goodwill in same location. Collections of \$582,154 in 2012 and \$596,135 in 2013. Six treatment rooms all equipped with digital x-ray equipment with room to expand upstairs.

Very reasonable lease situation.

**Asking \$500,000**

**To check out our current listings go to:**

**www.wppps.com**

**If you are a buyer looking to get updates of our current listings please fill out the buyer form on our website!**

### Pomona Valley #1065

Fee-for-service restorative dental practice, four treatment rooms, 1,336 sq. ft., 40 years of goodwill, ample parking, great visibility, and signage. Revenues for fiscal year ended 10/31/2012 \$745,258

**Asking \$649,000**

**Clinicas Del Camino Real** is seeking Full-time Bilingual RDA & DA. Please send resumes to [Careers.org](http://Careers.org) or fax to 8056593217.

**Light for dental unit** to be mounted on your dental unit post, with High/Low intensity control, \$200, (818) 631-8180.

**NEEDED FRONT + BACK OFFICE RDA WHO KNOWS HOW TO BILL INSURANCE CLAIMS.** Email [belladental.elmonte@gmail.com](mailto:belladental.elmonte@gmail.com) with resume and availability. In ElMonte.

**Used Peri Pro iii** for sale by owner. \$500, pickup only [rbdentaloffice@gmail.com](mailto:rbdentaloffice@gmail.com).

**Pedodontist Needed** Busy office needs pedodontist to see dental insurance children. Please reply to [drhortonz@hotmail.com](mailto:drhortonz@hotmail.com).

**USC grad** and former lab tech looking for associateship Position. Familiar with CAD/CAM. Charming, great bedside manner. 310-877-4767, [bernardbaseri@gmail.com](mailto:bernardbaseri@gmail.com).

**Zoom Advanced** power Bleaching light, like new, with counter LED model, and lips retractors, Asking 500 obo. (818) 631-8180.

**AT2000 Plus** xrays automatic processor Air Technique 2000 Plus Automatic replenishing of solutions, good working condition, Asking 600, (818) 631-8180.

**PERIODONTIST, BOARD CERTIFIED 16 YEARS EXPERIENCE. IN YOUR OFFICE, CARRY EQUIPMENTS IMPLANTS, SINUSLIFTS, EXTRACTIONS. SOUTH / NORTH CALIFORNIA 9492000600 /5105160027 CALIFORNIAPERIO@GMAIL.COM.**

**Escondido** office space, staff, and/or equipment for rent up to 2days/week for dentist or specialist. Call Patrice (626) 824-8961.

**3+ yr Experienced** HMO/PPO GP DDS needed in Anaheim. Friendly staff/patients! Send resume to [d2dmanagementco@gmail.com](mailto:d2dmanagementco@gmail.com).

**Need someone** with experience for the front and back. Email resume to [fshadaieedental@yahoo.com](mailto:fshadaieedental@yahoo.com). We are located in Wilmington, CA.

**Beautiful Medical/Dental** office in Encino available for sub-lease. Contact Dr. Keramati at 818-990-5588 or [info@drkeramati.com](mailto:info@drkeramati.com).

**P/T DENTIST** needed in La Puente/West Covina. Minimum 2 years experience. Be available Fridays. Send resume to [VZAR@hotmail.com](mailto:VZAR@hotmail.com).

**LEASEHOLD IMPROVEMENTS & EQUIPMENT FOR SALE.** 4-5 ops, 1700 sq ft in medical building. Great street visibility. (626)607-6339.

**REDLANDS BANK REPO** NOW OPERATED BY EXPERT DDS MARKETEEER --PREV GR 400K,NOW PROD 30K/MO 4 OPS REAS RENT HI IDENTITY- 'FANTASTIC STAFF- FP \$250,000 cALL PPS 714-832-0230.

**“W**

*hether you're in the market to purchase a dental practice, seeking an associate, looking for staff, seeking a job opportunity, selling or buying new or used dental equipment ...you'll find it in **The Dental Trader**. It is **THE** resource for doctors! **The Dental Trader** has been very helpful to many of my clients. I highly recommend **The Dental Trader**.”* Kathleen Johnson



Kathleen Johnson  
Consulting, Inc.



**Kathleen Johnson Consulting, Inc.**

6074 E. Silverspur Trail • Anaheim Hills, CA 92807

Phone 800-998-8399

Email: [kajohnson@sbcglobal.net](mailto:kajohnson@sbcglobal.net)

[www.kjohnsonconsulting.biz](http://www.kjohnsonconsulting.biz)

**Dr. Suni Sensors** (two #2 sensors), USB box, calibration files and software. \$1800 OBO. [pdgofcali@gmail.com](mailto:pdgofcali@gmail.com). Upgraded to a new sensor.

**Front Desk** with experienced Fluent in Spanish/English, check Insurance w/great communication skills in Canoga Park Please Fax Resume to 818-884-4773.

**RDA position** available in Upland, Ca. E-mail your resume to: [CaringDDS81@gmail.com](mailto:CaringDDS81@gmail.com).

**ORTHODONTIST WANTED** Minimum 3 years experience, Part Time position in Ontario and Santa Ana office. Please forward resumes to [recruiting@smilefinders.org](mailto:recruiting@smilefinders.org) [www.dentalmanagementservices.org](http://www.dentalmanagementservices.org).

**Dental office wanted** I have excellent credit with bank pre-approval. Seal Beach, Los Alamitos, Cypress and surrounding areas. 714-357-1204.

**ADEC** 12 o'clock Assisting Tables w Camera & curing light. Like New. 4 tables for \$2600.00 OBO 619-337-2970 [bolamstaff@gmail.com](mailto:bolamstaff@gmail.com).

**PAINLESS TREATMENT** for receding gums! New technique replaces the need for incisions, grafts, sutures, multiple appointments and long term healing. See Pinhole Surgical Technique flier in this issue or visit [pinholesurgicaltechnique.com](http://pinholesurgicaltechnique.com).

# MARK THE DATES

## MAY 2014

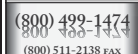


866.425.1877  
(Outside So. CA) or  
818.591.1401  
www.dmppractice.com



562-989-3350  
E-mail: allco3350@aol.com  
www.allcountyconstruction.com

www.DentalAttorneys.com



(800) 499-1474  
(800) 511-2138 FAX

THE AUTHORITY IN DENTAL LAW

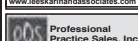


#1 Ranked Search Engine  
Optimization Firm  
(888) 384-7979

www.submitexpress.com



805-777-7707  
800-752-7461  
530 West Stafford Road  
Westlake Village, CA 91361  
www.leskarinandassociates.com



SOUTHERN CA  
Los Angeles: 714-832-0230  
www.PPSDental.com

NORTHERN CA

San Francisco: 415-899-8580  
Sacramento: 530-894-0700  
www.PPScolldDS.com

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	CDA ANAHEIM CONVENTION		
22	23	24	25	26	27	28
29	30	31				

MEMORIAL DAY

April						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

THE  
Dental Trader

Free Subscriptions  
Free Ads for Dentists & Staff  
dentaltrader.com • 877 888 4237 (4ADS)

June						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					



805-777-7707  
800-752-7461  
530 West Stafford Road  
Westlake Village, CA 91361  
www.leskarinandassociates.com



San Francisco:  
415-899-8580  
Sacramento:  
530-894-0700  
www.ppsdental.com



dentaltrader.com



800-697-5656  
714-639-2775  
www.calpracticesales.com



562-989-3350  
E-mail: allco3350@aol.com  
www.allcountyconstruction.com



866.425.1877  
(Outside So. CA) or  
818.591.1401  
www.dmppractice.com

## MAY 15-17: CDA ANAHEIM CONVENTION

## MAY 26: MEMORIAL DAY

**West LA Sublease Available** State of the art office with new equipment. High end Brentwood location. Perfect for specialty. 310-963-2101.

**Used DCI** Handpiece lubrication station, \$75, excellent condition. North San Diego. Rbdentaloffice@gmail.com.

**WANTED** Associate general dentist to work 2-3 days/week. High tech office. All PPO and CASH patients. Resume to bankaidental@yahoo.com.

**I'm Looking** for a Saturday or Sunday Dentist position in LA, Orange County, or Inland Empire County. email doctorlinh@hotmail.com.

**General Dentist** P/T- IE or LA area. MUST BE COMFORTABLE WITH ALL ASPECTS OF DENTISTRY. Fax: 626-962-3551 Call: 626-383-1265.

**Front office** fluent in spanish/english, experienced in billing with great communication skills in Anaheim. Please fax resume to 714-491-0086.

**Brand new Zila** Proselect Ultrasonic Scaler. \$2500. No insurance. Call 619-599-3595. 3 handpieces, 3 tips, 3 led lights, 1 irrigator.

**Tuttnauer Valueklave** 1370 for sale, used. \$1100. Pick up only, north San Diego. rbdentaloffice@gmail.com.



# DENTAL DIRECTORY

**Alex Hornaman  
General Flooring**

- All types of Unique Wood Flooring Installation with designs, patterns, inlays
- Base/Case/Crown Molding Installation. Since 1996

Alex Hornaman  
Call 714.390.3250  
Fax: 714.841.0496

Licensed & bonded #801982

Commercial Bank



## Citi Healthcare Solutions Group

- Practice Acquisitions
- Partnership Buy-ins/Buy-outs
- Practice Loan/Debt Consolidation
- Expansion/Remodel/Relocation



Call Bob Affleck | 949-939-4550 | bob.affleck@citi.com  
Checkout our ad/read what your colleagues say about us

**SPACE AVAILABLE**  
Call 877-888-4237



Your voice for excellence  
through education and advocacy

The only organization dedicated to the needs of the general dentist.  
Learn more about everything that AGD has to offer by visiting  
[www.agd.org](http://www.agd.org) and

**Join Today!**

Call toll-free at 888.AGD.DENT (888.243.3368)

## ROBERT W. OLSON, JR.

a Professional Corporation  
Business, Corporate & Real Estate Law

- USC Law 1984, Dartmouth 1981
- All Inclusive Packages
- Free Website Services

**805.882.1120**

[california.transdental.com](http://california.transdental.com)

[RWO@transdental.com](mailto:RWO@transdental.com)



## WHITTAKER & COMPANY

Dental CPAs & Business Advisors

Providing complete accounting  
solutions to dental professionals

[CPAs4Dental.com](http://CPAs4Dental.com) | 562.596.6730



## Professional Practice Sales, Inc.

Specialists in the Sale and Appraisal  
of Dental Practices

Serving the professions since 1966

**How much is your practice worth??**

Contact: Tom Fitterer

**714-832-0230 • Fax: 714-832-7858**

E-mail: [PPSincnet@aol.com](mailto:PPSincnet@aol.com)

**Sellers-Free Appraisal (800)695-2732**

OSHA COMPLIANCE



PARTNERS, INC.

Say Adios to OSHA....  
Let OSHA COMPLIANCE  
PARTNERS, INC.

Take Care of Everything

Pick-up of all Hazardous & Medical Wastes  
Staff Training, OSHA Manual, Container  
Labeling, "Mock" Inspection of your office  
and More.....

Call Toll-Free 888-55-WASTE  
or 888-559-2783  
[www.oshacompliancepartners.com](http://www.oshacompliancepartners.com)



[wlads@pacbell.net](mailto:wlads@pacbell.net) • [westernlads.org](http://westernlads.org)  
14722 Hawthorne Blvd. Ste B  
Lawndale, CA 90260-1505  
310-349-2199

# DENTAL DIRECTORY



## CALIFORNIA PRACTICE SALES INC.



**John W. Knipf**  
President

**Robert A. Palumbo**  
Executive Vice President

326 W. Katella Ave. #4-G, Orange, Ca 92867  
(714) 639-2775 • [www.calpracticesales.com](http://www.calpracticesales.com)

CA DRE #00491323

## SAVE ON INSURANCE!

Serving Dental  
Practices for  
over 30 years!

- Workers Compensation
- Professional Liability
- Business Office Pkg. (Inc. EQ)
- Disability Income/Life Insurance



**DENNIS ROSENE**  
2503 Eastbluff Drive, Ste. 201  
Newport Beach, CA 92660

**800-448-4664**

**No ADA  
membership  
required**

## WOOD & DELGADO

*Attorneys At Law*

*Representing Dentists for over 30 Years in the Areas of:*

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

Patrick J. Wood, Attorney at Law

Jason P. Wood, Attorney at Law

Toll Free: 800-499-1474 • Fax: 949-553-1720

Visit our website at: [www.dentalattorneys.com](http://www.dentalattorneys.com)



PRACTICE SALES AND LEASING  
"THE PERSONALIZED SERVICE DENTAL BROKER"®



Paul Maimone  
Broker/Owner

P.O. Box #6681, Woodland Hills, CA 91365  
Phone: 818.591.1401 • 866.425.1877 Outside So. CA  
[www.dmppractice.com](http://www.dmppractice.com)

CA Broker Lic. #01172430



## Thomas & Fees

*Practice Sales*

*"A better kind of practice sales company"*

## Philip L. Kempler, DMD, Broker

Days: 714-544-4341 • Eve: 949-362-4749 • Fax: 714-731-7296

E-mail: [Phildr@cox.net](mailto:Phildr@cox.net)

## TAX • FINANCIAL ADVISORY • VALUATION

### CUONG LE, CPA



2020 Pico Blvd., Suite C  
Santa Monica, CA 90405

(310) 450-5708  
[info@lecpa1.com](mailto:info@lecpa1.com)

*Success Through Diligence*

## DENTAL CPA

**RAYMOND FURNESS**  
CPA | M.S. TAX

Over 15 years of dental  
accounting experience

Complimentary consultation 818.990.0686

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



**Ken Rubin & Company, Dental CPA's**  
**Ken Rubin Practice Sales**  
**619.299.6161**

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

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



## San Diego Practice Sales

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

For More Information Call:

**(760) 599-7828**

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

## CPR CLASS IN YOUR OFFICE

- LOW MINIMUM STAFFING NUMBERS AND LOW RATES
- BOARD APPROVED 2 YEAR CERTIFICATION
- LENGTH OF COURSE 1 1/2 - 2 HOURS MAX
- EARN 4 HOURS OF BOARD APPROVED C.E. UNITS

**Heartstart CPR**  
**(626)797-6179**

**[WWW.CPR4DENTISTS.COM](http://WWW.CPR4DENTISTS.COM)**



# DENTAL DIRECTORY



## **PRACTICE SALES & APPRAISALS**

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

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

**Over 200+ Dentists Choose Monica Rebella as  
their SoCal CPA & Accountant, listen why at:  
MyDentalCPA.com or call 714-619-0667**



I've had Monica as my accountant for over 15 years. I really like her. I actively refer to her and the reasons are she's a strategic accountant.  
**James E. Bollinger, D.D.S.**

Monica is a very able accountant & has done a fine job for both my orthonic practice as well as my wife's care giving business for the last 5 years.  
**William Brady DDS Ms Orthodontics**

*Rope in Profits!*



**www.DentalTrader.com**

**2000** version 2013  
**#1 RATED DENTAL SOFTWARE**

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

**800-273-5033**

Online demo - **www.ez2000software.com**

**HENRY SCHEIN®**  
PROFESSIONAL PRACTICE TRANSITIONS

**1-800-519-3458**

**ppt@henryschein.com**

**www.henryschein.com/ppt**



Healthcare Financing & Consulting

**LCF**  
FINANCIAL  
SERVICES

**\*Rates as low as 3.25%**

for qualified borrowers in certain regions of Southern California

**(714) 550-7494 • www.lcffin.com**

A Division of LCF Financial, Inc.

\*OAC

## **KINGS TWO DENTAL SUPPLY**

*Your One Stop Dental Shop*

- Large Equipment
- Dental Supplies
- Implantology
- Small Equipment
- Ortho Products
- Handpiece Repair
- Service Department
- Digital Imaging
- Full Service Dental Lab

**Tel: 800.715.5464**

**Fax: 626.581.8137**

## **Full Service Collections**

**We feature:**

- Commission Fee Only
- Free Credit Bureau Reporting
- Spanish Speaking Collectors
- Full skip tracing & legal department
- Comprehensive month end and on demand reports
- Friendly experienced staff

**DCC, Inc.**

269 S. Beverly Dr., Suite 439  
Beverly Hills, CA 90212

**Direct Credit  
Control, Inc.**

Dental Collection Specialists

**888-860-2950**

**www.DirectCreditControl.com**



**LEE SKARIN  
AND ASSOCIATES, INC.**

**KURT SKARIN**

DENTAL PRACTICE SALES & APPRAISALS

530 W. Stafford Road, Westlake Village, CA 91361  
805.777.7707 • 800.752.7461 • Fax: 805.777.0051

Email: **lsainc@aol.com**

**www.leeskarinandassociates.com**



CA DRE: 00863149

**ALL  
COUNTY  
CONSTRUCTION**  
Dental Office Design

**DESIGN/BUILD**

**T.I.'s • Remodels • Expansions • Free Standing Buildings  
Turn-Key Packages • Consultation**

Free Estimates

**562-989-3350**

**888-302-6111**

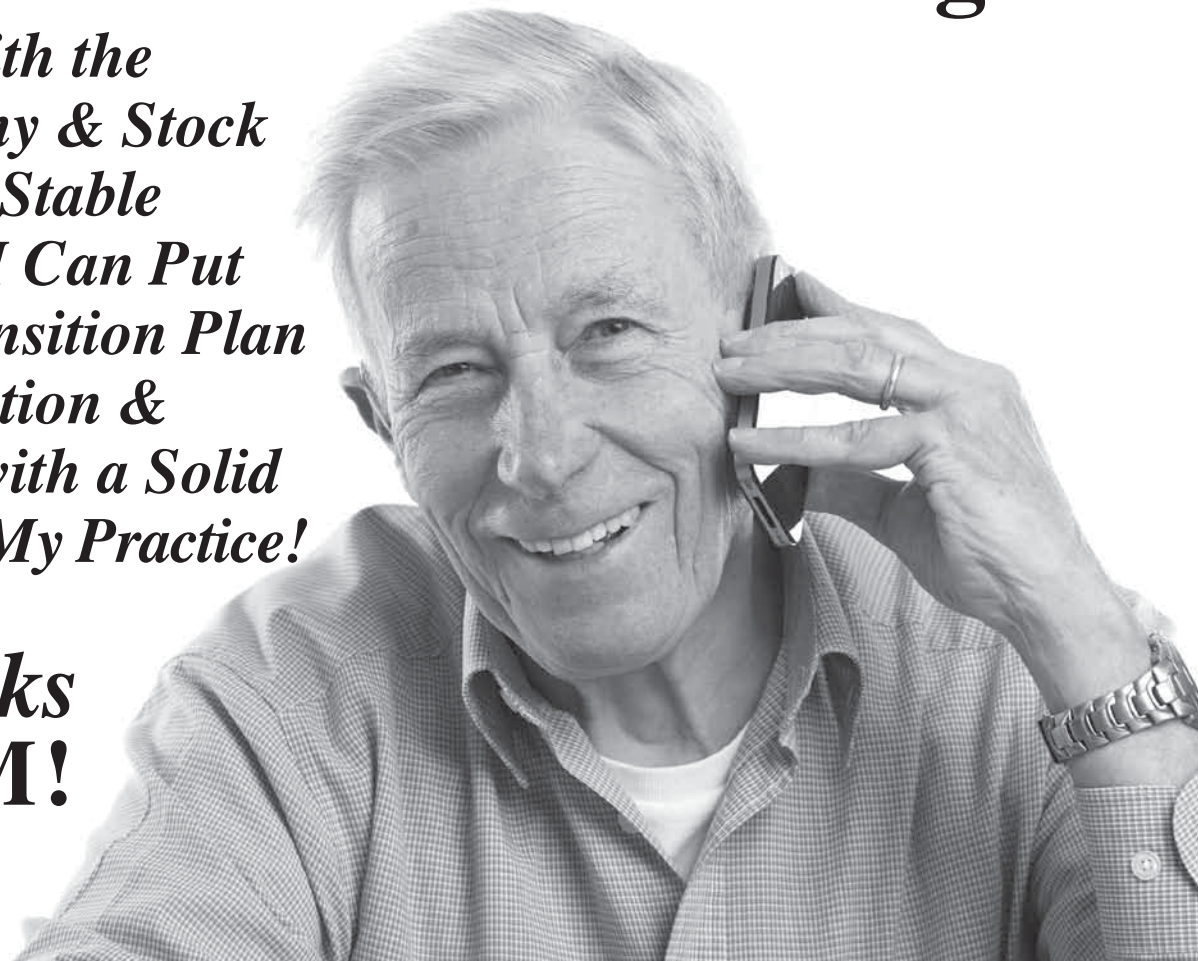
Lic. #669244



# D&M Suggested I Not Rush into Selling!

*Now, with the  
Economy & Stock  
Market Stable  
Again, I Can Put  
My Transition Plan  
into Motion &  
Retire with a Solid  
Sale of My Practice!*

*Thanks  
D&M!*



*Call today*  
**818.591.1401**  
*or*  
**866.425.1877**  
*outside So. CA*

**Trust Your Practice  
Purchase or Sale to:**



*The Most Trusted Name in Dental Practice Sales!*

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

CA Representative for The National Association  
of Practice Brokers (NAPB)

**Endo Specialist wanted** for private office in San Juan Capistrano for January. Must have all/own specialty equipment/instruments. 949-489-1013.

**Want an orthodontist in your office?** Will bring supplies and can treat your patients in-house. orthotraveler@gmail.com.

**Pedodontist** Needed to treat mostly denti-cal children. Must be licensed for sedation. Please email CV to H.POURSHIRAZI@YAHOO.COM.

**Dental hygienist** with over 5 years experience looking for a part time job Mon, Tues, and Fri. Please call 714-383-9985.

**Opportunity** for partnership in busy group practice in Lancaster. Established 4 years. Looking for general dentist with min. 4 yrs experience. Lots of potential. Office already has pedo & ortho. Doing well but room for growth. Please send CV to AVdentalcorp@yahoo.com.

**office to share** in great neighborhood in van nuys. Great place for any specialty. for more information call 818-785-9944.

**Orthodontist needed** to start orthodontic practice, please send resume to archibalddd69@gmail.com.

**BAKERSFIELD PRACTICE** Collecting over \$1 million with a net income of \$560,000/year. Ten equipped ops. Digital x-ray, pano, cerec. Asking \$850,000. Kurt Skarin 805-777-7707.

**Peri-pro III** X-ray developer with daylight loader for sale, used only limited times. Great condition. \$495 OBO call 310-980-5265.

**Bakersfield** SW fully furnished office for lease w/wo equipment, attractive free-standing, high traffic visibility, lighted sign 5 operatories, 1800 ft. (661)742-4594.

**CAMSIGHT MICROSCOPE SYSTEM CHAIR-SIDE CEILING MOUNT.** ---Like new for \$8,500 ~ In Orange County. ~ Call us at 786-301-6708.

**HEMET UNUSAL OPPORTUNITY-- PRACTICE GROSSED OVER ONE MILLION AND THERE IS A REASON LAST YR GR \$650,000 PPS CAN SHOW BUYER HOW PRACTICE WILL ONCE AGAIN NET IN EXCESS OF 1 MILLION GREAT OPP HOW TO BUY LOW AND SELL IN A COUPLE OF YEARS WITH A GREAT PROFIT. CALL PPS TOM FITTERER 714-832 0230--PARTNERSHIP ALSO AVAILABLE.**

**2 Wireless** RF Einstein Intraoral Dental Camera with receiver for sale. working great. \$299 each OBO call 310-980-5265.

**Bilingual** (Spanish/English) experienced Front/back office needed. send resume to archibalddd69@gmail.com.

**Need to Rent** two operatory office two sundays a month in gardengrove or westminister call 951 834 5977 or jhananian@gmail.com.

**Sirona XIOS** Intraoral Sensor Size 2 (Pedo) with USB Docking Station. Sidexis Software/manual included. Integrates into Dentrax Image. d2thfixr@yahoo.com.

## CHANGE OF ADDRESS FORM

**THE Dental Trader**  
*Buy, Sell or Trade all things Dental*

### 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:

**PO Box 2631, Capistrano Beach, CA 92624**

**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.dentaltrader.com**

**Wanted Orthodontic Office Manager (Irvine, CA) with minimum 3 years experience. Submit your resume, salary request, and references to: sugarfreespirit@gmail.com.**

**ZOOM** II light for sale. Contact drboyerdds@aol.com.

**STATIM 2000** Autoclave for sale Contact: drbboyerdds@aol.com.

**DEXIS** digital x ray sensor with software for sale. Contact: drboyerdds@aol.com.

**HYDROCOLLOID** PROCESSOR/STAINLESS UNIT \$175 OBO IN TORRANCE. 310-326-5499.

**A/T 2000 XR** Film Processor, good working condition, \$700 obo. 949-768-5046.

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

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

**Orthojet** orthodontic acrylic 100g powder 118 ml liquid \$50, call 408-871-0877.

**Copyright 2014 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.

# PLACE YOUR ADS WITH US ONLINE [www.dentaltrader.com](http://www.dentaltrader.com)

Review FAQs page for instructions on reader ad submission BEFORE using form.

**IT'S  
EASY!!**



## THE Dental Trader™

*Buy, Sell or Trade all things Dental*

### Our Advertisers

All County Construction

Alliance Consulting Group

Allied Health Products

American Dental Specialists

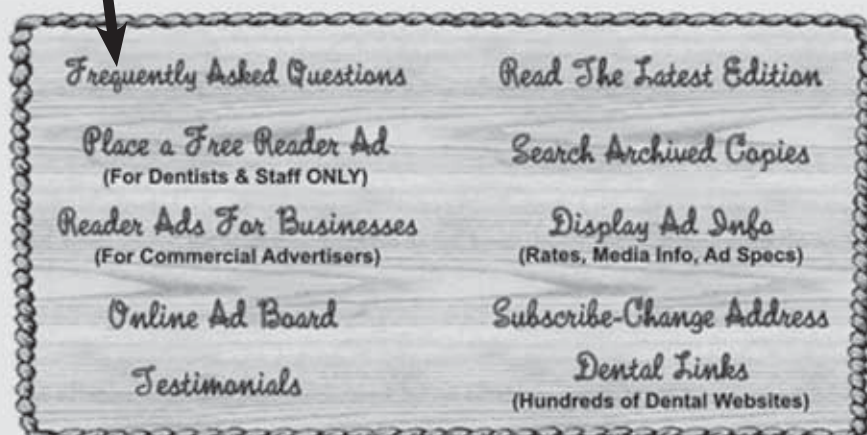
Appliance Therapy Group - Space  
Maintainers Lab

Ararat Pharmacy

Mailing Address: The Dental Trader PO Box 2631 Capistrano Beach, CA 92624

PH: (877) 888 4237 or (949) 429 6836 - FAX: (949) 498 1198 - E-Mail: [tradestaff@cox.net](mailto:tradestaff@cox.net)

| [Home](#) | [Place a Free Reader Ad](#) | [Reader Ads for Businesses](#) | [Online Ad Board](#) | [Dental Links](#) | [Proof of Circulation](#) |  
| [FAQs](#) | [Testimonials](#) | [Latest Edition](#) | [Archived Copies](#) | [Place a Display Ad](#) | [Submit a Change of Address](#) | [Contact](#) |



The FAQs link shown above will bring up step by step instructions on how to place your ad. Once you have typed in your ad, selected your options (bold text, black border or black box w/ white lettering), please double check your spelling and make sure your contact information is correct. Your ad will appear both in the printed publication and on the Ad Board exactly as you entered it. We do not accept ads submitted anonymously.

The deadline for submitting ads online is always the 7th of the month.





# PPS Professional Practice Sales *Practices Wanted*

Specialists in the Sale and Appraisal of Dental Practices

*Serving the professions since 1966*  
How much is your practice worth??  
[www.PPSDental.com](http://www.PPSDental.com)

## BUY-SELL-TRADE (TAX DEFERRED)

*100% Financing available within 30 days*

INTEREST RATES INCREASING -  
SELLERS MAXIMIZE YOUR SELLING PRICE NOW

**SAN FERNANDO VALLEY** - ABSENTEE HMO Gr. 1.6 million - Worker-Mgr will gr 2 million net one million. Preapproved Bank Loan 1.4 Seller to carry balance. Call Tom Fitterer, PPS.

**HEMET** - ESTB 30YRS THOUS OF PATIENTS GR 650K PART TIME. 4 & 1/2 day will do \$1,000,000 Modern office 10 op 3500sqft @ \$3500 Full Price \$585K SELLER WILL WORK BACK FOR ABSENTEE BUYER FANTASTIC OPP.

**ALISO VIEJO--** HI- IDENTITY- Best Shopping Center location. Grossing one million - will be 2 million. GORGEOUS 5 op St of Art. All Digital- Part Time Seller--needs owner mgr. Full Price \$945K live and work at thebeach-over 70 NP per month. PAPERLESS.

**SAN DIEGO** ABSENTEE SELLER GR 4 MILLION 5 PRACTICES. Buy one or all.

**LA HABRA** - Lady Asian \$300,000, Hi Identity- Estb many years Seller PPS Buyer many years ago. QUALITY OFFICE LOW OVERHEAD. SELLER WANTS IMMEDIATE SALE - Moving from area.

**RIVERSIDE** - HMO 6 to 7K/month Gross \$875+. Can do 1.5 with right Buyer. Digital Gp & ortho ten Ops 3000 sqft- low rent- HI IDENTITY SHOP CENTER NR WALLMART SEMI- RETIREMENT-FP \$800K. Young gp will do 1.5 first yr. net \$500K.

**BEST HISPANIC CORNER** IN SF VALLEY HI IDENTITY DENTAL BLDG & PRACTICE FOR SALE 7 st of art ops pls rm to expand 70 new patients /mo--bldg 1.75 practice one million another 2 million dollar location.

**TORRANCE/GARDENA** Chinese DDS Retirement Estb 31 yrs, Said to be most conservative a prophylaxis practice-Seller refers out more than rpt income, Young Chinese/AM Buyer will do \$600k first yr 4op plmbed 2 equip FPBargain \$185,000 low overhead.

**REDLANDS** BANK REPO - 4 OPS. HI IDENTITY LOCATION. RUNNING BARGAIN @ \$285,000. MAKE OFFER. CALL PPS 714-832-0230.

**ANAHEIM** ESTB 50 YRS. GR 30K PART TIME RENT \$2700 FOR 2000 sq. ft. 6 OPS. FULL PRICE \$220,000. Includes new \$30K Digital Dentrux upgrade and x-ray sys. Seller works 2 days. Gross 30K, add. 2 days & gross \$500K. Call: 714-832-0230.

**PASADENA AREA** HMO 6 To \$7K, month grossing \$900K part time Did over million when seller had more time. Hi Identity Dental Bld. also for sale. Seller to assist in financing.

BUYERS FOR 3 PLUS MILLION DOLLAR PRACTICES  
REGISTER PPS 714-832-0230.

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

**LAKE FOREST** HI IDENTITY SHOP CENTER ACROSS ST FROM 5000 INSURED EMPLOYEES Modern 7 opp incl surgical opp, great lease, future million dollar office.

**LANCASTER** PROVEN HOT SHOPPING CENTER LOCATION Equipped Ready to go. Seller needed more space. Many walkin every day, Seller gr 900K Coll. \$600 plus. Reduced to \$55,000. Stay 18 months and resell at \$350,000 or more low OH. STATER BRO- RENT 1600 FANTASTIC.

**BAKERSFIELD GP** HI IDENTITY DENTAL BUILDING GR \$800,000 ESTB 50 yrs RETIREMENT- 5ops Buyer will do one million first yr. low overhead FP 500k. GOLDMINE.


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

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

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

**SAN DIEGO** - 5 practices doing 4 million. Call Tom Fitterer.

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

 **SELLERS** CONSIDER SELLING YOUR PRACTICE GR \$500 and buy practice where you can NET \$500,000. Call Tom Fitterer.

**PART TIME SPECIALISTS CAN REAP HIGH  
REWARDS FOR INVESTING IN CERTAIN OFFICES--  
CALL TOM FITTERER**

**\*\*FOUNDERS OF PRACTICE SALES\*\***  
120 years of combined expertise and experience! 3,000 Sales -  
30,000 Appraisals

**\*\*CONFIDENTIAL\*\***  
PPS Representatives do not give our business names  
when returning your calls.

**\*\*BUYERS AND SELLERS SAY\*\***

*"We have dealt with other brokers - we like YOUR  
professional expertise. We will recommend YOU to all our  
friends. Thank you."*

Thomas Fitterer and Dean George, Ray and Edna Irving

## SOUTHERN CALIFORNIA

PPS So. California (714) 832-0230 • Fax (714) 832-7858 E-mail:  
[ppsincnet@gmail.com](mailto:ppsincnet@gmail.com) • Web address: [www.PPSDental.com](http://www.PPSDental.com)

## NORTHERN CALIFORNIA

(800) 422-2818 • (415) 899-8580  
[Ray@PPSsellsDDS.com](mailto:Ray@PPSsellsDDS.com) • [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)

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



What makes CPS the largest, most successful  
dental practice brokerage in Southern California?

The Ability to Sell your Practice with

**Confidence & Confidentiality**



**We know you  
are concerned  
about your  
staff**

*We will bring you  
buyers who will  
value your staff*



**John W. Knipf (Neff)**  
*President*

**We know you  
are concerned  
about your  
patients**

*We will bring you  
buyers that match  
your treatment  
philosophy*

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

**THINKING OF SELLING YOUR PRACTICE? GET A SECOND OPINION FIRST.**

With its unmatched record of successes in dental practice transitions, don't you owe it to yourself to discover why more than 6,000 dental professional have turned to California Practice Sales to ensure they are getting *fair market value* for their practices?

With over 135 years of combined experience, allow the California Practice Sales professionals to guide and support you every step of the way. They will provide you with the understanding, expertise, and integrity you expect from the nation's leader in dental practice sales.

Obtaining a second opinion should be your first priority to ensure you are getting the fair market value for your practice. That's what we have been doing for over 37 years. We look forward to the privilege of serving you.



**CALIFORNIA PRACTICE SALES, INC.**

**Specializing in the Selling and Appraising of Dental Practices**

**Call CPS Toll Free at: (855) 672-3000 to start your successful Transition today.**

**Visit us at: [www.calpracticesales.com](http://www.calpracticesales.com) or Fax: (714) 333-4444 for more information.**

