

THE Dental Trader

VOL. 7 NO. 1 • JANUARY '10
So. Calif. Edition

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

**FREE ADS FOR DENTISTS
& STAFF!**

Buy, Sell or Trade all things Dental

Rated
#1
Software
By the
ADA*



Voted
Best
Digital X-ray
Sensor*

TIME TO GO DIGITAL
only **\$7,495!**

EZ Digital System Special:

EZ 2000 Software*:	2,395
EZ Intra-Oral Camera:	1,000
EVA Digital X-Ray Sensor, Image Software, Sheaths & Positioners:	8,200
Dell Dual Core Computer/Monitor:	895
Mobile Wood Dental Cart:	300
EZ Perio Charting & Imaging:	1,000
Training:	750

Regular Price: \$14,540

Or lease @ \$203/month
for 48 months

- **NO MONEY DOWN**
- **NO PAYMENTS for 90 days**
- **\$1 BUYOUT**

- **FREE TRAINING**
- **FREE SUPPORT**
- **FREE UPDATES**

Obtain patient benefits in **seconds**
with optional integrated
BENEFIT SERVICE
by Trojan Professional Services.

View Live Demo at www.ez2010.com

Already have practice mgmt. software?
Want to keep it and don't need to switch?

➔ **No problem.** Buy our Digital X-Ray
Sensor Kit complete with Image Software,
Sheaths, and Positioners **for only \$4,995.**

Or Just Buy Our Fully Featured "Software Only"

Reg. \$2,395 Sale \$1,495

EZ 2000 practice management software,
Patient & Insurance **Billing**, eClaims,
Recall, Scheduling, Statements, Mgmt.
Reports, Rx Writer, **Claims Tracking**,
Optional X-ray **Imaging**, Intra - Oral
Camera Capture, **Perio Charting**, & More!

**Call Today
800-273-5033**

*based on ADA online survey of s/u software with > 5,000 clients & cost under \$2,500; Free updates/support 1st yr; Price shown for s/u.
Sensor rating by New York's Polytechnic Institute: Winner of the "Technology Impact Award."

THE TRANSITION EXPERTS

We have closed more dental practice transactions than any other firm in the country!

**SELLERS – FOUND YOUR BUYER
WITHOUT A BROKER?**

**BUYERS – FOUND A NON-BROKERED
DENTAL PRACTICE?**

PARTICIPATING IN A BUY-IN?

SAVE MONEY. SAVE TIME.

**CALL US TODAY FOR A FIXED FEE.
YOU DON'T CLOSE, YOU DON'T PAY!**

“Best return on investment ever!”

Dr. Moni Mosharaf, Orange, Anaheim and Aliso Viejo, California

**Loan Workouts • Business Transactions • Dental Board Defense
• Lease Negotiations • Estate Planning**

WOOD & DELGADO

Attorneys At Law

The Authority in Dental Law

Offices in Irvine, San Francisco & Temecula

Toll Free: 800-499-1474

Fax: 800-511-2138

Visit our website at:

www.dentalattorneys.com

Represented over 3500 dentists

Look online for upcoming CE courses in your area



Jason P. Wood
Attorney at Law

Patrick J. Wood
Attorney at Law

Charles X. Delgado
Attorney at Law

Jason P. Wood
Attorney at Law



Patrick J. Wood
Attorney at Law

Reduce Your 2009 Tax Bill By Investing In Your Practice!*



Get your complimentary
Project Planner at
[www.matsco.com/
DQ309CDT](http://www.matsco.com/DQ309CDT)

Take advantage of this year's Section 179 maximum deduction of \$250,000 to increase practice value, better serve your patients and increase cash flow:

- Equip unused operatories
- Upgrade dental equipment or technology
- Remodel or expand your office

Finance with Matsco to maximize your investment.
Contact your Financing Officer today.

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

Practice Acquisitions

Sina Mansouri
888.220.7321

Sandy Vargas
800.326.0376

Practice Start-ups, Expansions & Equipment

Mike Healey
800.861.5984



m a t s c o

A Wells Fargo Company

* Matsco does not provide tax advice. Consult with a qualified tax specialist about the tax ramifications of any equipment or other fixed asset purchase.

All practice financing is subject to credit approval.

© 2009 Wells Fargo Bank N.A. All rights reserved. Matsco is a registered trademark of Wells Fargo Bank N.A.

ADA is a registered trademark of the American Dental Association. ADA Business Resources 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.

Matsco is the only practice financing company endorsed by



Business Resources™

Connecting dentists with business solutions

DT-SCal-0909

SULTAN U/P ROOT CANAL SEALER KIT \$35 (951)780-5508.

RDH looking for pt/ft work in the Los Angeles area. USC graduate with a gentle touch. 213-280-1176.

Need curing light ultrasound, cavitron w/inserts send pix and price to eltonjcar@yahoo.com.

Pedo-antique dental chair Ritter \$100.00 for show room 951-712-9273.

ORTHODONTIST WANTED Full or Part Time Orthodontist Wanted for Multiple Locations. 310 804 8889.

6 DentaleZ chairs plus 2 portable delivery units for sale \$500 ea. Tan, great condition. Call (909) 596-4811 Lou.

Sensimatic Electrosurge 600SE for sale, \$200. O.B.O. Used once. (949)380-9506.

Hygienist wanted for Multi-Speciality office in Irvine. Please call (858)952-9955 or E-mail us at OCDentalspecialists@gmail.com.

3M ESPE SCOTCHBOND DUAL CURE DENTAL ADHESIVE \$149 (951) 780-5508.

PRACTICE FOR SALE #3206 – Long Beach – Great Location – Near Veterans Hospital – University – Shopping center – 1,500 sq. ft. plus 3 Ops. Grossing \$450k. F.P. \$385k. Call PPS (714) 832-0230.

LCD Monitor support bracket for operatory pole. Sale for \$75 cost \$175 Call 714 744-2929 yoursmile@msn.com.

Your SUPER SAVER! The DENTAL TRADER! Place YOUR free ad now! Visit www.dentaltrader.com or use the form in the back of this edition.

PRACTICE FOR SALE BEVERLY HILLS 2 eq ops in prestigious prof. bldg. California Practice Sales, Inc. Phone: 714-639-2775.

Los Angeles Downtown new office set up. dentist/specialist - Short or long term sublease. Pay us 35%-60%. email bpak74@yahoo.com.

Great opportunity in Santa Clarita Can either buy All or buy in 50% at only 115k -office worth 350k just to set-up. Great for Ortho Perio Implant 6 ops - right on Major Intersection - 26781 Bouquet Cny Rd 818-399-7399.

Operatory Pole Mounted Light Knight In perfect condition. Value over \$700 Sell for \$150 714 744-2929 yoursmile@msn.com.

Sublease in Irvine nice professional building, excellent location. Affordable rate. Please call 951-796-8199, Martha. one or two days a week.

ZOOM 2 BLEACHING SYSTEM SALE ONE YEAR OLD \$800 CALL 949 454 7474.

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



Paul Maimone/Broker/Owner
CA Broker #01172430

Happy New Year!

FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. Only private dentist in smaller town. 2008 collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD IMMEDIATELY!**

FRESNO - (3) op G.P. in single story prof. bldg. in downtown. (4) yr old eqt. Cash/Ins/PPO/Denti-Cal pt. base. 2009 Projected Gross Collections ~ \$250K. Great starter practice or 2nd location. Many referrals from M.D. neighbor. Priced to sell! **NEW**

KERN COUNTY

BAKERSFIELD #20 - (3) op computerized G.P. & a duplex bldg. (2) ops eqt'd with new eqt, 3rd op plumbed not eqt'd. Cash/Ins/PPO & some regional center reimbursements. No HMO's or Denti-Cal! Gross collect \$450K-\$470K/yr. 35 years of goodwill. Approx 25 new pts/mos. Seller retiring. **SOLD**

LOS ANGELES COUNTY

ARCADIA - (4) op computerized G.P. located in a well known, easily accessible medical dental bldg. on a main blvd. Cash/Ins/PPO with no HMO's or Denti-Cal. Gross Collect \$315K+/yr on a (4) day wk.

BALDWIN PARK #2 - (5) op computerized G.P. (4) ops eqt'd. 5th plumbed. Cash/Ins/PPO/Denti-Cal pts. In a strip ctr w good signage/visibility. Easy Dental s/w. 2008 Gross Collect approx. \$230K p.t. Can do more f.t.

CALABASAS - DDS office Build to Suit opportunity for long term lease in a prestigious two story prof. bldg. Bldg. is conveniently located just off the fwy. near the center of town. 1,200 to 3,600 sq. ft. available.

CULVER CITY - Recently remodeled (3) op comp. G.P. on a main blvd w exposure/visibility. Digital x-rays. (2) new Belmont ops and (1) older Belmont op. Cash/Ins/PPO pt. base w minimal Denti-Cal & no HMO's. Gross Collect \$425K+/yr. Lower overhead office w high net. Seller returning to school. **NEW**

GLENDALE - Extremely motivated Seller wishes to sell their (4) op (2 eqt'd & 2 plumbed) G.P. office located in a free standing bldg with exposure & visibility. Mixed patient base. Gross Collect \$110K+ on (1-2) days/wk. **Price Reduction.**

LOS ANGELES (KOREA TOWN) - Computerized G.P. located in the Korea Town area of Los Angeles. Store front location with excellent exposure, visibility & signage. State of the art facility with (7) ops of newer Belmont equipt, Cerec 3, (2) lasers, fully equipped lab, (6) digital x-rays, Dentrix s/w, PRP System, Jaw Tracs, and 3D ICAT Imaging System. Annual Gross Collections of **\$1.4M+ with an annual net of approx \$450K!** Cash/Ins/PPO pt. base. No HMO's & no Denti-Cal. Approx 20 new pts./mos. 30+ years of Goodwill. Seller retiring but will assist with transition or could stay on part time. **NEW**

NORTH HOLLYWOOD - (4) op Turnkey Office with patients. (2) ops eqt'd, (2) additional plumbed. Located in a grocery store anchored Shop Ctr with excellent exposure, visibility and signage. Heavy foot traffic with many walk ins. Cash/Ins/PPO and some Denti-Cal. Seller working only part time schedule. This practice can do \$400K-\$500K with some advertising and more hours. Seller retiring. **PENDING**

RESEDA - (4) op G.P. w an x-ray room. (2) ops eqt'd, (2) additional plumbed. 10-12 new pts per mos. Pt. base is Cash/Ins/PPO/HMO and small amt of Denti-Cal. Gross Collect \$230K+/yr. p.t. Low overhead/high net. Seller retiring. **NEW**

SANTA CLARITA VALLEY - HERE'S THE ONE YOU'VE BEEN WAITING FOR!! (11) op computerized G.P. (10) ops eqt'd, 11th op plumbed. In a well known prof. bldg. with great signage! Cash/Ins/PPO/HMO and small amt of Denti-Cal. Gross Collect of \$1.6M+/yr. **with an annual net of approx \$600K!** Cap Cks of \$13K-\$15K/mos. Refers out Diff. O.S., Perio & Ortho. Pract can be easily grown to \$2.5M+/yr by adding more hygiene, specialists, and advertising.

TARZANA - (3) op computerized G.P. Located in a busy shop ctr. Excell. exposure/visibility/signage. Cash/Ins/PPO/HMO pts. 2008 Gross Collect approx. \$600K+ on a (3) day wk. Seller collect. \$960K f.t. in 2006 before her pregnancy. Tremendous upside. **SOLD**

WOODLAND HILLS - (3) op computerized G.P. in a strip center on a main blvd. w excell exposure, visibility & signage. Digital x-rays & intra oral camera. Dentrix software. Cash/Ins/PPO only. No HMO's & no Denti-Cal. 1-800 Dentist provider. 2009 projected Gross Collect. of \$700K+. Seller is taking an academic position but will transition. **PENDING**

RIVERSIDE COUNTY

SAN JACINTO (HEMET) - (4) op computerized. G.P. Absentee owned HMO practice with \$6K/mos Cap Check. No Denti-Cal! 2009 Projected Gross Collect \$450K+ on a (3) day week with a projected owner/operator net of ~ \$180K. **NEW**

ORANGE COUNTY

ANAHEIM - (3) op computerized G.P. Low overhead office. Cash/Ins/PPO/Denti-Cal patient base. Annual Gross Collections exceed \$260K/yr on p.t. schedule.

SAN BERNARDINO COUNTY

HIGHLAND - (3) op G.P. 2 ops eqt'd with newer eqt, 3rd op plumbed and eqt'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. No HMO's & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. **SOLD**

UPLAND - (3) op computerized G.P. State of the art & drop dead gorgeous. Located in a shop. ctr. with exposure/visibility & signage. Digital X-Rays & networked ops. Like new Eqt. Open 1 1/2 years & has approx. 300 pts. Grossing \$6K-\$8K/mos on a p.t. schedule with no marketing. Seller moving. **Price Reduction. SOLD**

SAN DIEGO COUNTY

LA MESA #3 - (5) op computerized G.P. (4) ops eqt'd w newer eqt. 5th op plumbed not eqt'd. In a one story garden style medical/dental complex. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2009 Proj. Gross Collect \$475K.

VENTURA COUNTY

VENTURA - MULTI SPECIALITY PRACT. - (5) op comput. office in a one story prof. bldg. Digital x-rays & pano, paperless office, 3 1/2 yr old Belmont eqt. & (2) ceiling mt'd surgical microscopes. 2 days/wk Pdo, 3 days/mos O.S., 2 days/wk. Endo, & 1+ days/mos Perio. Cash/Ins/PPO/HMO/Healthy Family pt. base. 2008 Gross Collect \$540K+.

WESTLAKE VILLAGE - Turnkey Office in a desirable upscale area, on the outer perimeter of a prof. bldg. Excellent exposure, visibility & signage. Drop dead gorgeous w marble floors, travertine counter tops, vaulted ceilings, & many designer touches. (3) ops of newer eqt. Computer networked & has digital x-rays. Sale includes dental eqt, furniture, fixtures, leaseholds & rights to the office lease.

NORTHERN CA

LODI - (4) op comp. G.P. (3) ops eqt'd, 4th plumbed. Free stand bldg on a main St. w exposure/visibility. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$5K/mos. 2009 Proj Gross Collect \$460K. Absentee owner.

PETALUMA - (2) op comp. G.P. New Belmont eqt'd. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$3K/mos. 2009 Proj Gross Collect \$480K. Absentee Owner.

STOCKTON - WOW! ~ \$20K/mos Cap Cks! (7) op comp. G.P. located in a prof. bldg. (3) ops of newer Belmont eqt. plus (4) ops of older eqt. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$20K/mos! 2009 Proj. Gross Collect \$1.25M. Absentee owner.

UPCOMING PRACTICES FOR SALE

Anaheim, Beverly Hills, Canoga Park, Corona, Covina, Fontana, Granada Hills, Los Angeles, Montebello, No. Hollywood, Oxnard, Palmdale, Riverside, San Fernando Valley, Santa Ana, Sherman Oaks, Simi Valley, Tarzana, Torrance, Ventura Cty., & West L.A.

D&M SERVICES:

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

Buying A Practice? Expanding? Need New Equipment? Consolidation? Working Capital?

We have flexibility other lenders don't have and can offer you terms and rates that meet your specific needs. You don't need unnecessary financial pressure when purchasing your new practice -

you just need LCF.

LCF specializes in "NO STRESS LOANS"

One call will change the way you look at lending. Our Personable and Professional Staff will create the loan you want and secure your approval quickly.

Quick & Simple Phone-In Applications • Start-Up
Expansion • Working Capital • Construction • Consolidation
Real Estate • Equipment Financing • Practice Acquisition
Low Rates • Flexible Terms
No Hidden Fees • Deferred Payments
Step Payments • Up to 30 Year Financing

For Fast & Friendly Service Call

800-550-9228

LCF Financial Services • www.lcffin.com

Loc Pham
DRE Lic. #01815684

A Division of LCF Financial Inc.

Female GP looking for a PT/FT position. experience with pedo and general dentistry. Denti-cal and invisalign. 626-283-3532. godmd2009@hotmail.com.

GP Practice Wanted grossing over 1 million. Los Angeles/OC area only. Please call (310) 988-6373.

SIX BOXES OF GUTTA PERCHA 120 IN EACH BOX \$24 (951) 780-5508.

PEDIATRIC DENTIST dedicated to treating infants, children, special needs in your office with the latest guidelines. (818)883-1383.

ENDO AND ORAL SURGERY in your office as needed. USC GP more than 5000 successful procedures. (310) 210-6955.

GP DENTIST EXPERIENCED WITH PEDO NEEDED Comfortable handling children 4-8 yrs; Denti-Cal reg is a must; Email resume to tverny@hotmail.com.

Looking for dental assistant in private dental office in Santa Clarita Valley. Please call 661-255-0400 or email alexngan93@gmail.com.

HACIENDA HEIGHTS 2 ops; room to add! Asking \$215,000. Select Practice Services, 714-421-4407.

PRACTICE FOR SALE CORONA 3 eq ops, 1 plmbd, 1,600 sq ft ste LSEHLD California Practice Sales, Inc. Phone: 714-639-2775.

COMPOSITE EPIC TMPT 3GM FOUR UN-OPENED SHADES U, C4, D4, B3 \$60 (951)780-5508.

Would you like have your Dental Trader delivered to another address? Just complete the Subscribe/Change Address form at www.dentaltrader.com.

PERI-PRO III AIR TECHNICS X-RAY DEVELOPER. LIKE NEW CONDITION \$275. (310)642-6575.

Enthusiastic Office Manager/Dental Assistant with experience in insurance billing, and knowledge of dental procedures, needed in a dental implant-orientated practice. Currently part-time, but will lead to full-time. Flexible hours. Must be FLUENT in English and Chinese, with excellent communication skills, and an awareness of American and Chinese cultural differences. Located in Danville. LuiLui6@yahoo.com.

Dentist seeking to buy a general practice in LA/Orange County. Minimum: 1,000 sq ft./ 3 chairs/ \$5K HMO Capitation. Call Loc Pham, Broker, DRE #01815684, 714-245-2468.

PRACTICE FOR SALE #3205 - Downey - G.P. Established 20 plus years. Grossing \$850k. 4 Ops. Fantastic location. 1-800-Dentist emergency rights. F.P. \$750k. Call PPS (714) 832-0230.

"Wood and Delgado provide incredibly prompt, five star service you only dream of in a law firm." Mark Weiser, D.D.S., Santa Barbara-See our ad on Pg. 2.

Need a Dental Attorney for your Practice Sale, Partnership, Incorporation or Lease Review?

Credentials:

Dartmouth College (1981),
Honors Program in Mathematics
USC Law School (1984),
top 20% graduate
US Tax Court (1989)
Brokers License (1998)
Avvo Rated **"Superb"**
Martindale Rated **since 1994** as
"Distinguished" and **"Very Ethical"**

Experience:

Attorney for 25 years
Completing Practice Sales since 1992
Many hundreds of sales closed



Accessibility: No appointment or retainer agreement is necessary to talk – just call! When you hire me, you work with me personally, not a paralegal or less experienced attorney. As I say in my ads: **"prompt and personalized service – guaranteed!"**

Fee Structure: I charge a flat rate for most of my services. Also, my "flat rate" services really ARE flat rate! No extra billing for exceeding a maximum number of hours – I even answer post-transaction contract questions!



"Thank you for a fantastic job you did in helping my handle my practice transition, especially on such short notice. You were very professional, extremely timely and helped me achieve ownership of an incredible practice. I would highly recommend you to any dentist who needs legal counsel as someone who helps get the job done in a seamless manner. Although we did not even meet face to face, it was a pleasure to work with you."

David Buchan, DDS, San Clemente, CA

Join my Facebook Page: Dental Law Attorney

Robert W. Olson, Jr., a Professional Corporation
Attorney & Counselor at Law

www.transdental.com
Skype: RWOlsonJr

Phone: 805.882.1120
rwo@transdental.com

Unlike others who only "promise" results we GUARANTEE you 23 - 35 new patients every month! Visit www.AttractDentalPatients.com.

SPECIALTY SERVICES FOR SMALL PRACTICE. IMPLANTS, WISDOMS, DIFFICULT SURGERY. Since 1991. Come to your office. IV-sedation. ICOI+AAID member. My equipment. South Orange. Call Now (949) 374-4243.

Office Space to Rent/Share Newport Beach Medical Buildings 3 Ops Computerized Digital XRAYS ZOOM Whitening Call 94 644 1616.

Million Dollar Practice for Sale! No HMO, No Denti-cal, PPO and Cash only. 1.2 Million dollars in collections for the past 5 years. Established for 20 years. Building also for sale. No Brokers Please! Email if interested to: milliondollarpractice@yahoo.com.

ENDODONTIST & ORAL SURGEON ONE DAY A MONTH FOR UPLAND OFFICE. UPSCALE OFFICE. PPO/CASH. TEL 9099829800, FX 18887416009.

X-RAY HEAD FOR TREX TROPHY NOT WORKING \$99 (YOU PAY FOR SHIPPING, OR PICK IT UP) (951)780-5508.

DENTAL HYGIENIST ENERGETIC, MOTIVATED. 2 DAYS/WK. MOORPARK. CALL (805)907-9662 OR E-MAIL RESUME TO welikala@aol.com.

Orthodontist wanted for multi-specialty office. Immediate opening. Please call (858)952-9925 OR E-mail us OCDentalspecialists@gmail.com.

Practice for sale!! Great visibility and location. Free standing building. Hispanic area with excellent growth potential. Call 818-730-7992.

MOSTOFI LAW GROUP Incorporation • Practice Purchase and Sales Agreements • Leases and Subleases • Sherry Mostofi, Esq. • www.MostofiLawGroup.com • 1-888-448-4288.

CLARIS i310 Intra-Oral camera BRAND NEW, NEVER USED. Comes with USB cord. Mint Condition. Costs \$3500 new. b/o foothillsmiledesigns@yahoo.com.

PRACTICE FOR SALE GLENDALE Turn-Key w/ 65 years of Goodwill California Practice Sales, Inc. Phone: 714-639-2775.

Bakersfield part time dentist private friendly office 5 years experience knowledge of hmo part time tuesday and wednesday 661 322 7696.

MY PATIENTS, YOUR OFFICE??? Just sold BURBANK OFFICE; keeping small number active patients/hundreds charts. YOU TREAT THEM!!! 818-848-5619 kenrossdds@aol.com.

****ENERGETIC, FRIENDLY** FEMALE DENTIST. LOOKING FOR WORK IN LA, OC, SD, RIVERSIDE COUNTIES. AVAILABLE FT/PT. CALL 909-964-1277 OR LISASHEU@GMAIL.COM**.

Your Trusted Source for Practice Financing



For more than 10 years, PPC LOAN has specialized in meeting the practice financing needs of California dentists.

You can count on us for:

- Personalized one-on-one service
- 100% financing plus working capital
- Low, fixed interest rates
- No prepayment penalties

Call us today to experience the PPC LOAN difference! (800) 456-2779

PPCLOAN™
ppcloan.com

PRACTICE FOR SALE #3204 – Bellflower – Large officer. 3,000 sq.ft.. Grossing \$1,200,000, net \$400k plus. F.P. \$950k. Call PPS (714) 832-0230.

GLUMA COMFORT BOND 4ML \$25 (951)780-5508.

GP seeking ft/pt position in Ventura/LA counties. Will work as hygienist. Personable, energetic, conversational Spanish spoken. 847-757-1141/sreddydmd@gmail.com.

GREAT AREA! Santa Monica. Asking \$615,000. Select Practice Services, 714-421-4407.

GP with 4+ years experience in PPO/HMO/CASH environments. Comfortable with all phases, efficient, compassionate and dedicated. (818) 621-0442.

Established LaJolla practice seeking experienced periodontist for one or two days per month. DKSunland@aol.com 858 456-7315.

Practice for Sale!!! Great visibility and location, free standing building. Hispanic Area with an excellent growth potential. Call 818.730.7992.

Dentist Needed 2 to 3 days a week, for month of dec and possible jan. 2010, call 562-242-8212.

Lower your lab bills and get a better service with Kings Dental Lab. \$99.00 on All-Ceramic and PFM (White Gold). Want to know more? Please call us at 800-715-5464.



San Diego Practice Sales

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

PRACTICES FOR SALE – January, 2010

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

GENERAL SAN DIEGO-CARMEL MOUNTAIN – Twenty year plus established **GENERAL** Practice located in Retail Center across from Costco and Home Depot. Residential neighborhoods throughout the area. 5 equipped Ops in approx 1600 sq. ft. Patient base of approx 50% Ins, 40% PPO, 10% Self-pay.

SOLANA BEACH – NEW LISTING! TENANT IMPROVEMENTS & EQUIPMENT. Approx 1000 sq. ft. office in single story Prof Bldg. near 5 freeway. 3 equipped Ops plus Panorex. Asking only \$65K plus OWNER MAY FINANCE!

UNIVERSITY TOWNE CENTER – NEW LISTING! Beautiful and tastefully decorated, 7 Ops in approx. 2800 sq.ft. office in Professional Bldg. TENANT IMPROVEMENTS & some EQUIPMENT. Turn-key facility to relocate your practice. Perfect for Specialty +/-or Group! Offered for only 150K!!

SAN DIEGO-CARMEL VALLEY – Seller relocating his practice. TENANT IMPROVEMENTS & EQUIPMENT. 5 Equipped Ops. + 1 Plumbed in approx 1724 sq. ft. Turn-key Opportunity in Outstanding LOCATION!! Offered for 95K for quick sale. **SELLER MAY FINANCE!!**

SAN DIEGO-OCEANSIDE/CARLSBAD – NEW LISTING! Very well established high-tech **GENERAL** Practice. 5 Ops in 1875 sq. ft. Pelton & Crane chairs and delivery 3 years old. Completely computerized. Newer ADEC Sterilization Center. Excellent location in Professional Bldg.

SAN DIEGO-CHULA VISTA-EASTLAKE – ORTHODONTIC Practice established 2 years as satellite. GORGEOUS Office in Prof Bldg (several Gps in immed area) 5 treatment Ops, 1 private exam Op. Planmeca digital Pan-Ceph. Large windows with pleasant view. Once in a lifetime "turnkey" opportunity with existing cash flow!!

TEMECULA – NEW LISTING!!–Six year established **GENERAL** Practice comprised of Insurance, Cash and PPO patients. 25-30 new patients per month! Situated in close proximity to freeway, Mall and Old Town. Spacious 2400 sq. ft. Office with 8 Ops (4 equipped).

SAN DIEGO-EL CAJON – General Practice (which also does implants) available. 3 equipped Ops plus 1 plumbed in approx 2200 sq. ft. Freestanding building with signage. Collected 551K in 2008. Practice is offered for 460K. **BUILDING also FOR SALE for 600K.**

SAN DIEGO-CHULA VISTA-EASTLAKE - Three Year Young **GENERAL** Practice available. in major GROWTH AREA. Comprised of 5 Ops (3 equipped with dental cabinetry, 2 plumbed) in approx 1660 sq. ft. GREAT Opportunity to acquire a newer, built-out office. Patient base made up of PPO, Cash and CAP. REDUCED to only 150K!!!

SAN DIEGO-NATIONAL CITY – NEW LISTING!!–Tenant Improvements and Equipment of **GENERAL** Practice. 5 equipped Ops, 1 plumbed in 2500 sq. ft. Asking 175K.

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

DENTAL LAW

Over 12 years of in court experience,
with hundreds of dentists and over
35 hospitals represented.

888-299-7848
FREE CONSULT

**Buy/Sell Agreements
Lease/Real Estate
Contract/Business
MSOs**

**Partnership/Employment
Lawsuits/Defense
Estate Planning/Trusts
Asset Protection**

Does your practice hold up against lawsuits?

1. Will your corporate shield hold against lawsuits?
2. Do you know options to long/short term plan your partnership/corporation?
3. Can your Partnership Agreement lead to costly disputes?
4. Do your advertisements comply with the Dental Act?
5. Do you know options to create home/asset protection?
6. Do you have proper dispute handling procedures/policies to reduce large malpractice/fee claims?
7. Do you know options to reduce needless liability in practice/lease/employment/contracts?
8. Is your practice Dental Board compliant?
9. Do you have a Will/Living Trust?

Flat Fee Packages Available

KERENDIAN & ASSOCIATES ATTORNEYS AT LAW

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

Ph: 888.299.7848 • www.ka-firm.com • 310.914.4143 • Fax: 310.914.5441

1.10

Make more money! Teach dental assisting in your office. Join dentists across the US. Make TENS OF THOUSANDS OF DOLLARS by providing this easy-to-deliver program. Get started in two weeks for only \$3,995. Phone: Larry 626 941-4636 or Chris 562 777-5913. Visit: SchoolBuilderPlus.Com for details and purchase options!

PRACTICE FOR SALE HUNTINGTON PARK Absentee Seller; 2 day/week office California Practice Sales, Inc. Phone: 714-639-2775.

Palm Desert High End Office Sublease Specialist, GP pay us 35-50% depending on arrangement. Email Bpak74@yahoo.com.

PRACTICE FOR SALE #3195 – FILLMORE - Close to Thousand Oaks Ventura area. Small city. Great Potential. New state of the art facility. Grossing \$400k. Call PPS (714) 832-0230.

Legal Tip: Buyers What if you can't get insurance panel privileges for three months? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

PALM SPRINGS Practice for sale 4 ops, 3 fully equipped, leasehold and equipment, patients option, great location, large private office, 1500 sq. ft., rent only \$1150/mo. (760) 272-6292.

Serving Southern & Northern California Since 1981

Practice Sales & Appraisals

RELIABILITY & ETHICS YOU CAN TRUST... PROVEN RESULTS YOU CAN COUNT ON

PRACTICES NOW FOR SALE

ARLETA – 1st floor location in strip center w/ample parking. Walk-in traffic. 4 ops newer equipment. Revenues exceed \$40k/mo on part-time schedule.

BURBANK– Long-estab HMO & Private practice. Tremendous opportnty. Multi-op/ multi doctor facility. Revenues at \$70k/mo+. Personal & confidential inquiries only!

ESCONDIDO – 5 ops. Revenues of \$600k/year. Seller works limited sched. Practice pre-approved for 100% financing. If you want the area, this is easy.

FONTANA – Free standing building. Large sign. Growth area. State-of-the-Art equipment. Multi-op facility. Revenues exceed \$80k/month. Serious buyers only!

HAWTHORNE – On El Segundo Blvd. Free standing building w/ large sign. 4 ops + room for ortho bay & separate x-ray room. Complete turnkey opportunity.

INGLEWOOD – Thinking of owning a 2nd? Here is a private practice w/1st floor location. Ideal for absentee owner. Revenues of \$35k/mo on part-time schedule. Low cost....low overhead.

LONG BEACH – First floor location. Sign. State-of-the-Art equipment. 4 ops. Excellent growth potential. Affordable price. Pre-approved for 100% financing!

LOS ANGELES/INGLEWOOD – Long-estab private practice w/ 25+ yrs of goodwill. 1st floor location (seller owns bldg). Revenues \$60k+/mo. Excellent cash flow.

LOS ANGELES – Near LAX. Visible 1st floor location. Growing practice with revenues of \$25k/mo on part-time sched. Seller relocating out of the area. Priced right.

LOS ANGELES (EAST) – Long-established practice with 30+ years of goodwill. Seller retiring. Walk-ins. Hispanic Area. Large sign available. Seller owns bldg and willing to offer low cost rent. Revenues over \$25k/mo on limited sched.

LOS ANGELES (WEST) – Private practice with 30+ years of goodwill. On major thorough fare; 3 modern equipped ops; revenues of \$40k/mo part-time. Low rent.

MOORPARK – Shopping center location with modern equipment and design. Ideal opportunity for dentist looking to be involved in community. Excellent growth potential.

NORTHRIDGE – Equipment and leasehold available. If you are relocating, or starting out and wish to stay close to home - here's an inexpensive way to establish your practice.

PALOS VERDES ESTATES – If this is where you want to be, don't hesitate. Quaint shopping cntr location w/3 ops. Private only. \$30k/mo gross on part-time schedule.

Phone (818) 999-9595 ♦ Fax (818) 999-9615



Practice Sales & Appraisals

SAN FERNANDO VALLEY – 1st floor location on Sherman Way. Drive-up easy parking. Beautifully equipped office with 4+ fully equipped ops. Low rent rate.

SAN JOSE - Long-established private denture clinic w/40+ years of goodwill. Revenues of \$45k/mo. Low overhead. Limited competition. Economy proof.

SAN LUIS OBISPO (COUNTY) – This one has it all! Private only practice. 25+ yrs of goodwill. Modern equipment & digital x-rays. Super active hygiene program. Revenues over \$40k/mo. on part-time basis. Seller retiring.

SANTA CLARITA – This one has it all! Location, sign, 9+ ops, modern digital equipment, fully computerized, some HMO revenues, monthly revenues exceed \$65k/mo. Absentee owner. Revenues ready to explode. Call now.

SANTA CLARITA - Excellent starter practice. Beautiful 4 op. facility with equipment like new. Complete low-cost turn-key opportunity.

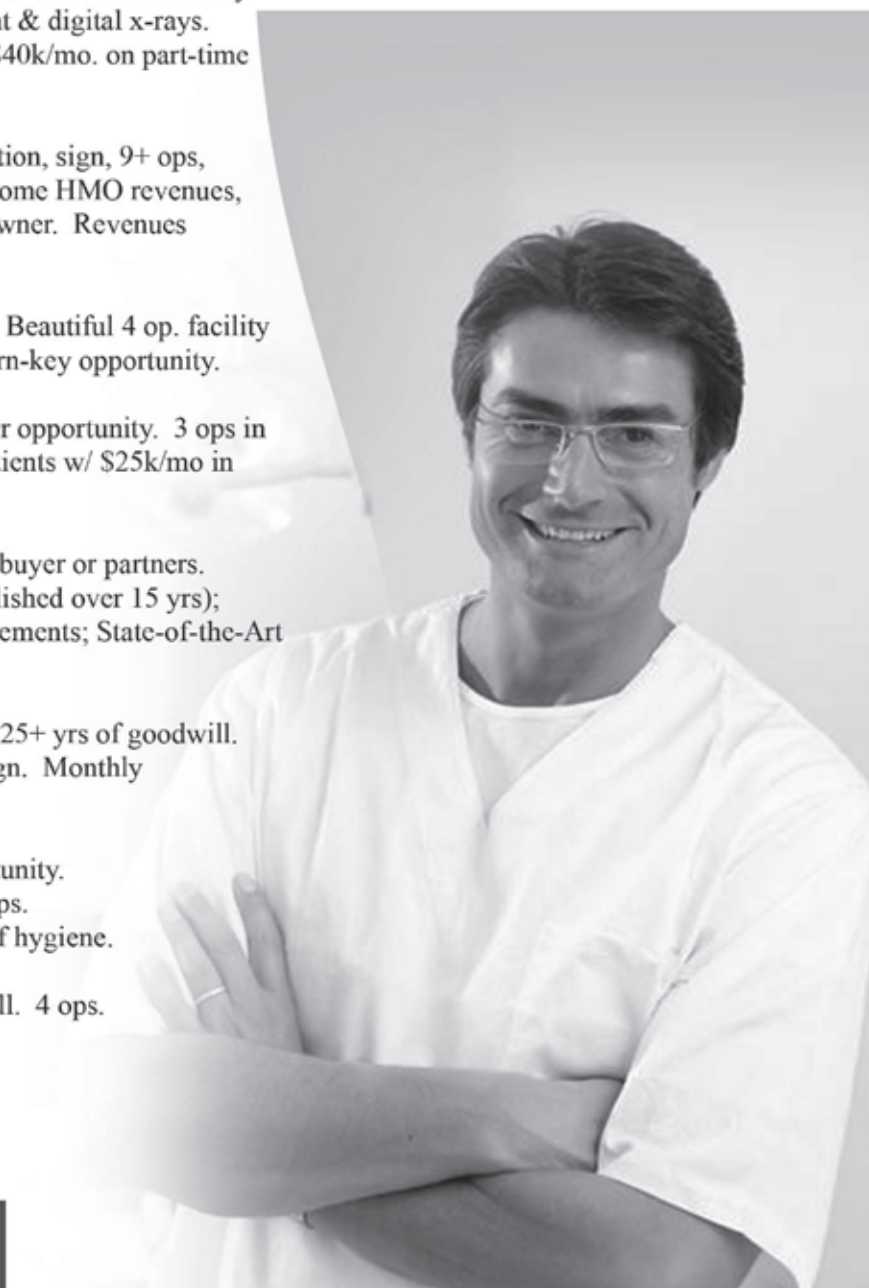
SUNLAND - Low cost... low risk. Exclnt starter opportunity. 3 ops in strip cntr on busy commercial street. Private patients w/ \$25k/mo in revenues on part-time schedule.

TEMECULA – Must see opportunity for right buyer or partners. Revenues exceed \$65k/month. Goodwill (established over 15 yrs); Hundreds of Thousands spent on Tenant Improvements; State-of-the-Art Office & Equipment. Shopping center location.

VAN NUYS - Low cost practice opportunity w/ 25+ yrs of goodwill. Disability forced sale. 1st floor location with sign. Monthly revenues over \$20k/mo. Some HMO's.

WHITTIER – Starter practice or merger opportunity. Over 40 years of goodwill! Owner retiring. 3 Ops. Most specialty procedures referred out. 2 days of hygiene.

YORBA LINDA– Retiree w/35+ yrs of goodwill. 4 ops. Busy hygiene schedule. Private only patients. Seller & staff to assist in transition. Must see!



www.ddspracticesales.net

Are you overworked?

***Get Dozens of
Additional New
Patients Every Month
by Spending Less
Than 10 Minutes
Per Week
Even Thinking
about Marketing,
100% Guaranteed...***



Did you know that 30-50% of all Dentists can't find the time, energy, or resources to implement a consistent marketing plan?

What if you could get your hands on something that was already ****done**** and ready to go? Everything is included...Your practice at the top of the search engines, your social media done for you, no ads to create or place, no toll free lines to buy, newsletter done and sent for you, plus over 21 automated patient attraction systems working for you like a full time sales force? Makes no sense why any Dentist would not have these weapons working for them 24/7:

www.GetDentalPatients.com

Most do not have the time to learn proper marketing, i.e., read a marketing manual, follow the instructions, understand how it works, customize the ads, send all the letters, rent the toll free lines, create and record the messages, build the website, implement the system, and

then track and perform all the follow up (yuk!). Many have good intentions and plan to market but never get around to it and put it off and put it off. Unfortunately, they continue to do this month in and month out.

It's just not what you do (or want to do)!

The Instant Dental Marketing System & Automated Practice Builder has allowed over 1400 doctors to say goodbye to all the marketing work, and instead, effortlessly and "automatically" do all those things I just described above. Order now and get 2 free bonuses plus a free webcam!:

www.GetDentalPatients.com

If you haven't watched the live video demo yet, check it out by going here:

www.GetDentalPatients.com

www.GetDentalPatients.com
or call Toll-Free, 24 Hours: 1-888-719-3892



SELECT PRACTICE SERVICES, INC.

Bette Robin, DDS, JD

**LOMA LINDA DENTAL 1983
SOUTHWESTERN LAW 1995**

Dental Practice Sales

SANTA MONICA: Long established. All fee for service. *Asking \$615,000.*

29 PALMS/YUCCA VALLEY: Two practices. Doctor passed away. Grossed over \$1,200,000 in 2008 and about \$900,000 for 2009. *Asking \$795,000.*

COVINA, PEDO/GENERAL: Almost \$400,000 **NET AFTER LOAN!** 4 ops, almost all children, appropriate for a *pedodontist* or a *general dentist*. *Asking \$775,000.*

ORAL SURGERY, SOUTH ORANGE COUNTY: Long established practice in a great area!! Approximately 1,700 sq. ft. with 2 ops. *Asking \$295,000.*

ORANGE COUNTY, TUSTIN: Newly remodeled! Perfectly-sized office for a specialist. Great location near the 55 & 5 freeways!! 4 ops in about 1,050 sq. ft. *Asking \$3,000/month*

SIGN UP for our buyer email at www.BetteRobin.com to get first notification of our listings!

VALENCIA, ENDO: Beautiful and established office. Seller is retiring due to health issues. About \$1,080,000 in 2008. *Asking \$550,000.*

RIVERSIDE, PERIO: Long-established, Doctor retiring after almost 40 years! Lots of general dentists in area! *Asking \$650,000.*

HACIENDA HEIGHTS: 2 ops with room to add one. Cap Check approximately \$3,200/month. *Asking \$215,000.*

SIERRA MADRE, ORTHO: Practice established over 40 years, seller retiring. Lots of goodwill! *Asking \$215,000.*

LONG BEACH, PERIO: Seller retiring after almost 40 years! Located on the corner of two major streets in busy area. Low lease rate. *Asking \$135,000.*

877.377.6246 • www.BetteRobin.com

"LIVEWIRES ORTHODONTICS is very easy to work with and are always there for us in a pinch (if we need a rush job, etc). Their turn around is very good." Luanne Sherrill-Lab Coordinator for Dr. Frank Bailey. Call LIVEWIRES for a free catalog at 330 793 9423.

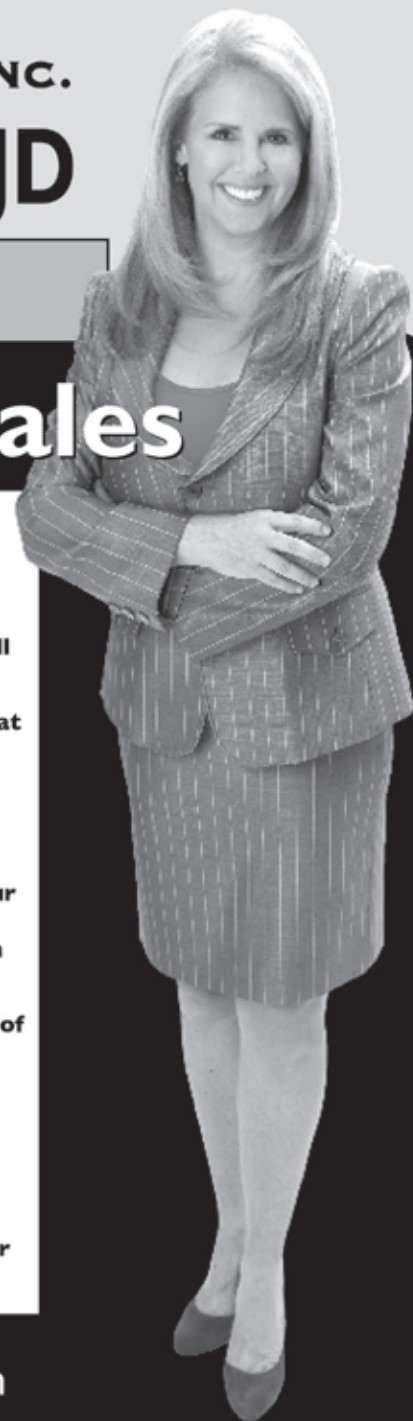
BEVERLY HILLS DENTAL OFFICE FOR LEASE 2-3 Days/Week, 1,200 sq. ft., 3 equipped operatories, lab, private office, business area. 310-203-9993 or ElliotGreenDMD@aol.com.

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

ORAL SURGERY & IMPLANTS Diplomate ICOI, Graduate Loma Linda University & the MISCH Institute - don't refer out your patients. Over 17 years surgical experience. Have equipment. Riverside or San Diego County. Call Anne @ (760)272-6292.

PRACTICE FOR SALE #3194- Irvine - Part time. Established 10 years. \$3,000/month HMO checks. Full Price \$225,000. Call P.P.S. (714) 832-0230.

CENTURY CITY PRACTICE FOR SALE Six newer ops with full computerization, digital. Collecting \$49,000/month with over \$20,000/month net on 2.5 days per week. Asking \$350,000. Call Kurt Skarin 805-777-7707.



ALL COUNTY CONSTRUCTION

& Dental Office Design



**100%
Financing Available**

- Licensed
- Bonded
- Insured
- (CAD) Computer Assisted Designs Available

Free Estimates

DESIGN/BUILD

T.I.'s - Remodels - Expansions

Free Standing Buildings

Turn-Key Packages

Consultation

**We Get It Done
The Way You Want It:
On Time - On Budget**

Visit Our Website:

www.allcountyconstruction.com • E-mail: allco3350@aol.com

562-989-3350 888-302-6111



Practice Sales

Exclusively in SAN DIEGO

Serving The Dental Community Since 1985

Sell Your Practice With Confidence

Without reservation I recommend Ken and Scott to any dentist who is interested in selling their practice. Their professionalism, experience and dedication will serve you very well.

Raymond C. Mueller, D.D.S

DENTAL PRACTICE BROKERAGE CERTIFIED PUBLIC ACCOUNTANTS FINANCIAL PLANNERS

UNPARALLELED EXPERIENCE



Ken Rubin
CPA, PFS, Broker

Scott Staub
D.D.S., MBA, Agent

EXCEPTIONAL RESULTS

Featured Listings:

January 2010

DOWNTOWN SAN DIEGO

Fee for service practice with excellent reputation for high-quality dentistry. Located in medical/dental building, this 3 Op practice refers out all specialty treatment. Over 40 years of Goodwill.

ORTHO PRACTICE IN SAN DIEGO

30+ years goodwill. High Tech attractive office. Very stable revenues. Did not suffer in recent recession as many ortho practices have.

BONITA/CHULA VISTA

High tech practice with 34 years of Goodwill. 6 Ops (5 Equipped) Brand new digital x-ray equipment and monitors in all ops. Primarily Fee For Service with great, loyal patients. Located in medical-dental building.

Everything else has been successfully sold!

Call today for a free confidential consultation to develop a personalized strategic plan.

www.krpracticesales.com

(619) 299-6161

Ken Rubin Practice Sales, Inc. and Ken Rubin & Co., CPA's, Inc. • 4420 Hotel Circle Court, Suite. 350 • San Diego, CA 92108

When you call or email an advertiser you found here in The Dental Trader, whether it's a dentist or a dental company... would you please tell them you found them in The Dental Trader?

San Diego Beautifully decorated San Diego gem. The office opened 2 years ago with an impeccable build out new equipment. Fantastic staff makes this great for first time owner or easy additional office. Seller intended on moving to California prior to retirement but plans have changed. Opportunity won't last - The practice you would build for yourself and existing patients to pay for it. #WK8DT7DR Call AFTCO today at 714-832-6340.

PRACTICE FOR SALE IRVINE Newly Remodeled; Specialist / GP LSEHLD California Practice Sales, Inc. Phone: 714-639-2775.

General Dentist with 2 years clinical experience is looking to fit in a suitable dental office FT/PT. Also available to work during illness, vacations, pg leaves. Call (310) 694-1055 or email cdadds1@gmail.com.

INLAND ORANGE COUNTY, CA New Listing! Newer, 3 op GP start-up opportunity. Located in a shopping mall, the practice is currently open only two days per week and is positioned for growth. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.



Thomas & Fees

Practice Sales

"A better kind of practice sales company"

Practices for Sale

#1570 Palos Verdes

Private general practice - dentist selling for other business venture- private insurance and cash - collects over \$40,000/mo - 5 operatories in Professional Bldg.

#1571 Mission Viejo

General Practice - 4 operatories in strip shopping center – private insurance and cash – collections over \$45,000/month – great office in great location.

#1572 Laguna Niguel

General Practice - 4 operatories in Medical Plaza – private insurance and cash only – collections approximately \$40,000/month with high net

#1529 Vista

General Practice – Dr. retiring after 28 yrs in same location in strip center – 4 operatories in 1200 sq ft – grosses over \$330,000/yr on 2 1/2 days/week only 2 employees plus a hygienist 2 days/wk.

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
E-mail: PKempler@ThomasandFees.com

1.9% Financing for 24 Months on Any Dansereau Equipment**

Super Flow 10 Dry Vacuum



\$4595

Trade In \$1000

\$3595

**Water Rates
Increased
31% Since
July 2009**

Signature Stool Package

\$699

Both Dr. &
Assistants
Stools



NEW America Operator

\$4895



Oil Less Air Compressor

\$2995

Trade In \$300

\$2695



Complete Dental Office

Delivered & Installed

\$21987.00

or

\$419.17

Per Month/OAC

2 Operatories
2 Dentists Stools
2 Asst. Stools
Air Compressor
Vacuum System
Utility Controls
X ray Machine
Sterilizer Autoclave
Processor

Dansereau Dental

250 E. Harrison St., Corona CA 92879

(800) 423 - 5657

WWW.DHPDENTAL.COM

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

Dansereau Water costs are escalating and your Wet Vacuum Pump is using over 800 gallons of water a day, convert to a Dry Vacuum System for only \$3595. Call (800) 423-5657.

"Trust and reputation Best at what they do." Dr. Bruce and Judy Goldman, Chula Vista, California-See our ad on Pg. 2.

Not using it? Sell it! Place a free ad in The Dental Trader. Use the form in the back of this issue or place it online at www.dentaltrader.com. The first 20 words are free!

SSPATIENTSS SSREFERRALSSS \$SPATIENTSS \$SREFERRALSSS 1200 SQ FT. DENTAL or MEDICAL OFFICE AVAILABLE IN A VERY BUSY STREET OF HUNTINGTON PARK.. NEIGHBORING GENERAL DENTIST NEEDS TO SEND PATIENT REFFERALS TO A SPECIALIST WHY NOT TO YOU??!! CALL NOW (310)849-9645.

Looking for a PRACTICE LOAN? Our team members are experts in practice financing and take pride in providing our dentists with the highest level of personalized one-on-one service throughout and following your transition while offering the most attractive loan terms available in the industry. Call PPC LOAN at 800-456-2779 or email us at dental@ppcloan.com.

Premium Practice For Sale Fee for service, crown and bridge practice in Orange Co. \$850 '08 gross 25+ years of goodwill. Wiederman & Potter 714-259-0501.

PRACTICE FOR SALE #3190 – Booming/Garden Grove – Location – Location – Location – Grossing \$10k part time. Has potential to do \$500k within 36 months. Call P.P.S. (714) 832-0230.

Dentist seeking to buy a general practice in LA/Orange County. Minimum: 1,000 sq ft./ 3 chairs/ \$5K HMO Capitation. Call Loc Pham, Broker, DRE #01815684, 714-245-2468.

Orthodontic RDA available Thursdays in Orange County area (A±) 20 miles. 11 years experience. Patricia 707-372-3550.

Corona F/T Hygienist needed for general office with in house periodontist.No HMO or Medi-cal. E-mail ddscorona@yahoo.com or fax 951-898-6939.

5 P&C Coachman chairs 4 sale \$400 ea. or B/O. 2 ADec 1021 chairs \$500 ea. or B/O. Contact Juli 925-588-9448.

RESEDA DENTAL OFFICE FOR SALE Beautiful 5 operatories + 1 plumbed. Production \$300,000 with 2.5 days working. Call (818) 836-4815.

FOR SALE Hu-Friedy piezo unit Symmetry IQ 3000 with 3 tips, sterilizing cassette and carrying case. \$1400. Call (626)224 5580.



Design and build dental offices | Free consultation | Financing available
Licensed, insured and bonded | Excellent references

"CMM was wonderful! Our experience with CMM Construction was both positive and professional. I highly recommend them to friends, family and colleagues. I love my new office!"

*Michael K. Campbell D.D.S.
Santa Ana, CA*

**Tenant Improvements
New Construction | Design**

949.489.9393

email sales@CMMConstructionInc.com
www.cmmconstructioninc.com

CA LIC #884810





AFTCO

TRANSITION CONSULTANTS

- Free Practice Appraisals
- Practice Sales/Mergers
- Pre-Sale Program
- Stockholder Program

AFTCO is the oldest and largest dental practice transition consulting firm in the United States. AFTCO assists dentists with associateships, purchasing and selling of practices, and retirement plans. We are much more than a practice broker, we are there to serve you through all stages of your career.

"My AFTCO analyst was a great help in all phases of this transaction and made everything work smoothly." **James A. Whitehurst, D.D.S.**

"My AFTCO analyst was absolutely fantastic. He helped me through all the ins and outs in a very short amount of time. I owe quite a bit to him for helping me make this deal go through in such a timely manner and will definitely call him again if a satellite office is in my future. Thank you AFTCO!" **Eric G. Jackson, D.D.S.**

"My AFTCO Analyst was so easy to work with, answered all of our questions, and helped with whatever we needed. He did things the way we wanted them done if at all possible. He made the transition almost painless. I will recommend AFTCO to anyone I know that needs guidance in retiring." **Christine S. Tempas, D.D.S.**

Call us at (714) 832-6340

Helping dentists buy & sell practices for over 40 years.

>> WWW.AFTCO.NET

If you want to have a smooth running project without any headaches, then choose Quatron construction for your next project. Dr. Gelman. Call Quatron Co., Inc. 800-595-3740 or visit us at www.quatronco.com.

Registered dental hygienist looking for part time job. Available Thursdays. Kind demeanor, gentle touch, quality care. Please call (626)224-5580.

Looking to purchase an office in Lancaster/Palmdale area: email groupdent@yahoo.com or call (661)350-3346 (leave message).

PRACTICE FOR SALE LANCASTER 3 eq ops 1,200 sq ft ste \$113K NET California Practice Sales, Inc. Phone: 714-639-2775.

Fantastic dental practice in PALM DESERT Located right on Hwy 111, this is the practice you always imagined, Cash flow profit around \$300k. 5 ops, 1400+ sf. (K-762) WPS 800-641-4179.

Group Practice San Francisco Bay Area Gross \$3 Million, Unique niche, 800 pts/mo, Great opportunity for oral surgeon. Contact info@promed-financial.com or 888-277-6633.

PRIME OPPORTUNITY FOR A DENTAL OFFICE ACROSS FROM USC AT FIGUEROA & ADAMS. TENANT IMPROVEMENTS. CALL DAVID (310) 575-1517 X209 OR DAVIP@CBM1.COM.

GP PROFICIENT IN PEDO Member of AAPD. Comfortable handling children of any age. Familiar w/ Denti-Cal. Dr. K @ (310) 876-2534.

Looking for a headache free dental associate? (OC area preferred). A highly experienced GP in all phases of general dentistry including placing and restoring dental implants, complex restorative & Cosmetic dentistry, practice management including creating a positive team culture is available for long term commitment to a progressive dental practice. No base salary required with any moderate or busy dental practice. Please contact Allen 7602388826.

Pedodontist needed for specialty group practice city of Ventura. Quality practice, large private rooms ideal for pedo, fully equipped for oral sedation. Tel: (805) 676-1611, Fax: (805) 676-1521.

PRACTICE FOR SALE #3130 – Covina/Azusa – Million Dollar Location– GP. Established many years. Shopping center. 1,500 sq.ft., 6 ops, 4 equipped. Only \$2,700/month rent. Thousands of autos pass daily. Hi identity corner. reduced \$150,000. Call PPS (714) 832-0230.

Cerec 3D Sirona acquisition Milling Unit Purchased in 2004. Under 500 millings. Software version V3.60. Serviced and certified excellent working condition in Sept. 2009. Lots of extras: powder meister, blocks, all manuals, study models. Price: \$27,500.00 plus shipping. Contact: Dr. Mark Ajlouni e-mail: arbordds@aol.com office: 408-270-2273.

TIME TESTED

OCPI is #1

*The Best OSHA Compliance/Waste Management firm...
...with the Best Guarantee in California!*

Your one-stop-shop for everything OSHA

- Waste Management
- OSHA Made Easy Manual
- Annual Bloodborne Pathogens Training for Dental Personnel
- Safety Meetings
- "Mock" OSHA Inspection of Your Office with Recommendations for Compliance
- OSHA Inspection Support
- Hazard Communication
- And the best telephone support in the Industry.

OCPI provides maximum protection and it's Fully Guaranteed.

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

OSHA Protection Made Easy...everything you need to get and stay in compliance with OSHA



OSHA Compliance Partners, Inc.

888-55-WASTE

888-559-2783



Dental and Medical Office

Design and Construction New and Remodel



TOLL-FREE

(888) 462-6423

**General Contractor Licensed Bonded
Excellent References**

Custom Design

Quality Construction

Certified Medical Gas Specialist

Personal supervision of all job phases

Respect for your budget and time frame

Turnkey office or any construction phase

Computerized layout maximizes space options



Hundreds of new patients will pour thru your door regardless what the economy is doing... **GUARANTEED!** Visit www.AttractDentalPatients.com.

Barely used new Belmont Anabel dig pan-New barely used \$23000, Nomad hand held \$5700 Scican 5000 \$4900 Call Allen 7602388826.

BELMONT 020 CHAIR 18 YRS OLD, PROMA DELIVERY UNIT, BELMONT LIGHT \$1000 MARINA DEL REY DR. NO-LAN 310-628-9744.

Ever thought how expensive a continuing education course is, when you take time away from patients to attend during a week day? PDS has applied clinical continuing education on Sundays. For more information call 1-866-4 CALL PDS or 1-866-422-5573.

General Dentist available for PT/FT. Highly motivated, fluent in spanish. Available M-F, LA, OC, SFV, 310-920-9167.

SIEMENS SERONA E1 WANTED unit or parts call 323-721-7153.

Buy 5 of the 5-5 Stainless Steel Roth or MBT Prescription Brackets kit for \$23.95 and Receive 1 Kit for Free with Kings Two Dental. Want to know more? Please call us at 800-715-5464.

SEEKING ORTHODONTIST one day a month for Visalia office. Please call (559)732-7224 or fax resume (559)732-7226.

Santa Rosa Dental Office for Rent, 5 ops, new paint, flooring, spacious, vaccum/compressor, ready for your chairs 415-819-1977.

"I am proud to have worked with the Dennis Rosene Insurance Agency since 1974. Their policies and customer service are second to none! They are the only company to offer earthquake coverage at no extra charge and I saw for myself how important that was after the Northridge earthquake. I highly recommend the Dennis Rosene Agency to all of my clients." John W. Knipf - President, California Practice Sales. Call Dennis Rosene Insurance Agency Inc. 949-645-6000 or 800-448-4664.

Apple Valley new dental practice for sale 2864 sq ft, 5 ops fully eqpt with room to expand. Lg. private office, sterilization area, lab, beautiful office, must see! Only dentist in medical building, located across from the hospital. Great potential for growth. Small patient base included. Ask for "AL" \$125,000 OBO (760)946-5200.

New fully equiped operatories and space available for Sub-lease in Huntington Beach. Ideal for specialist looking for second office. 714-894-7700.

CAUDILL & ASSOCIATES Just renegotiated my Lease, lower rent, interior allowance, a GREAT deal, Dr. R - Highland, CA Caudill & Associates (951) 314-5542.

PRACTICE FOR SALE #3193 - Palm Desert - Grossing \$400k. Great Location. Call PPS (714) 832-0230.

When it Comes to the Sale

DENTAL PRACTICES FOR SALE

PRACTICES FOR SALE IN THE FOLLOWING AREAS: Beverly Hills, Brentwood, Burbank, Chatsworth, Century City, Fontana, Hawthorne, Los Angeles, Mid City, National City, Orcutt, Santa Ana, Santa Barbara, Santa Maria and Sylmar. Call Lee Skarin and Associates at 818-991-6552, 805-777-7707 or 1-800-SKARIN #1.

CENTURY CITY PRACTICE FOR SALE: Well equipped office with six operatories. The practice is fully computerized with digital x-ray, newer equipment, plus exceptional views of the city. Practice is collecting an average of \$50,000/month this year with an average monthly net income of \$20,000. Seller works 2 1/2 days per week with 2 days per week of hygiene. Potential for significant growth with a full time owner. Seller has another practice which limits his availability in this office. Asking \$350,000.

BEVERLY HILLS PATIENT RECORDS FOR SALE: Seller is going to graduate school in June and is available to facilitate a very smooth transition to your practice location. The practice is located on Wilshire Blvd. in Beverly Hills in subleased space. There are 670 patients on active recall with current collections in 2009 of \$25,000/month. Seller has been in practice at that location since 2006. Asking \$95,000.

CHATSWORTH GENERAL PRACTICE FOR SALE: Established practice located in a retail center is collecting over \$54,000 per month this year with a net income of \$13,500 per month. The practice collected over \$640,000 in 2008. No Denti-cal. Seller works half time and has two days of hygiene per week. Six operatories (one is brand new) with panoramic x-ray, digital x-ray, and full computerization. Asking \$550,000.

BAKERSFIELD CLINIC PRACTICE FOR SALE: Outstanding corner location with tremendous visibility. This long established practice has collected over \$2.1 million per year every year for the past five years with an owner's net income of over \$1,000,000 per year. Eight equipped operatories plus three additional that are partially equipped and one additional that is plumbed but not equipped. Cerec, digital x-rays, panoramic x-ray, full computerization with Dentrrix software. Full dental lab with technicians. Five days of hygiene per week. No associates. 65 new patients per month. No Denti-Cal, no capitation. Seller is retiring. Asking \$1,500,000. **SOLD at FULL PRICE**

MID CITY LOS ANGELES CLINIC PRACTICE FOR SALE: Premium corner location at a signalized intersection with a huge daily traffic count. Huge sign. 120 new patients per month with nominal advertising. Collects \$1,000,000 plus each year. Twelve equipped operatories of older equipment. \$6,000/month in capitation payments. 40% Denti-Cal. One fulltime associate. Seller wants to retire – Motivated. Asking \$495,000. - **PENDING**

SANTA ANA PRACTICE FOR SALE: Located in a free standing building on Bristol, this practice has four equipped operatories and great visibility. The practice has \$2,000 per month in cap checks. The practice has a lot of children and the greatest potential would be realized by a buyer that wanted to treat children. Seller owns the building and will lease it or sell it. Motivated. Asking \$150,000.

SANTA BARBARA FEE FOR SERVICE PRACTICE FOR SALE: Seller works two and one-half days per week and collects \$375,000 per year with a net income of \$250,000!! Four equipped operatories, digital x-rays, intra-oral cameras, and full computerization with Dentrrix software. No Denti-Cal, no advertising, no evenings, no weekends. Asking \$275,000.

HAWTHORNE PRACTICE FOR SALE: Practice collects \$200,000 per year with \$1,250 per month of capitation income. Three equipped operatories in a very visible Hawthorne Blvd. location. Seller works two days per week, no evenings, no weekends. Huge potential for a dentist willing to see children with Denti-Cal. Seller is very motivated. Asking \$110,000.

SYLMAR CLINIC PRACTICE FOR SALE: Located in a shopping center, this practice was established from scratch in 2001 with five fully equipped operatories plus three additional operatories that are plumbed but not equipped. Patient base is predominantly Hispanic and Denti-Cal. Office is no longer accepting Denti-Cal, but the ideal buyer would be a dentist that was willing to treat children and accept Denti-Cal. The facility could not be replaced for the asking price of \$110,000. **PENDING at Full Price**

SANTA MARIA/ORCUTT PRACTICE FOR SALE: Collecting \$280,000 per year on three days per week. Two equipped operatories with two additional operatories that are plumbed but not equipped in a free standing building. Rent is \$3,000 per month for 2,000 square feet. No Denti-Cal, no HMO, no marketing, no evenings and no weekends. Seller refers most specialty procedures. Good potential with the right buyer! Seller is retiring. Asking \$110,000.

SANTA CLARITA VALLEY MANAGED CARE PRACTICE FOR SALE: Established for over 35 years, this practice collects over \$1.2 million per year with a monthly capitation check of \$11,000. Net income is over \$350,000/year. No Denti-Cal. Six and one-half days per week of hygiene. 59 new patients per month last year. Located in a shopping center, this office has eight equipped operatories with a panoramic x-ray unit. The equipment is old, but still very functional. Asking \$950,000. **SOLD at Full Price**

BURBANK MANAGED CARE PRACTICE FOR SALE: Thirty-eight years of goodwill! Practice collects \$965,000 per year including an \$8,000/month cap check. No Denti-Cal, no evenings, no weekends. 30-35 new patients per month. Eleven operatories, digital x-rays, Cerec, panoramic x-ray and full computerization. Good visibility. Asking \$750,000. **PENDING at Full Price**

BRENTWOOD ORTHODONTIC PRACTICE FOR SALE: This office has great views to the coast and great potential for the right buyer. Collections of \$235,000/year on 2 1/2 days per week. Seller is retiring after 33 years in practice. Three chairs in a bay with one additional chair in a private operatory. Approximately \$105,000 in contract receivables. Asking \$150,000.

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

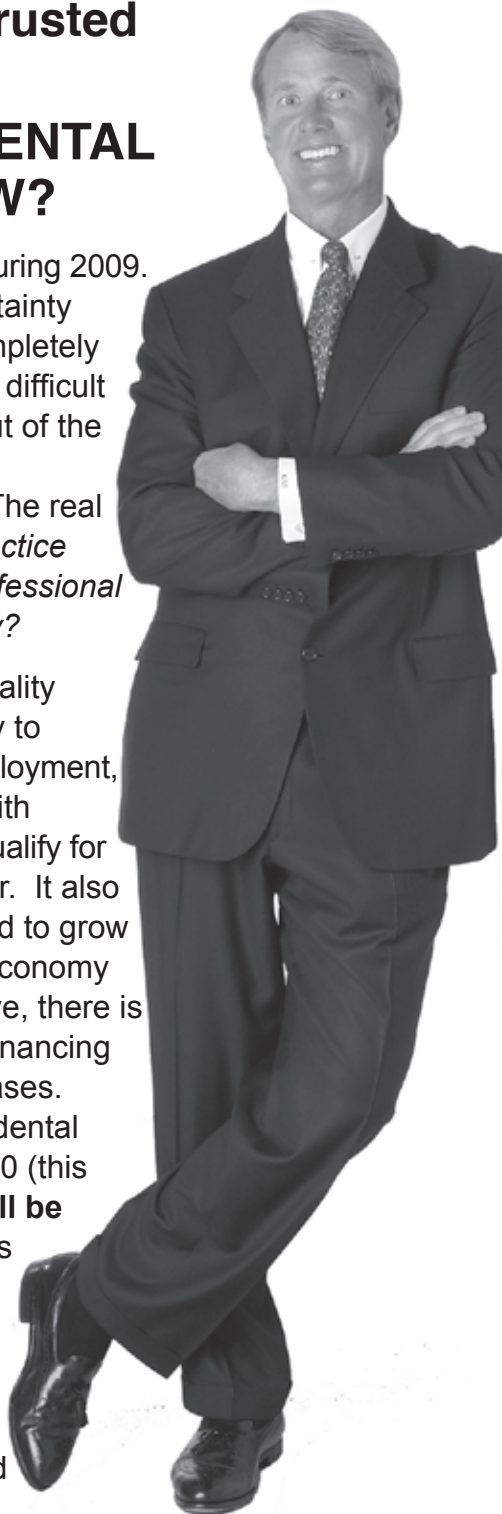
LEE SKARIN AND ASSOCIATES...
the Name Dentists have Trusted
Most Since 1959.

SHOULD I BUY A DENTAL PRACTICE NOW?

This is a question that I heard frequently during 2009. I have not encountered this level of uncertainty among buyers as I did last year. It's a completely valid concern; we have been facing some difficult economic times and though we are not out of the woods yet, we are seeing early signs of stabilization and growth in the economy. The real question is not, *"Should I buy a dental practice now?"* but rather, *"At what point in my professional career do I take control of my own destiny?"*

There is no question that purchasing a quality dental practice affords you the opportunity to make more money, to guarantee your employment, set your own schedule and provide you with significant tax incentives that you do not qualify for as an employee or independent contractor. It also enables you to build equity in an asset and to grow the value of that asset over time. As the economy stabilizes and practice values are attractive, there is no doubt...the time to buy is now. Bank financing remains very attractive on practice purchases. Combine the above with the fact that the dental school demographics suggest that by 2010 (this year), **the dentist-to-population ratio will be the same as it was in 1955.** The ratio has not been this favorable for 55 years... suggesting a unique potential for practice growth.

Consider buying a practice and take charge of your future. Call Kurt Skarin and find out how.



**LEE SKARIN
& ASSOCIATES INC.**

CA DRE #00863149

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

Art Wiederman, CPA, CFP
Since 1984
Broker Lic. # 01511094

CPA DDS
Wiederman & Potter
PREMIUM PRACTICE SALES

Philip Potter, DDS, FAGD
Retired 2005
Broker Lic. # 01780656

Your bridge to a successful transition

CONTACT US FOR COMPLIMENTARY CONSULTATION

1415 Warner Ave., Suite C • Tustin, CA 92780 • Phone: 714.259.0505 • Fax: 714.259.0406
www.wiedermanpotter.com • info@wiedermanpotter.com

PREMIUM LISTINGS

Placer County #1030:

Fee for service esthetic and restorative practice with office condo in upscale community near Sacramento. Seller retiring. Paperless - all digital. '09 gross \$870,000. Projected '09 gross \$500,000. Asking \$350,000. Call for building details!

Orange County #1029:

5 years established Ortho practice located in free standing building in Central O.C., doctor retiring. Great street visibility.

San Diego #1033:

Ortho practice in San Diego beach town. 37 years of goodwill, doctor retiring.

Central Orange County #1032:

Outstanding fee-for-service general dental practice in beautiful free-standing building for sale. Office has approximately 2,700 sq. ft. and seven treatment rooms. Projected 2009 gross approximately \$900,000. Asking \$750,000.

Orange County Facility #1034:

Completely equipped and furnished suite, 1840 sq. ft., 3 treatment ops., sterilization and lab area, private doctor's office, recent remodel, ready to move in and go to work. Asking \$65,000

More Than A Sale.



"In 2008, Art & Phil sold my fee-for-service practice. I knew their integrity was beyond reproach. My staff and patients were key considerations —Art & Phil took that to heart. With their CPA and DDS expertise, they found me the right buyer to get the right money and the right match. I couldn't be happier with the results."

Dr. Charles & Mrs. Grabowsky, Carlsbad, CA

Chuck Grabowsky, DDS

DENTAL PRACTICE FINANCING

"We were told your bank's strength lies in your ability to fund deals quickly. Partners Bank funded our practice acquisition in a week!"

Dr. Matthew Tsai and Dr. Katy Chou

"Partners' local presence in the marketplace, coupled with exceptional service and fast turnaround, is why they are known as the bank that gets the deal done."

John Knipf, CEO/President of California Practice Sales

"If you are ready to secure a practice loan today and work with a true professional who knows everything there is to know about dental practice financing, call Evan Barker at Partners Bank today."

Kathleen Johnson, President of Kathleen Johnson & Associates



PARTNERS BANK
OF CALIFORNIA

Evan Barker, Senior Vice President
Partners Healthcare Division
949.732.4068
ebarker@partnersbankca.com

Practice Acquisition • Working Capital • Equipment Purchases • Partner Buy-in/Buy-out
Debt Consolidation • Practice Expansion • Practice Relocation • Leasehold Improvements



27201 Puerta Real, Suite 160 • Mission Viejo, CA 92691 • 949.732.4000 • www.partnersbankca.com

Member FDIC

ZOOM 1 LIGHT & STAND WANTED Looking to buy ZOOM 1 Only Call me if it is ZOOM ONE 310-275-4010.

X-ray mounts Thousands of bitewing mounts, single mounts, and full mouth set of x-ray. Whole box \$100. Please contact njydds620@yahoo.com.

Make more money! Teach dental assisting in your office. Join dentists across the US. Make TENS OF THOUSANDS OF DOLLARS by providing this easy-to-deliver program. Get started in two weeks for only \$3,995. Phone: Larry 626 941-4636 or Chris 562 777-5913. Visit: SchoolBuilderPlus.Com for details and purchase options!

Are you growing weary of enriching surgeons with your patients? Capture a \$1,200 profit per implant. Let Topline Traveling Surgeons improve your bottom line (800)899-2327.

newly remodeled leasehold improvement for sale in valencia. 3 ops, 2 x-rays, pano. security cameras, networking, \$85000 with \$1800 rent. contact 213-820-3281 and davidkimdds@yahoo.com.

Looking to Rent/Sublease in Orange County- Exp dentist looking for a high end office in Orange county. Allen 7602388826.

In times of economic turmoil The Dental Trader is your friend. Mailed to you free, created to save you money. Place your free ad at www.dentaltrader.com today.

FUTURE DENTAL OFFICE FOR LEASE Prime location on heavily traveled street in Pacific Beach; elegant street signage exclusive to dental office; generous improvement allowance for qualified tenant; 1,054 SF; rent negotiable. Contact Dr. Lionel Rentschler (951)735-2608.

Dental Office for rent located in Santa Monica. Available NOW! Has remodeled skylights, carpeted floors, private parking. Contact NJYDDS620@yahoo.com.

Porcelain Oven \$500. Please contact NJYDDS620@yahoo.com if interested.

PRACTICE FOR SALE #3180 – Pack Your Bags & go to Northern California. Santa Rosa – Senior Seller. Grossing \$650k 2009; last month \$130k collections. Live and work in a very desirable area. Full Price \$350k. Call P.P.S. (714) 832-0230, 1 – 800-695-2732.

New York Dental practice, home office FSBO. Asking \$459,000 for practice, equipment and real estate. Accepting reasonable offers. 518-275-6066.

MOSTOFI LAW GROUP Dental Law • Practice Purchase and Sales Agreements • Leases • Estate Planning • Employment Law • Sherry Mostofi, Esq. • www.MostofiLawGroup.com • 1-888-448-4288.

ORTHODONTIST Needed to work part time in West Los Angeles & S.F. Valley dental offices. Contact Nancy (310)571-3000.



KINGS TWO DENTAL SUPPLY

918 Canada Court • City of Industry, CA 91748
800.715.5464 • Fax 626.581.8137



Mirage

Mirage Operatory System
Mirage Dental Chair with Mirage Chair Mounted Unit and Light

Package Special \$4,995

Free Basic Installation
(Within 100 miles Radius)

(Optional: cuspidor, monitor bracket & monitor)



Belmont

BEL20/MIRAGE
X-Calibur Dental Chair with Mirage Chair Mounted Unit and Light

Package Special \$6,295

Free Basic Installation
(Within 100 miles Radius)

(Optional: cuspidor, monitor bracket & monitor)

Choose any Two Items Free with the purchase of these Operatory Systems

Mirage Doctor's Stool (Vinyl)

Mirage Assistant's Stool (Vinyl)

LED Curling Light (Built-in) LED55B

Cordless Curing Light LED55

Mirage Unit Mounted View Box with a Post

Mirage Monitor Mount W1C840



AIR TECHNIQUES

ScanX

The most versatile, compelling digital radiography system in the market

Get the most versatile digital radiography systems for the best prices in the market
*Call us today for special deals



Mirage

Mirage L700 Dental Light

Special Price **\$495.00**



Tuttnauer

Want to get the best Manual Sterilizer in the Market?
The 1730M, 2340M, & 2540M are the most durable sterilizers that offer the best quality
*Call us today for special pricings

Belmont



Want to get the best quality X-Ray Machine?

Belmont PHOT-x II DC Intra-Oral X-Ray

*Call Us today for Special Pricings



AIR TECHNIQUES

Want to get the best Oil-Free Compressor in the Market?

The AirStar Ultra is the most reliable oil-free Compressor in the market



AIR TECHNIQUES

Want to get The Highest Performance Vacuum in the Market?

The VacStar Wet Vacuum System offers exceptional performance with less water

We at Kings Two Dental have been sincerely serving our customers for over 20 years. We have the # 1 Field Technicians and the best team in Southern California ready to install or repair any of your dental equipment.

We at Kings Two make our Doctors have the best purchasing experience of dental equipments. Our knowledgeable and friendly staff make customer's satisfaction their number one priority.

Purchase \$10,000 in Large Equipment and Receive

\$500 Merchandise Credit

KINGS TWO DENTAL SUPPLY
This offer cannot be combined with Previous Offers

Tel: 800-715-5464

Expiration Date: 12/31/2009

The Law Offices of **A. Lee Maddox, DDS**

Practical Reliable Experienced



A. Lee Maddox, DDS

Lease Reviews
Partnership Agreements
Practice Purchase Agreements
Corporation Formation/Dissolutions
Space Sharing Group/Solo Agreements
Associate/Independent Contractor Agreements
Dental Bureau Complaints/Matters
Limited Liability Company Formation and Agreements

Toll Free: 888-685-8100

Email: lmaddox@cadentallaw.com

Web Site: cadentallaw.com

414 31st Street, Suite C, Newport Beach, CA 92663

Tel: 949-675-1515 • Fax: 949-675-1717

DENTRIX SOFTWARE G3 & G4. 10 work stations and bridge for Op-Time. Paid 10K Sell 6K. Norman Spalding, DDS (916) 776-1235.

Valencia leasehold for sale 3 ops, 2 x-rays, pano, vacuum, compressor, sterilizer, security cameras, alarm, lots storage. remodeled. flat tv. 213-820-3281 davidkimdds@yahoo.com.

We buy both Ortho or Implant instruments. Please call us at 562)803-9999 or fax to 562)803-6369.

Rolling dental cabinets for \$300. They have a white glossy finish. If you are interested, email me at: njydds620@yahoo.com.

PRACTICE FOR SALE TORRANCE 2 eq ops; SPEC/GP LSE-HLD California Practice Sales, Inc. Phone: 714-639-2775.

Implants-In-House STOP referring out patients and PROFITS. IMPLANT surgeon to place implants at your office. Will bring equipment-materials. Call 310-993-4474.

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

Free Practice Appraisal Ever wonder what your practice might sell for? How often have you thought about slowing down but don't know where to start? Get a free practice appraisal with AFTCO and start planning for your future instead of running from it. Call AFTCO at 714-832-6340.

Dental assistant wanted female/bilingual. motivated. hard-working. computer literate. 8187868803 malou.

PRACTICE FOR SALE #3168 - Apple Valley/Hesperia - LOCATION- LOCATION-LOCATION - Shopping center - 6 Ops vacant. Previously \$900k. Full Price \$85,000.00. Call PPS (714) 832-0230.

NewImage Accucam with 2 mobile carts (printers, monitors and autoclavable sleeves) \$700.00 OBO. Please call (626)331-6819.

29 PALMS/YUCCA VALLEY Two Practices! Asking \$795,000. Select Practice Services, 714-421-4407.

PEDODONTIST YOU CAN PRACTICE RENT FREE IN WEST LA! Email me for details at bracesr4u@aol.com.

Oxygen and/or nitrous rolling tank holder \$150. If you are interested please email me at NJYDDS620@yahoo.com.

For Sale Brand new Nobil Biocare Implant set, over 194 pieces. Worth up to \$15,400 Please call 949-830-6510.

CHATSWORTH PRACTICE FOR SALE Consistently collects over \$645,000/year on 2 1/2 days per week with 2 days of hygiene. No Denti-Cal. 5 ops. Asking \$550,000. Call Kurt Skarin 805-777-7707.

Glendale Dental Suite Rent by the day, part time or full-time. Fully Equipped. 1128 N. Brand Bl, Suite C, (818)952-1005.

Make New Friends - Save Money JOIN US!

PUNJABI DENTAL SOCIETY

AN AWARD WINNER MULTI-ETHNIC INTERNATIONAL ORGANIZATION
PROMOTING EXCELLENCE IN DENTAL EDUCATION.



FREE Continuing Education Units to Dental Students and Retired Dentists.
Approved by Workman Compensation Insurance Rating Bureau for
Group Discount. **SAVE 8% to 33% on Workman Compensation Insurance.**

**Provides 56
Units/year of
Continuing Education
in Applied Clinical
Dentistry on Sundays.**



**Member Discount
on Financing of Dental
Practice, Equipment,
Home, Refinance &
Commercial Loans**

**Dr. R. Salwan, President
Dr. D.P. Singh Nagra, Chairman**

For more information on activities and upcoming Seminars please call:

1-866-4-CALL PDS OR VISIT US AT **www.pdsociety.com**

Life Membership \$40.00 open to Everyone
Foreign Dental Graduates Need Guidance to get admission in Dental school. Please contact us.

Proud to provide Scholarship to needy Students • Conduct Dental Awareness Camps

RECEIVE PDS MEMBER DENTAL SUPPLY DISCOUNTS



WESTERN PRACTICE SALES

John M. Cahill Associates

What separates us from other brokerage firms?

As dentists and business professionals, we understand the unique aspects of dental practice sales and offer more practical knowledge than any other brokerage firm. We bring a critical inside perspective to the table when dealing with buyers and sellers by understanding the different complexities, personalities, strengths and weaknesses of one practice over another.

We offer unsurpassed exposure - Marketing your practice in all of the major journals, including Dental Economics.

As the only brokerage firm that represents sellers and locates buyers throughout California, Nevada and Arizona, Western Practice Sales/John M. Cahill Associates not only offers personalized service, superior credentials, combined resources, data base and networking power but also experience, expertise and exposure that is unsurpassed in the industry today.



Tim Giroux, DDS

"Owned by Dentists, Serving Dentists"

800.641.4179
westernpracticesales.com



Frank Farry, MBA

Dental Spa Practice in Fresno CA for Sale Asking \$350K Modern 3000 sq ft facility, plumbed for 10 with 4 adtec ops, Deka CO2 Laser, Panoura Ultra with cephal, Dextrix, and Digital. No HMO. Gross over \$700K in 2007, and over \$600K in 2008. Seller may carry note. Great opportunity. Call Loc Pham, Broker, DRE #01815684, 714-550-7494 or quickbiz4-e@yahoo.com <<http://us.mc1124.mail.yahoo.com/mc/compose?to=quickbiz4-e@yahoo.com>> . Prop #10129.

IN ENCINO So Cal 3 ops modern equipment; 2000 SQ FT ideal starter opportunity Call for more info. 818-335-3424.

2004 CEREC 3D, Milling Unit, Ivoclar Oven, & Accessories for Sale. Service membership up to date. Submit best offer to drmundl@inlandvalleydentalcare.com.

Beautiful Beverly Hills adjacent dental office space available 2 or three days/week. Negotiable rate. Call: 323-6511360.

Dental Practice for Sale a gp in Los Angeles, CA. \$135,000. Gross \$280K. 1,200 sq ft. retail bldg., 3 fully eq. ops, 3 chairs, 2 x-rays with room for exp. 40% Cap, 50% PPO, 10% Cash, no Medi-cal. Approx. 20 new patients/mo. Seller works 3 days/wk. Large # of patients with dentures partials crown and bridge, growing ortho. 1or 2 days/mo. Sale complete by end of this year. Prop. ID # 2221. Call Loc Pham, Broker, DRE #01815684, 714-550-7494.

Dansereau Need to replace you Assistants Seating only \$550 for our Signature Assistants Stool and receive a Free Dentists Stool. Call (800) 423 - 5657.

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.

KEEP ORTHO REFERRALS IN HOUSE Refer out 4+ referrals/month? Experienced orthodontist travels with staff/supplies (Greater LA, SFV, South bay) bracesonthego@aol.com.

FREE CONSULTATION! Considering Selling? Pension assets challenged? Options? Over 60 years experience as CPA and DDS. Wiederman & Potter 714-259-0501.

SBD PRACTICE PRICE \$688K GROSS \$702K NET \$337K!! ONE DOCTOR!! 3 EMPLOYEES!! HMO/PPO/CASH CAPITATION OVER \$10K (951)217-3528 RUSH!!

DENTAL PRACTICE FOR SALE Well Established Mid OC Practice, High Traffic Shopping Center with Ortho, Pedo. Serious Buyers Only: sunnycalifornia99@yahoo.com.

"Accessibility I truly feel their sincerity in wanting to help my situation. Absolutely recommend them to others all the time!" Camille Adli, D.D.S., Long Beach, California- See our ad on Pg. 2.

Prophy Powder \$30/box. Box includes 15 packets- 2.5 oz each. Spearmint flavored. Please contact njydds620@yahoo.com.

3 ADEE DENTAL UNITS/CHAIRS 3 DENTIST CHAIR 2 ASSISTANTS CHAIR ALL FOR \$4,500.00 CALL 818-705-2931.

HENRY SCHEIN®

PROFESSIONAL PRACTICE TRANSITIONS



“DENTAL PRACTICE BROKERAGE”

Making your transition a reality.

More information is available on our website regarding practices listed in other states, articles, upcoming seminars and more.

For more information regarding the listings below:

VISIT OUR WEBSITE AT:
WWW.PPTSALES.COM
 (Practice Opportunities)

Practice Sales • Mergers
 Partnerships • Appraisals
 Patient Record Sales

- **ALTURAS:** *For Sale* - General Dentistry Practice. '08 collections \$611K on 3.5 days/week w/same number of hygiene days. Owner owns the Bldg. & has practiced in Alturas since 1985. Owner will consider selling Bldg. with practice. #14279
- **APTOS:** *For Sale* - General Dentistry Practice. Highly desirable location. 2008 Gross Receipts over \$1Mil. w/adjusted overhead at 10-13-operators in 1,000 sq ft. Pano & Modi computerized software. 9-hygiene days per week. Practice operated for past 33 years in same location. Open 5 days a week. Owner willing to work back for new owner 2 days/wk.
- **ATWATER:** *For Sale* - General Dentistry Practice. '08 Gross receipts \$177K with adjusted net income of \$67,495. Practice has been in its present location for the past 30 years. 1,080 sq ft. 2- equipped operators. Owner to retire.
- **DIXON:** *For Sale*-General Dentistry Practice. '08 collections were \$122,894. 3 op. 1,100 sq. ft. office. Owner has relocated out of state and is motivated. Good opportunity to build a practice in a growing community near Davis, CA. #14265
- **EL SOBRANTE:** *For Sale*-General Dentistry Practice: Ideal for recent grad or DDS looking for satellite practice. 3 ops. w/potential of 5. '08 receipts \$350K, adj. net income \$124K. 3 days of hygiene, Pano, Easy Dental software. 1,300 sq. ft. Seller is retiring after 35years in same location. #14302
- **FRESNO AREA:** *For Sale*-Exceptional General Dentistry Practice. This outstanding practice has annualized collections of \$1,921,467 in 2008 \$798K adj. net income. The office has Dentrix, Laser, Intra-oral camera, digital x-ray and Pano. Bldg. may be avail. for sale. Owner is retiring. #14283
- **FRESNO:** *For Sale*-General Dentistry IV Sedation Practice. '08 collections \$1,064,500. Seller looking for either an outright sale or a buyer to purchase 1/2 of the practice. Buyer will need IV sedation skills or have been trained to provide IV sedation. Facility 1,500 sq. ft. w/5 equipped operators & 7 days of hygiene. #14250
- **FRESNO:** *For Sale*-General Dentistry Practice. Owner has practiced in same location 20 years. 3 TX rooms, 1,000 sq ft. Located in a Medical Dental Bldg. Owner to retire. 2008 collections were \$86K. Ideal for a new grad or satellite office.
- **FRESNO:** *For Sale*-Office Space Only in North Fresno Area. New fully equipped 3-op dental space avail. asking \$115K. Equip. approx. 2 years old. Space avail. for 4th op. Office design contemporary & tastefully done. Asking price includes all leasehold improvements.
- **GRASS VALLEY:** *For Sale*-This Periodontal Practice is located in a very desirable growing community. Practice has been in its present location for the past 28 years. Office consists of 1500 sq ft 3 ops, Intra-oral camera. Practice has 5 days of hygiene.
- **GREATER AUBURN AREA:** *For Sale*-General Dentistry Practice 7 Dental Building, Outstanding opportunity to purchase well established, very successful, 4 op Fee for Service practice. 1,800 sq. ft. dental bldg. in the Sierra Foothills. No PPO or HMO. '08 Collections \$763K on 3.5 days with 5.5 days of hygiene. Owner is retiring. #14304
- **MODESTO:** *For Sale*- General Dentistry Practice. 2008 Collections \$1,097,000 adjusted net income of \$350,543-No Medi-Cal. Office space is 3,580 sq ft, Laser, Intra & Extra-oral camera, and Pano. Office is open 5 days a week, 3 hygiene days. 2 or 3 dentist could work together comfortably in this facility. 10 years in same location. #14289
- **NO. CA WINE COUNTRY: ENDO PRACTICE** For Sale- '08' GR 958K adj net \$673K 4 Ops, 1,500 sq ft. Overhead 29% Owner to retire #14296
- **PALM SPRINGS:** *For Immediate Sale* - General Dentistry Practice. 2008 Gross Receipts \$906K with adj. net income of \$346K. Highly desire able location with 4 ops. Laser, and Intra-oral camera. 5 days of hygiene. Owner recently deceased.
- **PORTERVILLE:** *For Sale*-One of two partners is retiring in this highly successful General Dentistry Practice. '08 Receipts \$2Mil. adj. net \$1,257,000. 2,000 sq ft 6 ops. Intra-Oral camera, Pano, Dentrix.10 days of hygiene. #14291
- **RANCHO SANTA MARGARITA:** *For Sale* - 0Dental office space & equipment. 1200 sq. ft. ops. with dental leaseholds and fully equipped dental equipment. Built by Henry Schein in 2005 Pelton and Crane cabinetry and sterilization center. This is a wonderful opp. to have a nice office at a very low cost by taking over lease. A great opp. for a start up or sat. practice. #14301
- **RED BLUFF:** *For Sale*-General Dental Practice "REDUCED PRICE" Facility overlooks the Sacramento River, 3,500 sq ft, has 8 ops, 10 hygiene days. Reduced price/Or Best Offer due to retiring doctor's health. Historically Gross Receipts have been over \$1Mil per year. 100% financing available. Sale of Building (optional) #14252
- **REDDING:** *For Sale*-Owner looking for Assoc. trans. into Partnership w/Buy-Out. '08 GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- **RENO: FOR IMMEDIATE SALE DECEASED DENTIST** - General Dentistry Practice. 2 ops, 17yrs. present location '07 GR \$763K with adj. net of \$263K w/65% overhead. Bldg. also for sale. Owner deceased.
- **ROSEVILLE:** *For Sale*-General Dentistry Practice. 2008 Receipts \$834K with adjusted net income of \$297,218. 64.4% overhead. Practice has been in this present location for the past 7 years. 15-15 New Patients a month. 6-treatment rooms in 2,100 sq ft. Laser, Intra-oral camera, and digital radiography. Owner relocating out of office.
- **SAN FRANCISCO:** Financial District 4 ops, 1,500 sq. ft. MERGER - Buyer needs to bring in Pt. base #14288
- **SAN FRANCISCO: Deceased Dentist.** General Dentistry Practice for Sale. Fee for Service GP Practice on busy street in lower Mission District. 2008 collections were \$496,600. 4 ops. with Pano. 1,100 sq. ft. office. Practice in same location for 41 years. Hygiene 3 days a week. Refers out Endo, Perio, Ortho, Oral Surgery. Great opportunity for exp. Dentist. Owner Dentist is recently deceased. Temporary Dentist working practice until sale. #14299
- **SAN JOSE:** Office space and equipment. Fully equipped. New lease is available from landlord. Near Monterey Hwy. #14295
- **LOS GATOS AND SUNNYVALE:** *For Sale*- For Sale HMO Practices. Owner would like to sell his HMO practices and work back for Buyer. Main practice is located in Los Gatos with a smaller satellite practice in Sunnyvale. 2008 combined receipts were \$1,083,687. Los Gatos 1,150 sq ft 4 op office. Sunnyvale is also a 4 op office Dentrix software, Dexis digital x-rays, laser and intra oral camera. Practice started in 1979. #14285
- **SOUTH LAKE TAHOE:** *For Sale*-General Dentistry Practice. Office is 647 sq ft w/4 ops. Practice has been in its present location for the past 26 years. Owner to retire. #14277
- **YUBA CITY/ MARYSVILLE:** *For Sale*-General Dentistry Practice w/Bldg. avail. Practice located in present (great) location over 30 years. 1,800 sq ft 5 ops 4 hygiene days. Owner to retire. #14273

CALIFORNIA / NEVADA REGIONAL OFFICE

HENRY SCHEIN PPT INC.

California Regional Corporate Office

DR. DENNIS HOOVER, Broker

Office: (800) 519-3458 Office (209) 545-2491
 Fax (209) 545-0824 Email: dennis.hoover@henryschein.com
 5831 Stoddard Road, Ste. 808 Modesto, CA 95356

Henry Schein PPT Inc., Real Estate Agents

and Transitions Consultants

Dr. Tom Wagner (916) 812-3255 N. Calif. Mario Molina (323) 974-4592 S. Calif.
 Hallie Johnson-Nelson (209) 545-2491 N. Calif. Thinh Tran (949) 533-8308

At PPC LOAN understanding your business is our business. Work with an experienced dental lender that you can trust will put your best interests first, call PPC LOAN at 800-456-2779 or email us at dental@ppcloan.com.

X-ray view boxes for sale in Santa Monica! \$45. Please email me at NJYDDS620@yahoo.com if interested.

PRACTICE FOR SALE #3189 - Murrieta/Temecula - G.P. Established 10 years. Grossing \$950k approx. Hi tech office newly renovated. 3,000 sq. ft. Rent @ \$1.85, 4 G.P. Ops, plus 4 chair open Pedro Ortho Bay. Call P.P.S. (714) 832-0230.

IN-HOUSE ORAL SURGERY Female Senior Oral Surgery Resident. Surgical procedures in Your Office. Will Bring Equipment. Call 310-617-6462 Email: inhouseOMS@gmail.com.

"LIVEWIRES ORTHODONTICS produces exactly what is ordered." Dr. M. Squicquero, DDS. Give LIVEWIRES ORTHODONTICS a chance to impress you! Call 330 793 9423 for a free catalog.

Office Space for Rent \$400/month- Private office 7' by 12'. Located in Santa Monica. Contact NJYDDS620@yahoo.com if interested.

GP Associate needed in private office in Newhall, CA. Call 661-255-0400 or email alexngan93@gmail.com.

In this challenging market you need every competitive edge possible. Renovate or build a stylish new office with Quatron construction. Call Quatron Co., Inc. 800-595-3740 or visit us at www.quatronco.com.

2 doctors stools tan & lt. grey in color. 2 Apollo 95E plasma curing lights. www.randalloffice@cox.net.

Anaheim Office for sale by owner. 20+ years of goodwill. Very desirable location (Mini-strip center). 310-666-3564.

Office equipped for sublease in Valencia, CA. Days available M,W or F. Pref. Perio. Please call 661 317 5685. Dr. Raymond.

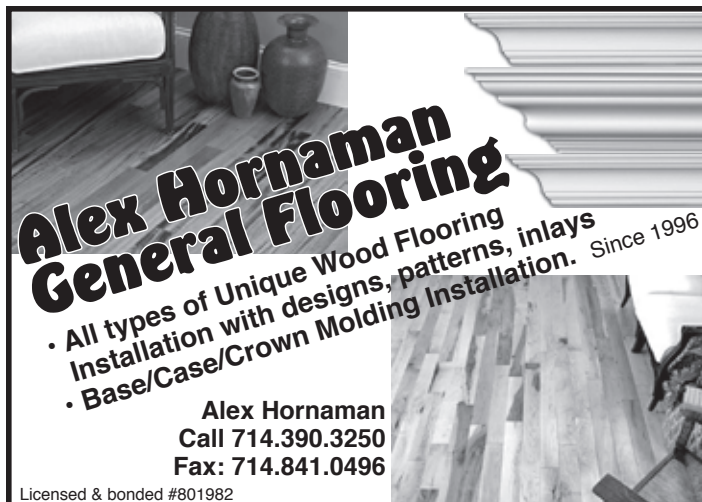
Looking for High End office in OC to Sublease, Will Bring High quality FEE for Service Patients Allen 7602388826.

Perio Pro x-ray developer \$500. Please contact NJYDDS620@yahoo.com.

Keep your SSSS Oral surgery in your office by an experience and personable oral surgeon. orsurg@gmail.com.

Want to sneak-a-peek at The Dental Trader before everyone else? We upload every edition to our website ten days before it hits the streets in print. Look for it at www.dental-trader.com around the 20th of each month and snap up the best bargains before it arrives in the mail.

Buy 5 of the Orthodontics Super Elastic Ni-Ti Archwires and Receive 1 Free. Ni-Ti Wires Round 10/Bag \$9.95, Rectangular \$10.95 with Kings Two Dental. Please call us at 800-715-5464.



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

ENCINO ASSOCIATE sought for space rental, beautiful, relaxing Valley views, 8th floor, great location, implantology oriented, Ventura Blvd. Rocio 818-986-9112.

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.

BRAND NEW Digital XRAY system available. Included all accessories. Regular price \$13,000. Your best offer. Contact Yuri (818) 414-0454.

Save Now call Diversified Dental & Upholstery. Free estimates on painting/reupholstery. (800)707-3449 / (714)827-8515.

HIGH PRODUCING/QUALITY USC dentist looking 4 position LAOCIE, SGV/SFV. BILINGUAL (SPANISH), + personality, willing to learn from experienced DDS.(626)465-6781.

Office Furniture- desk, cabinets, side table, and office chair. Whole package \$450. Please email me at: NJYDDS620@yahoo.com.

ENDODONTIST available to see your patients. You will receive a great referring bonus per patient guaranteed. Contact Christina (818)731-7701.

CALABASAS DDS office "Build to Suit" opportunity for long term lease in a prestigious two story prof. bldg. The bldg. is conveniently located just off the fwy. near the center of town. 1,200 to 3,600 sq ft available. First floor with window line. D&M Practice Sales 818.591.1401 License # 01172430.

Nobel-Biocare (OsseoSet 100) surgical kit with 25 implants / brand new \$10,000. (OBO) Call Dr. Patel 925-360-6567 (Paid \$16K).

VENTURA COUNTY, CA Long established, 3 op GP with a convenient strip mall location. Collections are consistently growing with 2008 gross exceeding \$424,000. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

Dental Condominium Office for sale 1,000 sq ft in great location. Westlake Village, including four operatories. Please call 805-496-9333.

DIVERSIFIED DENTAL & UPHOLSTERY

Upholstery - Equipment - Service



Services Available:

Mechanical Chair
Compressor Repairs
Dental Unit Painting
New & Reconditioned
Handpieces & Sterilizers
Special Upholstery for
Long Procedures
Using Ultra Leather & Memory
Foam

*Friday Night Pickup &
Monday Morning Delivery
Before you Open!*

**Your old units can
be refurbished
to look just like new!**

**New Belmont Operatory
Packages are
also available!**

**Film Processors Many
Makes & Models**



**Sterilizers
Autoclaves & Dry Heat**



Vacuum Pumps



Best Pricing Around!

**714-827-8515
800-707-3449**

**USE PROMO
CODE # DT110**



Compressors

2511 W. La Palma Ave, Unit K, Anaheim, CA 92801

PRACTICE FOR SALE #3188 – Malibu – Pacific Palisades. GP – Established many years, Great Hi Identity location. Recent Gross \$450k. Super opportunity to live and work on the beach. Call PPS (714) 832-0230.

Perio-Pro III developing machine good working condition \$400. Please call 661-444-0442.

Live & Practice among the Stars in Studio City! Highly esteemed, 4 op fee-for-service practice setting the bar for excellence! Nearby Beverly Hills, West Hollywood, Westwood REDUCED \$515k (K-827) WPS 800-641-4179.

Dental Lab for rent \$400/month. Room is 12' by 10' Located in Santa Monica. Contact NJYDDS620@yahoo.com if interested.

OFFICE SPACE TO SHARE Medical Building in Aliso Viejo, South Orange County, 3 chairs, Digital X-Rays. Call Aurene, 949-831-5511.

PRACTICE FOR SUBLEASE or SALE Huntington Park-prime location of Hisp. community. 20 yrs established & active group practice. Good chance for your own biz with small fund. Call 213-272-7989 or send your interest to justinfamilydental@yahoo.com.

Acucam Intraoral Camera for \$1,000. Great deal!! Please email me at njydds620@yahoo.com.

CREATE the office of your future within your time frame and your budget? All County Construction. We listen to what YOU want 714-240-4123.

DOWNNEY/PRACTICE FOR SALE 18 years GOODWILL, Health reasons, accepts HMO/PPO, Busy intersection, excellent opportunity mesjpal@sbcglobal.net, 562 633 1213.

Glendale Dental Suite Rent by the Day or Part-Time also Saturdays. Fully Equipped. 1128 N. Brand, Suite C. (818)952-1005.

DIGITAL X-RAYS FOR LESS Get the tools now to help bring patients to your door. EVA Number 2 sensor kit with all accessories (Rinn positioners, sheaths, docking station, sensor, Pro Image software, onsite training at your office) list: \$8,000 sell \$4,995. Brand New - manufacturer direct. Call EZ 2000 @ 800-273-5033.

"I highly recommend CMM Construction, Inc to any company looking for a winning combination of excellent results and a smooth process. There is much to consider when renovating a new space. CMM provided a strong understanding of our needs. Many thanks to CMM for a job well done; they were on schedule and within budget, thanks for taking care of us!" (949) 489-9393.

SYBRON ENDO "ELEMENTS" OBTURATION UNIT WITH PLUGGERS, G.P., TF FILES. BARELY USED \$2100. jaydeeptalimdds@hotmail.com/714-310-8553.

FREE ANNUAL OSHA EMPLOYEE TRAINING See O.C.P.I. ad this issue for details or call toll free 888-55-WASTE.

ADVANCE YOUR PRACTICE

***Don't Waste Another Week!
Get the Tools Now!!***



1

"DENTAL SCHEDULING FOR THE SOLO PRACTITIONER"

- How to keep your appointment book full every day!
- Discover how to have consistent production daily!
- Never see your assistants just standing around ever again
- Increase production by 25% by doing this!
- Save \$20,000 per year or more by doing this!



2

"HOW TO MAKE MONEY USING YOUR HYGIENE PROGRAM"

- Turn your Hygienist into a cash cow!
- Easy tips to fill the hygiene schedule!
- Increase recall by 50% or more by doing this!
- Eliminate appointment cancellations!



3

"MANAGEMENT BY STATISTICS"

- 5 ways your PC can instantly increase your practice growth!
- Learn three tricks that instantly can increase production!
- How to become the most efficient office possible!
- Promote your practice ABSOLUTELY FREE! (Worth the purchase price alone)
- Track & control your overhead without an accountant's help!

Was \$40 each, now, by popular demand, for our second edition, get one for \$25, 2 for \$40, and all 3 for \$50.

Send checks to: Dental Practice Publishers
26181 Mt. Diablo Rd., Laguna Hills, CA 92653

Be sure to note which pamphlets you want.





CALIFORNIA

Specializing in the Selling

WELCOME OUR NEW CPS PARTNER



John W. Knipf
President

Robert A. Palumbo
Partner
Executive Vice President

FEATURED LISTINGS

INDIAN WELLS GP (New Listing) – Long established practice in desirable area – 5 fully eq. ops, 1,400 sq. ft. suite, located in a 2 story professional building with ample parking. 3 day/wk practice with 4 days of Hygiene. Computer office with Data Com software. Approx. 10-12 patients/day & 16-20 new patients/mo. 99% patient referral. Income stream: 70% insurance, 20% cash & 10% capitation approx. \$3,500/mo. 20+ years of good-will. Newly modeled spacious practice. Great Staff. Projecting approx. \$563,293 in 2009. **BUYER'S NET OF \$151,585.** Property ID #2801.

IRVINE – Leasehold Improvements & Equipment Only! GP / SPEC - 3 fully eq. ops., 1 plumbed not eq., 1,570 sq. ft. suite, 2 story Med/Prof bldg. Computerized office. 10 year old equipment. Seller relocating to San Diego. Newly remodeled. A must see to appreciate! Good location for ortho/endo/oral surg. Property ID #2661.

LOS ANGELES GP – 4 fully eq. ops, 1,700 sq. ft. office, strip shopping center. 5 day/wk practice with Seller working 2 days/wk, GP Associate 3 days/wk and Ortho 1x/mo. Approx. 20-25 new patients/mo. 20% insurance, 10% cash, 50% medi-cal & 20% capitation. 100% patient referral. Computerized office with Intra Oral Camera. Computer Age software package. Projecting approx. \$ 354,424 for 2009. Property ID #2621.

OCEANSIDE GP – 4 fully eq ops., 1,500 sq. ft. office located in a one story Medical/Dental building. Spacious ops. w/ large windows and nice flooring. 2 day/wk practice with one day/wk of Hygiene. Approx. 16-20 patients/day. 100% cash; 100% patient referral, no PPO's or HMO's Easy software package. 4-15 year old equipment. Good location. A must see to appreciate! Collecting approx. \$360,511 for 2009. **BUYER'S NET OF \$74,851.** Property ID #1641.

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



Have You Visited Our Web Site?

www.CalPracticeSales.com

Instructional videos & current practices in a single easy-to-use location!

Free instructional videos; hear from our clients on how we became their most trusted advisor...

Your opinion is important, email us topics you would like to see in our video library at:

Jknipf@CalPracticeSales.com

LOS ANGELES GP - Leasehold Improvements, Equipment & Charts Only! 3 fully eq. ops., 1 plumbed not eq. op., 1,000 sq. ft. suite, located in a one story shopping center. Computerized office with intra oral camera and Easy Dental software. 3 year old equipment. Good location, near the Dodger Stadium and Apartments. Great street visibility on major thoroughfare. Great potential for walk-ins. Seller works 2 days/wk. Property ID# 2761.



PERRIS - 4 fully equipped ops., in a 1,608 sq. ft. suite, located in a shopping center. Computerized suite with Intra Oral Camera. 61% insurance, 20% cash & 19% Medical. Absentee owned, associate works 3 days/week. Approx. 120 new patients per month. Collected approx. \$302,207 for 2008. Property ID #1891.
Price Reduction!!!!

Web site: www.calpracticesales.com

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



Alice C. King, V.P.



CALIFORNIA

Specializing in the Selling

GREATER LOS ANGELES COUNTY

BEVERLY HILLS GP – High Income Area - 2 fully eq. ops., 1,122 sq. ft. suite, located in a 4 story Medical/Dental building. 5 day/wk practice. Approx. 30 new patients/mo. 58% insurance (PPO), 30% cash & 12% capitation. Computerized office with Dentrix software. 10 year old equipment. 22 years of Goodwill. A very motivating Seller is moving out of state. Projecting approx. \$349,960. **BUYER'S NET OF \$107,523.** Property ID #2641.

BURBANK GP – TURN-KEY PRACTICE – 3 eq. ops., 1,050 sq. ft. office in two-story medical/dental building. 2 day/wk practice. 65% insur. (20 PPO's), 25% cash & 10% medi-cal. Computerized office with intra oral camera and digital x-ray. Softdent software package. 16 years of Goodwill. Beautiful office in great town, building has covered parking. Property ID # 1171. Price Reduction!!!

ENCINO GP - 3 fully eq. ops., 1,200 sq. ft. suite, 7 story professional building. 2 1/2 day/wk practice. 15-25 new patients/mo. 100% Patient Referral. 75% insurance & 25% cash. Computerized practice with Intra Oral Camera & Digital X-ray. Denti soft software package. 2 1/2 year old equipment. Low rent for the area. Projecting approx. \$586,956 for 2009. **BUYER'S NET OF \$148,756.** Property ID # 2631.

GLENDALE - TURN-KEY PRACTICE - 3 fully eq. ops., 5 plumbed not eq. ops., 1,200 sq. ft. suite, two story Medical/Dental building. 5 day/wk practice with approx. 30-40 new patients/mo. 30% insurance, 10% cash & 60% Medi-cal. 100% Patient Referral. Computerized office with Intra Oral Camera and Easy Dental software package. Good location. Collected approx. \$453,230 in 2008. Property ID# 2591.

HUNTINGTON PARK - 4 fully eq. ops., 1,700 sq. ft. office, free standing building. 2 day/wk practice with 2 associates. Seller absentee. 48% insurance, 50% cash & 2% capitation. 10-12 new patients/mo. 100% Patient Referral. Computerized office with Intra Oral Camera. Projecting approx. \$210,734 for 2009. Property ID #2681.

LANCASTER GP – 3 fully eq. ops., 1,200 sq. ft. suite, located in a one story shopping center with great exposure and street visibility. 5 day/wk practice, Seller working 2 days/wk. Approx. 45 new pts/mo. 15% insurance, 50% cash & 35% medi-cal. No capitation programs. Computerized office with Intra Oral Camera. 4-8 year old equipment. Seller lives in the Valley. Projecting approx. \$506,882 for 2009. **BUYER'S NET OF \$113,578.** Property ID #2691.

LOS ANGELES GP – 4 fully eq. ops, 1,700 sq. ft. office, strip shopping center. 5 day/wk practice with Seller working 2 days/wk, GP Associate 3 days/wk and Ortho 1x/mo. Approx. 20-25 new patients/mo. 20% insurance, 10% cash, 50% medi-cal & 20% capitation. 100% patient referral. Computerized office with Intra Oral Camera. Computer Age software package. Projecting approx. \$ 354,424 for 2009. Property ID # 2621.

LOS ANGELES GP – Leasehold Improvements, Equipment & Charts Only! 3 fully eq. ops., 1 plumbed not eq. op., 1,000 sq. ft. suite, located in a one story shopping center. Computerized office with intra oral camera and Easy Dental software. 3 year old equipment. Good location, near the Dodger Stadium and Apartments. Great street visibility on major thoroughfare. Great potential for walk-ins. Seller works 2 days/wk. Property ID# 2761.

PRACTICE SALES, INC.

and Appraising of Dental Practices



Maria Silva, V.P.

PASADENA - Leasehold Improvements & Equipment Only! 5 eq. ops., 1 plumbed not eq. op., 1,500 sq. ft. suite, two story shopping center. Computerized office with Intra Oral Camera. Great corner location. Excellent street visibility. In downtown historic Pasadena with scenic view of the local mountains. Centered in a retail shopping area between restaurants and banks. Property ID# 2501.

TEMPLE CITY GP - 4 fully eq. ops., 1,170 sq. ft. office, one story free standing building. 3 day/wk practice. 70% insurance & 30% cash. Computerized office with Intra Oral Camera and Digital X-ray. Practice Works (Kodak) software package. Long established practice with 21 years of Goodwill. Seller own building. Projecting approx. \$375,602 in 2009. Property ID #2551.

TORRANCE - Leasehold Improvements & Equipment Only! A great starter practice. 2 fully eq. ops., 1 plumbed not eq., 900 sq. ft. suite, located in a 4 story Medical Professional building with ample parking above and underground. Near several shopping centers. Long established practice with 18+ years of Goodwill. Seller is moving to a larger suite across the street. Property ID #2731.

WEST HILLS - GP State-of-the-Art Practice - 6 fully eq. ops., 2,300 sq. ft. suite, located in a 3 story Medical Professional building (no parking fees). Gorgeous office. 4 day/wk practice, Seller 4 days/wk, Endo 1 day/wk and 6 days of Hygiene. 65% insurance & 35% cash. 100% Patient Referral. Computerized office with 2 Intra Oral Cameras & Digital X-ray. Long established practice with 50 years of Goodwill. Seller will be initiating a different kind of business. Projecting approx. \$1,218,510 for 2009. BUYER'S NET OF \$296,802. **A MUST SEE PRACTICE!!!** Property ID #2721.

ORANGE COUNTY

BUENA PARK GP NEWLY REMODELED!! - 5 eq. ops., in a 2,000 sq. ft. office located in a strip mall. 5 day/wk practice. Approx. 40-50 new patients/mo. 100% patient referral. 80% insurance & 20% cash. Computerized practice with Digital X-ray. Genesis software package. Many walk-ins. Heavy traffic. Excellent street visibility. Long established 20+ years of Goodwill. Collected approx. \$364,380 for 2008. Property ID #2271.

COSTA MESA PERIO - 4 eq ops., 1,150 sq. ft. suite, affluent shopping plaza. 3 1/2 day/wk practice. Approx. 8-10 new patients/mo. 100% cash practice. 100% patient referral. Computerized practice with Intra Oral Camera & Digital X-ray. Dentrix software package. 2 1/2 year equipment. Great street visibility. Well known shopping plaza. Collected approx. \$280,985 in 2008. **BUYER'S NET OF \$74,436.** Property ID #2611.

IRVINE - Leasehold Improvements & Equipment Only! GP / SPEC - 3 fully eq. ops., 1 plumbed not eq., 1,570 sq. ft. suite, 2 story Med/Prof bldg. Computerized office. 10 year old equipment. Seller relocating to San Diego. Newly remodeled. A must see to appreciate! Good location for ortho/endo/oral surg. Property ID #2661.

WESTMINSTER (NEW LISTING) GP - 2 fully eq. ops., 850 sq. ft. suite, located in a single story strip mall. 3 day/wk practice, Seller 3 days/wk and Associate 1 day/wk. 70% insurance & 30% cash. No capitation programs. 15+ years of Goodwill with very affordable rent. Computerized office with Digital X-ray. Projecting approx. \$136,208 in 2009. **BUYER'S NET OF \$52,233.** Property ID #2711.



CALIFORNIA

Specializing in the Selling

Cynthia Veenendaal, V.P.
Tina Ochoa, V.P.

RIVERSIDE & SAN BERNARDINO COUNTIES

CORONA GP – Excellent opportunity for a start up - Leasehold Improvements & Equipment Only! 3 fully eq. ops., 1 plumbed not eq. op., 1,600 sq. ft. suite, one story shopping center. Computerized office. 3 year old equipment. Seller has primary practice approx. 25 miles away. All patient charts excluded. Good location. Easy access to freeway. Property ID # 2541.

INDIAN WELLS GP (New Listing) – Long established practice in desirable area – 5 fully eq. ops, 1,400 sq. ft. suite, located in a 2 story professional building with ample parking. 3 day/wk practice with 4 days of Hygiene. Computer office with Data Com software. Approx. 10-12 patients/day & 16-20 new patients/mo. 99% patient referral. Income stream: 70% insurance, 20% cash & 10% capitation approx. \$3,500/mo. 20+ years of goodwill. Newly modeled spacious practice. Great Staff. Projecting approx. \$563,293 in 2009. **BUYER'S NET OF \$151,585.** Property ID #2801.

MURRIETA - Leasehold Improvements & Equipment Only GP - 4 eq. ops., 3 plumbed not eq. ops., 1,986 sq. ft. suite located in a Professional Building. Computerized office with Intra Oral Camera. 4-5 year old equipment. Seller is moving to a nearby location. Property ID #2571.

PERRIS - 4 fully equipped ops., in a 1,608 sq. ft. suite, located in a shopping center. Computerized suite with Intra Oral Camera. 61% insurance, 20% cash & 19% Medical. Absentee owned, associate works 3 days/week. Approx. 120 new patients per month. Collected approx. \$302,207 for 2008. Property ID #1891. **Price Reduction!!!!**

SAN DIEGO COUNTY

OCEANSIDE GP – 4 fully eq ops., 1,500 sq. ft. office located in a one story Medical/Dental building. Spacious ops. w/ large windows and nice flooring. 2 day/wk practice with one day/wk of Hygiene. Approx. 16-20 patients/day. 100% cash; 100% patient referral, no PPO's or HMO's Easy software package. 4-15 year old equipment. Good location. A must see to appreciate! Collecting approx. \$360,511 for 2009. **BUYER'S NET OF \$74,851.** Property ID #1641.

VENTURA / SANTA BARBARA / SAN LUIS OBISPO COUNTY

PASO ROBLES GP – 7 fully equipped ops, 1,800 sq. ft. office located one story free standing building. 4 days/wk practice with 8 ½ days of hygiene. 48% Insurance & 52% Cash. Computerized office with Intra Oral Camera. Eagle soft software package. 100% Patient Referral. Collected approx. \$1,268,370 for 2008. Projecting approx. \$1,316,707 for 2009. **BUYER'S NET OF \$339,213.** Property ID #2231.

SPECIALTY PRACTICES

AGOURA HILLS - ORTHO - 4 chairs in open bay, 1,709 sq. ft., two story shopping center. 3 days/wk office. 3-4 new starts/mo. 29% Insurance, 70% Cash & 1% medi-cal. Computerized office with Intra Oral Camera. 48 years of Goodwill. Senior Orthodontist in the area. Craniofacials cases. Good location. Seller is retiring. Collected approx. \$337,713 in 2008. Property ID #2561.

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.

GARDEN GROVE SPECIALIST - Leasehold Improvements & Equipment Only! 2 eq. ops., 3 plumbed not eq., 720 sq. ft. suite, located in a two story strip mall. Computerized office. 2-3 year old equipment. Seller owns building. Excellent location for Ortho, Endo, or Implant Specialist. One month free rent. Property ID #2391. **Price Reduction!!**

GARDEN GROVE SPECIALIST - Leasehold Improvements & Equipment Only! 2 eq. ops., 1 plumbed not eq., 520 sq. ft. suite, located in a two story strip mall. 2-3 year old equipment. Seller owns building. Excellent location for Ortho, Endo, or Implant Specialist. One month free rent. Property ID #2401. Price Reduction!!

LAKE FOREST - Leasehold Improvement & Equipment Only!! - Excellent low cost way for Specialist to start own practice. 5 fully eq ops., 1,650 sq. ft. suite located in a two story Business Building. Computerized with Intra Oral Camera. Good Location! Property ID #1921.

RIVERSIDE ORTHO - 4 chairs in Open Bay, 1 plumbed not eq. op., 1,480 sq. ft. suite. Located on a large shopping plaza. 2 day/wk practice. Computerized office with Digital X-ray and Ortho II software package. New equipment. Approx. 40 patients/day and 12-15 new starts/mo. 50% insurance & 50% cash. Projecting approx. \$335,484 for 2009. **BUYER'S NET OF \$140,681.** Seller does x-rays on patients. Great location. Property ID #2751.

WHITTIER ORTHO (New Listing) - Leasehold Improvements Only - Great potential for Orthodontist!! 6 chairs in open bay, 1,710 sq. ft. office, located in a 2 story corner commercial building. Location has been a practice for approx. 20 years. Great street visibility. Motivated Seller offering 2 months free rent has GP practice next door assuring referrals. Property ID #2781.

WEB SITE: WWW.CALPRACTICESALES.COM

DIRECT E-MAIL ADDRESS TO BROKER/AGENTS

Alice King- aking@calpracticesales.com

Greg Beamer- gbeamer@calpracticesales.com

Tina Ochoa- tochoa@calpracticesales.com

Cynthia Veenendaal- cynthia@calpracticesales.com

Maria Silva- msilva@calpracticesales.com

John W. Knipf (Neff), President

Also serving you: Robert A. Palumbo, Executive V.P./Partner, Alice C. King, V.P., Tina Ochoa, V.P., Cynthia Veenendaal, V.P., Greg Beamer, V.P. & Maria Silva, V.P.

Serving California Since 1974

CA DRE #00491323

Web site: www.calpracticesales.com

100% FINANCING AVAILABLE TO QUALIFIED BUYERS



DO YOU KNOW WHAT'S IN A LEASE? THINK AGAIN!

How important is your office lease? After all, your office is where you spend most of your waking hours, provide quality care to patients, and turn a profit. So why do dentists often overlook this key document? The answer is simple: they are told that the lease is standard. Well, what if there is no such thing as a standard lease? Each lease can provide for unique terms that cater to a particular dentist's needs. For example, leases can either be triple net, in which a dental tenant is liable for a portion of yearly operating expenses, or full service gross, which does not require the additional payment of operating expenses. Did you know that if you are renewing a lease or purchasing a practice and renegotiating a lease, you can request tenant improvements and update your space? Mostofi Law Group is able to ensure that your dental office lease specifically meets your needs and provides you with a comfortable and financially sound place to practice dentistry for many years to come.



MOSTOFI LAW GROUP



SELLING A PRACTICE? PAY ATTENTION TO THE DETAILS...

Are you selling or even thinking of selling your practice? If so, there are a large number of legal provisions that should be included in your purchase and sale agreement in order to protect your interests during and after the transition process. Whether you have enlisted a broker on your team or have decided to sell your practice on your own, the importance of having an attorney to draft or review the purchase and sale agreement is key to your transition. The collection of accounts receivables and the assignment of your lease are just two of such important provisions. How is the purchaser of your practice required to collect your accounts receivables and is the percentage paid to the purchaser for such collection reasonable? Are you nearing the end of your lease term? Perhaps you should sell your practice prior to the renewal of your lease in order to avoid being liable on the lease as the original tenant. Mostofi Law Group works closely with dentists who have or have not enlisted a broker for the sale of their practices.

PURCHASING A PRACTICE? RETAINING PATIENTS IS THE KEY!

Are you purchasing a practice? Anxious, nervous, hoping you can retain patients? What if there were key provisions in the purchase and sale contract that could increase your chances of keeping your patients? Often, dentists who purchase a dental practice risk losing fifty percent of the existing patients. There are methods by which to increase your odds of retaining patients through a planned transition process that involves several vital provisions in the purchase and sale contract. Maintaining a period of time during which the selling dentist is still present at the practice, even if he or she is no longer treating patients, will make the transition more smooth. In addition, provisions that include retainment of the seller's name at the practice for a period of time will provide an easier transition. Mostofi Law Group works with dentists purchasing practices to guide them through this exciting and important process.

SHERRY MOSTOFI GRADUATE OF YALE LAW SCHOOL

Incorporation
Practice Purchase and Sale Agreements
Leases, Subleases, and Real Estate Purchase and Sales

www.MostofiLawGroup.com

1-888-448-4288

Complimentary Consultation

"Sherry Mostofi provided me with superb personal service for the purchase of my dental practice and lease negotiation. She is intelligent, professional, and a Yale Law graduate, who is a must have on your team." *Dr. A. Zadeh, Los Angeles, CA*

"I could not imagine selling my dental practice without legal representation by Sherry Mostofi. She walked me through the process step-by-step and I knew I had a very competent attorney through the transition process. I would recommend Mostofi Law Group, without hesitation, to every dentist." *Dr. V. Nguyen, San Diego, CA*

What does your office say about you?

Sophisticated, experienced, knowledgeable?

If you want to make a "first-class" impression, give

Delta Improvement a call.

Let us transform your office space into an environment that instills
wisdom, elegance, and trust.

Free Preliminary Design
Tenant Improvements Medical/Dental Offices
In-House Custom Cabinetry
Excellent References
Licensed, Bonded, Insured
Financing Available

Delta Improvement

(949) 933-5760

Lic. #710637

Construction & Custom Cabinetry

Email: deltaimprovement@yahoo.com

No need to miss work to attend continuing education courses. PDS has applied clinical continuing education on Sundays. For more information call 1-866-4 CALL PDS or 1-866-422-5573.

SAVE, SAVE, SAVE List Your Practice Now, 6% Commission, full service. Steve Caudill, Caudill & Associates (951) 314-5542.

MOSTOFI LAW GROUP Dental Law • Representing dentists throughout California • Sherry Mostofi, Esq.
www.MostofiLawGroup.com • 1-888-448-4288.

Burbank Dental Suite Rent by the day also Saturdays.
2601 W. Alameda Ave. (818) 952-1005.

Waterlase MD with two gold head handpieces. \$20,000
danjenkinsdds@yahoo.com 909 239-5460.

Enthusiastic RDA with 9 yrs experience looking for a friendly office to work F/T Mon-Fri call (562)366-6451 or Kavila78@yahoo.com.

With our 100% GUARANTEED you can't lose. Hundreds of new patients are at your fingertips. Just visit www.AttractDentalPatients.com.

WHY WAIT? Sierra Madre/ORTHO. Asking \$215,000. Select Practice Services, 714-421-4407.

FOR SALE IN VEGAS Office desk/chair combo-\$175. Bookshelf 6 ft in box-\$75. Lobby chairs leather-\$50 ea. (714)553-1543.

Pedodontist and Oral Surgeon Needed A beautiful ortho office in Irvine is looking to expand. Open to different arrangements. Call (949)551-6555 Ad #: 12755.

IMPLANTS-IN-HOUSE Stop referring DENTAL IMPLANTS out. Experienced DDS, A Fellow in the International Congress of Oral Implantologists will place IMPLANTS for your patients in the comfort of YOUR OFFICE. Increase PRODUCTION and Good- Will of your office by providing your patients with this valuable service. I bring all materials and equipment. CT Guided surgery, Sinus Lifts & Grafting. Clean, Caring, Gentle, Professional. Call 310-993-4474.

Pelton & Crane Hustler Quiet Air Compressor w/air dryer. \$2,300.00. 530-583-4276.

PRACTICE FOR SALE #3183 – Carlsbad – Gross \$895k - 2008, last 6 months average \$120k/month. 4 Ops – Hi identity Location. Full Price \$995k. Call P.P.S. (714) 832-0230.

private practice Murrieta seeking general dentist at least 3 years experience. email resume and days avail.
trivalleydental@dslexreme.com.

Don't get stuck with high waste disposal costs!



WE WILL BEAT ANY COMPETITORS PRICE!

We are the one stop company for:

- Biohazardous Waste Disposal
- Hazardous Waste Disposal
- OSHA Compliance Training
- Secure Document Destruction

LOW PRICE GUARANTEE! SAVE MONEY TODAY!

**Call today and mention this ad for a
special offer.**

800-975-8287

learn more at

www.waste-stream.com

or email us today at

info@waste-stream.com



PRACTICE FOR SALE TEMPLE CITY 4 eq ops, 1,170 sq. ft. office California Practice Sales, Inc. Phone: 714-639-2775.

Statim Cassette Autoclave Model 2000. Accessories, 3 extra cassettes, 2 new cassette seals. 2,000.00 or best offer. 949-499-5855.

Free Practice Appraisal Stuck with the same gross income and rising overhead? How often have you thought about growing your practice but don't know where to start? Do you know what your practice is worth? Get a free practice appraisal with AFTCO and start planning for your future instead of running from it. Call AFTCO at 714-832-6340.

Experienced RDA seeking full/part-time position in Orodontist office. Orange County only. Please call Roya at 949-413-3239.

GE Model 700 X-ray w/Wehmer Ceph Unit. \$2,600.00. 530-583-4276.

WANTED: GENERAL DENTIST ALL SPECIALIST & HYGIENIST. Large, Successful practice Near Down Town L.A. No Medi-Cal. Great Compensation. Call (310) 915-1817. Fax Resume (323) 264-0885.

SimiValley Dental Suite Rent by the day. Fully Equipped. 1687 Erringer Rd. (818) 952-1005

Dentist with 10years experience sincerely looking for merger with mentor/retiring dentist in Orange County. Jay 714-914-7178/jaydeeptalimdds@hotmail.com.

XRAY PROCESSOR GENDEX GXP, EXCELLENT CONDITION \$1900. PRACTICE SWITCH TO DIGITAL XRAY. CALL STEVEN (951)973 1323.

Board Certified Prosthodontist and Orofacial Pain Specialist (TMJ/TMD), 21 years experience, seeks PT/FT, associate, sub-lease, buy-in opportunities in South Bay, Los Angeles County. Contact rdruckman@gmail.com.

Implants For Sale Biomet3i Nanotite TM Certain Prevail. 30 implants, torque and Surgical Kit \$10,000. doctordavewright@mac.com, or (559)222-6213.

Reseda practice for sale 2 opr 1000 sq ft, busy street commercial & residential area Call (818)618-3621.

\$6,999 Sensor Imaging System This DentiMax sensor package includes a size 2 sensor with USB control box and imaging software. Call (800) 704-8494.

Dental Practice for Sale a gp in Los Angeles, CA. \$135,000. Gross \$280K. 1,200 sqft. retail bldg., 3 fully eq. ops, 3 chairs, 2 x-rays with room for exp. 40% Cap, 50% PPO, 10% Cash, no Medi-cal. Approx. 20 new patients/mo. Seller works 3 days/wk. Large # of patients with dentures partials crown and bridge, growing ortho. 1 or 2 days/mo. Sale complete by end of this year. Prop. ID # 2221. Call Loc Pham, Broker, DRE #01815684, 714-550-7494.

Pelton & Crane Chairman w/new expresso brown upholstery pkg. \$3,995.00. 530-583-4276.

LISTING 6% COMMISSION

Better Rate - Better Service

Practice Sales - Leasing - Lease Renewals

What Dentists are saying:

Dr. P.H.: "I needed to sell my office and needed to do it quick. Mr. Caudill met me on a holiday weekend, appraised the office and got me a qualified buyer very quickly. My practice closed on time and I saved \$10,000 in commissions using Caudill & Associates. I needed that savings and Mr. Caudill was responsive to all my calls and provided all necessary forms and guidance. Thank you Mr. Caudill."

Dr. David Remple: "I have used Mr. Caudill to renew my Lease and negotiate on my behalf, Mr. Caudill did a great job for me and even got me a flooring allowance, I recommend him highly."

Dr. Gary Klugman: "Professional, knowledgeable and knows how to negotiate. I cannot imagine using anyone else - PERIOD."

Dr. Lorna Okada: "I was referred to Mr. Caudill from another respected colleague who used his service. He did exactly as promised, was diligent, professional and thorough, I recommend him highly."

Dr. Jay Napeloni: "I had an excellent experience with Mr. Caudill; he was responsive to all my calls and questions. I bought a Practice he listed and he was just great to work with, professional and responsive, highly recommended."

Dr. M.M.: "When I gave Mr. Caudill the listing I had a specific date in mind to close, he got me a buyer quick and my office closed even before the time I targeted, I saved \$30,000 in commissions and was very impressed. Mr. Caudill did exactly what he said he would do, was very cost effective, professional and performed as promised."

References upon request

Save thousands of dollars in commissions and get the very personalized service a smaller firm can provide.

NEW LISTING - Banning, CA - Nice office, part-time owner, 6 ops, must see, great opportunity \$700,000.

See additional Practice Sale Listings on my web page: www.caudillpracticesales.com.



Steven D. Caudill
Owner/Broker

Caudill & Associates
PRACTICE SALES • LEASING • CONSULTING

(951)314-5542 Direct

www.caudillpracticesales.com
caudassoc@aol.com

Professional - Accessible - Reliable



Two Special offers
Ends January 31!

12 Months 0% Financing

Free iPod® Touch!

We are giving away an iPod touch with every sensor bundle purchase!

Order today to claim your FREE iPod touch!



It's Compatible!

DentiMax digital sensors are compatible with nearly all practice management software including...

- Dentrrix®
- PracticeWorks®
- EagleSoft®
- Easydental®
- SoftDent®
- DentiMax®

Crystal clear digital x-rays



DentiMax digital imaging also works with most digital panoramic x-ray machines and most intraoral cameras!

Now is the time to buy!

COMPLETE SENSOR IMAGING SYSTEM

\$6999

FOR A LIMITED TIME ONLY!

DentiMax

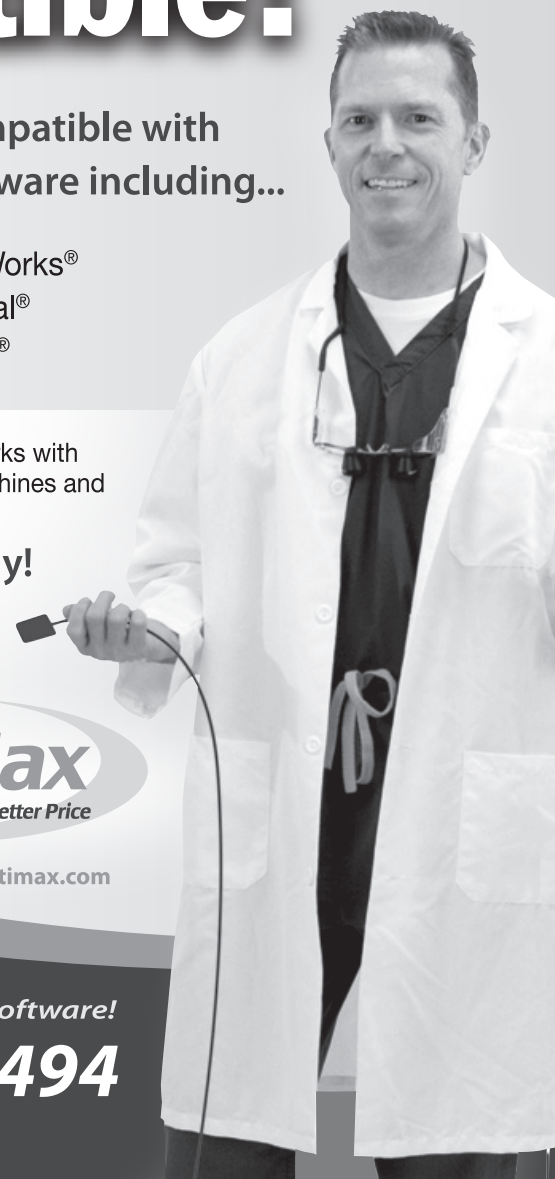
Better Technology, Better Price

www.dentimax.com

Ask About Our Practice Management Software!

CALL (800) 704-8494

® are all registered trademarks of their respective owners.



FREE! FREE!! FREE!!! Place your FREE reader ad in The Dental Trader anytime. Use the form in the back of this issue or online at www.dentaltrader.com.

Seeking HYGIENE (ft/pt) & possible dental opportunity in Orange County. 13-yr experienced DDS. Detailed, gentle, caring. Focus: hygiene/perio career. jeweltsai@yahoo.com.

WANTED: ORTHO PRACTICE Buyer looking to buy ortho practice in L.A. (prefer 10 Mile radios of Down Town) Avoid 10% commission. (310) 617-8525.

Legal Tip Can your attorney value a dental practice? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

PRACTICE FOR SALE NEAR LAX 3 OPS, HMO PPO, \$18,000 MO. FROM MEDICAL, 25 YEARS GOODWILL. \$109,000 ASKING NEGOTIABLE. (323) 294-5149.

Experienced personable Periodontist is available to see Perio and implant patients in your office. Will bring own instruments and implants, work with most HMO's and PPO's. Call 310-721-8939 or email mmperio@aol.com.

PRACTICE FOR SALE #3058 - San Bernardino - with immediate potential to do Great. Located near local hospital on "Healing arts row", in excellent professional building.- Very nice, state of art facility, lots of referral potential in building. \$110k. Call PPS (714) 832-0230.

LOS ANGELES (KOREATOWN) Dental Office For Sale. 1200 sq ft. 3 ops. 1 plumbed. Excellent location. Pano & Ceph. Intraoral Camera. (213)842-1284.

Adec Dr. Cart \$1,800.00 w/viewbox; fiberoptics; scaler; & heater. 530-583-4276.

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

Air Techniques A/T2000 PLUS x-ray processor for sale -went digital. Only \$350/obo. San Diego, call Jerry (619) 733-0990.

Elements Obturation Unit Pluggers, Cartridges, TF files (New) \$2500. Jay (714)914-7178/jaydeeptalimdds@hotmail.com.

Pedodontist and Oral Surgeon Needed A beautiful ortho office in Irvine is looking to expand. Open to different arrangements. Call (949) 551-6555.

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.

All County Construction We're Building Your Future. YOUR satisfaction is OUR main priority. Call Today 714-240-4123.

"LIVEWIRES ORTHODONTICS excellent quality of work, excellent communication with doctor, prompt delivery of appliances and study models. No weaknesses!" Dr. David Pavlick, DMD. Call LIVEWIRES for a free catalog at 330 793 9423.



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

Urban Renewal Construction Simple Designs, Fastrack Construction and Equipment all from one source. Call (949) 632-2648.

Orthodontist Wanted Orange and San Diego Counties. Multiple offices. MSO arrangement with equity opportunities available. Turnkey locations with all brand new equipment. All administrative and marketing aspects handled through MSO. Contact brianna@newhartsmiles.com.

Do you demand the best service? This is what keeps Diversified Dental & Upholstery growing. SERVICE! Our customers keep coming back because our commitment to happy, satisfied customers is unbeaten. See for yourself. (800)707-3449 / (714)827-8515.

PALOS VERDES PRACTICE FOR SALE Private General practice with 5 fully equipped operatories in professional building – gross collections approx. \$40,000/month – private insurance and cash – Thomas & Fees Practice Sales (714) 544-4341.

LOS ANGELES HIGH TECH/STATE OF THE ART (7) op computerized G.P. for sale. Located in a store front in Korea Town. Exposure/visibility. Cash/Ins/PPO pts. No HMO's or Denti-Cal. Gross Collect ~ \$1.4M/yr. Cerec 3, (2) lasers, digital x-rays, Dentrux s/w, Jaw Tracs & 3 D ICAT Imaging System. D&M Practice Sales 818.591.1401 License #01172430.

GUARANTEED RESULTS! More large cases and profit, less stress and complexity? Free consultation. Dr. Phil Potter 949-636-8928.

FRESNO OFFICE FOR RENT/SUBLEASED: NICE OFFICE/NICE AREA. LOADED 3 OPS IN PROFESSIONAL COMPLEX. 1 TO 4 DAYS/WEEK BY YOURSELF. VERY CHEAP! INTERESTED? (209) 861-0687.

LOS ANGELES, CA Endodontic Practice, New Listing! 4 op, long established endodontic practice. Located in an easily accessible professional building with good visibility. This very profitable practice collected over \$500,000 in 2008. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

HOT SPACE! Remodeled Tustin office. Asking \$3,000/month. Select Practice Services, 714-421-4407.

PRACTICE TRANSITION *realizing the possibilities*

PARTNERS

EXPERT GUIDANCE. IMPECCABLE SERVICE. UNPARALLELED INTEGRITY.



Robert Stanbery
Owner



Kerri Matz McCullough
S. California Representative



Don Stanley
S. California Representative

Featured Listings

INLAND ORANGE COUNTY

Newer, three operator GP start-up opportunity. Located in a shopping mall, the practice is currently open only two days per week and is positioned for growth.

MODESTO *Price Reduction!*

Stunning 5 op GP located in freestanding single-story building. State-of-the-art equipment. 2008 collections over \$810,000.

CHINO - *Price Reduction!*

4 op GP located in a dental complex. Stand alone building. 2008 collections \$470,000+.

SOLANO COUNTY

Price Reduction!

4 op (3 equipped) GP with strong patient base. Efficient facility and proven systems. Collections \$360,000+.

SAN FERNANDO VALLEY

Spacious, 4 op family oriented GP located on main boulevard with easy access to 5 freeways. Gross \$585,000+.

VENTURA COUNTY

Long established 3 op GP with a convenient strip mall location. Well trained staff. Collections are consistently growing with 2008 gross \$424,000+.

BEVERLY HILLS - Patient Charts

Patient Charts of a long established GP. Seller is relocating.

LOS ANGELES (Endo)

4 op, long established endodontic practice. Located in an easily accessible professional building next to a major intersection. 2008 gross \$500,000+.

NORTH COASTAL ORANGE COUNTY

5 op GP with an excellent location in a business complex. Over 30 years of goodwill. 2008 collections \$298,000+.

MORENO VALLEY

Spacious, 2,700 sq ft, 7 op (6 equipped), GP with a busy location, 25 years goodwill, strong patient base & plenty of room for growth. 2008 collections \$446,000+. Seller is relocating.

EASTERN SAN FERNANDO VALLEY

Very nice, 5 op GP with 49 years of Goodwill. Easily accessible location near a major hospital. 2008 collections over \$576,000.

NORTH SAN DIEGO COUNTY

Well established 5 op GP with 14 years of goodwill and room for growth. The selling dentist is highly motivated and all reasonable offers will be considered. Building is also available for purchase.

Please visit our website for an up to date list of practices available.

Exclusively assisting dentists with selling and purchasing their practices since 1997

Additional practices available in:
Arizona, Nevada, Washington,
Colorado, Hawaii and Texas

888.789.1085

www.practicetransitions.com

DENTAL PRACTICE: SALES > ACQUISITIONS > MERGERS > VALUATIONS > TRANSITIONS

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

DENTAL OFFICE CONSTRUCTION WITH NEW EQUIPMENT & CABINETS UNDER 80K COMPLETE!

12 MONTH
NO INTEREST
FINANCING ON
EQUIPMENT**

CONSTRUCTION
FINANCING
AVAILABLE
AT 7.9%**

**DESIGN
REMODEL
RENOVATE
BUILD
EQUIP**

OAC TERMS & CONDITIONS APPLY **

ANY
CONTRACTS
SIGNED IN
DECEMBER
FREE
VACUUM
SYSTEM**



**URBAN RENEWAL
CONSTRUCTION**

(949)632-2648

3 GROVESIDE DR
ALISO VIEJO, CA, 92656
LICENSE 501-106

"Best return on investment ever!" Moni Mosharaf, Orange and Aliso Viejo, California-See our ad on Pg. 2.

Imagine all those paper patient files gone replaced with a 2" flash drive. You can go paperless easily, affordably and enjoy all the benefits of digital filing now. Call us at 323 481 4671.

Stunning & Exclusive Dental Suite in Prime Olympic Corridor Professional Bldg for lease. No other dentists in building! Ground floor, impressive and spacious 1,551 sq. ft. w/ 5 operatories, private doctor's office, kitchen/lab, bath, T.I.s and ample parking...must see to appreciate. Photos on request. Term negotiable, simple transferable lease. Available Dec 1, 2009. Call direct: 310 312-3197.

LVI DENTISTS PANKEY DENTISTS NEEDED AS OUR LAB CLIENTS FOR HIGH QUALITY RESTORATIONS. RICK 213-613-1777.

LITTON PROCESSOR WANTED USED LITTON PROCESSOR 707-996-4519.

2200 sq ft. dental office for lease \$1 per square foot + NNN, located in Orange county, Cypress call us (818)-360-2427.

Restorative Dentists experienced in placing dental implants needed for high end FFS practice in Palm Desert & Los Angeles 760 674 0303.

MALE GP SEEKING PT/FT ASSOC. POSITION IN LA OR VENTURA COUNTY HIGHLY MOTIVATED/ CARING, EXPERIENCED rik_mundi@yahoo.com 818.926.7800.

Buy any 4 of our Titan Restorative Products and Receive 1 for Free with Kings Two Dental. Universal Composite Uni-dose \$26.95, Syringe \$24.95, Flowable 4/pk \$24.95 Please call us at 800-715-5464.

dental office for sale in Anaheim and Corona, owner wants a quick sale. beautiful offices call Dr Lee at 714-380-9958 susanhon@gmail.com.

MARUS CHAIR PACKAGE \$6000; NEW TECH WEST VACU-UM (single) \$1300; ADP DUAL HEADED COMPRESSOR \$1500; San Diego 858-550-8000; 858-200-5967 drffarid@yahoo.com.

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.

RDA Needed New, Hi-tech office, La Palma (North OC). Efficient, Proactive, Caring. Great future in a growing company. Fax: 562.865.3999.

Bienair optima MX electric handpiece system. EXCELLENT SHAPE. Also have 3 bienair electric HP's handpieces for sale. (818)518-7426.

Sponsored by: **Banc of America**
Practice Solutions™

A subsidiary of
Bank of America

NAVIGATING THE DENTAL TRANSITION MINEFIELD 2010

7 C.E. CREDITS - 9:00-4:00

Featuring

Patrick J. Wood,
Founding Partner of Wood & Delgado

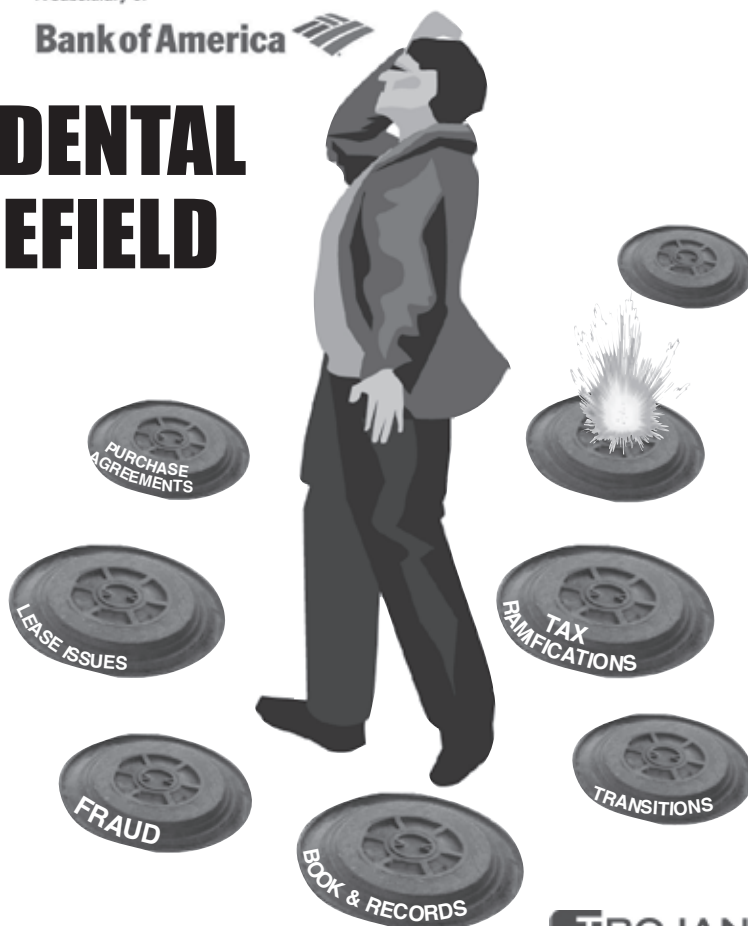
Art Wiederman,
CPA of Wiederman & Associates

Kathleen Johnson,
Dental Practice Consultant

www.dentalattorneys.com

Saturday, February 20, 2010

Sunday, April 25, 2010



TROJAN
PROFESSIONAL SERVICES

Whether you own or plan to own a dental practice, this seminar is for you

This will be an in depth look at the many issues you face when selling or purchasing a dental practice, entering into a partnership buy-in or becoming an associate with an option to buy the dental practice in the future. Three of the leading experts in dental practice transitions will point out the many issues you will face when attempting to sell or acquire a dental practice. Areas of discussion will include: Evaluating books and records; analyzing the dental software and charts; lease issues which can destroy your investment; pitfalls in the purchase agreement; tax ramifications of a sale or purchase; continuing to practice dentistry after a sale; trade secret protection; restrictive covenants and covenants not to compete; financing issues; and many other topics.

Registration Form (Please Print in Capital Letters)

License No. _____

C.E. Credit Courses		Cost
<input type="checkbox"/>	Saturday, February 20, 2010 9:00am - 4:00pm <i>Navigating the Dental Transition Minefield</i> Hyatt Regency Irvine 17900 Jamboree Road, Irvine, CA 92614 Lunch Served	\$119.00 Before 2/1: \$99.00
<input type="checkbox"/>	Sunday, April 25, 2010 9:00am - 4:00pm <i>Navigating the Dental Transition Minefield</i> Hilton Los Angeles/Universal City 555 Universal Hollywood Drive Universal City, CA 91608 Lunch Served	\$119.00 Before 4/1: \$99.00

Make checks payable to: Wood & Delgado
Mail registration with check to:
20 Pacifica, Ste 320, Irvine, CA 92618
800-499-1474

Name _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____ E-mail _____

Please fax registration to confidential fax number (800) 511-2138

Registration and Payments are also accepted on-line at
<http://www.dentalattorneys.com>

Pay by Check or Credit Card ☐ Visa ☐ Mastercard Card # _____

Card Holder Name _____

Card Holder Address _____

City _____ State _____ Zip _____

Card Holder Signature _____

Expiration Date _____ 3 Digit Security Code _____

Curious where the doctor next door is getting all those new patients? He came to us! Get 275 - 400 new patients per year GUARANTEED! Visit www.AttractDentalPatients.com.

Neuromascular Technician Available for all your high end cosmetic and full mouth cases. Call USPLC ask for Rick 213-613-1777.

GP WITH 12+ YRS EXP SEEKING P/T IN MURRIETA/TEMECULA. EXP W/PEDO. PLS CONTACT (714)553-1543.

General Dentist available PT/FT. Highly motivated, energetic, great chairside manner, fluent in spanish. 310-920-9167.

Don't refer ENDO...experienced GP professional, great personality, bring own Rotary, LA, SFV, W. LA, SCV, AV (661) 305 8493.

MOSTOFI LAW GROUP Incorporation • Practice Purchase and Sales Agreements • Leases and Subleases • Sherry Mostofi, Esq. • www.MostofiLawGroup.com • 1-888-448-4288.

Sublease in West Covina Beautiful high-tech office in busy center. 1-3 days a wk. Start your own practice with out the overhead. Call Dr. Camacho 626-945-2680.

DENTAL ASSISTANT needed (in Anaheim and Westminster) x-ray license, bilingual spanish, will train if necessary. Call: (714) 772-5590.

DO YOU RESTORE BICON DENTAL IMPLANTS? I provide complete Bicon Restorations, Crowns, IAC, Dentures and more, CALL RICK 213-680-9020.

Protect your Computer Data! Are your computers protected from viruses or utility power surges? We've got you covered! Call the Dental Insurance Professionals! Specialist! Dennis A. Rosene Insurance Agency Inc. 949-645-6000 or 800-448-4664.

SANTA BARBARA PRACTICE FOR SALE Collects \$375,000/year with net income of \$250,000/year on 2.5 days per week. 4 ops. Asking \$275,000. Call Kurt Skarin 805-777-7707.

PRACTICE FOR SALE WEST HILLS 6 eq ops, 2,300 sq ft ste \$296K NET California Practice Sales, Inc. Phone: 714-639-2775.

PRACTICE SALE BANNING/BEAUMONT – 6 ops, great office, \$1,650,000+ projected gross, HMO, 1 Associate, Call Caudill & Associates (951) 314-5542.

NEW DENTAL OFFICE FOR RENT 1-2 DAYS. EXCELLENT LOCATION, LARGE PARKING, SAN FERNANDO VALLEY. EQUIPMENT AND SUPPLIES 8186486582.

Sunday Continuing education courses approved by Dental Board Of California by PDS. For more information please call 1-866-4 CALL PDS or 1-866-422-5573.

ATTENTION SPECIALISTS office space for rent in Costa Mesa practice 1-2 days/week; please call Dr. Karly at (949) 842-6979.



"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

Gentle friendly periodontist available 1-2 days per week. Santa Barbara, Ventura or LA Co. Tufts grad. 20 years experience. Board eligible. Full scope of perio and implant surgical procedures. nathanshapiro@sbcglobal.net 805-644-5619.

PRACTICE WANTED – ORTHODONTIC PRACTICES.- Call PPS (714) 832-0230.

PRACTICE FOR SALE San Diego (Oceanside/Carlsbad) 5 Ops in top quality, high-tech General Practice. Turn Key Opportunity. SDPS: 760-599-7828.

ESTABLISHED NORTH LOS ANGELES COUNTY PRACTICE FOR SALE By original owner. Save broker commission. In Lancaster, CA. 28 years goodwill. No HMO or Denti-cal. Most wisdom teeth, molar endo and ortho referred (potential growth areas). 2008 collections \$651k. Asking \$445K. 661-943-2240 661-433-0532.

DIGITAL SYSTEM ON SALE List Price: \$14,000 Sell \$7,495. Includes all brand new: Dell computer, 20" monitor, Mobile Wooden Cart, Eva #2 Sensor, Rinn Positioners, Sheaths, Docking Station, Pro Image Software, EZ 2000 Billing Software, Bridge Software, and Intra Oral Camera. Call 800-273-5033.

Dental Office for sale Aliso Viejo 5 complete ops. Busiest shopping center. 1000's walk by/day. For details email Allbriterdental@hotmail.com or call 949-292-6502.

AT 2000 PROCESSOR with Replenisher Mounts roller Cleaners etc for sale Great working condition \$899 Bay Area 510-414-9919.

Experienced GP dentist seeking part-time position in LA area (good at endo and never fail in any calcified canals): dentistgoal@hotmail.com.

Board eligible or certified endodontist. Immediate opening twice a month in busy Lancaster office. Email to ksaidara@yahoo.com if interested.

Wanted individual with experience in marketing for specialty practice. Marketing, dental experience and great personality required. email resume to myrootcanal65@yahoo.com.

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
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

Central Valley Attention all underpaid associates! This is the one you've been waiting for. Practice has ample patient base and tons of pending work to make sure you stay happy and busy through tough economy. Great reputation & loyal patients. Doctor is considering retirement and needs a hand with excess work. Work in a busy practice and/or even future ownership. #DW4DT5DR Call AFTCO at 714-832-6340.

Bev. Hills Ops for lease/rent-On bedford dr. high tech spa atmosphere any day of week call Dr. Paul 310-276-2009.

Waterlase for sale \$17,500. Call 310-989 8999.

LOOKING TO PURCHASE A DENTAL OFFICE IN LA, VENTURA AND VALLEY! SKIP THE MIDDLE MAN! CALL (310) 666-8816!

Pedo Wanted Quality work, fast, gentle, personable, responsible, punctual. Good %. Friendly staff. Lancaster. doctorkevinju@gmail.com.

Dental office for lease in prime location fully plumbing and electrical equipped please contact 626-572-7211 for more detail.

Thinking of moving to Vegas? GP w/ Low Cancellations and High Collections! 12-20 pats/day. 1900sf with 4 fully equipped ops + plumbed for 1 add'l. \$325k (LV-791) WPS 800-641-4179.

PRACTICE FOR SALE #3172 – BUENA PARK – 3 Ops. Beautiful office. New shopping center. Full Price \$350,000. Call PPS (714) 832-0230.

ORTHO 4 HIRE Why refer out? Have your patients treated in-house by an orthodontist. We can build great smiles together! LAorthodontist@gmail.com 310-710-0323.

4 X-ray Viewers for sale dentsply clive greg Great condition \$20 each or give offer for all 4. 510-414-9919.

GREAT AUBURN AREA For Sale General Dentistry Practice & Free Standing Dental Bldg. Outstanding opportunity to purchase well-established & successful 4-op Fee for Service practice. 1,800 sq ft. No PPO, or HMO. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

SANTA BARBARA practice for sale. produces \$30K/month. high net. no hmo's/dental. state-of-the-art equipment. work 2.5 days/wk. email bizpi9ul@verizon.net.

Need something but can't find it? Call Bruce at The Dental Trader at 877 888 4237. I have a comprehensive database of dental companies developed for the past 27 years...I can help you find what you're looking for.

OPS AVAIL FOR LEASE/SHARE w/PERIO/OS/ENDO in TUSTIN CA (M/W) I-5/55 fwy tustinsdental@yahoo.com.

FRESNO (3) op G.P. for sale in downtown. (4) yr old eqt. Cash/Ins/PPO/Denti-Cal pt. base. 2009 Projected Gross Collections ~ \$250K. Great starter practice or 2nd location. Priced to sell! D&M Practice Sales 818.591.1401 License #01172430.



Timothy G. Giroux
DDS/Broker

ASK THE BROKER

Question:

When is the best time to put my practice on the market?

(Name Withheld)

Believe it or not, January is usually the best time to list a practice. I say this based on previous years' history. We have been in the business for thirty years and experience dictates my answer. I can only assume the reason is because the New Year usually brings resolutions and the commitment to big decisions. Dentists who have been associating for awhile finally decide it is time to purchase and own their practice rather than associate.

High buyer demand is critical for our Sellers. Our business goes full tilt towards the end of January, slows down during the summer, picks up again from Labor Day until mid-November and then goes into hibernation for the holidays. Therefore, it is best to get the ball rolling in January as it takes several weeks to digest all the practice financials and establish the practice on the market.

Many dentists think that the best time to list a practice is when students are graduating from dental school. This is not true! New dental graduates entering the job market right after graduation usually cannot qualify for a loan until they have practiced for at least a year or two. Of course, there are exceptions for graduates with family funds, parents who will co-sign, or spouses with excellent income-producing jobs.

Those of us who have practiced dentistry for many years realize that as confident as we might have been upon graduation, our real education started when we have treated patients for an extended period of time in the same location. Most dental lenders also know that the "school of hard knocks" is the best teacher, which is why they usually want to see the new graduate work for a year or two before they take the risk of making the loan.

Historically, January kicks off the New Year with pent-up buyers who have been contemplating their decision for two months during the holidays, coinciding with new buyers who have been associating for the past 18 months after graduation. We are anticipating stronger than normal activity this Spring as we are seeing an influx of buyers coming back into the market after deciding that they can no longer postpone their dreams because of a slow economy.

Timothy G. Giroux, DDS is currently the Owner & Broker at **Western Practice Sales (westernpracticesales.com)** and a member of the nationally recognized dental organization, ADS Transitions. A graduate of Creighton University, School of Dentistry (1983), he and his wife, Mona Chang, DDS (LLUSD 1984) were in private practice together for 15 years in Scottsdale, AZ, before establishing their home in northern California.

Questions? Email them directly to **Timothy G. Giroux, DDS :**
wps@succeed.net or Call 800.641.4179



QUATRON CONSTRUCTION

The Trusted Name in the Industry

Designers & Builders of Quality Dental/Surgical Offices

- ▶ New Practice/Renovations/Expansion
- ▶ Excellent References from Dentists, Equipment Specialists, Architects and Realtors
- ▶ Free Initial Design Consultation
- ▶ Licensed/Bonded/Insured

Quatron has the expertise, the experience and the professional staff to build distinctive and efficient dental offices at the best prices!

www.quatronco.com

1-800-595-3740



NEED MONEY FAST? Partners Bank of CA can close the your dental practice deal quickly. Call Evan Barker at Partners Bank of California today. 949.732.4068.

SEE LISTINGS FIRST!! Bette Robin DDS JD, SELECT PRACTICE SERVICES. www.BetteRobin.com.

Thousand Oaks Fee For Service office for sale. Collects 600k. New equipment with low overhead. Need to sell. ThousandOaksDDS@gmail.com.

Legal Tip Failing to complete annual minutes can destroy your corporation's tax breaks. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

Valencia, Santa Clarita Beautiful state-of-the-art dental office to share and rent. Please call (310) 463-8144.

Got an ugly operatory? Give it a makeover! New upholstery and paint can make humdrum equipment exciting and new. Diversified Dental & Upholstery (800)707-3449 / (714)827-8515. Ask about our new equipment specials!

LAGUNA NIGUEL PRACTICE FOR SALE Private General practice with 4 operatories on ground floor of professional building – grosses \$40,000/mo – private insurance and cash - Thomas & Fees Practice Sales (714) 544-4341.

W&P Premium Practice Sales presents Mr. Arthur Wiederman "Practice Transitions Made Easy ..." Monday, Nov 2, 2009 714-259-0501.

PRACTICE WANTED THOUSAND-OAKS, AGOURA-HILLS, VENTURA, OXNARD, SIMI-VALLEY, NEWBURY-PARK, CALABASSAS, LOS-ANGELES, TURN KEY/GOOD START UP WITH ROOM FOR EXPANSION 818-624-1601.

LADERA RANCH Dental office to share chairs. Responses via e-mail (roxkh@yahoo.com) for details.

Office Space to Share Mid Wilshire Medical Building in Los Angeles. 3 chairs. Mon-Sat. call Katie@ 310-926-7852 www.CKsmiling.com.

CHINO, CA Price Reduction! Long established, 4 op GP located in a dental complex. Stand alone building. Collections in 2008 exceeded \$470,000. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

Experienced Board Certified Periodontist available for your office. Have own instruments and implants. Call (949)929-1075 Email: evergreen1835@yahoo.com.

Looking to purchase a dental office in Orange County. (909)910-3090 or ArtHuang0725@gmail.com.

ENDODONTIST IN YOUR PRACTICE Female endodontist for SFV, Ventura, LA, Simi, Santa Clarita. Will bring own equipment. 8 years experience. endoinyourpractice@gmail.com.

USC GENERAL DENTIST EXPERIENCED, FRIENDLY, HARD-WORKING, PROFICIENT AT ALL ASPECTS OF DENTISTRY IS LOOKING FOR PT/FT POSITION 818-624-1601.

"I have used LIVEWIRES ORTHODONTICS for 8 years, they are friendly, cooperative and always make it specific to my patient's needs. I couldn't be more satisfied." Dr. S. Sethi, DMD. Give LIVEWIRES a call to request a free catalog at 330 793 9423.

San Diego periodontist Private Office looking for inhouse periodontist once or twice a month Please Call 949-735-4341.

A Ladera Ranch office is looking for part-time DA/RDA/receptionist. For info, call 949-246-3103 or fax resume to 949-542-3198.

MORENO VALLEY DENTAL PRACTICE FOR SALE. 1200 SQ FT 4 OPS FULLY EQUIPPED, LEASEHOLD AND EQUIPMENT ONLY LOCATED IN A RETAIL SHOPPING CENTER. SELLER IS VERY MOTIVATED AND WOULD LIKE TO HERE YOUR OFFER. FOR INFORMATION CALL (951)452-6460 OR EMAIL jaberdds@yahoo.com.

New Dental office for RENT 1-2 days. large parking. Very good signage. Very high potential. San Fernando Valley. 8186486582.

Wilmington Practice for Sale gp. Asking \$98K. 1,280 sq ft. 4 fully eq. ops, 2 x-rays, 60% Cash, 40% PPO. Call Loc Pham, Broker, DRE #01815684, 714-550-7494 or quickbiz4-e@yahoo.com. Prop #12089.

ENDODONTIST Professional/Friendly Endodontist Available Part Time for Busy HMO/FFS/PPO office in OC/LA area. Contact AxisEndodontics@gmail.com.

Lake Elsinore GP, 4 ops eqp 3, 1650 sq ft, low rent, open 3 days/wk, growing consistently, great location, FP \$250k. (909)2101214.

"Wood and Delgado are honest, accurate, efficient and confident attorneys." Philip B. Potter, D.D.S., San Clemente, California-See our ad on Pg. 2.

Dental chair for sale Please call 310-488 6818.

PRACTICE FOR SALE #3170 – Temecula – Sr. GP. – Established 8 years. Old Town. Grossing \$200k plus. Low overhead. Full Price \$110,000. Call PPS (714) 832-0230 MAKE OFFER.

Need an rda orthodontist assistant asap? call me at (323)788-4982 ask for Fausto.

Urban Renewal Construction Do you need a contractor with the vision to design, build and equip your dental office to your standards and budget. Call (949) 632-2648.

Beverly Hills Beautiful state-of-the-art dental office space for rent. Please call (310)463-8144.

Look for ORTHO & PEDO P/T doctors in downey office. Must bilingual Spanish. Send resume missiondental@live.com or call 562)803-9999.

3 Dental units chairs, 3 doctors chair and 2 assistants chairs All in good working condition. \$4,500.00. 818-705-2931.

Safe & Scamless

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

Nancy J. Yee, DDS



Waste Stream Solutions California is an extraordinary company; responsive; my staff is satisfied and the cost saving has been a relief "We Finally Have Choices". Dr. Robert Powers 23569 Sunnymead Ranch Pkwy Moreno Valley CA. (951) 242-8282.

NICE GENERAL OFFICE SPACE FOR RENT PERFECT FOR SPECIALTY, (ENDO, PEDO, OS etc.) Call Amir (818) 344-8338 for more details.

Create the Office of your Dreams with All County Construction. Enhanced to your style, designed to your budget. 714-240-4123.

WANTED Used ZOOM light system, ultrasonic cleaner, model trimmer, curing light. Call: 714-319-4956 or email debbiepham@gmail.com.

Digital patient file scanning in a flash! We scan your patient files and load them to a flash drive so you can get rid of those ugly patient files. Store your data safely and on multiple sites to secure them in a way you cannot with paper. See display ad in this issue or call us at 323 481 4671.

GP WITH A GREAT PERSONALITY CHILDREN FRIENDLY, QUALITY WORK IS LOOKING FOR PT/FT POSITION. Call 951-616-8209.

HACIENDA HEIGHTS sub-lease dental office, 2 days/week, Wed&Fri, to Pedodontist and/or Oral Surgeon only. E-mail: Yjmdds@sbcglobal.net.

Dental office in Pomona Phillips Ranch, 5 operatories, digital X-rays Rent/lease Specialists Only (we'll refer pts) 909 865-8500 stmoisesdental@yahoo.com.

Looking to purchase an old Prepstar by Danville for research. Please call with info at 310.670.6944. Ask for Monica. Thank You.

PRACTICE FOR SALE PASADENA 5 eq ops, 1 plmbd, 1,500 sq ft ste LSEHLD California Practice Sales, Inc. Phone: 714-639-2775.

MURRIETA SALE 6 ops, full digital, 3 yrs new SCRATCH, 2nd YR COLLECTIONS: \$\$\$\$\$\$ 1/2 MILLION \$\$\$\$\$\$. No HMO/DENTICAL, Email: gowgates2006@yahoo.com.



SCAGD Presents Continuing Education Meetings



Friday & Saturday, March 26-27, 2010

**Implant Placement,
Restoration & Bone
Augmentation Workshop
for all Dentists**

14 CE Units

Limited to 24 Dentists

*Our last five implant workshops
sold out fast.*

Tuition: \$595

**Location: Friday in Calabasas;
Saturday in Encino**

**For information or to register, call SCAGD at
310-471-4916**

Sunday, March 14, 2010

**Back by numerous requests:
Dentures, Partial & Overdentures**

8 CE Units

Instructor: Joseph Massad, DDS

Tuition: AGD members \$99

Non-members \$139

Includes Breakfast & Lunch

Registration: 7:00 am, Program 8:00 am - 4:00 pm

**Embassy Suites Hotel - Anaheim South
11767 Harbor Blvd., Garden Grove, CA 92840
714-539-3300**



***The California Academy of General Dentistry Annual Meeting
presents a two-day basic implant hands-on workshop by Jon Julian, DDS.***

Attendance limited to 100 and filling up fast

January 9-10, 2010

**Location: Westin South Coast Plaza, 686 Anton Blvd., Costa Mesa, CA 92626
16 CE Units (8 for each day)**

Tuition: AGD Members: \$595 Non-members: \$795

Tuition includes the gala diner dance on Saturday night. Additional gala dinner tickets @\$100 each.

To register online: www.cagd.com

or mail checks to CAGD, 2063 Main St. #418, Oakley, CA 94561-3302.

**Include \$100 for each additional gala dinner guest. For more information and to request
an online detailed information brochure, please call Lynn Peterson, CAE at 877-408-0738**

Registration Form (Use only for the March, 2010 CE courses shown at the top of this page)

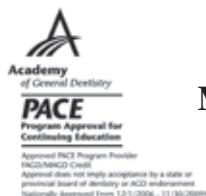
Name _____ AGD # if member _____

Address _____ City _____ State _____ Zip Code _____ Telephone _____

Fax _____ E-Mail _____ Course Date _____

Credit Card # _____ Expiration _____ Amount _____

Credit Card Zip Code _____ and address (numbers only) _____



**Mail or Fax Registration to SCAGD c/o Robert E. Garfield, DDS,
2720 Aqua Verde Circle, Los Angeles, CA 90077
Fax: 310-472-6729 Telephone: 310-471-4916**



ENDODONTIST WANTED P/T position in a busy general/specialty practice in high end valley. Please call (310)208-0811.

SPACE SHARING OPPORTUNITY Torrance, beautiful new office, latest equipment and technology. Call (424) 237-2057.

Experienced Endodontic DENTAL ASSISTANT needed - x-ray license, bilingual spanish, caring, Efficient, Proactive. email resume to myrootcanal65@yahoo.com.

MOSTOFI LAW GROUP Dental Law • Practice Purchase and Sales Agreements • Leases • Estate Planning • Employment Law • Sherry Mostofi, Esq. • www.MostofiLawGroup.com • 1-888-448-4288.

PRACTICE FOR SALE #3169 – Riverside – G.P. 3 Ops. Low rent. Hi traffic Location. Growing practice. 2008 \$400k. Lots of room for growth. Refers out Pedo and O.S. F.P. \$320k. Call PPS (714) 832-0230.

ASSOCIATE WANTED Northern Calif Gold Country, 530-677-1403. Four fully equipped operatories - NO INITIAL INVESTMENT NEEDED New Grads OK.

Expert accountant with 30 years of experience in dental, medical and healthcare. Services include: Financial Consulting, Accounting, Income tax planning and Practice appraisal. (949)355-1228.

Have a commercial lease? Is your office lease as thick as a novel? Need to know what's hidden inside that? Call Keren-dian & Associates 888-299-7848.

STOCKTON (7) op computerized G.P. for sale. Cash/Ins/PPO/HMO pt. base. Annual Gross Collections exceed \$1.250M. Cap Ck. ~ \$18K+/mos. Absentee owner. D&M Practice Sales 818.591.1401 License #01172430.

I SAVED OVER \$10,000 BY selling my practice with CAUDILL & ASSOCIATES. Mr. Caudill handled the sale, brought me a qualified Buyer and assisted me throughout. I was very happy" Dr. Peter Hoang - List your Practice and save call Caudill & Associates (951) 314-5542.

Buy 1 of our Propy Angle Bulk Pack 500/Box for \$109.95 and Receive 1 Box of Propy Paste Cups 200/Box free with Kings Two Dental. Please call us at 800-715-5464.

ARE YOU LOOKING TO SELL YOUR PRACTICE? Looking to buy very small practice under 100K around Sacramento/Roseville area. cadds16@gmail.com.

Orthodontic practice for sale in Southern California (Inland Empire) averaging around 15 starts per month. Email your inquiry to startracker@earthlink.net.

State-of-the-art cosmetic practice with one or two operatories for lease in Sherman Oaks. Call 818-784-0763 or visit www.cosmeticdentaltudio.net.

LOANS CLOSED QUICKLY for practice acquisition, expansion, relocation, working capital, equipment, partner buy-in/buy-out. Call Evan Barker at Partners Bank of California today. 949.732.4068.



I Shop!

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

Dr. Eric Eng, DDS

Turnkey Brand New Dental Office for sale in Irvine \$250K Call (858)952-9955.

IMPLANTS, WISDOMS and BONE GRAFTS- in your office. Increase profit. Extensively-experienced GP. Own Instruments. Call (310)384-2475.

GENERAL DENTIST WANTED EXPERIENCED, CARING GENERAL DENTIST WHO KNOWS HOW TO CONVERT CASES AND PRODUCE. EXCELLENT OPPORTUNITY ORANGE COUNTY dralexchang@yahoo.com.

Dental office for Rent 1-2 days. San Fernando Valley. Large parking. Excellent location. First day FREE! 818 648 6582.

SPECIALIST IN ORTHODONTICS Looking for nice office to rent LA Westside one or two day/month - email orthooasis@gmail.com.

Hard working dentist with 12 years experience available please email dentistdaughter2003@yahoo.com.

Patient Charts for sale South Orange County area (Laguna Niguel, Aliso Viejo, Mission Viejo, Laguna Woods, Etc.) (949)394-6662.

Dentist Parttime molar endo o.s cb perio, send resume to 26840 cherry hills blvd, sun city ca. 92586.

Apple Valley Turnkey Start-up practice for sale. 2864 sq. ft., 5 ops fully eqpt. with room to expand. Lg private office, sterilization area, lab, beautiful office, must see! Only dentist in medical building, located across from hospital! Great potential for growth. Small patient base included. Ask for "AL" \$125,000. OBO (760)946-5200.

Need Xray developing machine for free community dental clinic, donation or cheap. Completely nonprofit clinic. Contact saslamdds@gmail.com.

ATWATER: For Sale General Dentistry Practice. '08 Gross receipts \$177K with adjusted net income of \$67,495. Practice has been in its present location for the past 30 years. 1,080 sq ft. 2- equipped operatories. Owner to retire Great Opportunity Here. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S.800-519-3458.



Practice Sales

Given the current market and financial news, selecting the right broker to represent *your* interests is more important than ever before!

So, let us provide you with the reasons to hire Practices Sales & Appraisals.



LET OUR TEAM OF PROFESSIONALS HELP YOU ACHIEVE YOUR PRACTICE GOALS

DR. FRED SHERMAN, BROKER
Fred@ddspracticesales.net

DR. STEVE RIZER, BROKER
Steve@ddspracticesales.net

LOU BERMUDEZ, BROKER
PracticeBrokers@aol.com

Phone (818) 999-9595 ♦ Fax (818) 999-9615

& Appraisals

Let the Record Speak for Itself:



We are:

- ▶ TIME TESTED
- ▶ UNRIVALED IN TAX PLANNING & LEGAL SUPPORT
- ▶ DENTISTS/BROKERS (we *know* what you are experiencing)
- ▶ UNSURPASSED IN OUR ABILITY TO SECURE FINANCING
- ▶ COMMITTED TO EXCEEDING YOUR EXPECTATIONS

Appraising and Selling Practices Throughout California



RELIABILITY & ETHICS YOU CAN TRUST... PROVEN RESULTS YOU CAN COUNT ON

www.ddspracticesales.net

SCAN & DIGITIZE ALL THOSE FILES OPEN UP SPACE, ENHANCE PRODUCTIVITY & PRESERVE QUALITY!



"Our practice has been revolutionized since Tajann scanned our patient charts. All charts are now downloaded into a practice management database and any information can be retrieved in the matter of SECONDS!"

Dr. Wanda Claro, DDS, Irvine Orthodontics

Mention this ad and
get a free pass for
the first 30 files!
(for 300+ files orders)

Tajann Corporation
Office: 714.865.1760
Mobile: 323.481.4671
info@tajann.com

Visit www.tajann.com/demo.htm for a DEMO!

FINEST QUALITY

FASTEST SERVICE

LOWEST PRICES

CONFIDENTIALITY & SECURITY

General Dentist available FT/PT in LA County. Highly motivated, excellent chairside manner, fluent in spanish. 1 yr experience. 310-920-9167.

We can make a 20 year old dental chair look like it just rolled off the production line. Dazzling selection of exciting colors and patterns. Call Diversified Dental & Upholstery now and give your operatory an amazing makeover. (800)707-3449 / (714)827-8515.

Experienced, caring female dentist available for maternity, disability, vacation fill in. Contact dentalavailability@yahoo.com.

Monitor support pole mount for LCD screen Cost \$150 will sell for \$70 obo call 714 280-7953.

ORAL SURGERY, SOUTH OC Asking \$295,000. Select Practice Services, 714-421-4407.

IMPLANT SURGERIES & PROSTHODONTICS in your office. A prosthodontist experienced in implant surgeries. Bone grafts, sinus grafts. My equipment. Please call (949) 246 0574.

SOLANO COUNTY, CA Price Reduction! Well established, 4 op, (3 equipped and 1 plumbed/unequipped) GP with strong patient base. Collections exceed \$360,000 per year. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

SANTA ANA CLINIC FOR SALE Four ops in a free standing building. \$2,000/month cap checks. Hispanic area. Lots of children. Motivated. Asking \$150,000. Call Kurt Skarin 800-SKARIN #1.

VISTA PRACTICE FOR SALE Private General practice with 4 equipped operatories in strip center – gross collections over \$340,000/year – private insurance and cash – Thomas & Fees Practice Sales (714) 544-4341.

PRACTICE FOR SALE Temecula– 6 year established GP. 8 Plumbed Ops (4 equipped) in 2400 sq. ft. 25+ new pts. Per month!! SDPS: 760-599-7828.

BEVERLY HILLS DENTAL OFFICE TO SHARE Periodontist looking to share space with an Endodontist. Please call (310)200-2074.

General dentist available PT/FT to work in So California to learn from a mentor. Energetic and Motivated. Call 951 603 0866.

You're terrific! Thank you for referring doctors and dental companies to The Dental Trader. More & more advertisers are finding us through referrals and finding success. We are thankful for your support!

Palm Desert Perio Practice Good location 1000 sq ft office, 3 ops, Production in 2008 \$500,000 on 3 day work week, looking to retire. 760/568-3421.

An air compressor suffered internal damage which then caused the drive motor to short circuit. The cost to replace the motor and compressor was \$8,082.00! We paid it! Call the Dental Insurance Specialist! Dennis A. Rosene Insurance Agency Inc. (949) 645-6000 or (800) 448-4664.

Glendale office for sale 49K. Approx. 450 charts and all equipment. glendalesale@gmail.com for more info.

USC GRAD SEEKING FT/PT GP ASSOCIATE POSITION- 1YR EXP. SKILLED IN MOLAR ENDO, EXT, PEDO. CALL 310-435-3405 EMAIL PIRIANDDS@GMAIL.COM.

Glendale 2 op complete suite for rent by the day. 818 242 4703.

ENERGETIC, FUNNY QUALITY/GOAL-ORIENTED GP W/2 yrs exp LOOKING FOR POSITION IN MOTIVATING TEAM ENVIRONMENT IN LA/OC/IE USCdoc06@gmail.com.

Dental Practice great location three plumbed, two equipped. Low overhead, the best kept secret for profitable office. 858-254-1345 sontelkam@aol.com.

WHY THROW AWAY RENTAL MONEY? PROFESSIONAL SPACE FOR SALE (OR LEASE) IN NORTH OC. EXCELLENT LOCATION. DIANA: 562.644.8993 OR INFO@ENCOREPRIME.COM.

PRACTICE FOR SALE San Diego (El Cajon) General Practice with implants available. BUILDING also FOR SALE!! SDPS: 760-599-7828.

PRACTICE FOR SALE #3164 –General Practice – Temecula/Murrieta area. Currently collecting \$30,000 per month. Insurance and cash only. 1,700 sq. ft., 5 Ops. Located in shopping center with AAA tenants. FP \$385,000. Super Bargain. A P.P.S. "Best Buy". Call PPS (714) 832-0230.

DENTAL ASSISTANT WANTED Downtown Los Angeles Endodontic Practice looking for PTFT, experienced, conscientious, ethical assistant. Please send resume to rootcanaldmd@gmail.com.

NEWPORT BEACH OFFICE SPACE wanted for orthodontist to lease/sublease. Please contact familyorthosocal@gmail.com.

BROADWAY DENTAL SPECIALISTS IN EL CAJON, CA IS LOOKING FOR A PART TIME PEDODONTIST. CALL (619)440-0071 OR E-MAIL HORIZONDENTAL2000@YAHOO.COM.

PRACTICE FOR SALE PERRIS Strip Shopping Center; Absentee Seller California Practice Sales, Inc. Phone: 714-639-2775.

DA WANTED General practice in south orange county. Part-time with potential full-time. Email resume southcoastdentistry5@yahoo.com.

Premium Practice For Sale Fee for service, crown and bridge practice in Orange Co. \$850 '08 gross 25+ years of goodwill. Wiederman & Potter 714-259-0501.

"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

Open your practice in our state-of-the-art dental suites. flexible lease. Located in Tarzana, CA. Call Kristen Doney. (818)758-3557.

Orthodontist Position Wanted Associate/partnership long-term position desired for possible buy-out. Bilingual/Spanish and prefer Orange County practice. KamdarDDS@gmail.com 310-266-1159.

Associate Wanted Thousand Oaks, CA. High end general and cosmetic office. email resume to edasdel@msn.com.

COVINA PEDO/GENERAL Asking \$775,000. Select Practice Services, 714-421-4407.

Waste Stream Solutions California is an extraordinary company; responsive; my staff is satisfied and the cost saving has been a relief "We Finally Have Choices". Dr. Robert Powers Please call (951) 242-8282.

OFFICE SPACE FOR LEASE IN SOUTH ORANGE COUNTY. If interested 949-309-0568. Start up w/o high overhead. Specialist desired.

Model Trimmer Bought new. NEVER USED. Make me an offer...(I ordered one but the company sent me 2 HAHA) 818 518 7426.

"They were clear concise and had a good knowledge of the law in this highly specific area. I would recommend Wood and Delgado above all other attorneys. The others didn't compare." Nicholas N. Gadler, D.D.S., San Diego, California-See our ad on Pg. 2.

Best location in busy Victoria Gardens mall. Tons of foot traffic. Space for lease. Currently used for medical. Call 909-615-0555.

FRESNO NICE OFFICE IN PROFESSIONAL BUILDING. 3 OPS, LOADED, COLLECT 150 TO 175K ON 2 DAYS PER WEEK ON EASY/RELAX SCHEDULE. NO HMO/MEDICAL. FOR SALES FOR 120K OBO. (559) 276-2747.

New Dental Office for RENT 1-2 days. Supplies and equipment included. San Fernando Valley. 818 6486582.

Best Value to Insure Your Dental Practice!

Dental Offices - Our Specialty
Free no obligation quotes

- Office Package -

**The most comprehensive
in the business includes:**

**Earthquake, Flood, Fire, Theft for
your Business Personal Property and
Tenant Improvements. Not available
anywhere else at any price!**

- All risk computer coverage including software
- Employee Dishonesty
- Loss of income (actual)
- Comprehensive General Liability
- Workers Compensation
- Professional Liability
- Life Insurance - Term, Universal life,
Variable Plans
- Disability Income - Best rates
- One stop for all your insurance needs
- 0% Interest Financing
- One monthly payment for all your policies
- VIP Service • No Brokers Fees

What are you waiting for?

Call me now.



Dennis Rosene
Insurance Agency, Inc.
2503 Eastbluff Drive, Ste. 201
Newport Beach, CA 92660
800-448-4664

Established ORTHODONTIST is relocating from out-of-state to California looking to purchase ortho practice with collections min. \$400,000/yr. 480-650-7128.

Burbank, medical/dental building 4 ops plummed, 2 pvt bath-rooms, large front office, ster. room, just bring equipment. (818)590-3257, jasmenb1@yahoo.com.

If you are seeking for a Dental Assistant that are motivated, responsible, friendly, helpful and fast learner. Call (323)-6226688.

Dreams can come true All County Construction. "Building your Future". We listen to what YOU want! 714-240-4123.

Orthodontist over 10 years experience, skilled in all phases of tx including Invisalign- seeks part time position. contact ortho101@earthlink.net.

Hygienist looking for FT/PT in OC. 7 years exp, JP trained and great with patients. 714-329-4994 or skw523@yahoo.com.

Are you still storing tons of paper patient files? Why? Lose the bulk-use the technology. We will come in, scan all your documents in a flash! Call us at 323 481 4671. It's faster, cheaper and easier than you think!

Handpiece Repair on most brands Fix your HandPieces with Kings Two Starting from \$59.00 with 3 month warranty for HighSpeed and \$109.00 with 6 Month Warranty for Low-Speed. Want to know more? Please call us at 800-715-5464.

Highly motivated ambitious experienced female GP seeking FT/PT position anywhere in San Diego County. Available any day. sbhehmanesh@gmail.com/310.614.8290.

Beverly Hills Dental Office for SUBLEASE. Beautiful Veiw, 310-666-4889--> leave a message if interested.

LOOKING TO BUY AN OFFICE IN THOUSAND OAKS, WEST LAKE AREA OR WORK AS AN ASSOCIATE. PLEASE EMAIL SAMSAADAT@GMAIL.COM.

"After seven years I can say LIVEWIRES ORTHODONTICS offers GREAT QUALITY and GREAT PRICES." Philip Leone, DDS. Give LIVEWIRES ORTHODONTICS a chance to impress you! Call 330 793 9423 for a free catalog.

Brand new equipped dental office Rent \$1800 (include all fees & utility) Fax CV to 714 568 9899 to SEE. Santa Ana/Tustin.

ORANG E-LEASE TO SPECIALISTS Large high end office, good location, high exposure, across from large shopping center. Contact 714-282-2525.

Dentist Anesthesiologist available for IV sedation/general anesthesia. Skilled in intubated and open airway general anesthesia. Available weekends. (949) 374-8045.

Dental chair \$500. need to sell equipment ASAP. calvitron-\$30, amalgum, free pano x-ray, etc. (530)746-8644 for long list.

HACIENDA HEIGHTS share dental office for Pedodontist and/or Oral Surgeon. E-mail to Yjmds@sbcbglobal.net.

FOR SALE COX DryHeat Sterilizer; looks & works like new! Rapid 6 minute cycles! \$1900 OBO (new sells for \$4000) fixface@gmail.com.

CENTRAL VALLEY/FRESNO AREA NICE OFFICE 3 OPS, LOADED, COLLECT 350 TO 385K ON 2 DAYS/WEEK. NO HMO/MEDICAL. ASKING 230K OBO. 4 INFO (209)861- 0687.

PEDODONTIST WANTED GROWING MULTISPECIALTY PRACTICE IN MID ORANGE COUNTY. GREAT LOCATION AND OPPORTUNITY. SEND CV/RESUME TO 714-554-9020 OR dralexchang@yahoo.com.

Denar and FACE pantograph systems for sale; plus Stuart articulator mounting plates. Please call (818) 243-3838, or e-mail Robertsueds@sbcbglobal.net.

RDA NEED IT GOOD SALARY FLEXIBLE HOURS PLEASE CALL 323 263 3300 ASK FOR BEATRIZ.

Office for share/rent San Gabriel Valley----- Specialists or GP, new equipment, digital X-ray. Excellent location. Will refer patients 626-675-5005.

LOOKING TO BUY DENTAL EQUIPS ABOUT 2-3 YRS OLD IN OC/TEMECULA AREA. PLS EMAIL PHOTOS/LIST TO JANAVAN101@YAHOO.COM.

DENTAL OFFICE SUB-LEASE AVAILABLE IMMEDIATELY IN IRVINE CALL 949-307-6437 OR 949-400-4677.

NEED A CPR RE-CERT? We come to you. Hands-on 90 minute class covers Adult/Pediatric CPR/Choking, Cardio and Legal issues. Earn 4 hours of C.E. and License good for 2 years. 4 people \$45.00 p/p, 5+ \$40 p/p. Call us today (626)797-6179. Thanks.

SAN JACINTO (HEMET AREA) (4) op computerized G.P. for sale. Absentee owned HMO practice with \$6K/mos Cap Check. No Denti-Cal! 2009 Projected Gross Collect \$450K+ on a (3) day week. D&M Practice Sales 818.591.1401 License #01172430.

In-house Oral Surgeon Highly skilled, experienced, good chairside manner. Increase your production while your patients receive great care. 818-297-4202.

ORTHODONTIST NEEDED! 1-2 days/week at existing orthodontic office in Claremont. Excellent environment. Quality oriented. Please fax resume to 909-625-4500.

DENTAL PRACTICE FINANCING with an experienced, local dental lender who can get the deal done quickly! Call Evan Barker at Partners Bank of California today. 949.732.4068.

Registered Dental Assistant Wanted Upland, CA. >5 Years experience: Dexis, Eaglesoft, ZOOM, Lumineers. English/Spanish. Fax/Email resume 888-741-6009 manager@route66dental.com.

DiscoveryCam wireless intraoral camera from videodental.com. Bought for \$1999 two years ago. Comes with all accessories. (818)518-7426.

GP WITH 12+ YRS EXP SEEKING 2 DAY A WEEK POSITION IN OC AREA. EXP WITH PEDO. CONTACT (714) 553-1543.

Ioupes 3X Surgitel TTL Oakley "Big Square". IP distance 1 measure approx 59mm from center of magnifiers. perfect condition. (818) 518 7426.

Dentist will work and buy in general practice from retiring dentist in los angeles area. Please contact greatuscidentist@yahoo.com.

Sirona SIROTORQUE L works EXCELLENT. I've have it for about 8 months. Works Excellent! Tabletop unit. 818-518-7426.

DENTIST WANTED Experienced, part time, able to do molar RCT preferred, Excellent working environment. please call 626-288-0808.

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.

"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@sbcbglobal.net

www.kjohnsonconsulting.biz

NEED A C.P.R. CLASS FOR YOUR OFFICE? WE COME TO YOU!

- CLASS HELD IN YOUR OFFICE
- EARN 4 HOURS OF C.E. UNITS
- CARD VALID FOR 2 YEARS
- LARGE AND SMALL GROUPS
- COMPETITIVE PRICES

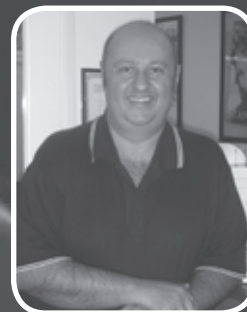
Call us today for a quote

626-797-6179

Email: cpr2go@aol.com

www.cpr2go.com

Heartstart Enterprises P.O. Box 40767, Pasadena, CA 91114



Daniel E. Gueuzubeuyukian
Owner - Head Instructor



Dr. Jack Moursalian's Office

PRACTICE FOR SALE San Diego CHULA VISTA (Eastlake) ORTHODONTIC Practice 2 yrs NEW. Stunning Office. 6 Ops SDPS: 760-599-7828.

MODESTO, CA Price Reduction! Stunning 5 op GP located in a freestanding single-story building. State-of-the-art equipment. Collections in 2008 collections over \$810,000. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

Dental office Santa Monica Space for rent in bright modern 4 operatory office, available 7 days a week. 310-829-9798.

PRACTICE FOR SALE #3207 -- South Orange County -- GP Location only. Seller leaving this shopping center location to join group. 1,300 sq. ft., 3 Ops + Hygiene/Xray Op. Very nice center in newer planned community. Call Professional Practice Sales, Inc., (714) 832-0230.

Pediatric Dentist seeks part-time position in a fun, caring Pediatric Office. Available TRFS. Please contact me at minimolars@gmail.com.

ORTHODONTIC OFFICE FRONT AND BACK OFFICE STAFF NEEDED FOR NEW OFFICE IN LAKEWOOD. EXPERIENCE PREFERRED. PLEASE CALL CARMEN AT 909-625-1234.

"ORTHODONTIST" position available for our Costa Mesa practice. Please call (949)548-5588 or fax resume (949)548-5731.

IMPLANT DENTISTRY With over 14 years experience in implant dentistry, full mouth reconstruction and IV sedation you no longer need to refer your implant patients. I will provide everything. For edentulous or full mouth rehab all on 4 technique could be used which patient will benefit from a fix bridge in one appointment. Drgolpa.net (702)7687840 serving Bakersfield to San Diego.

HAWTHORNE PRACTICE FOR SALE Three equipped ops. Visible location on Hawthorne Blvd. Collecting \$200,000/year. Motivated. Asking \$110,000. Call Kurt Skarin 818-991-6552.

PRACTICE FOR SALE LOS ANGELES 4 eq ops, strip shopping center California Practice Sales, Inc. Phone: 714-639-2775.

LONG BEACH/PERIO Asking \$135,000. Located on busy street. Low lease rate!! Select Practice Services, 714-421-4407.

All of your insurance on one monthly payment! No more headaches with paying multiple bills. We can put your Business Office, Workers Comp., Life and Disability policies on one monthly payment. Only \$1.00 per month! Call the Dental Insurance Specialist! Dennis A. Rosene Insurance Agency Inc. (949) 645-6000 or (800) 448-4664.

\$500 In Merchandise with Kings Two Dental Receive a \$500 merchandise credit with every \$10,000 purchase of large equipments. Want to know more? Please call us at 800-715-5464.

Everything you've been looking for in Santa Maria. Spacious ops and picturesque windows capturing scenic views. Well-maintained Medical/Dental Prof Bldg. 1,200+ sf/3 ops + 1 add'l REDUCED \$425k (K-741) WPS 800-641-4179.

SAN DIEGO'S SPECIAL TRANSITION EXPERT Ken Rubin Practice Sales, Inc. handles more San Diego dental sales than all other brokers. We are so confident in our ability to produce amazing results for sellers that we are the only broker that offers a short 30-day listing period (for GP's only). We specialize and limit our brokerage activity to San Diego only. Ken Rubin is also one of the top dental CPA's nationwide. Check us out at www.krpracticersales.com or call us at (619) 299-6161.

On Time. Within Budget Quality Service. Tell us what you want and we'll listen! All County Construction 714-240-4123.

2 Digital Sensors for just \$9,999! The DentiMax sensor package includes size 1 & 2 sensors with USB control box and imaging software. Call (800) 704-8494.

LA JOLLA area Practice Wanted. Call PPS (714) 832-0230.

SANTA CLARITA VALLEY (11) op computerized G.P. for sale. (10) ops eq't'd 11th plumbed. In a well known, prof. bldg. w great signage! Cash/Ins/PPO/HMO & small amount of Denti-Cal. Annual Gross Collect of \$1.6M+. Cap. Checks of \$14K-\$16K/mos. Can easily do \$2.5M+/yr by adding more hygiene, specialists, & advertising. Seller is retiring. D&M Practice Sales 818.591.1401 License # 01172430.

FREE WALL HANGING CALENDAR IN THIS ISSUE.

NORTHERN CALIFORNIA WINE COUNTRY ENDO PRACTICE. For Sale Overhead is only 29%. 4 operatories in 1,500 sq ft office space. Owner to retire. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

MISSION VIEJO PRACTICE FOR SALE General practice in 4 operatories, grossed over \$500,000/yr in 2008 in busy shopping center - high net income Thomas & Fees Practice Sales (714) 544-4341.

SANTA MARIA PRACTICE FOR SALE Two equipped ops plus 2 plumbed in free standing building. Collects \$300,000/year on 3 days/week. Asking \$110,000. Call Kurt Skarin 805-777-7707.

PRACTICE FOR SALE San Diego (CARMEL MOUNTAIN)—estab. 20+ yrs. GP with 5 Ops in approx 1600 sq. ft. busy retail location SDPS: 760-599-7828.

Are you ready for a Mobile Makeover? Diversified Dental & Upholstery will come to you and transform your operator equipment so fast and so affordably you'll wonder why you waited so long. Save Now - call Diversified Dental & Upholstery. Free estimates. (800)707-3449.

DIVERSIFIED DENTAL & UPHOLS Take advantage of our winter sale on dental equipment and services. Get your chairs reupholstered now! Free estimates - Fast Service! (800)707-3449 / (714)827-8515.

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

NORTH SAN DIEGO COUNTY, CA Well established, 5 op GP with room for growth. Completely computerized office. Building is also available for purchase. This is a great opportunity in a desirable area. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

Pelton & Crane LF II Track light. \$1,800.00 530-583-4276.

RENEGOTIATE YOUR LEASE NOW!! Lease rates have dropped, don't wait RENEGOTIATE NOW, Save Thousands, Call Steve now, Caudill & Associates (951) 314-5542.

All County Construction Exceeding Expectations in Design, Detail and Quality Craftsmanship. Client satisfaction is our #1 goal. Call Today 714-240-4123.

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

GO DIGITAL FOR LESS THAN YOU THINK We get it. Time is money. It has never been tougher to run a dental practice. Call us now to customize a Digital System for your dental office at reasonable prices. Starting at only \$4,995 for a complete digital x-ray sensor kit. List: \$8,000. Sell; \$4,995. Call today! 800-273-5033.

"I have used LIVEWIRES ORTHODONTICS for as long as they've been open, they strive for perfection on both ends of the case." Dr. M. B., DDS. Give LIVEWIRES a call to request a free catalog at 330 793 9423.

Urban Renewal Construction Are you looking for a construction company with vision and resources, design, construction and equipment. Call (949) 632-2648.

Dansereau Looking for an Dental Operatory that offers a 10 year warranty that is manufactured in the USA for under 5K. Call (800) 423-5657.

It's a pleasure to work with Waste Stream Solutions California, they are competitively priced, customer oriented, "They pay attention to detail" knowledgeable about the subject matter. I trust they always have our best interest in mind. Steven Stevens Eisenhower Medical Center; Rancho Mirage CA. (760) 275-5201.

Full Service Collections

Improve your cash flow and increase your bottom line.

Saves your valuable time and resources.

No Collection = No Charge.

Sensitive to the Doctor – Patient Relationship.

We feature:

- **Commission Fee Only.**
- **Free Credit Bureau Reporting.**
- **Spanish Speaking Collectors.**
- **Full skip tracing and 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

www.DirectCreditControl.com

Tel (888) 860-2950

Sacramento partnership opportunity Bread and butter GP in Sacramento area. Enjoy low rent or even buy the building. Premier established practice with more than enough business to keep you busy in a tough economy. 8 ops. Dentist is retiring but will stay on to mentor. #SF1DT9DR Call AFTCO today at 714-832-6340.

Dentist seeking to buy a general practice in LA/Orange County. Minimum: 1,000 sq ft./ 3 chairs/ \$5K HMO Capitation. Call Loc Pham, Broker, DRE #01815684, 714-245-2468.

MONEY TO LEND Work with an experienced, local dental lender who can get the deal done. Call Evan Barker at Partners Bank of California today. 949.732.4068.

MOSTOFI LAW GROUP Dental Law • Representing dentists throughout California • Sherry Mostofi, Esq.
www.MostofiLawGroup.com • 1-888-448-4288.

Practice w/condo for sale All digital w/\$800+ '08 gross in upscale Sacramento suburb. Call Wiederman & Potter 714-259-0501.

When you need PRACTICE FINANCING look to an experienced lender that will take the time to explore your goals then create an individually tailored financing solution to meet your specific needs and position you for success in your practice. Call PPC LOAN at 800-456-2779 or email us at dental@ppcloan.com.

All County Construction High Quality and Great Service with-in YOUR Budget! Specializing in Dental / Medical Construction since 1991. (714) 240-4123.

Construction of our office was on time, on budget and professional. I am looking forward to working with Quatron again. Dr. Kaplan. Call Quatron Co., Inc. 800-595-3740 or visit us at www.quatronco.com.

Legal Tip: Sellers Did the buyer agree to loan approval within a specified time? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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.

Why take time away from Patients to attend Continuing Education? PDS has applied clinical continuing education courses on Sundays. For more information call 1-866-4 CALL PDS or 1-866-422-5573.

How would you like to average one new patient per work day...GUARANTEED? You need only visit www.AttractDentalPatients.com.

Is your office protected for embezzlement? We offer up to \$50,000 in employee dishonesty! Call us and experience the difference with the Dental Insurance Specialist! Dennis A. Rosene Insurance Agency Inc. 949-645-6000 or 800-448-4664.

CEREC II for sale Bought with practice. Works. 2 cameras, milling cubes, all accessories. (818) 518 7426.

Need a Practice Acquisition Loan? 100% financing, Low fixed interest rates, No prepayment penalties. Call Professional Practice Capital at (800) 456-2779.

Need a loan for Practice purchase, start-up, expansion, or refinance. Call Professional Practice Capital at (800) 456-2779.

PRACTICE FOR SALE LOS ANGELES Turn-Key w/ charts near Dodger Stadium California Practice Sales, Inc. Phone: 714-639-2775.

SUNDAY CONTINUING EDUCATION SEMINARS by PDS applied clinical dentistry seminars at affordable prices. For further information please visit us at www.pdsociety.com or call 1-866-4-CALL PDS.

OSHA REQUIRES QUARTERLY STAFF SAFETY MEETINGS -Let O.C.P.I. take care of them for you. See O.C.P.I. ad this issue or call toll free 888-55-WASTE.

"Very fast. Jason Wood didn't take much of my time. Everything was perfect. Yes!!" Gloria Nollie, D.D.S., Carmichael, California -See our ad on Pg. 2.

Long Beach office seeking general dentist PT Monday, Tuesday and Friday. Fax resume (562)426-4131 or email drvdelossantos@yahoo.com.

I AM AMAZED!

I placed a reader ad at dentaltrader.com seeking staff for my practice. The ad had been on The Dental Trader website for only 10 minutes when I got the call that filled the position. I tell my colleagues, "If you want results...advertise in The Dental Trader! It works!!"

Thanks,
Dr. Kevin Lochona
Margarita Dental

FREE panoramic X-ray system (GE) with accessories. Working condition from another dentist. You pick up. Call (760) 680-6500.

Dental Assistant Wanted Upland, CA. >5 Years experience. Experience Dexis, Lumineers, Eaglesoft, ZOOM. English/Spanish. Fax/Email resume 888-741-6009 manager@route66dental.com.

"When the time came for us to spend hundreds of thousands of dollars on our renovation project we needed a construction company that held a high set of standards. I trust CMM Construction; they provided us with quality workmanship. CMM is knowledgeable and easy to work with. We had specific requirements and CMM produced great results! I look forward to working with them in the near future." (949) 489-9393.

Endodontics performed at your practice by highly proficient dentist 15 year experience of 3000 or more RCT. call 951 595 5354 ashagurz@hotmail.com.

Male RDH seeking employment in Fresno/Clovis area. Motivated, organized, multitasking, non-whining, reliable, compassionate, results oriented team player. EricRDH@gmail.com 559-285-7297.

Dental office LEASE good starter office. 1455 N. Avalon Blvd, Wilmington, Ca. 2 OP, vac, air. Free standing building. 310-782-6793.

DOCTOR IS GIVING AWAY HIS OFFICE FOR FREE! Need someone to take over lease. Call (714) 689-2200 in Costa Mesa.

DENTIST Attractive female GP available part time for PEDO, perio, light operative. Compensation negotiable. Contact Natalie (818)653-7778.

LLU grad experienced, caring, hard-working & energetic, seeking employment as FT/PT dentist, dr_rupalj@yahoo.com, (860)904-8256.

Electrosurgery Unit Latest Bipolar technology by Bident. Barely used. Includes variety of tips. \$1,500.00/ OBO. 949-380-0315.

DENTAL DIRECTORY



CALIFORNIA PRACTICE SALES INC.

John Knipf
President

(714) 639-2775
www.calpracticesales.net

326 W. Katella Ave. #4-G
Orange, Ca 92667

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

**One
Monthly
Payment!**

WOOD & DELGADO

Attorneys At Law

Representing Dentists for over 20 Years in the Areas of:

Real Estate • MSOs • Practice Purchase Agreements
Partnership Agreements • Leases
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: 800-511-2138

Visit our website at: 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

CA Broker Lic. #01172430

TAX • FINANCIAL ADVISORY • VALUATION

CUONG LE, CPA



2020 Pico Blvd., Suite C
Santa Monica, CA 90405

(310) 450-5708

le@lecpa1.com

Success Through Diligence



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: Philldr@cox.net

ALL COUNTY CONSTRUCTION

Dental Office Design

DESIGN/BUILD

T.I.'s • Remodels • Expansions • Free Standing Buildings
Turn-Key Packages • Consultation

562-989-3350

Free Estimates

Lic. #669244

888-302-6111

CMMConstruction™
Design and build dental offices | Free consultation | Financing available
Licensed, insured and bonded | Excellent references

Tenant Improvements | New Construction | Design

949.489.9393

email: sales@CMMConstructionInc.com

www.cmmconstructioninc.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



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

800-273-5033

Online demo - www.ez2000software.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



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

Diversified Dental & Upholstery

New & Used
Dental Equipment
Mechanical Chair Repairs
Service Tech. Available

Complete Dental Chair
Refurbishing
Special Upholstery for
Long Procedure Patients

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



WESTERN PRACTICE SALES

John M. Cahill Associates

*Working Together to Serve You Better
Dentists Serving Dentists*

Timothy G. Giroux, DDS
John M. Cahill, MBA

Jon B. Noble, MBA
Edmond P. Cahill, JD

800.641.4179

wps@succeed.net
westernpracticesales.com

**Buying A Practice? Expanding?
Need New Equipment? Consolidation?
Working Capital?**

For Fast & Friendly Service Call

800-550-9228

LCF Financial Services • www.lcffin.com

Loc Pham DRE Lic. #01815684



QUATRON CONSTRUCTION

Designers & Builders of Quality Dental/Surgical Offices
The Trusted Name in the Industry

- New Practice/Renovations/Expansion
- Excellent References from Dentists, Sales Reps, Architects & Realtors
- Free Initial Design Consultation
- Licensed/Bonded/Insured

www.quatronco.com

1-800-595-3740

Established 1985

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
RWO@transdental.com



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

Sellers-Free Appraisal (800)695-2732

**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

ZAHAR FALLAHI, CPA, MBA, JD

32 Years Experience

The Dentist's CPA

Tax Planning, Accounting, New Practice & Incorporation

714-546-4272

1503 South Coast Dr., Suite 207, Costa Mesa, CA 92626

Visit our Website: ZFCPA.com for Free Tax Forms



**“We Manage
Events
for the
Professional
Going Through
One of Life’s
Important
Transitions:
The Sale or
Purchase of
Their Dental
Practice.”©**

**We understand what
it takes to purchase,
own and build your
ideal dental practice
to create a
comfortable
retirement....**



PRACTICE SALES AND LEASING
For all your Practice Transition Needs!

CA Broker License #01172430

***Trust your Practice Purchase
or Sale to “The Personalized
Service Dental Broker”©***

818.591.1401
www.dmpractice.com

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

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.

NEW IN BOX ENDODONTIC MICROMOTOR TCM ENDO III w/ DENTAL HANDPIECE. by Sybron. \$1200 obo. Call (310)780-4825.

PRACTICE FOR SALE IN BUSY SHOPPING CENTER IN IRVINE WITH 3 OPS CALL (949)307-6437 OR (949)400-4677.

(2) Dental stool dark pink and light brown, in good conditions looks new. \$150 each call 310-390-3565.

X-RAY HEAD FOR TREX TROPHY NOT WORKING \$99 (YOU PAY FOR SHIPPING, OR PICK IT UP) (951)780-5508.

Fully equipped 3 Ops dental facility in the prestigious Rose Garden area in San Jose. Steal at \$45K. Call 408-656-4567.

SULTAN U/P ROOT CANAL SEALER KIT \$35 (951)780-5508.

Need curing light ultrasound, cavitron w/inserts send pix and price to eltonjcar@yahoo.com.

Pedo-antique dental chair Ritter \$100.00 for show room 951-712-9273.

6 DentaleZ chairs plus 2 portable delivery units for sale \$500 ea. Tan, great condition. Call (909) 596-4811 Lou.

Sensimatic Electrosurge 600SE for sale, \$200. O.B.O. Used once. (949)380-9506.

Endodontics done in your office Single visit 1 hour 3rd molar RCT. Over 14 years experience of 3000 or more cases. 951-595-5354 or ashagurz@hotmail.com.

LCD Monitor support bracket for operator pole. Sale for \$75 cost \$175 Call 714 744-2929 yoursmile@msn.com.

Operatory Pole Mounted Light Knight In perfect condition. Value over \$700 Sell for \$150 714 744-2929 yoursmile@msn.com.

ZOOM 2 BLEACHING SYSTEM SALE ONE YEAR OLD \$800 CALL 949 454 7474.

SIX BOXES OF GUTTA PERCHA 120 IN EACH BOX \$24 (951) 780-5508.

COMPOSITE EPIC TMPT 3GM FOUR UN-OPENED SHADES U, C4, D4, B3 \$60 (951)780-5508.

PERI-PRO III AIR TECHNICS X-RAY DEVELOPER. LIKE NEW CONDITION \$275. (310)642-6575.

CLARIS i310 Intra-Oral camera BRAND NEW, NEVER USED. Comes with USB cord. Mint Condition. Costs \$3500 new. b/o foothillsmiledesigns@yahoo.com.

THE Dental Trader

Buy, Sell or Trade all things Dental

CHANGE OF ADDRESS FORM

Post Office Box 2631 • Capistrano Beach, CA • 92624

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

Web: www.thedentaltrader.com

Old Address

Dentist's Name: _____

Address: _____

City/State/Zip: _____

New Address

Dentist's Name: _____

Calif. Dental License #: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

E-mail: _____

Authorizing signature: _____

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

For faster filing, submit this form online at

www.thedentaltrader.com

5 P&C Coachman chairs 4 sale \$400 ea. or B/O. 2 ADec 1021 chairs \$500 ea. or B/O. Contact Juli 925-588-9448.

Looking for a headache free dental associate? (OC area preferred). A highly experienced GP in all phases of general dentistry including placing and restoring dental implants, complex restorative & Cosmetic dentistry, practice management including creating a positive team culture is available for long term commitment to a progressive dental practice. No base salary required with any moderate or busy dental practice. Please contact Allen 760 238 8826.

Cerec 3D Sirona acquisition Milling Unit Purchased in 2004. Under 500 millings. Software version V3.60. Serviced and certified excellent working condition in Sept. 2009. Lots of extras: powder meister, blocks, all manuals, study models. Price: \$27,500.00 plus shipping. Contact: Dr. Mark Ajlouni e-mail: arbordds@aol.com office: 408-270-2273.

4 X-ray Viewers for sale dentsply clive greg. Great condition \$20 each or give offer for all 4. 510-414-9919.

Copyright 2010 THE DENTAL TRADER. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any storage of information and retrieval system.

READER AD FORM FOR DENTIST & STAFF ONLY

The Dental Trader

Buy, Sell or Trade all things Dental

Post Office Box 2631, Capistrano Beach, CA 92624

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

Type or print ad copy clearly: _____

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

Reader Ad Rates:

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

Total: _____

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

Advertiser's Name: _____

Charge Card Billing Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

E-mail: _____

Authorizing signature: _____

PAYMENT MUST BE SUBMITTED WITH THE AD

Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐

Card# _____

3 Digit Security Code (on back of card)

Exp. Date _____

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

COMMERCIAL AD FORM FOR BUSINESSES

The Dental Trader

Buy, Sell or Trade all things Dental

Post Office Box 2631, Capistrano Beach, CA 92624

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

Type or print ad copy clearly: _____

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

Bonus Feature Reader Ad Rates:

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

Name: _____

Charge Card Billing Address: _____

City: _____ State: _____ Zip: _____

Tel No.: _____ Fax No.: _____

E-mail: _____

PAYMENT MUST BE SUBMITTED WITH THE AD

Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐

Card# _____

3 Digit Security Code (on back of card)

Exp. Date _____

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



Professional Practice Sales, Inc.

Specialists in the Sale and Appraisal of Dental Practices

Serving the professions since 1966

How much is your practice worth??

www.PPSDental.com

BUY-SELL-TRADE (TAX DEFERRED)

Call P.P.S. Today

100% Financing available within 30 days,

PPS NO. CALIFORNIA - (415) 899-8580

Northern CA website. www.PPSsellsDDS.com

- 5947 - Humboldt County's Garberville - Collected \$315,000 with \$103,000 in Profits. 2 days of Hygiene. Full Price \$65,000.
- 5963 - Santa Rosa. Best technology. Computerized & digital. Collected \$675k with profits of \$325k.
- 5964 - Santa Rosa's Doctor's Park. Fully furnished and equipped 3 Op dental suite situated in 8 practice shared facility. 100% ownership in equipment and 1/8th ownership in R.E.F.P. \$200k with terms.
- 5967 - San Francisco's Chinatown. Collected \$430k. Profits of \$240k on 25 hr wk
- 5968 - Stockton - Collected \$462,800. 28 new patients/mo. Attractive 5 op office.
- 5969 - Tahoe City - Well established with strong recall. Produced and collected \$600k+ in 2008. Attractive office.
- 5970 - Elk Grove - Collected \$460k. Beautiful 4 Op office on Laguna Blvd
- 5971 - Merced - Collected \$760k in '08 with \$310k in Profits. 4 days of Hygiene.
- 5973 - Oral Surgery Practice. CA Sierra Nevadas. 2008 realized \$615k. No competition, great country lifestyle.
- 5975 - Northeast Sacramento Foothill Community. Practice grew in '08 with '09 continuing trend. Tracking \$1.1 million. Full time owner shall do well here.
- 5976 - Redwood Valley's Ukiah. 1 hour north of Santa Rosa. 2008 collected \$522k. No Pedro, Endo, O.S. Lots of fillings starting to fail.
- 5977 - Ortho - Solano County. Great starter practice or second office. Owner's out of area practice dictates part time attention here. Tracking \$335k. Has done \$500k+ with more attention. Motivated Seller.
- 5980 - CA Sierras. Big city Practice sited in desirable location. On 4 days w/6 wks off, practice produced \$980k in '08, collected \$972k & realized Profits of \$388k. Beautiful facility.

HOT RELEASE

SOUTHERN CA SELLERS - PACK YOUR BAGS

- 3180 - Move to Santa Rosa - Senior Seller Grossing \$550k 2008 last month \$150k collections. Refers out Endo, Pedro, Prophyl's, Perio, O.S.. Opportunity to increase income Gross. Low overhead. F.P. \$350k
- 3188 - Malibu - Pacific Palisades. G.P. Established many years. Great Hi identity location. Recent Gross \$500k. Fantastic.
- 3189 - Temecula/Murrieta - 8 Ops. 3,000 sq.ft.. Grossing \$1 million. 25% Ortho. Seller would stay on to do Ortho. State of art.

PPS SO. CA - (714) 832-0230 - (800) 695-2732

- 3058 - San Bernardino area Practice. Across from large local hospital. 1,316 sq. ft., 3 operatories, 2 equipped. Office is modern with digital X-ray and camera.
- 3130 - Covina/Azusa - Million Dollar Location. GP Established many years. Shopping center. 1,500 sq.ft., 6 Ops, 4 equipped. Hi identity corner. Thousands of autos pass daily. Only \$2,700/mo rent. Reduced \$150k
- 3137 - Chino Hills-New shopping center. Absolutely gorgeous. \$450k.
- 3148 - So. Bay/Torrance area. PT time. \$15k/mo. Est. 10 yrs. F.P. \$185k.
- 3164 - G.P. Temecula/Murrieta area. Currently collecting \$30k/mo. Ins & cash only. 1,700 sq.ft., 5 Ops. Located in shopping center with AAA tenants. F.P. \$385,000. Super Bargain. Best Buy.
- 3168 - Apple Valley/Hesperia - LOCATION LOCATION LOCATION. Shopping Center. 6 Ops vacant. Previously \$900k. Mexican market. F.P. \$85k
- 3169 - G.P. - Hi Traffic Location - 3 Ops. Low rent. Growing Practice. Lots of room for growth. Refers out Pedro & O.S. F.P. \$320k

ORTHODONTIC BUYERS NEEDED 4 SO. CALIFORNIA

- 3170 - Temecula. Senior DDS. GP. Est 8 yrs. Old Towne. Grossing \$200k+. Low overhead.
- 3172 - Buena Park. 3 Ops. Beautiful office. New shopping ctr. F.P. \$350k
- 3180 - Pack your Bags go to NO. CA. Santa Rosa. Senior Seller. Grossing \$650k 2009; last month \$130k collections. Live and work in a very desirable area. F.P. \$350k.
- 3183 - Carlsbad - Gross \$895k. Last month \$120k. 4 Ops. Hi identity Location
- 3188 - Malibu - Pacific Palisades. G.P. Established many years. Great Hi Identity location. Recent Gross \$500k. Fantastic.
- 3189 - Murrieta/Temecula - GP Established 10 yrs. Landmark building practice. Grossing \$950k. Hi tech new office. 4 GP Ops, plus 4 chair open Pedro Ortho Bay.
- 3190 - Booming Garden Grove. Location Location. Grossing \$10k part time.
- 3193 - Palm Desert. Growing \$400k. Great Location.
- 3194 - Irvine. Part time. Established 10 yrs. \$3,000/mo HMO cks. F.P. \$225k.
- 3195 - Fillmore - Close to Thousand Oaks Ventura area. Small city. Great potential. New state of the art facility. Grossing \$400k
- 3204 - Large office 3,000 sq.ft.. Grossing \$1,200,000. Net \$400k plus. Full Price \$950k
- 3205 - G.P. Established 20 plus years. Grossing \$850k. 4 Ops. Fantastic location. 1-800-Dentists emergency rights. F.P. \$750k
- 3206 - Great location. Near Veterans Hospital. University - shopping center. 1,500 sq. ft. plus, 3 Ops. Grossing \$450k. F.P. \$385k.
- 3207 - So. Orange County. Hi identity shopping center Location. Seller gross \$1 mil plus. Moving 5 miles south to join Group. No covenant not to compete. Purchase facility with equipment. \$185k. 8 year proven location. Fantastic opportunity.
- 3208 - Rowland Heights. Senior Korean G.P. Incapacitated. Associate run now. Shopping center. 1,200 sq.ft. Gross \$200k. 3 Ops. Was doing \$300k. F.P. \$200k
- 3209 - Orange - Senior Seller- Gross \$285k. Established 30 yrs. Near Historic Circle on Chapman. Rent \$985. Low overhead. 3 Ops. F.P. \$225k.
- 3210 - Corona HMO Practice. Previously grossed \$1 mil plus. Seller has health issues. 5 Ops professional facility.
- 3211 - Upland/Clermont - HMO Practice. Gross \$1.3 mil. 10+ Ops. F.P. \$1.1mil.

FOUNDERS OF PRACTICE SALES

100 years of combined expertise and experience!

3,000 Sales - - 30,000 Appraisals

****CONFIDENTIAL****

PPS Representatives do not give our business names when returning your calls.

****BUYERS AND SELLERS SAY****

"We have dealt with other brokers - we like YOUR professional expertise. We will recommend YOU to all our friends. Thank you."

SOUTHERN CALIFORNIA

Tom Fitterer and Dean George

PPS So. California (714) 832-0230

Fax (714) 832-7858 E-mail: PPSincnet@aol.com

Web address: www.PPSDental.com

LA JOLLA AREA PRACTICE WANTED

ORTHODONTIC PRACTICE WANTED

Wanted - G.P.'s in all areas. This is the Hottest Sellers Market in History. Sellers may want to relocate to take advantage of this Sellers Market. Get excited & build new practice in high growth area. - Tom Fitterer (714) 832-0230 or 800-695-2732

SELLERS-FREE APPRAISAL (800) 695-2732

SELLERS-FREE APPRAISAL (800) 695-2732



CALIFORNIA PRACTICE SALES, INC.

Specializing in the Selling and Appraising of Dental Practices



HOW WE ASSIST DENTISTS WHO DESIRE TO SELL

Everything you've built, dreamed about and worked for will be riding on the successful sale of your practice. We can steer you around the pitfalls, guide you through the legal and tax snares, and help you get more for your future from the business you have built over your career. When you take on the task of selling your practice, there are unseen roadblocks that can turn what appears to be a straight-forward business transition into a drawn out ordeal. This costs you money and can erode the equity you have been building in your practice. Our process is geared for a smooth and prompt transition.

California Practice Sales has helped hundreds of dentists with practices just like yours to maximize their profits. We have lenders that will finance 100% of the sales price of your practice - lenders that perform professionally and timely. We provide third party assistance in the negotiation process and assist you in addressing all facets of the transition. We have over 10,000 potential buyers in our system, and advertise nationally.

Call today for a consultation and estimate on the value of your practice - there is no cost or obligation.

HOW WE ASSIST DENTISTS WHO DESIRE TO PURCHASE

We are the primary information providers on available practices to dentists who want to purchase for the first time, purchase due to relocation or add additional offices. Our brokers and agents build one-on-one relationships so we understand your needs and desires - and we then assist you in searching out the right practice.

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.

714.639.2775 • Outside 714 area, call 800.697.5656 • Fax 714.771.1346

**To view more listings, visit our website at
www.calpracticesales.com**