

THE Dental Trader

VOL. 8 NO. 1 • JANUARY '11
So. Calif. Edition

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

Buy, Sell or Trade all things Dental

**FREE ADS FOR DENTISTS
& STAFF!**

Time to Go Digital

www.ez2011.com



Complete Digital System

only

\$7,495

or lease @ \$203/mo.
• 48 month term
• No Money Down
• No Payments for 90 days
• \$1 buyout

SYSTEM INCLUDES

Eva Digital Sensor Kit **\$ 8,660**

Eva Digital Sensor
USB Docking Station
Image Software
Box of 500 Sheaths
Box of Rinn Positioners
Lifetime Technical Support

EZ 2000 Dental Billing Software **2,395**

EZ 2000 Bridge Software **500**

Perio Charting **500**

Dell Windows 7 PC & Monitor **895**

Mobile Wooden Cart **300**

Intra-Oral Camera **995**

In-Office Training **750**

Regular Total **~~\$14,995~~**

**Call Now for
a Free Live
Demo in your
own office**

Less Radiation

Instant X-Ray Image

Spotlight & Zoom Features

Create Custom Case Studies

Winner of Technology Impact Award

System Includes



Made in USA

Eva Digital
X-ray Sensor



Intra-Oral Camera



Digital Imaging &
EZ 2000 Billing
Software



Dell Computer
(Win 7) & Monitor



Mobile Cart

EZ 2000 is the only company offering these unbeatable prices that is licensed by the ADA

EZ 2000 is Rated #1 by the American Dental Assoc.

EVA rated Best Sensor (NY Polytechnic Institute)

EZ 2000 In Business over 25 years

EZ 2000 Features: Billing, eClaims, Scheduling, Accounts Receivable, Production Reports, Walkout Statements, Treatment Plans, Break Down Insurance vs. Patient Portion Due, Web Appointments & More! Obtain patient benefits in seconds with optional integrated Benefit Service by Trojan Professional Services.

*ADA rating based on online software survey in particular category

**Don't need the whole package?
Buy sensor kit alone for \$4,995.**

Call 800-273-5033 today!

WOOD & DELGADO

Attorneys At Law

**The Authority
in Dental Law**

Business Transactions

Transition Consulting
Practice Purchase Agreements
Partnership Agreements
Shareholder Agreements
Associate Agreements
Associate Buy-ins
MSO's

Lease Negotiations

Dental Board Defense

Estate Planning

"Wood and Delgado provide incredibly prompt, five star service you only dream of in a law firm." Mark Weiser, D.D.S.

"Best return on investment ever! There's Wood and Delgado, and then everybody else. No comparison." Moni Mosharaf, D.D.S.

"Wisest decision we could have made."
Drs. Jeremy and Jennifer Lansford

Offices in Irvine, San Francisco & Temecula

Toll Free: 800-499-1474

Fax: 800-511-2138

Visit our website at:

www.dentalattorneys.com

Represented over 3800 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, Esq.
Attorney at Law



Patrick J. Wood
Attorney at Law

Matsco is now Wells Fargo Practice Finance

**WELLS
FARGO**

While our name has changed, the value and service you expect from us has not. We remain committed to helping you achieve your practice goals, and are still the only practice lender endorsed by ADA Business ResourcesSM.

Let's talk about how we can support you. Call us today:

Bob Affleck

1.888.220.7321

Sina Mansouri

1.888.220.7321

Sandy Vargas

1.800.326.0376

Or visit us at wellsfargo.com/practicefinance

ADA
Business ResourcesSM
Connecting dentists with business solutions

© 2010 Wells Fargo Bank, N.A. All rights reserved.

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

ADA[®] is a registered trademark of the American Dental Association. ADA Business ResourcesSM 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.

Together we'll go far



Dental office in L.A. for lease Ideal for specialist. Move your practice here or start a new practice. (323)634-9333.

For Sale-Endo Vac starter kit by Discuss Dental, only used twice. Call Angela 619-339-6114.

OFFICE WALL ART Thomas Kinkade Boston Celebration. RE #3/75. RARE PIECE. MIDSIZE. \$3900-OBO. (858)876-8743 or referDDS@gmail.com.

Looking for Bilingual marketer in huntington park. Email prodentista@gmail.com.

Upland Real Estate Dental Office We are looking to Buy. Call 714-390-8769.

Sacramento general dentist looking for orthodontist for space share contact me at hansoldc@sbcglobal.net.

3 MOBILE CARTS Modern-looking and clean. 3 drawers + sliding top opens large compartment. Perfect for endo/restorative. \$50 each. 714-797-9383.

Dental Office to share 3 days on a week Olympic & Alvarado 213)380-1996.

TWO Sirona X-RAY Units X-Long Arms WallMount. Digital. NEW-MINT. Paid \$8000. Sell \$6000. FIRM. (858)876-8743. referDDS@gmail.com.

Hemet office for sale Great location PPO/HMO Gross 310k based on 3 days/week. CALL 951-925-1223.

2 Pelton and Crane chairman dental chairs with transverse and auto return in great condition. Make an offer and arrange for shipping and installation. Santa Rosa, CA (707)526-6165.

Papoose Board and cavitron needed Please contact washington.dental@yahoo.com.

Experienced Pediatric dentist great with children and parents will see patients in your office. (818)883-1383.

Pedodontist is needed for start up pedo patients. Please email resume to endodmd@cox.net.

San Marino Dental office for lease or sale good for GP or specialist, the serious interested, email to dds898@gmail.com.

BIOMET 3i Restorative Torque Indicator Kit and Narrow Standard Large Hexed Driver \$300 Brand New! Call 858-755-3780 ask for Renee.

Friendly, Gentle 2.5 years experience doctor seeking associate position under a mentoring doctor. pay negotiable, email: 2007dds@gmail.com.

Looking for PT work in San Diego 2 days/wk for marketing or cleaning up AR. Call 858-274-4777.

TWO ASI PROERGO-ENDO CARTS DARK BROWN with GRANITE TOPS. HIGHSPEED/SLOWSPEED, Ultrasonic, EVAC, WATER, TITANIUM Asst-PKG-Expandable, NEW-25K-OBO, (858)876-8743 referDDS@gmail.com.

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



Paul Maimone Broker/Owner
CA Broker #01172430

"Happy New Year"

FRESNO COUNTY

CENTRAL VALLEY/So. FRESNO CTY - (3) op comput. G.P. w newer refurb Belmont eqt, digital x-rays, & Dentrux s/w. In a town of 17,000 w very ltd. competition. Built out in mid 2009. Already collects \$10K+/mos on a ltd. sch. Cash/Ins/PPO. No HMOs or Denti-Cal. Town is loaded w cash & PPO pts who work @ the prisons & hospital. This is a gold mine for the right full time Buyer. Seller's plans have changed. **[NEW]**

KERN COUNTY

BAKERSFIELD #22 - (5) op computerized G.P. (3) ops fully eqt'd, 4th eqt'd with chair and x-ray, 5th plumbed. Retail location with exposure/visibility and signage. Cash/Ins/PPO/Denti-Cal. Gross Collect approx \$200K/yr on (2) days/wk. Seller to concentrate on other practice.

BAKERSFIELD #23 - (12) op comput. G.P. Prime retail ctr. w excellent exposure/visibility & signage. Cash/Ins/PPO pt. base. Gross Collect. \$2.0M+/yr. Digital X-rays & Pano, paperless office, fully networked, & efficient modern design. Excellent advertising campaign in place with tons of new pts. Excellent long term experienced staff in place to assure Buyer's success. Will also consider a 50% Partnership.

BAKERSFIELD #24 - (4) op comput. G.P. located in a strip center w exposure/visibility & signage. (2) ops eqt'd w newer eqt., (2) add. plumbed ops. Cash/Ins/PPO pt. base. Gross Collect \$200K+/yr on (3) - (4) days/wk. Low rent. Seller retiring, but will assist w transition.

LOS ANGELES COUNTY

ALHAMBRA #2 - (2) op G.P. located on the street front side of a small one story medical/dental building. Some exposure and signage. Mostly cash pts with some Ins and PPO. 2009 Collections of \$140K on a very limited schedule due to seller's health. Seller quotes 600+ active pts. Seller retiring but will assist in the transition.

NORTH L.A. CTY - (5) op comput. G.P. located in a shop. ctr. w excellent exposure/visibility & signage. Great parking! Limited competition! Annual Gross Collections in the range of \$800K+ to \$975K+. Cash/Ins/PPO/HMO & very small amount of Denti-Cal. Mos Cap checks \$5K+. Seller retiring. **[PENDING]**

NORTHRIDGE - (4) op comput. G.P. located in a smaller prof. bldg. on a heavily traveled main blvd. Bldg. is easily accessible & has ample free parking in rear. Cash/Ins/PPO pt. base. (17) years of Goodwill. 2010 Gross Collect projected at \$440K+. Selling due to health. Seller will assist w transition. **PRICE REDUCED.**

RESEDA #5 - (6) op turnkey office. (5) ops eqt'd 6th plumbed. Located in a strip center with exposure, visibility and signage. Location has been a DDS office for 15+ years. Plenty of walk-ins. Combine with RESEDA #6 and grow. **[NEW]**

RESEDA #6 - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$250K part time. Combine with RESEDA #5 and grow. **[NEW]**

TEMPLE CITY - (3) op turnkey office for sale. Located in a strip center w exposure/visibility & signage. (4) year old eqt. Location has been a dental office for 13+ years. Many walk-ins. Previous successful DDS @ this location bought a bldg. **[NEW]**

WEST HILLS - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Projected Gross Collect \$360K+ on a part time schedule. Digital x-rays & Dentrux s/w. Newer leaseholds. Seller retiring but will transition. **[NEW]**

VALLEY VILLAGE (SHERMAN OAKS) - (4) op computerized G.P. located in a free standing bldg. on a major boulevard. Cash/Ins/PPO patient base. Annual gross collections \$475K+ on a 3 1/2 day/week. Seller is a 1-800 DENTIST Provider. Seller retiring but will assist in transition. **[PENDING]**

RIVERSIDE COUNTY

LAKE ELSINORE - pride of ownership, state of the art (4) op comput. G.P. located in a shop. ctr w exposure, visibility & signage. (3) ops eqt'd w nearly new Belmont eqt, 4th op is plumbed. Networked ops, digital x-rays & a Quick Vision Imaging System. Cash/Ins/PPO & HMO pt. w mos. CAP of \$1.2K. Approx (20) new pts/mos. 2010 Projected Gross Collect of \$300K p.t.

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. **[SOLD]**

ORANGE COUNTY

ANAHEIM #1 - (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. **REDUCED.**

ANAHEIM #2 - (4) op computerized G.P. and free standing building. Located on a major blvd. with heavy traffic. Excellent exposure/visibility/parking. Cash/Ins/PPO/Kids Denti-Cal patient base. New equipment. Dentrux s/w & intra oral camera. Digital ready. 2010 Projected Gross Collections \$240K+ on a 3.5 day week.

SAN BERNARDINO COUNTY

HIGHLAND #1 - (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]**

SAN DIEGO COUNTY

NORTH COUNTY - (4) op computerized G.P. located in a shop ctr with excellent exposure/visibility and signage. Annual Gross Collections of \$900K+. Dentrux s/w. Digital x-rays, and paperless office. Cash/Ins/PPO/HMO patient base. Cap Cks of \$3-4K/mos. **[NEW]**

VENTURA COUNTY

WESTLAKE VILLAGE #2 - (4) op computerized G.P. in a very desirable upscale area. (3) ops of newer eqt/4th op plumbed. Very upscale office with vaulted ceilings, marble floors and counters, pastel colors etc. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. 2009 Gross Collections \$600K+. **[SOLD]**

WESTLAKE VILLAGE #3 - Well maintained (4) op comput. G.P. located in a smaller prof. bldg. w ample free parking. (3) ops eqt'd/4th plumbed. Newer eqt. digital x-ray, eye illumination system & central nitrous. (47) yrs of Goodwill. Cash/Ins/PPO & Smile Saver pt. base. 2009 Gross Collect \$200K+ p.t. Seller retiring but will assist w transition. **[SOLD]**

UPCOMING PRACTICES FOR SALE

Camarillo, Canoga Park, Central Coast, Corona, Covina, El Monte, Fontana, Lake Forest, Los Angeles, Montebello, Newport Beach, No. Hollywood, Oxnard, Panorama City, Poway, Reseda, Riverside, San Bernardino, San Fernando Valley, San Gabriel, Santa Ana, Simi Valley, Thousand Oaks, Torrance, Ventura Cty., West Covina & West L.A.

D&M SERVICES:

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



"The Personalized Service Dental Broker®"

P.O. Box #6681, WOODLAND HILLS, CA. 91365
(866) 425-1877 Outside So. CA or (818) 591-1401 • www.dmppractice.com

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

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 25 Year Financing

For Fast & Friendly Service Call

800-550-9228

LCF Financial Services

www.lcffin.com

A Division of LCF Financial Inc.

OAC

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.

DRE Lic. #01875780

experienced g.p looking for p/t position in LA/ IE areas available by the end of Jan 2011 6266412862.

Private office in Oceanside looking for an Orthodontist and an Endodontist to join our team. Please send resume to ncdental@yahoo.com.

i need to relocate a complete dental office i am looking for a moving company. please call 9494668228.

ZOOM Bleaching Light for sale Used 2 times, Excellent condition \$795 Call (619)698-9502.

Sybon-Endo Elements Endodontic Obturation Unit. Great Condition. Paid \$2000. Sell \$1500 OBO. (858)876-8743. referDDS@gmail.com.

Brand new Marus dental chair in Irvine for sale. Please submit all offers to uimo@hotmail.com.

Oral Surgeon wanted for Lawndale 1-2x/month. IV sedation required. Can bring or will provide. dskangdds@gmail.com.

PRACTICE FOR SALE - #3227 Orange County – GP – HMO – Gross \$1.15 million. Modern multi Op office. Good lease. Seller will stay 3+ yrs. Seller referred out \$250k in Endo, \$100k in O.S., \$300k in Ortho. Buyer to manage/with specialists should Gross \$2 mil. F.P. \$1,150,000. A Fantastic bargain. Call PPS (714) 832-0230.

Sublease in Irvine nice office with view, close to major shopping mall. affordable rate, 1-2 days/wk. contact Martha, 951-796-8199.

Dentist Managing Part time. Glendale area. PH 323-663-2050 Fax resumes 323-663-1010.

GENERAL DENTIST IS AVAILABLE FT/PT WITH THREE YEARS EXPERIENCE IN ALL ASPECTS OF GENERAL Dentistry. Please Call 818-744-3799.

Dental Office for rent Glendale area. Rent by the day, week, bring in your own patients/family. 323-663-2050.

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

Front/Tx Coordi. Ortho Office Dental expr. and Spanish plus. Friendly and high quality office in O.C. jushong@yahoo.com.

NORTH CTY. S.D. (4) op comput. G.P. for sale. In a shop ctr. Gross Collect \$900K+/yr. Digital & paperless. Cash/Ins/ PPO/HMO pts. Cap Cks \$3-4K/mos. D&M Practice Sales 818.591.1401.

RECEPTIONIST/BILLER/FT DENTI-CAL, PPO+ SPANISH BILINGUAL EL MONTE, CA START IN DECEMBER RESUME TO uniteddentaldmm@gmail.com FAX 626-442-6502 CALL: 626-442-6500.

Choosing an Attorney? Quality Matters.

*When you invest your life in your practice,
"good" just isn't good enough.*

Credentials:

Dartmouth College
USC Law School
US Tax Court
US Supreme Court

Experience:

26 year Corporate & Business Attorney
Practice Sales since 1992;
Corporations, Partnerships,
Business Sales and Leases since 1987

Ratings:

"Distinguished & Very Ethical"
from Martindale.com
"Superb" from Avvo.com

*Prompt and personalized
Service - Guaranteed!*

"Thank you for a fantastic job you did in helping me 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



Robert W. Olson, Jr., a Professional Corporation
Practice Sales - Corporations - Partnerships

www.transdental.com
Skype: RWOlsonJr

Phone Toll Free: 888.963.1120
rwo@transdental.com

10 YEAR WARRANTY on these Operatories



\$4795

Clinic Operator



\$4995

America Operator



\$5495

Universal Operator



\$5495

Independence Operator

Complete Delivery Systems Available at \$2095 with 10 Year Warranty

Complete Dental Office

Delivered & Installed

\$23363

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

Includes Office Design

**DHP Air Compressor
Oil Less w/ Drying System**

\$2995



Super Flow 10 Dry Vacuum

\$4695

Trade In \$1000

\$4195



Water District
Rebate \$500
Lower Price
to \$3695

Dansereau Dental

250 E. Harrison St., Corona CA 92879

(800) 423 - 5657

WWW.DHPDENTAL.COM

Looking for an Oral Surgeon for one day a month. Please e-mail your resume with availability and salary preference. welikala@aol.com.

PRACTICE FOR SALE/SAN DIEGO Carlsbad 6 Ops, \$590 collections. KEN RUBIN Practice Sales, Inc. 619-299-6161.

SELLING two dental chairs (one with light), stools, compressor (oil-less, two-head), office chairs. Low cost/OFFER santa barbara 805-901-4610.

PRACTICE FOR SALE - #3255 Partner Temecula. Grossing \$550k. Absentee. Seller wants working Partner. Outstanding shopping center. Hi identity location - with new partner should gross \$800k first year. Call PPS (714) 832-0230.

Southern California Dental Office Construction & Design \$50-\$80/ft. See our model luxury office in San Diego. Tom (619) 737-6453.

Paying too much for Rent time to Renew your lease, want Rental Reduction - Caudill & Associates has represented 100's of Dentist - www.caudillpracticesales.com Call (951) 314-5542.

Looking for a periodontist or orthodontist to space share at dental offices in MissionHills, Thousand Oaks and Simi Valley. Please contact drminhajhasan@yahoo.com.

Box of Moore Discs With Brass Center Different Sizes. Manufacturer no longer distributes. Please call 818-292-5024.

PRACTICE FOR SALE/CENTURY CITY 5 eq ops, located is historic bldg California Practice Sales, Inc. Phone: 714-639-2775.

experienced GP looking to buy a practice from retired or semi retired DDS in la or inland empire areas 6266412862.

Rent Dental Chair \$500 a day, additional chair \$250/chair - bring your own patients- All equipment provided - Call: Mike (562) 207-7888.

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.

Two ADEC-60" Operator Cabinet with Stainless Sinks. Granite Counters-Dark Wood. NEW-MINT. PAID \$10,000. SELL \$8000-OBO. (858)876-8743 or referDDS@gmail.com.

Older Adec model chair with light, proma operator unit, and asst. unit. \$700 or obo. call (805)495-7064.

Make Regulatory Waste & Compliance Management EASY - AFFORDABLE - CONVENIENT Visit: www.archtechnochem.com or E-mail us: sales@archtechnochem.com or Call: 858 348 3974.

General dentist looking for Orthodontics Please Contact Mandy Morales 661 513 0655 or email care@a-plus-dentistry.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*

PRACTICES FOR SALE – January 2011

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

SAN DIEGO – NORTH COUNTY – JUST LISTED!! **ENDODONTIC** Practice available. Established 25+ years. Very attractive Professional Bldg. with lots of windows. 2 equipped Ops and 1 plumbed. Includes microscope. This part-time practice is an excellent opportunity as a satellite office or "startup".

SAN DIEGO – LA MESA – NEW LISTING!! Established **GENERAL** Practice situated in attractive Professional Bldg. on busy thoroughfare. Combination of CAP, PPO, and Fee-for-Service. 4 Ops in 11 sq. ft. Operated 2 days per week. Absentee owner desires immediate sale!!

SAN DIEGO–CLAIREMONT Area – Situated in strip center in a heavily populated residential community. This **GENERAL** Practice has 3 equipped Ops, and Digital PA and Pan X-Rays. Owner desires quick sale and practice is priced accordingly!!

TEMECULA – TENANT IMPROVEMENTS & EQUIPMENT. 5 Ops total (4 with ADEC Cabinetry). 2 periapical X-rays. Situated on the first floor of two-story Professional Building. Owner anxious for immediate sale. ONLY 80k!!!

SANTEE – Doctor retiring from this **GENERAL** Practice established in 1971. Currently practicing approximately 20 hrs per week. PPO and Cash Patients. Situated in freestanding building along major artery in growth area. 6 Ops in 1900 sq. ft.

SOLANA BEACH – TENANT IMPROVEMENTS & EQUIPMENT. Approx 1000 sq.ft. office in single story Prof Bldg. near 5 freeway. 3 equipped Ops plus Panorex. Price **REDUCED** to only 35K!! **SOLD!!**

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 14 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

1.11

CREATE the office of your future within your time frame and your budget. All County Construction. 714-240-4123 Building the office of YOUR future.

So Cal GP Practice for sale 3 ops/ 1200 ft 2/high visibility/ newer equipment/FFS/PPO only Asking 120K Hkimjr@yahoo.com.

Gentle General Dentist looking for work in Calif. Willing to relocate. Proficient in all aspects of dentistry. Contact (310)403-7328.

Hiring Treatment Plan Coordinator in Reseda Fluent in Spanish and English. Dentrix knowledgable. (818) 345-9800.

Looking to sublease 4 operatory practice in Huntington Park, please email prodentista@gmail.com if interested.

PRACTICE FOR SALE - #3226 Corona – New Hi identity – new shopping center. Grossing \$400k. HMO \$3k - \$4K/ month and growing. 4 Ops room for more. Obviously this is a million dollar location. Question of time. Seller's health necessitates sale at a bargain price. Call PPS ASAP. (714) 832-0230.

Female GP seeks F/T or P/T position Experienced, Spanish speaking, flexible with pay/days. Call: (949)903-0672.

For moving to another state Dental office in Upland for sale good price. Call 909 949 4070.

Serving Southern & Northern California Since 1981

Practice Sales & Appraisals

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



PRACTICES FOR SALE

San Fernando Valley & Surrounding Areas

Canoga Park – Long-established private practice w/1st floor visibility, walk-in traffic & some HMO income. Starter opportunity with selling price below \$150,000.

Burbank – Rare Burbank opportunity. Long established private practice. 5 ops. Busy shopping center. Priced to sell immediately.

Encino – 2 equipped ops + 1 plumbed in prestigious medical bldg., some charts included. Great starter opportunity or bring your patients into a beautiful suite. Reasonable rent.

North Hollywood - Equipment & Leaseholds w/charts! Long-estab practice in busy shopping center. 3 ops + x-ray room. Visibility; walkins; pole sign. Priced under \$200k

North Hollywood - Strip center location on busy street. 5 ops plus x-ray room. Good visibility. Revenues of over \$40k/mo. Priced for immediate sale.

Northridge – Equipment and leasehold only. Fully designed dental office with 3 ops fully equipped. A very inexpensive way to establish your practice.

Reseda - Selected PPO's accepted in this 100% private practice with over 35 years of goodwill. 3 hygiene days/wk. Revenues between \$35-42/mo on part-time schedule.

Sunland - 1st floor private practice with over 25 yrs of goodwill. 4 ops. Busy office. Some ortho revenues. Income over \$40k/mo on part-time schedule. Clean.

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.

Ventura/Santa Barbara & San Luis Obispo Counties

Simi Valley - This one has it all! Location, sign, modern equipment, computerized, monthly revenues exceed \$40k/mo. Revenues ready to explode. Call now.

Oxnard (upcoming) - Call us now and get your name on the list before this one sells! 1st floor...5 ops...Revenues \$50k/mo...6 ops...busy. Ideal for absentee owner.

San Luis Obispo (upcoming) – Private only practice. 25+ yrs of goodwill. Active hygiene program. Revenues exceed \$35k/mo. Seller transition available.

San Bernardino, Riverside & Surrounding Areas

Fontana – This one has it all!!! Free standing building. Large sign. State-of-the-Art equipment w/digital x-rays. Multi-op facility. Revenues exceed \$60k/month. Call now!

Rialto – Free standing bldg. w/street visibility. Modern office design & equipment. Low fixed overhead. Over 12 years of goodwill. Seller works limited schedule w/no promotion.

Riverside - Neat office w/3 ops. Free standing building. Equipment & leaseholds only. Excellent for first time owner.

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

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



Practice Sales & Appraisals

Los Angeles & Surrounding Areas

Beverly Hills (upcoming) - Private only. Seller works p.t. sched. Revenues of \$40k. 3 op modern gem w/digital x-rays. Must see!

Hawthorne – Free standing building...Super large pole sign...Practice established over 25 years...One of THE busiest streets in LA County. 4ops + room for growth.

Huntington Park - High revenues! Large upside! Low overhead!! Near Florence & Pacific. With revenues of \$700k/yr on p.t. sched. Ready to be Crazy busy? Call now!

Inglewood – Private practice w/1st floor location. Ideal for absentee owner. Revenues of \$35k/mo on part-time schedule. Low cost....low overhead.

Los Angeles – 5-op practice in visible prof. bldg., collecting \$17K per month; great growth potential in an area with changing demographics; over 30 years of goodwill; bargain price!

Los Angeles – Near LAX. Visible 1st floor location. Growing practice with revenues of \$25k/mo on part-time sched. Priced for immediate sale.

Los Angeles (East) – 30+ years of goodwill. Seller retiring. Walk-ins. Hispanic Area. Large sign available. Seller owns bldg and willing to offer low cost rent.

Los Angeles (West) – Private practice of 30+ years. On major thoroughfare. 3 modern equipped ops; revenues of \$40k/mo part-time. Transition available.

West Covina - 1st floor location. Very neat office w/3 ops. Equipment & leaseholds for complete turnkey opportunity. Excellent for first time owner.

Orange County & Surrounding Areas

Brea - Leaseholds only. 3 ops plus room to expand. Nice design. Low cost long-term lease available. Priced for immediate sale.

Fullerton & Newport Beach - Bank Repos! This bad loan may be your good luck. Selling for cents on the dollar! Call if looking for a deal !! Equipment, leaseholds, patients records, established staff & more.

Mission Viejo (upcoming) - 35+ yrs of goodwill. Private only patients. 3 hygiene days/week. 4 equipped ops. Low rent rate. Seller retiring. Call now!

San Diego & Surrounding Areas

Carlsbad/ Escondido area (upcoming) - Call us now if ready to step up!

Temecula – Must see. Revenues exceed \$65k/month. 15+yrs of Goodwill. Thousands spent on Tenant Improvements; State-of-the-Art Office & Equipment. Shopping center.



Serving you:

Dr. Fred Sherman, Broker
License #01002789

Lou Bermudez, Broker
License #01102002

www.ddspracticesales.net

Want More Patients?

***Get Dozens of Additional New Patients
Every Month with Less Than 10 Minutes
Work Per Week***

100% Guaranteed!



Our fully automated Dental Practice Builder that gets you 20-35 new patients every month, gets you more visits per patient, keeps existing patients longer, dramatically lowers your overhead, gets you one referral after another and quickly makes you a Local Dental Superstar.

Do You Have It Yet?

Visit

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

MURRIETA, New Listing: Very Profitable Practice! Did about \$1.3 in 2010; 7 ops, fully computerized, Ceracs; Shopping Center. Beautiful! Asking \$750,000.

SANTA MONICA: Well established & Doctor Retiring! In a Professional building. Heart of L.A., Just 2 miles from the Beach! Asking \$260,000.

LONG BEACH: General or Perio. Long established, Doctor Retiring! Great Location, Across from CSULB. Low Lease Rate. Make an Offer! Asking \$90,000.

SAN BERNARDINO, New Listing: In a Nice Area of San Bernardino, Just off Hospitality Lane!! 4 Op General Practice. Asking \$195,000.

HACIENDA HEIGHTS, New Listing: Has PPO and HMO Patients! 2 Op General Practice. Located in a Professional Building. Asking \$169,000.

TUSTIN, New Listing: Lease Hold Sale. Off 55 & 5 Fwy! Asking \$65,000.

LAKE FOREST: Doctor Retiring! Established 1984! Asking \$298,000.

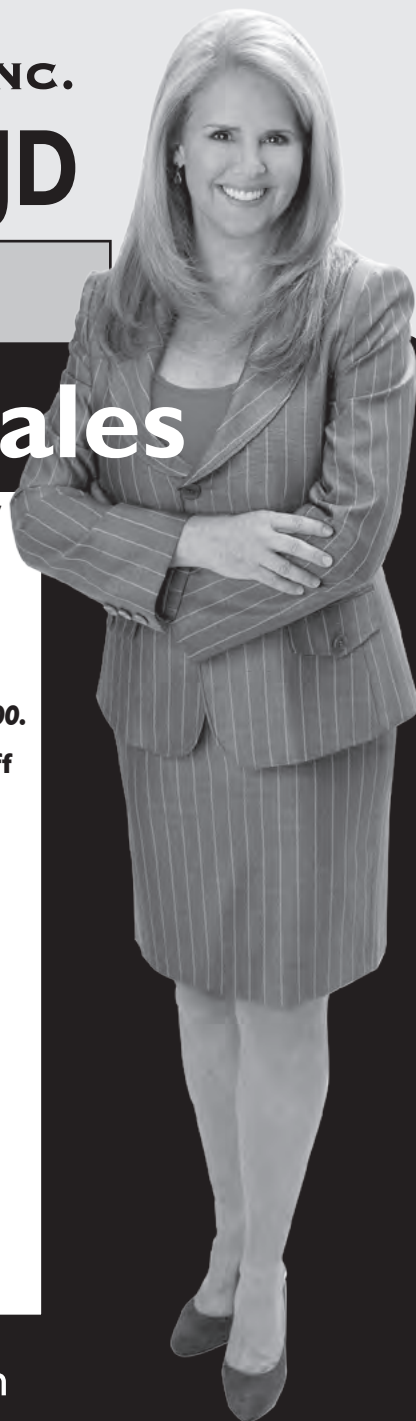
WEST COVINA: Great location, good visibility! Asking \$59,950.

ORAL SURGERY, HUNTINGTON BEACH: Great location! Professional building near two busy intersections. Seller relocating. Asking \$695,000.

IRVINE: Seller retiring after almost 30 years! Quality oriented, largely cosmetic practice. Grossed about \$1.3 million in 2009. Asking \$1,250,000.

FIND OUT FIRST!! For new practice listings, visit www.BetteRobin.com!

877.377.6246 • www.BetteRobin.com



Two ICW-T2 Monitor Mounts for the Dental Operator. New-Mint. Original Packaging. Paid \$1,000. Sell \$800-OBO. (858)876-8743 or referDDS@gmail.com.

SAN DIEGO County Practice FOR SALE Asking \$1,250,000 8 operatories, located in free standing building, 714-259-0501.

Lower your lab bills and get the highest quality and the best service with Kings Dental Lab. Want to know more? Please call us at 800-715-5464.

NEEDED - General Dentist PT Experienced in RCTS, XBs (wisom), etc. Offices in LA & IE areas. POSITION OPEN IMMEDIATELY. Call Wendy @ 310.637.2600.

PRACTICE FOR SALE San Diego (SANTEE) 6 Ops in 1900 sq.ft. General Practice estab 1971. Growth area. SDPS: 760-599-7828.

Looking to purchase a new Nobel Biocare drill unit and surgical kit. Please email Periodontalexpert@yahoo.com.

Fast growing 3-year, practice in Westminster, CA. Sale for \$350,000 OBO. 2010 gross income to date \$460,000. newsus90@yahoo.com.

"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.

Does Your New Year's Resolution include a Dramatic Face Lift for your Practice?



Winter is the perfect time to do Tenant Improvements! Use the rainy season to transform your practice into a work of functional art. We've designed some of the most beautiful dental offices in California.... often completing the work in under two weeks.



DESIGN/BUILD

T.I.'s - Remodels - Expansions
Free Standing Buildings
Turn-Key Packages
Consultation

Free Estimates

**ALL
COUNTY
CONSTRUCTION**
Bradley Jordan Construction Co., Inc. dba All County Construction

Lic. #669244

562-989-3350

E-mail: jcardio@aol.com

www.allcountyconstruction.com

1826 Moorpark Dr., Brea, Ca. 92821

Jim Jordan: 714-240-7179 Cell

Have you heard the Good News?

Our recent **SAN DIEGO** practice sale:

\$2,500,000 Sales Price

\$3,050,000 Collections

Listings Currently Available:

Listings Currently in Escrow:

N.County Coastal	7 Ops	\$2,000,000+ Collections
Escondido	5 Ops	\$758,000 Collections
Pacific Beach #1	5 Ops	\$461,000 Collections
Pacific Beach #2	3 Ops	\$483,000 Collections
Chula Vista	4 Ops	Location only (Eqpt & T.I.'s)

Vista	8 Ops	\$1,257,000 Collections
Carlsbad	6 Ops	\$590,000 Collections
Ocean Beach	4 Ops	\$420,000 Collections
Poway	4 Ops	\$849,000 Collections
La Mesa	6 Ops	\$1,015,000 Collections



Ken Rubin Dental Practice Sales

An affiliate of Ken Rubin & Company, Dental CPA's

www.KRPracticeSales.com

(619) 299-6161

4420 Hotel Circle Court, Suite 350
San Diego, CA 92108



Serving The SAN DIEGO Dental Community Since 1984

Treat used X-Ray Fixer On-Site No Contracts, No Pick-up, No Business Interruption. Visit : www.archtechnochem.com or E-mail us: sales@archtechnochem.com or Call: 858 348 3974.

RESEDA OFFICE FOR SALE BY OWNER \$105K. Owner moving, must sell ASAP. 2 OPS. Active Patients. Low Rent. (818)442-1715.

Dentist seeking employment in Orange County Experienced w/Digital radiography, dental management software, extractions, rotary endodontics. Call 949-709-8685 for CV.

Water Bill getting out of hand All local water districts are increasing water rates and Wet Vacuum Pumps are using over 300,000 Gallons of water annually impacting your overhead and the environment. Convert to a Dry Vacuum System for only \$4195 plus install. (800) 423 - 5657 for the details.

Gutta-Cutter Gutta Percha cutter for perfect Master Cones (\$35). No more scissors! Works on Resilon too. Call Endo Technic at 619-286-8899 for more information.

SybronEndo NOUVAG Electric MOTOR with Handpiece. New Condition. Paid \$1000. Sell \$750 OBO. (858)876-8743 referDDS@gmail.com.



Thomas & Fees

Practice Sales

"A better kind of practice sales company"

Practices for Sale

Rancho Santa Margarita

Orthodontic practice in shopping center – 4 operatories + 1 plumbed currently used as Dr private office – cash & insurance only - 20 years goodwill - \$4750 full child's case – net income in 2009 of approx.. \$210,000 on 3 easy days/week- great starter practice or place to relocate your practice - Dr. selling for personal reasons is your gain

Downtown Los Angeles

General practice - 8 operatories - insurance, PPO and approx. \$1,100/mo in Capitation checks - grosses over \$600,000/yr - almost completely absentee owner (owner works 1 day/week)- orthodontist and pedodontist each work 3 days /month.

**WE ARE SELLING PRACTICES SO FAST THAT WE ARE
ACTIVELY SEEKING NEW PRACTICES TO SELL AT A
SPECIAL LOW RATE FOR A LIMITED TIME ONLY**

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**

Don't waste money on a Pension Administrator with huge fees and sub-par service!

Call Thomas & Fees Pension Services, Inc.

You're just a phone call away from:

- Hundreds of dollars in savings...Nobody beats our prices. Call today and we'll prove it
- "Government Approved" Plan Designs that reduce taxes and maximize owner's contribution
- Timely reports ...no "last minutes hassles" and time wasting calls
- A Pension Administrator owned and operated by a C.P.A. firm with a stellar reputation and over 25 years experience
- And, the best customer support in the industry

"I can't believe the difference. My old administrator cost a fortune and never returned my calls. Deadlines were a disaster! My reports were last minute and I had to call 10 times to get what my tax man needed. I wish I had switched years ago."

Dr. J.T. - Los Angeles

Get a phone quote today (714) 544-4011

Thomas & Fees Pension Services, Inc.

Partners in your retirement planning

Fuji Dental Lab offers American made products with a 3 day turn around, quality and low pricing. Call Kip for special pre-paid pricing. 800-315-3251.

Office Wall ART Thomas Kinkade GRACELAND Studio Proof #1/10. Midsize. Sold Out. \$15,000. RARE PIECE. (858)876-8743 referDDS@gmail.com.

FOR SALE PeriPro2 XRay Developer \$300, Den-Mat Visar2 curing light \$200 for pic, info or best price: rushsupplies@gmail.com 714-458-2687.

PRACTICE FOR SALE - #3220 Group or for Entrepreneur DDS - Merger Candidate Temecula - Spacious office Grossing \$1,000,000 - \$6,000/month Cap checks. Great opportunity to develop contiguous separate Specialty center. Call PPS (714) 832-0230.

GP needed for multi specialty office Hesperia CA Monds, Wedys, Pls CV to f.dentistry@yahoo.com or fax 760 947 1331.

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?

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

Want to Retire? I will run your practice with buyout option. Preferably on Westside of CA. Californiapracticerearch@gmail.com or 3104037328.

PRACTICE FOR SALE/ENCINO 3 eq ops located in a 7 story bldg NET \$132K California Practice Sales, Inc. Phone: 714-639-2775.

SAN BERNARDINO Great location! Off Hospitality Lane!! Asking \$195,000. Select Practice Services, 714-421-4407.

PRACTICE FOR SALE Turn key office in Yorba Linda, 4 equipped operatories, 3 others plumbed. Asking \$230,000.00 forsaleddds@hotmail.com.

Dental Lab Technician Lab Space for Rent, Beverly Hills. Prosthodontist with large lab about to remodel for you. Call 310-273-4092.

GP with GPR Exp seeking PT position Pedro, endo, exts, C&B, Operative. So Cal and Central Cal. Thirddmolars1996@yahoo.com.

Need that New Hygiene Room \$4795. Manufactured in California, 10 Year Warranty and a 90 Day Deferred Payment Plan. Install Now No Payments for 3 Months. Call (800) 423 - 5657 for more details.

CamSight Dental Management Software + Intraoral Camera + 10 Computer license. Digital x-ray capture card included. \$4995 call Dr. Jason at (213)435-8866.

When OSHA Calls...

You'll Be Covered!

OCPI provides 100%
protection - 100% OSHA
Compliance. If you are
ever issued a fine -
we will pay it!

That's our guarantee.

Simplify your OSHA
Compliance & Waste
Management...see how
our all-in-one plan
eliminates all the risk
easily and affordably.



OSHA Compliance Partners, Inc.

888-55-WASTE

888-559-2783

oshacompliance.info





A REPUTATION OF TRUST, DENTAL EXPERTISE AND RELIABILITY



The Law Offices of 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

Comprehensive & Professional Legal Services Exclusively for Dentists

Three Itamar WatchPAT 200 Sleep Testing Units with 36 PAT Probes. NEW-MINT. Paid \$15,000-Sell \$12,000 (858)876-8743 referDDS@gmail.com.

PEDODONTIC OFFICE FOR LEASE 1000 sq. ft. office in a dental professional building. Prime location, Garden Grove, where the 405 and 22 fwys meet in a busy neighborhood near schools and hospitals. Street level with large parking lot. 1.60/sq. ft. % leasehold paid as bonus. Call Gary @ 714-893-0045.

Free Retirement Plan Exit Strategy Review with every practice sale. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

Currently looking for a Dental Treatment Coordinator in Sacramento with HMO Experience. Email: lucero@smileswest.com.

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

Certified Orthodontist needed in San Bernardino office Part-time. contact sbdentalgrp@verizon.net 909-888-6581.

PRACTICE FOR SALE - #3205 Downey - G.P. Grossing \$850k, \$80,000 last month. 4 Ops. Fantastic location. 1-800-Dentist emergency rights. F.P. \$650k. Call PPS (714) 832-0230.

Leasehold in Rancho Cucamonga for sale Situated in prime location with busy traffic. 4 ops, approx 1400 sq. ft. (909)910-1688.

SAN FERNANDO VALLEY Dental space WANTED to LEASE. May BUY TURN-KEY in RESEDA if 5 operatories (no patients needed)! 818-848-5619.

Executive Director needed for Association of Managed CareDentists. amcddirector@yahoo.com.

Earn your live dental CE units in your pajamas! Yes - you can now earn live dental credits online in an ACES online classroom course. "Terrific! What a great method to help us access CE without leaving our home or office!" Merlin B. RDH, North Carolina. Check it out at www.aces4ce.com.

Looking for an Endodontist for one day a month. Please e-mail your resume with availability and salary preference. welikala@aol.com.

\$375,000 - Fee for Service GD Practice, Irvine, with 6 Ops, 4 equipped, 2 plumbed. Modern office, Professional Building. MPG, (949) 675-5578.

NEW LISTINGS Los Angeles County, Monterey Park & Sonoma County. 100% Financing Available. Call ProMed 888-277-6633 or info@promed-financial.com for more information.

Hiring for new dental office in Reseda Front/Back. FT/PT. Must be fluent in Spanish and English. (818)345-9800.

When it Comes to the Sale

DENTAL PRACTICES FOR SALE

PRACTICES FOR SALE IN THE FOLLOWING AREAS: Canoga Park, Hesperia, Imperial Beach, Los Angeles, Moreno Valley, Monterey Park, San Clemente, San Diego, Santa Monica, Torrance, Valencia, Van Nuys and West Los Angeles. Call Lee Skarin and Associates at 805-777-7707, 818-991-6552 or 1-800-SKARIN #1.

MID SAN FERNANDO VALLEY GENERAL PRACTICE FOR SALE: Fifty plus years of goodwill. State of the art facility was completely remodeled two years ago. Ten equipped operatories of top quality equipment plus one additional operatory that is plumbed but not equipped for future growth. Fully computerized with dual monitors in every operatory and capable of being paperless. Digital x-rays, digital panoramic. Consistent collection history. Practice collected \$2,595,000 in 2009 and is on track to collect \$2,650,000 this year. \$17,000 per month in capitation. Seller works 3 1/2 days per week and nets over \$700,000 every year. Six days of associate coverage plus specialists. Asking \$1,850,000. – **PENDING AT FULL PRICE**

MORENO VALLEY PRACTICE FOR SALE: Located in a free standing retail building in a heavily populated residential community with little competition for miles, this practice collected over \$2.3 million in 2009 and \$2.1 million in 2008 on ten dentist days per week with eleven days of hygiene per week. The practice has eight equipped operatories in a state of the art facility. No Denti-Cal, no HMO, no evenings, no weekends, and minimal advertising. This is a great family community and an outstanding opportunity for a quality practitioner. Asking \$1,500,000 for the practice. Real estate is also available for purchase or lease.

SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE: Prime Wilshire Blvd. location with seven equipped operatories including Cerec unit, Global microscope, digital x-ray machines, and full computerization with Dentrax software. Collections in 2009 were \$1,311,677 and in 2008 were \$1,326,108 with a net income in excess of \$450,000 each year. No advertising, no plans. Nine and one-half days of hygiene per week. Most oral surgery and perio and half of the endo is referred to specialists. Asking \$1,025,000.

SAN DIEGO AREA PRACTICE AND REAL ESTATE FOR SALE: Over 35 years of goodwill with building is available for purchase. The practice collects over \$300,000 per year and is currently collecting over \$20,000/month on three days per week with three days of hygiene per week. No Denti-Cal, no HMO, no evenings or weekends. Good potential for growth with a more motivated owner willing to work more days. The free standing building is included with four equipped operatories. Great opportunity to have your own practice and be your own landlord. Asking \$450,000 for the package – **PENDING AT FULL PRICE**

TORRANCE GENERAL PRACTICE FOR SALE: This practice is located in a shopping center with excellent visibility and a high traffic count. Seller is retiring after 35 years of practice. Three equipped operatories. Practice collects \$180,000 per year with no Denti-Cal, no HMO, no advertising and no evenings. The practice cost more to build and equip than the asking price when it was moved to the current location in 1991. Motivated. Asking \$130,000.

WEST LOS ANGELES PRACTICE FOR SALE: Located in a professional building, this practice has four equipped operatories with additional operatories plumbed but not equipped for future growth. The practice collects \$15,000-20,000 per month on two days per week with approximately \$3,000/month in capitation. Excellent opportunity for a buyer that wants a low cost practice or has patients in the area to merge. Asking \$210,000.

MONTEREY PARK GENERAL PRACTICE FOR SALE: Established in 1977, this practice is a fee for service practice that consistently collects \$200,000 per year on three days per week. No Denti-Cal, no HMO, and no advertising. Three operatories of older equipment in a one-story professional building with very good visibility and signage. High net income percentage. Seller refers all endo, all perio surgery, most oral surgery, some pedo and all ortho. Good starter practice or satellite office. Retiring. Asking \$130,000.00 – **PENDING**

CANOGA PARK GENERAL PRACTICE FOR SALE: This is an excellent starter practice that is located in small, one-story professional building on a busy street with good signage and visibility. The practice has two equipped operatories with one additional operatory that is plumbed, but not equipped. Computer networked. Attractive office. Practice has \$4-5,000 per month in capitation and accepts all insurances. Owner works three days per week with no evenings or weekends. Seller refers all endo, all perio surgery, all third molars and all ortho. Good lease. Seller is motivated and must retire. **MAKE OFFER**

SAN DIEGO GENERAL PRACTICE FOR SALE: Prominently located in a prime location in a major shopping center, this practice averages 44 new patients per month with minimal advertising. The office has four fully equipped operatories with digital x-rays and full computerization. Collections are over \$725,000 per year with no capitation. The net income averages over \$300,000 per year. The office is open five days per week with four full days of hygiene per week. Asking \$625,000.

SAN CLEMENTE PRACTICE AND REAL ESTATE FOR SALE: Free standing dental building with rental apartment unit within walking distance to the beach. Three equipped operatories with newer equipment. Long established fee for service practice collects \$170,000 per year with no marketing, no capitation, no Denti-Cal, no evenings and no weekends. Seller works a short three days per week with a high net income due to building ownership. Practice with real estate is available for \$750,000.

HESPERIA MANAGED CARE PRACTICE FOR SALE: Absentee owner collects over \$400,000 per year on three days per week with \$10,000 per month in capitation. No Denti-Cal and no advertising. Four equipped operatories in a shopping center. Potential for substantial revenue growth with an owner operator. Asking \$375,000. – **PENDING AT FULL PRICE**

VALENCIA PRACTICE FOR SALE: Located in a retail center, this practice collects \$395,000 per year on three days per week with a net income of \$180,000 per year. Over \$5,000 in capitation income per month with 20 new patients per month. No advertising, no Denti-Cal, no evenings and no weekends. Most production is done by associates as the Seller works in this practice less than one day per week. Four equipped operatories. Asking \$265,000.



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.

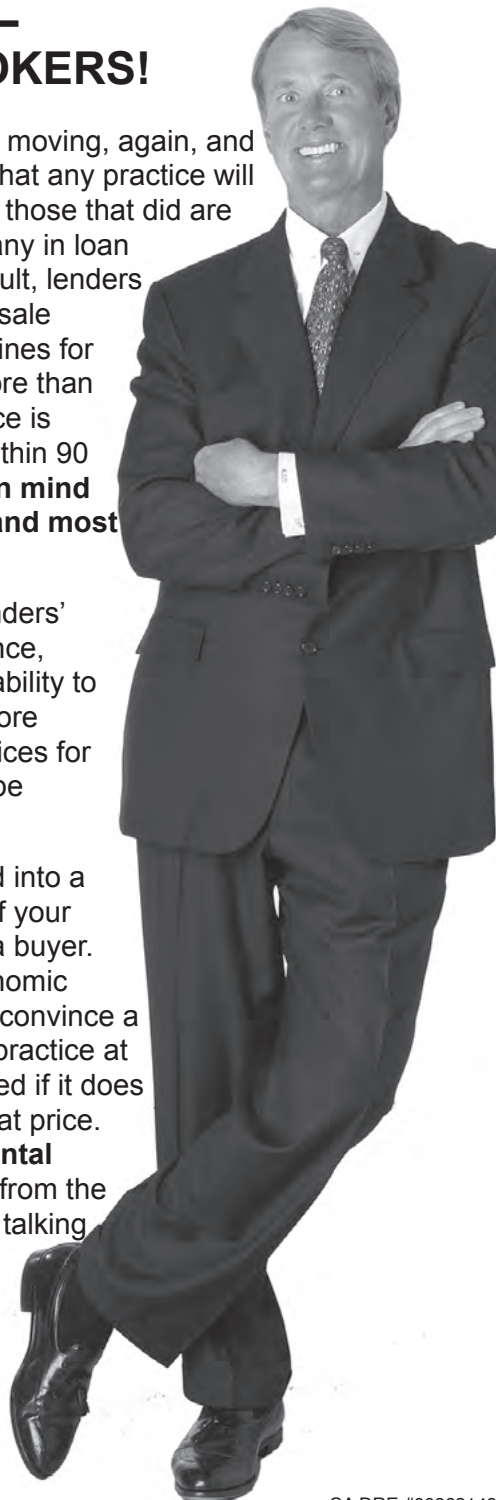
**PRACTICE SALES ARE UP –
AT LEAST WITH SOME BROKERS!**

After a long hiatus, it seems that practices are moving, again, and at respectable price points. This is not to say that any practice will sell at 100% of the gross collections, because those that did are now struggling to pay back their loans with many in loan modification or outright default. As a direct result, lenders are looking more closely at all dental practice sale transactions and they have established guidelines for their loans that reflect the economic reality more than the feeding frenzy of years past. If your practice is priced within those guidelines, it should sell within 90 days barring other detrimental factors. **Keep in mind that the first buyers are usually your best and most motivated buyers.**

If your practice is overpriced relative to the lenders' guidelines, it will not sell under any circumstance, because buyers just do not have the present ability to put down a significant cash down payment. More importantly, why should they? There are practices for sale that are realistically priced and priced to be profitable even after a loan payment.

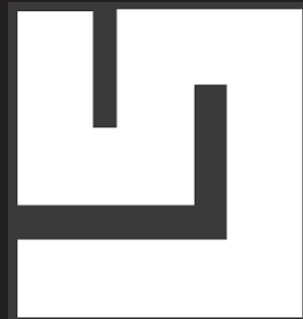
If you are considering selling, don't get sucked into a fantasy price. Consider the economic reality of your practice and what the debt service will be for a buyer. Many brokers are struggling in this tough economic market and continue to inflate listing prices to convince a seller to list with them. If you want to list your practice at an above market price, then do not be surprised if it does not sell quickly, if at all, and it will not sell at that price. **Lenders simply will not fund overpriced dental practice sales anymore...**they have learned from the past. If you want a realistic valuation, consider talking to more than one broker or even talking to a lender. You will be surprised by the range, but also have a better understanding of the basis for value.

For the answers to all of your practice sale questions, call Kurt Skarin at Lee Skarin and Associates, Inc.



CA DRE #00863149

**LEE SKARIN
& ASSOCIATES INC.**



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

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



Phil Potter, DDS, FAGD
Retired 2005
Broker Lic.# 017806564

YOUR BRIDGE TO A SUCCESSFUL TRANSITION

Contact us for a Complimentary Consultation

1415 Warner Ave., Suite D • Tustin, CA. 92780

714.295.0501/p • 714.259.0406/f • www.wppps.com • info@wppps.com

PREMIUM LISTINGS

Greater Palm Springs Area #1040— Gorgeous Restorative/ Implant/ esthetic practice, fee-for-service grossing \$1M + in 2010 Net profit projected at \$422,381. Great street visibility, all digital, extremely well trained team. DREAM PRACTICE! Asking \$750,000!

Central Orange County #1042— Orthodontic practice, beautiful state in highly desirable location, decades of goodwill. 2009 Gross \$370,000 Asking \$315,000!

San Diego #1036— This exquisite general practice is located in a free standing building, with great street signage and all digital. Eight (8) operatories, approx. 2,500 sq ft. Projected 2010 Gross \$1,680,837, true net profit \$704,610 Asking \$1,250,000!

Glendale #1037— Restorative/ Implant fee-for-service practice located in a elegant upscale area with decades of goodwill. approx. 1,100 sq ft., with 3 operatories, and 2 additional plumbed rooms, great access to major freeways, free private parking. 2009 Gross receipts \$488,853, Asking \$285,000!

Victorville #1001— Restorative/ Implant fee-for-service practice, approx. 1,500 sq ft. and dental building. 2009 Gross \$413,343, Asking \$225,000, option to purchase building for \$270,000!

Mission Viejo plumbed Dental office for Lease, approx. 1259 sq ft., if interested contact : trish@healthcarerealty.org



"I recently purchased my dream practice in San Clemente, CA. I completed my first week there and it exceeded my expectations... I know i am meant to be there." -Eric Johnson, DDS

For Golf Tournament photos and sponsor/ volunteer/ donation information log onto : www.wppps.com

PORTERVILLE Freestanding Building & Practice for sale. 2,700 sqft, 6 ops & 1 bedroom upstairs. Loc Pham, Broker 714-550-7494.

Experienced periodontist and implant surgeon with research background, newly moved to O.C. is available to see your patients in your office. Brings own instrument. 949- 916 1163.

Matsco is now Wells Fargo Practice Finance Let's talk about how we can support you. Call 1-888-937-2321 or visit wellsfargo.com/practicefinance.

2 Boxless Sensors for just \$11,999! The DentiMax boxless sensor package includes size 1 & 2 sensors with imaging software. Call (800) 704-8494.

LOOKING FOR DENTIST TO BECOME PARTNER in one of the leading Snoring & Sleep Apnea practices in the Country. Financial investment required. No Sleep Apnea experience necessary. Begin Part-time. Must have excellent communication skills, be a self-starter and extremely motivated. Significant financial potential. E-mail resume to jgreenburg@earthlink.net with paragraph why I should choose you over others.

The Dental Trader has added a special search engine to our Archives page at <http://thedentaltrader.com/archive.htm> so now you can search our entire website for anything you may need.

associate-no. hollywood Tuesdays. op & lite c&b. resume & salary expectation. P.O. Box 4041. Valley Village 91617.

PRACTICE FOR SALE - #3253 Porterville/Tulare – Gross One Million in state of art Building First year. 6 Ops, 2,700 sq.ft.. ADEC equipment. Digitized X-rays. Bargain price – Net \$500k first year. Seller referred out \$250k in Endo. Still produced near \$1 million. A fantastic area to raise a family. A \$250k home in Porterville would cost One million in Irvine. Call PPS (714) 832-0230.

Growing, busy dental practice in Upland, CA seeks endodontists, oral surgeons, periodontists and orthodontists. Please send resumes to placciddental@gmail.com.

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.

PC-1000 Panographic x-ray unit Sit-down type. Upgradable to digital. Good condition. \$2,500.00 714 271-2246.

Associate Wanted for private office in Upland. Min. 3 yrs exp req. Pls. call 949-939-9179.

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.

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



KINGS TWO DENTAL SUPPLY

Equipment Dental Supplies Handpiece Repair Service Department Dental Lab

Mirage



(Optional: cuspidor, monitor bracket & monitor)

\$5,295

As Low As \$115.00 Per Month

Finance is available through Providence Capital

Great
Value

Receive Two Items Free

- Fiber Optic System Installed
- Built-in Piezo Scaler W/3 Tips
- LED 60 Cordless Curing Light
- LED 55 Cordless Curing Light
- Dynamic P/B Handpiece
- \$200 Merchandise Credit

MIRAGE System

**Mirage Dental Chair
with Mirage Chair
Mounted Unit and
Light**

BEL20/MIRAGE

**X-Calibur Dental
Chair with Mirage
Chair Mounted Unit
and Light**

Belmont



(Optional: cuspidor, monitor bracket & monitor)

\$6,295

As Low As \$135.00 Per Month

Finance is available through Providence Capital

**Call us Today for
ScanX Special Offers**



ScanX
DUO



ScanX
I/O



ScanX
Classic

**AIR
TECHNIQUES**

ScanX
The most
versatile,
compelling digital
radiography
system in the
market

**AIR
TECHNIQUES**



Vac Star



Air Star Ultra

*Call us Today
For 1st Quarter Special*

Belmont



**Bel-Ray II
097 AC**



**PHOT-x II
DC**

*Call us Today
For 1st Quarter Special*

Convert your Film Base Pan/Ceph System to Digital

DENTX



Eva Sensor
Get a Size 1 or
Size 2 Sensor
With Docking
Station and a
Basic Software

~~\$5,695~~

\$5,195

SERVING OUR DENTISTS FOR OVER 20 YEARS



Get the Most
Reliable Manual
Autoclave in the
market today!
1730M
2340M
2540M

*Call us today
for 1st Quarter
Specials!!*

Tuttnauer



TEL: 800-715-5464



918 Canada Court
City of Industry, CA 91748

FAX: 626-581-8137



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



Attn Dentists! Please take a few moments to inform us how the economy is affecting you by visiting <http://thedentaltrader.com/survey>. It takes only one minute to complete the short anonymous questionnaire. Many thanks to those who provide input. Your assistance is invaluable.

PRACTICE FOR SALE/GARDEN GROVE Turn-key 3 eq ops, 10 yrs goodwill. California Practice Sales, Inc. Phone: 714-639-2775.

Experienced general dentist moving to San Diego. seeking associate position in San Diego area. Please contact me at 503-502-4849.

Dental office for sale in La Puente, Ca. 15,000 SQ. FT facility 4 ops. please call 626-968-3793.

Cyclorinse oral anesthetic rinse Go to www.cyclorinse.com for additional information and order form. Cyclorinse...the "needle-free" solution.

Associate to Potential Partnership position available Ontario, CA. Minimum 3 years experience needed. Fax Resume to 951-346-5570 or call 760-413-5163.

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

Dentist needed for DIRECT TO YOU MOBILE DENTISTRY treating Alzheimer, Dementia, and medically compromised patients Inland Empire. 951-461-9024, 951-461-9025 FAX.

PRACTICE FOR SALE San Diego (La Mesa) General Practice with CAP, PPO, and FFS. 4 Ops. Prof Bldg. Absentee Owner wants Offers. SDPS: 760-599-7828.

Executive Director needed for Association of Managed Care Dentists. Work as independent contractor. Set your own hours and schedule. Email resume to amcddirector@yahoo.com.

Assistant needed in Monrovia Bilingual. Friendly. Coachable. Good personality. Min. 2 yrs. Experience. Able to use computers. Email resume: okashani1@yahoo.com.

DOWNTOWN LOS ANGELES PRACTICE FOR SALE General practice with 8 operatories – grosses over \$600,000/year-approx. \$1100/mo in CAP checks – mostly absentee owner -Thomas & Fees Practice Sales (714) 544-4341.

West LA/Culver City Turnkey Opportunity Fully remodeled 3 Ops, private Dr office, Private Bath, free parking and street Signage on a major street. ready to move in, MUST SEE 310-773-6718.

NEVER BREAK A FILE AGAIN Endo Pulse handpiece uses Vertical Reciprocation and Irrigation. \$15 replacement files! Call Endo Technic at 619-286-8899 for more information.

MONTEREY PARK PRACTICE FOR SALE Three ops in a good location on Atlantic Blvd. with signage. Collects \$200,000+/year. Lots of referred work. Asking \$130,000. Call Kurt Skarin 805-777-7707.



**ON YOUR WAY TO THE TOP
MAKE SURE YOU HAVE THE RIGHT TEAM ON YOUR SIDE**

"If you want an attorney who will protect you and make sure the deal gets done, then Sherry Mostofi is the one for you."

A. Benson, D.D.S., Newport Coast, CA

"Having a competent and intelligent attorney, who takes the time to talk to her clients in the evenings and on weekends is what makes Mostofi Law Group #1."

M. Friedman, D.D.S., Los Angeles, CA

SHERRY MOSTOFI, ESQ.
GRADUATE OF YALE LAW SCHOOL

**CALL FOR A COMPLIMENTARY
CONSULTATION**

1-888-448-4288

www.MostofiLawGroup.com

LOS ANGELES

IRVINE

SAN DIEGO

Incorporation

Estate Planning

Lease and Subleases

Partnership Agreements

Employment Agreements

Purchase and Sales Agreements

Real Estate Purchase and Sales

Cephalometric Panoramic Digital X-ray Machine on sale for \$55,000 or lease to own @ \$1216 / mo. for 60 mos. With zero down, zero pymts for 90 days and one dollar buyout. Strato by Dent-X. Brand New from L.A. area Dealer. Free imaging software included. Retail: \$99,995. Call 800-273-5033.

ENDODONTIST Professional & Friendly. Available Part-Time, for your PPO/FFS office in OC/ West LA area to increase your production. Contact AxisEndodontics@gmail.com.

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

Executive Director needed Email resume to amcddirector@yahoo.com.

Dentist Needed Quality Busy Office in Sherman Oaks looking for an experienced general dentist who is willing to be trained for success. Please forward resumes to info@greendental.com.

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

Chinese speaking Dental Assistant office manager needed in beautiful San Diego salary negotiable: call 310)927 7947 or email nazarethman@hotmail.com.

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

ASSOCIATE DENTIST position available, Palmdale, CA. Minimum 2 yrs experience. Email Resume to avsundental@sbcglobal.net.

BUENA PARK, CA 3 ops, ~1,070 sq. ft. located on main street in plaza close by shopping center. EQ Excellent visibility & easy access to freeways. #112BP Loc Pham, Broker 714-550-7494.

Dental Panoramic Machine Orthopantomograph OP100, 1996, In a great shape. \$4900 Call: 415-994-1052.

BAKERSFIELD #24 Pride of ownership, (4) op comput. G.P. for sale. (2) ops eqt'd/ 2 add. plumbed. Retail location. Mixed pt. base. Gross Collect. approx \$200K/yr p.t. D&M Practice Sales 818.591.1401.

Miltex surgical blades 15C 100 pack, \$39. I have 8 boxes. Email to manadental@gmail.com.

Keep ortho patients in house I will provide all the supplies (+B.O. staff?). SFV to Long Beach bracesonthego@aol.com.

\$600,000 - Amalgam-free GD Practice Westwood, with 4 Ops, includes equipment, wet lab, consultation/seminar room, sterilization room. MPG, (949) 675-5578.

Need Outstanding associate Dentist? Enthusiastic, seasoned, compassionate teamplayer. Proficient: Dextrix, esthetics, comprehensive dentistry: LA area 240 463-6571 or mitoihizon@gmail.com.

Time to Sell? Get results and Save Caudill & Associates (951) 314-5542 – www.caudillpracticesales.com.

SCANX digital xray system complete with all original components, software, 54 plates, including pan and ceph \$6,990. 818 361 4084. rileydental@hotmail.com.

General dentist with vast experience in ortho over 15 years, bilingual. Available several days out of the month. (352)342-1819.

PRACTICE FOR SALE/GARDEN GROVE 2 practices 1 location; Bldg for Sale. California Practice Sales, Inc. Phone: 714-639-2775.

Manage Safely Bio-Hazard and Hazardous Waste in your Practice. California State approved Eco-friendly, Safer, Cleaner, Self-disposal and Recycling products. Visit: www.archtechnochem.com or E-mail us: sales@archtechnochem.com or Call: 858 348 3974.

Have a Periodontist travel to your office with the Peri-lase laser, the only effective alternative to traditional osseous surgery. Great case acceptance, awesome results! Also skilled in all aspects of traditional perio. call 949-338-7103.

Dental experienced Office Manager needed for private dental office in Montclair. Spanish bilingual required. Call (909)730-4564 / email at shinedentistry@verizon.net.

All County Construction Enhanced to fit your style, designed to fit your budget. Call us for a free estimate today 714-240-4123.

Part-time Dentist Needed Chinese speaking & female preferred. Salary negotiable. Fax resume to 818-991-6778.

Legal Tip: Sellers Does your non-competition agreement waive bond for injunctive relief? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

B.H. OFFICE SEEKING PEDIATRIC DENTIST FREE sublease in hi-tech office with beautiful view to build your practice. gobraces@aol.com.

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

PRACTICE SALE or OFFICE SHARE Huntington Park-Asking \$250K. Prime location of Hisp. community. 20 yrs active practice. 5 ops. Office share also available for specialist. Call Dr. Justin @ (213) 272-7989 or justinfamilydental@yahoo.com.

DOCS Sedation Equipment One year old and in new condition. Call (916) 776-1235 for a list of available equipment.

DENTAL PRACTICES FOR SALE

SAN JOSE - 15 Years Goodwill GP/Ortho practice in approx. 1,650 sq. ft., 4 ops, plumbed for 6 in busy retail center on major street. Room for expansion. Excellent street visibility. Open 4 days a week. Approx. 2 to 5 walk-ins per day. Mostly Hispanic patients. #1212SR

SAN JOSE - This gorgeous and modern GP/Ortho practice has 5 ops with room for expansion. Busy retail, major street, great street visibility. Cash/PPO patient base. #1210SBH

OFFICE BUILDING FOR SALE/RENT IN HAYWARD - 3 units in a 3,000 sq. ft. one-story building located on corner lot. Nearby 7-Eleven, gas station & school. Good foot traffic, ample parking & good security. Building is occupied by dental & medical tenants. One 933 sq. ft. unit 3 plumbed ops is available for rent. #111MH

MOUNTAIN VIEW – Busy 1,500 sq ft. gp located on major cross street along with major store anchor. Excellent visibility. 3 ops, plumbed for 5. Seller financing available. #919HMH

SAN BRUNO – Leasehold Improvements. 4 plumbed ops in 1,500 sq ft. freestanding building located on street corner. Excellent visibility and parking spaces. Building purchase optional. #920HSB

HAYWARD - 5 ops, 5 x-rays, 3 intraoral cameras in 2,712 sq.ft bldg. Approx. 80% PPO. First 6 months collection 2010 approx. \$315K. 2009 collection ~ \$570K, 2008 collection ~ \$515K. #611HH.

DINUBA - Well established gp 1,540 sqft, 4 ops. Gross \$465K in 2009, \$390K in 2008. Asking \$165K. #915RD

FRESNO - Great starter gp located in shopping plaza. 4 ops, 3 x-rays. 1350 sqft. Asking \$259K. #4201NF

PORTERVILLE – Dental Practice Oasis. Freestanding Building & Practice for sale. 2,700 sqft, 6 ops, 4 x-rays, 2 intraoral cameras & 1 bedroom upstairs, located on busy street. High visibility. Great opportunity. #914PV

TEMECULA - Projected annual production approx. \$276K. New Equipment in 1,200 sqft, 3 ops office located in shopping ctr with 2 major stores as anchors. Lots of foot traffic. Good street visibility. Asking \$165K. #527T

GLENDALE - This modern, well designed, efficient dental practice with 3 ops, approx. 1,200 sq. ft. located on main street in shopping center/strip mall with marquee sign. Excellent visibility and accessibility. #120NEG

LOS ANGELES - Starter gp w/ 3 ops, 3 x-rays in ~ 950 sqft. No HMO, no Medical. Asking \$154K. #825DLA

EAST LOS ANGELES - Freestanding Building with 5 ops, 3 x-rays. Asking \$525K. High foot traffic. #422LDB

RESEDA - Asking \$148K. Great Starter GP w/ 3 ops, 900 sqft. Busy intersection. Prime location. #3240RL

PASADENA - Asking \$350K. Modern office. New EQ & renovation. 4 ops, 1740 sqft. High visibility. #2110P

ARTESIA – 5 ops in approximately 1,200 sq. ft. located on main street in plaza close by shopping center, dinings, church and supermarkets. Good visibility. Asking \$125K. #1123AR

BUENA PARK – 3 ops in approx. 1,070 sq. ft. located on main street in plaza close by shopping center, dinings, entertainments & hotels. Equipment is approx. 3 yrs old. Excellent visibility & easy access to freeways. #112BP

LA HABRA – Shell practice - Asking \$55K. 2 ops plumbed for 4, in medical suite. #1210JLH

GARDEN GROVE - 2 eq. ops, plumbed for 4, located in shopping center on Brookhurst Street. Close by supermarkets and restaurants. Busy foot traffic. Good visibility. #1214PN

GARDEN GROVE - Asking \$250K. 2,600 sqft gp, 6 ops. w/ potential to expand to 8 ops. (all plumbed). #3410

BUY PRACTICE • SELL PRACTICE • FINANCE PRACTICE

Call Loc Pham, Broker (714) 550-7494 For More Information!

quickbiz4-e@yahoo.com | www.lcffin.com

LCF Financial, Inc. DRE #01875780

PRACTICE FOR SALE/SAN DIEGO Pacific Beach 5 Ops, \$461 collections. KEN RUBIN Practice Sales, Inc. 619-299-6161.

ASSOCIATE DENTIST seeking employment at a professional and respectable practice in Southern California. EXPERIENCED, ENERGETIC, and EFFICIENT. (310)980-5046.

NEED ORTHODONTIC SPECIALISTS FOR EXISTING PATIENTS? Board orthodontist 15+ years experience available 2 days/week. SFV to NewportBeach Email gobraces@aol.com.

VICTORVILLE FEE-FOR-SERVICE Practice & Building for Sale: GD needed, Asking \$275,000 for Practice and \$225,000 for Building, 714-259-0501.

ZOOM Bleaching Light & Stand 4 sale, Excellent Condition \$595, extra light & power cell \$295. Call (310-289-1661).

\$699 for more comfortable seating Fully Ergonomic Dentist and Assistant Seating in over 150 Colors, Including Ultra Leather Call (800) 423 - 5657 for a catalog and color samples.

Beverly Hills Ortho Office For Sublease Beautiful view, hi-end, hi-tech office available to rent space. gobraces@aol.com.

ORANGE COUNTY, CA Full service, high-tech, 4 op GP in great Orange County location. Spacious office in an easily accessible medical/professional building. Seller is retiring. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

MISSION VIEJO-SPACE TO SHARE 4 ops, freeway close. Nice modern office. Flexible schedule. Existing staff available. Specialists also. ddsshopper@cox.net.

PRACTICE FOR SALE - #3251 - Anaheim GP - Estb. 1,700 sq.ft., rent \$2,400. Martin Luther Campus. Estb 1967 Conservative Senior. Gross \$240k. Full Price \$150k. Call PPS (714) 832-0230.

FOR SALE Cranberry non-powder gloves size x-small \$4.00/box. No sales tax. Contact neimantran@yahoo.com.

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

DENTAL OFFICE FOR RENT IN TORRANCE, CA. 1000 SQ.FT.3 OPERATORY WEDNESDAY OR THURSDAY \$280.00 PER DAY W/DENTAL ASSISTANT CALL FRED-DIE 310-365-3583.

Fuji Dental Design Lab offers superior quality porcelain Veneers, made in the Usa by Japanese Master Ceramist and technicians. Affordable quality. Call Kip today! 800-315-3251.

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!

WASTING TIME ON SENSOR HOLDERS?

INTRODUCING THE WORLD'S ONLY ROTATABLE SENSOR

VISTEO
Rotatable Digital Sensor

owandy USA
DENTAL IMAGING SYSTEMS & SOFTWARE

5 REASONS FOR VISTEO

- REPLACEABLE CABLE
- INTEGRATED POSITIONING
- 360° ROTATION
- HIGH IMAGE QUALITY 25 lp/mm
- UNIVERSAL SOFTWARE INTEGRATION

See it in action at:
youtube.com/ashteldental

You Tube
Broadcast Yourself™

Request more information:
866-274-8351

www.ashteldental.com/visteo

ASHTEDENTAL

I am honored to write this testimonial for Medikbuild and Mr. Ken Levi. I admire his professionalism, integrity, passion, great listening ability and attention to detail. My office was completed on time with more than pleasing results. I highly recommend Medikbuild and Mr. Ken Levi to anyone who needs a great builder in the healthcare facility field. Dr Alijani 310 9689323.

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

Dentist w/7+ years experience looking to purchase dental practice in Southern California with gross 400k and up. Contact# 949-354-2188.

PRACTICE FOR SALE/MALIBU GP in a very desirable upscale area; 4 ops. California Practice Sales, Inc. Phone: 714-639-2775.

WTB - Diagnodent good condition. I Just bought practice, can't afford a new one. Email me raemund@gmail.com or call 4153353429.

Zoom Advanced Power lamb works great. \$450 Call 949-548-0966.

SONOMA CO Santa Rosa, Grosses \$475k, 3 Ops, Seller Retiring, 100% Financing Available. Great Opportunity. Call ProMed 888-277-6633 info@promed-financial.com.

DentiMax®
Better Technology, Better Price

30 Day
Money Back Guarantee
on all DentiMax Practice
Management and
Clinical Records Software

Amazingly Low Price

Practice Management

- ✓ Electronic Insurance Claims
- ✓ Patient Statements
- ✓ Patient Ledger w/ Payment Entry
- ✓ Appointment & Revenue Scheduling
- ✓ ASAP & Recall Appointment List
- ✓ Custom Report Writer
- ✓ Line, Bar and Pie Charting
- ✓ Treatment Planning

- NEW!** Improved Insurance Benefit Tracking
- NEW!** 2006 ADA and CMS 1500 On-screen Editor
- NEW!** Enhanced Statement Management

"I've been involved in the dental industry for over 27 years and can unequivocally say that DentiMax is an excellent tool for both new and existing dental practices."



Dr. Roger P. Levin
Chairman and CEO
Levin Group, Inc

All This For Just

\$499

For a Limited Time Only! Single User Version



For another **\$499**, add Clinical and other Advanced Features

Clinical Records and Advanced Features

- ✓ Clinical Charting
- ✓ Prescription Writing
- ✓ Perio Charting
- ✓ PSR Exams
- ✓ Visual Treatment Planning
- NEW!** Auto Clinical Notes
- NEW!** Insurance Estimate Override
- NEW!** Payment Plans
- NEW!** Late Charges

Complete Network
System
Only \$2499!

Now is the time to buy!
Call (800) 704-8494

www.dentimax.com

Works on Windows® 7! • We do data conversions • Go Digital! Ask about our digital sensors!

Windows® and Vista® are registered trademarks of Microsoft Corp.

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



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

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

SANTA CRUZ General DDS, Building Available, 30 Years Established, Grosses \$600k, Sees 275 Patients/Month. More Potential. 888-277-6633 info@promed-financial.com.

SAN DIEGO SHOPPING CENTER PRACTICE FOR SALE Collected \$725,000 with an average net income of \$300,000 with 4 days of hygiene/week. Asking \$625,000. Call Kurt Skarin 805-777-7707.

HACIENDA HEIGHTS HMO & PPO Patients! Asking \$169,000. Select Practice Services, 714-421-4407.

Digital X-ray Overhead Machine on sale for \$3,895 or lease to own @ \$105/mo. for 48 mos. With zero down, zero pymts for 90 days and one dollar buyout. Endos DC by Dent-X. Brand New from L.A. area Dealer. Free imaging software included. Retail: \$5,495.00. Call 800-273-5033.

"We use Cyclorinse on a daily basis for light ultrasonic cleanings. It's fast acting, short duration, and reliable." – Dr. James Wilson, DDS.

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.

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.

Want to retire? I will run your practice with buyout option. Preferably Orange County. Contact griad@msn.com.

Oral surgeon wanted 2 days/mo. Fast paced downtown Oakland general dentist office. 50% of production. 510-928-1177.

LA OFFICE SEEKING SPECIALISTS Oral Surgery, Pediatrics, Periodontics. Bring own equipment/contracted with most Ins. plans a plus. Email cpdc@sbcglobal.net.

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.

I need an apex locator and cavitron Call David 818-439-9954. Thank you.

STATE OF THE ART DENTAL OFFICE FULLY EQUIPPED TO SUBLEASE 2-3 DAYS A WEEK IN REDONDO BEACH LUZ@DENTALIMPLANTSCENTER.COM.

PRACTICE FOR SALE San Diego (Clairemont)–GP situated in strip center in residential area. 3 Ops, Digital PA & Pan X-rays. SDPS: 760-599-7828.

Education Entertainment Camaraderie

townie meeting

Vegas May 4-7 **2011**

Register online at towniemeeting.com or call 866.336.8696.



Dr. Tarun
AGARWAL



Dr. Bruce
BAIRD



Dr. Howard
FARRAN



Dr. Louis
MALCMACHER



Ms. Sandy
PARDUE



Dr. Sameer
PURI



Dr. Raymond
YUKNA

GREAT FOR THE ENTIRE OFFICE!

**PROGRAMS FOR EVERYONE AND
SPEAKERS LIKE NO OTHER!**

*Implant, Clinical, Team & Personal Development,
CEREC, Hygiene and Workshops*

*Get the latest Townie
Meeting updates on
Facebook & Twitter.*



SIX MONTH SMILES CERTIFICATION



MARKETING SUMMIT
by New Patients Inc.



NTI: NOT TOTALLY INDICATED
with Dr. Jim Boyd



ALL BETS ARE OFF
Townie Poker Tournament



BRING ALL YOU HAVE
at the Townie Golf Extravaganza

SAVE NOW!

	EARLY BIRD by 2/28/11	REGULAR RATE
Dentist	\$1,295	\$1,495
RDH	\$649	\$849
Staff/Spouse	\$549	\$649
Social	\$199	\$199
Student	\$499	\$499
Poker	\$250	\$250
Golf	\$200	\$200

OPTIONAL WORKSHOPS

Dental Marketing	FIRST ATTENDEE	\$695
	SECOND ATTENDEE	\$199
6-Month Smiles	DENTIST	\$1,095
	STAFF	\$300
NTI-TSS Course		\$595

Earn up to

24
CE Credits

For more event & speaker information, visit us online at **towniemeeting.com**

sirona
The Dental Company

CareCredit
Patient Payment Plans

New Patients, Inc.
The all agency exclusively for dentists
866-DENT-ADS
www.newpatientsinc.com

keller

1-800-DENTIST

dentaltown
The Dental Town Group

MILLENNIUM
Dental Technologies, Inc.

DENTAL OFFICE CONSTRUCTION WITH NEW EQUIPMENT & CABINETS UNDER 99K COMPLETE!

**DESIGN
REMODEL
RENOVATE
BUILD
EQUIP**

**SIMPLE
COST
EFFECTIVE
SOLUTIONS
TO YOUR
NEEDS**

URBAN RENEWAL CONSTRUCTION

(949)632-2648

3 GROVESIDE DRIVE ALISO VIEJO, CA 92656

LICENSE 501-106

DIGITAL X-RAY SENSOR for Sale Brand new EVA Size #2 Complete System with 3-year Warranty. \$3,900. 909-844-6866.

FOR SALE MM250 midmark ultrasonic cleaner, or trade w/ other dental materials. Brand new in box email me at areluciodds@sbcglobal.net.

Matsco is now Wells Fargo Practice Finance Let's talk about how we can support you. Call 1-888-937-2321 or visit wells Fargo.com/practicefinance.

VENTURA, CA*Dental Office Sale** By Owner Established 23yrs.***PP0 + Cash Only Office!*** No Brokers. Qualified Buyers Only.*** (805)626-0206.

\$700,000 - GD Practice San Dimas, 4 Ops, 13 computers, paperless office, state-of-the-art sterilization room, free-standing building. MPG, (949) 675-5578.

SAN BERNARDINO & RIVERSIDE Grosses \$540k, Established 15 Years, 4 Ops. Grosses \$300k, 1300 Patient Charts. 100% Financing. 888-277-6633 info@promed-financial.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.

Dentist needed in Huntington Beach office Part/time, base salary and bonus 8-5 pm email gary@harbourlandingdental.com.

Get a \$25 American Express Card with the purchase of an ICON Cube Kit (No Drill Technology) With Kings Two Dental. Want to know more? Please call us at 800-715-5464.

ORAL SURGERY IN YOUR OFFICE Oral Surgeon will bring assistant + all instruments/equipments. GA/IV Sedation. Flexible hours. Call 818-606-7598.

San Diego Seeking an Orthodontist to share office and start/bring his own patients to this established General practice. e-mail: eifle12@yahoo.com.

Do you hate taking a day off to get your live dental CE units? Now you can earn live CE units online. "I really enjoyed the ACES webcast seminar! So much better than taking up my work day or free time." Gary A. DDS, California. Over 20 live webcast dental CE courses offered every month at www.aces4ce.com.

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

WEST HILLS (CANOGA PARK) (3) op comput. G.P. for sale. In a prof. bldg. Digital x-rays & Dentrux s/w. Cash/Ins/PPO pts. 2010 Projected Gross Collect of \$360K p.t. Seller retiring. D&M Practice Sales 818.591.1401.

BUYER LOOKING TO BUY ORTHO PRACTICE IN LA Prefer 10-mile radius of Down Town. Avoid 10% Commission Call (310) 617-8525.

Introducing the Belmont Equipment and Tuttnauer Esterilizers!

**Take advantage of our new year sales!
Belmont Equipment has something for Everyone!!**

Quolis 5000 Delivery System

X-Calibur Delivery System

Bel-Cypher Digital Pan

**Belmax Cm Digital
Panoramic/Cephalometric**

**PHOT-X-II DC
Intra-oral X-ray**

Bel-Ray II AC X-ray

Bel Sensor-Intra-oral sensor



Other Services:

- Upholstery Replacement
- Dental Unit Painting
- Complete Unit Refurbishing
- Mechanical Chair Repairs
- Stool Re-Upholstery
- Compressor Repairs

Refurbished Equipment Available:

- Complete Refurbished Package
- New Compressor
- New Vacuum Pumps
- New Ultra Sonic Cleaners
- New and Used Sterilizers

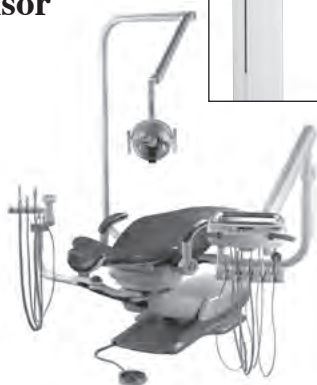
For more information call
**Diversified
Dental & Upholstery**

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

714-827-8515

800-707-3449

diversifieddental.org



Orascope Flip-up, 2.5x magnification. It is in good condition. Comes with a black wooden case. \$500 obo. perioimplantdoc@gmail.com.

PRACTICE FOR SALE/MORENO VALLEY Turn Key office; Bldg available. California Practice Sales, Inc. Phone: 714-639-2775.

UOP graduate GP seeking P/T dentist position in S calif. possible buy out preferred. (805)405-1213
achoroomi@yahoo.com.

SAN BRUNO Leasehold Improvements. 1,500 sq ft. free-standing building. Building purchase optional. Loc Pham, Broker 714-550-7494.

ORAL SURGEON AVAILABLE AVAILABLE TO DO ALL ASPECTS OF ORAL SURGERY WITH VERY STRONG BACKGROUND IN IMPLANTS AND DENTO-ALVEOLAR SURGERY. 818-388-2737.

Legal Tip: Buyers Have you conducted a UCC search on the Seller? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

For Sale Cerec 3 CAD/CAM system and Cerec MC XL milling machine with Biogeneric software incl. Only 2 years old. Call (805)797-7221.

MURRIETA SALE 6 ops, full digital, 4 yrs new SCRATCH, exquisite design. Lots of FFS patients. No HMO/DENTAL, Average last two year COLLECTIONS: \$428K on 2 1/2 days. PRICE: \$250K-300K Email: gowgates2006@yahoo.com.

sublease, ocean vu santa monica gorgeous, state of the art equip, great for new DDS, free parking 310 779 7219 Lisa.

LOS ANGELES COASTAL COMMUNITY, CA Price Reduction! Profitable, 6 op GP with over 28 years of goodwill located in a highly desirable Los Angeles coastal community. Collections in 2009 exceeded \$650,000. The seller is retiring. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

Dental office with 3 operatories available for lease on Mondays or Wednesdays. LOW RATE (Endodontist only) Please contact fshadrok@gmail.com.

PRACTICE FOR SALE #3250 – ANAHEIM Part time 2 days. Gross \$360k. 5 Ops low rent. Full Price \$285k. Call PPS (714) 832-0230.

DENTIST LOOKING TO PURCHASE PRACTICE immediately in SF bay area, 3+ ops, no hmo. please contact 650-396-8167, or email irajkumar@gmail.com.

Dental Delivery System and Dental Light need upgrading? \$2895 for both a New Chair Mounted Delivery System and Dental Light. Manufactured and Serviced by a California Company with 40 years experience. Call (800) 423 – 5657.

ORANGE COUNTY Grosses \$530k, Established 25 Years, 1250 SF, 4 Ops, 3500 Patient Charts, 100% Financing. 888-277-6633 info@promed-financial.com.

Bilingual Dental Assistant with good communication skills. Private office in South Gate. 562-862-1345.

Experienced male GP available for Sat and Sun. Please call 323 825 3490.

Associate Dentist Min. 5 years experience. Anaheim. Molar endo, pedo, 3rd molars a plus. Fax CV to: 714-687-0880.

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.

STOP REFERRING OUT!!!! CHIEF ORAL SURGERY RESIDENT WILL DO ALL YOUR SURGICAL PROCEDURES IN YOUR OFFICE. ALL INSURANCES. IV SEDATIONS. CALL (818)253-5223.

Dentists Why refer out your patients for 3rd molar Extractions, Endos & Implants? Keep the \$\$\$ in your practice. Call (310)869-5754.

A/T 2000 FILM DEVELOPER FOR SALE BRAND NEW IN BOX WITH WARRANTY, EMAIL YOUR BEST OFFER FASTFOOD86M@YAHOO.COM.

Orthodontist wanted one day a month prefer Wednesday in Culver City, Please call (310) 904-9925 or e-mail to Martinez_Kgaby@yahoo.com.

Greater PALM SPRINGS AREA Fee-for-Service Practice for Sale, upscale neighborhood, gorgeous office, Call 714.259.0501 Asking \$750,000.

UOP graduate GP seeking P/T dentist position in S calif. Bilingual english, persian. (805)405-1213.
achoroomi@yahoo.com.

ModuPro Endo Kit removable sextants, auto-mixing Fixing Gel and Apex Putty with case. New is \$172, Selling for \$100. perioimplantdoc@gmail.com.

Caudill & Associates (New Listing) Palm Desert 5 Ops (All Adec), a picture perfect Office, over \$400,000 in Interior improvements. Collections of \$1,300,000 in 2009, p/t Assoc. Call (951) 314-5542. www.caudillpracticesales.com.

For Sale CEREC 3D and Compact Milling Unit. Perfect Condition. Latest Software. Blocks and Oven Included. \$29,000. Contact MSalamy@aol.com.

SAN CLEMENTE PRACTICE AND REAL ESTATE Dental building with 3 ops plus one apartment rental unit. Practice collects \$170,000/year. Building plus practice for \$750,000. Kurt Skarin 805-777-7707.

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

SAN DIEGO AREA, CA Multi practice opportunity. Contact Practice Transition Partners for more details: (888) 789-1085, www.practicetransitions.com.



CALIFORNIA PRACTICE SALES, INC.

Specializing in the Selling and Appraising of Dental Practices



John W. Knipf
President

Robert A. Palumbo
Partner
Executive Vice President

GREATER LOS ANGELES COUNTY

BEVERLY HILLS - BEVERLY HILLS - Leasehold Improvements & Equipment Only! Located in multi story historical medical professional building with parking options. Practice consist of 3 fully eq. ops., in 993 sq. ft suite. The building management is offering up to 6 months rent at half price and approximately \$15,000 in tenant improvements. A must see to appreciate. Property ID #3601.

CENTURY CITY (GP) - Well established practice located in a multi story medical professional building. Computerized office with Dentrix software, intra-oral camera and digital x-ray. Office consist of 5 fully eq. ops. Equipment is approximately 5-8 years old. 100% patient referral. Two (2) days/wk practice with 2 days of hygiene and sees approximately 6-8 new patients/day. Projecting approx. \$496K in 2010. Buyer's net of \$143K. Property ID #3581.

DIAMOND BAR - Great opportunity for a GP or Specialty office. Leasehold Improvements & Equipment Only! Located in a 2 story building. Practice consist of 12 spacious eq. ops., 3 plumbed not eq., 6,400 sq. ft. office. A must see. Property ID #3721.

ENCINO (GP) - Price Reduced!!! 3 fully eq. ops., 1,200 sq. ft. suite, 7 story professional building. Seller works 2 1/2 day/wk. 15-25 new patients/mo. 100% Patient Referral. Income stream: insurance/cash 30%, special needs/ cash 60% & Medi-cal 10%. Computerized practice with Intra Oral Camera & Digital X-Ray. Denti-soft software package. 2 1/2 year old equipment. Low rent for the area. Collected approx. \$514,348 for 2009. BUYER'S NET OF \$132K. Property ID # 2631.

HOLLYWOOD GP - Leasehold Improvements, Equipment and Some Charts!! Located in a free standing building. Practice consist of 5 fully eq. ops., computerized office with Alta Point software. Great street visibility and heavy traffic flow. Property ID #3761.

LOS ANGELES - Price Reduced!!! 1,300 sq. ft. GP practice in strip shopping center with 5 fully eq. ops. Sellers work 3 days/wk. Computerized office with intra oral camera and Dentrix software. Income source: 50% insurance, 29% cash, 20% medi-cal & 1% capitation. Approx. 15 patients/day are seeing with approx. 10 new patients/mo. 17 year of Goodwill. Heavy traffic flow with great street visibility. Collected approx. \$360,151 for 2009. **BUYER'S NET OF \$73,550.** Property ID #2771.

4 CE Credits!


PLANNING & PREPARING FOR PRACTICE OWNERSHIP

Limited Seats Available!

You Are Invited to Join Us

Friday, January 21, 2011 • 8am - 12:30pm

Old Ranch Country Club

3901 Lampson Ave, Seal Beach, CA 90740

Here is what you will learn from Gary at this informative seminar:

- Why owning your own practice is your key to financial success and professional fulfillment
- Seven specific criteria to use when evaluating potential practices to purchase
- The most common practice transition pitfalls and how to avoid them
- Specific steps to take to prepare for practice ownership
- OK....Now I own a practice; now what?..... How to develop your ideal practice!



Practice Finance

To be sponsored by California Practice Sales, register before January 14th, 2011
Course Registration Fee: \$295 - Contact Mari at (888) 376-6434 to register today!

Featured Guest Speaker



Gary Takacs *Practice Advisor*

Gary is a nationally recognized expert on the business of dentistry. For the past 25+ years, his passion has been helping dentists develop their ideal practice. As one of the most requested speakers on the national (and international) lecture circuit, Gary has educated and entertained audiences throughout the world with his unique combination of wisdom, humor and practical, 'use-it-now' advice. Attendees report that his courses are the most informative and entertaining courses they have ever attended and they can't wait to get back to their office to apply their newfound information. Gary also owns a dental practice that serves as his 'test kitchen' to develop and refine the information he teaches ensuring that his concepts are tested and proven in the real world!



Takacs Learning Center is an ADA CERP Recognized Provider.

Course may be cancelled at any time. Full tuition will be refunded with a 24 hour notice.



Alice C. King, V.P.



CALIFORNIA

Specializing in the Selling



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@aol.com

LOS ANGELES GP – Well established practice with 32 years of goodwill. Located in a single standing building. Building for sale with large parking, gated and fenced. Excellent signage. Absentee owner for 20 years. Four day/wk practice. Practice consist of 4 fully computerized ops., with Easy Dental software and intra oral camera. 100% Patient referral. Associates see approximately 20 new patients/mo. Income source: 25% insurance / 20% cash / 55% Denti-Cal. Great staff. Property ID # 3771.

MALIBU - General practice located in a very desirable upscale area with excellent exposure, visibility and signage. Four day/wk practice with two days/wk of hygiene. Fee for service practice. 100% patient referral. Practice consist of 4 fully eq. ops., plumbed for N2O2, computerized with Easy Dental software, intra oral camera and digital x-ray. Practice is low volume, high fee & high quality dental care. Office has new floor, paint and air conditioner system. Seller will be concentration on primary offices. Property ID #3651.

MONTEBELLO GP - Price Reduced!!! Long Established Practice - Leasehold Improvement, Equipment & Charts Only! 2 fully eq. ops., 1 plumbed not eq., 900 sq. ft. practice, located in single story busy shopping center. Computerized office with digital x-ray and 3 Star software package. Equipment 5 years old. Good street visibility. Easy access to freeway. Seller has another practice in Orange County. Property ID # 2701.

SAN GABRIEL GP – 4 fully eq. op., computerized with Soft Dent software, intra oral camera and digital x-ray located single free standing building. Seller owns building. Excellent exposure, visibility and signage. Office is open 6 days/wk with approx. 25-30 new patients/mo. Fee for service practice. Twenty two years of goodwill. Projecting approx. \$735K for 2010. **BUYER'S NET OF \$178K.** Property #3701.

SHERMAN OAKS GP – Turn-Key practice located in busy shopping center. Office consist of 3 fully eq. ops. 840 sq. ft suite, computerized with Easy Dental software and intra-oral camera. Seller work 2 days/wk. Sees approx. 6-8 patients/day. Income source: 70% insurance & 30% cash. Great street visibility with heavy traffic flow. A must see to appreciate. Property ID # 3461.

VALENCIA GP – State-of-the-Art office with Condo suite available for purchase. Established in 2003 located in 2 story building. Practice consist of 6 fully computerized eq. ops., Soft Dent software, intra oral camera and digital x-ray. Three year old equipment. Four days/wk office with one day/mo of Ortho. Sees approximately 30 new patients/mo. Fee for service practice. Advertises in a well known magazine. Projecting approximately \$707K for 2010. Call Now!! Property ID #3741.

PRACTICE SALES, INC.

and Appraising of Dental Practices



Maria Silva, V.P.

ORANGE COUNTY

ALISO VIEJO – Great opportunity for GP or Specialist. Leasehold improvement & Equipment only! Located in a Medical Professional Plaza with 4 fully spacious eq. ops, 1 plumbed not eq. op. Absentee owner has an Orthodontist who rents from Seller for \$4,000 a month and wants to continue the arrangement. Call CPS for more details. Property ID #3751.

FULLERTON (GP) – Long established practice with excellent street visibility & large parking lot. Located in a single story shopping center. Has the exclusive for the only Dentist. Computerized office with digital x-ray and intra oral camera. Practice consist of 4 eq. ops., in a 1,000 sq. ft. office. Projecting approx. \$245K for 2010. **BUYER'S NET OF \$87K.** Absentee owner. Property ID #3611.

GARDEN GROVE (GP) Turn Key – Ten (10) years of goodwill. Consist of 3 fully eq. ops., located in a 2 story professional retail building. Good exposure and visibility. Seller only works 1.5 days/wk. Income source: 20% insurance& 80% cash. 100% Patient referral. Computerized office with Dentrix software. Grossed \$129,355 for 2009. Property ID #3561.

GARDEN GROVE (GP) GROUP SOLO PRACTICES – 2 OFFICES UNDER ONE LOCATION~ BOTH LISTINGS ARE TO BE SOLD TOGETHER: Retiring Sellers / Great Location / Great Staff! / Great Potential / Office Condo for sale, price for building is to be agreed upon appraisal.

- **36 YEARS OF GOODWILL** / 3 eq. ops / Seller works 4 days per week and sees approx. 10-12 patients per day / Seller has 2 Hygienists working 2-4 days each / Office Income is 70% Insurance & 30% Cash / 100% Patient Referral / THIS GROUP SOLO IS NOT COMPUTERIZED / Projecting approx. \$696,093 for 2009 Corporate Year. Property ID #3591-A.

- **36 YEARS OF GOODWILL** / 2 eq. ops, & 1 plumbed not eq. / 1,000 sq. ft. / Seller works 4 days per week and sees approx. 12-13 patients per day / Newer Equipment / Computerized Office / Software used is Easy Dental / 100% Patient Referral / Projecting approx. \$342,890 for 2010. Property ID #3591-B.

IRVINE - Price Reduced!! Great opportunity for GP or Specialist!! Leasehold Improvements & Equipment Only - 5 fully eq. ops., 1,450 sq. ft. suite located in a busy large shopping center. Approx. 1/2 mile away from 405 freeway. Near Valley College. Seller is relocating practice to a new office. Property ID #3401.

IRVINE - GP practice located in a busy shopping center next to a Medical Building. Easy freeway access. 4 fully eq. ops., 1,200 sq. ft. suite. 3 days/wk practice with approx. 45 new patients/mo. Income source: 60% insurance, 15% cash and 5% Medi-Cal & 20% capitation. 100% patient referral. Computerized office with intra oral camera and digital x-ray. Seller moving out of area. Property ID#3471.

LAGUNA HILLS - Great opportunity for a GP or Specialist. Leasehold Improvement, Equipment & Charts. Located in a shopping center with low rent. 2 fully eq. ops., 1 plumbed not eq. op., 800 sq. ft. suite. Brand new office with great potential. Motivated seller moving out of area. Property ID #3481.

LAKE FOREST (GP) Turn-Key - Well design modern office with great growth potential. 3 fully eq. ops., 2 plumbed not eq., 1,618 sq. ft. suite located in a 2 story building in busy shopping center. 4 days/wk office. Approx. 15-25 new patients/mo with approx. 10-15 patients/day. Income source: 50% insurance; 25% cash, 5% medi-cal & 20% capitation. Computerized office with Eagle software, intra oral camera and digital x-ray. Practice wired for two swing thru x-rays. Good street visibility with excellent signage. Property ID #3351.

Web site: www.calpracticesales.com

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



Tina Ochoa, V.P.



CALIFORNIA

Specializing in the Selling

LAKE FOREST - Leasehold Improvement & Equipment Only! Modern design office with State-of-the-Art equipment. Practice is computerized and consist of 4 fully eq. ops., 2 plumbed not eq., intra oral camera and digital x-ray. Established in 2008. The office also offers a day spa and med spa. Note: Optional spa equipment can be purchased for \$100,000. Seller owns condo and may consider selling if the price is right. Great opportunity for a GP or Specialist. Property ID #3631.

ORANGE (GP) - Well established practice located in a single story medical center with 4 fully eq. ops., 1 plumbed not eq., in a 2,000 sq. ft. suite. Computerized office with intra oral camera, digital x-ray and Dentrix software. 4 days/wk practice. Income source: 80% insurance & 20% cash. Many referrals come from nearby Hospital. Great street visibility and heavy traffic flow. Property ID #3531.

TUSTIN - Great starter for a GP or Specialist. Leasehold Improvement & Equipment Only. Located in a busy shopping center with 4 fully eq. ops., on a 1,200 sq. ft. suite. Office with great potential. Motivated seller moving office to location nearby. Property ID #3481.

YORBA LINDA - Turn Key practice located in a free standing building with heavy traffic intersection, excellent street visibility and good signage. Practice consist of 4 fully eq. ops., 3 plumbed not eq., newer equipment and fully computerized office with Easy Dental software. Seller works 2 days/wk and sees approximately 8-12 patients/day. Income source: 50% insurance and 50% cash. Projecting approx. \$277,066 for 2010. Motivated Sellers moving out of state. Great potential for a full time owner. Property ID #3711.

RIVERSIDE & SAN BERNARDINO COUNTIES

CORONA - Leasehold Improvement, Equipment & Some Charts!!! 4 fully eq. ops., 1 plumbed not eq., 1,592 sq. ft. suite located a busy shopping center. Computerized office with intra-oral camera. Seller leaving Healthy Family & Medi-Cal patient charts up to 21 yrs of age. Seller moving his practice to a new office. Practice has 12' ceiling ceilings, ceramic tiles in equipped operatories and waiting room and sound system in ceiling. Good street visibility with heavy traffic flow. Property ID #3431.

MORENO VALLEY (GP) - Turn-Key practice in busy Ralph's shopping center. 3 fully eq. ops., 2 plumbed not eq. ops., 1, 650 sq. ft. suite located in a single story building. Computerized office with Camsight software, intra oral camera and digital x-ray. Approx. 1-3 year old equipment. Seller works 2 1/2 days/wk. Approx. 20 patients/mo. Income source: 80% insurance & 20% cash. Seller will be focusing on his primary office in Corona. Property ID #3311.

MORENO VALLEY - TURN-KEY OFFICE with 5 equipped ops & x-ray room w/pano located in FREE-STANDING building with four additional suites. approx. 25 yr old equip., established since 1983. 90% insur. (15-20 PPO's), 10% cash non-computerized office; 100% patient referral. Building available for \$1,400,000. Property ID #6341. Property ID #6341.

MURRIETA (GP) - PRICE REDUCED! Leasehold improvement, equipment and some charts!! Well design office with 4 fully eq. ops., 1,350 sq. ft office located in a single story condo. Computerized office with intra oral camera and with Easy Dental software. Newer equipment. Seller will be focusing on his primary office in Calexico. Property ID #3221.

TEMECULA (GP) - Turn-Key practice located in a 2 story building with 4 full eq. ops. Computerized office with intra oral camera. Seller works 3 days/wk. 100% patient referral. Fee for service practice. Established in 2001. Located in a major street. Easy access to freeway. Low sales price!!! Property ID # 3731.

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.

SAN DIEGO COUNTY

ALPINE GP – Located in a one-story medical/dental professional building and with 5 fully eq. ops., digital x-rays and full computerization . Seller works 3 days/wk with 2 days/wk of hygiene. The practice averages approximately 20-25 new patients/mo. Grossed \$621,102 in 2009. Projecting approx. \$600K in 2010. **BUYER'S NET OF \$253K.** Great location in picturesque community. Property ID #3411.

SAN DIEGO – PRICE REDUCED!! Well established and still growing GP located on a major thorough fare in heart of San Diego. In small shopping plaza with other tenants including chiropractor and a therapist with free parking in front and back of the building. Practice consist of 5 fully eq. ops. with SoftDent software and intra-oral camera and digital ready. Seller works 4 days/wk with 4 days/wk of hygiene, Ortho 2x/mo and Perio 1x/mo. Sees approx. 12 patients/mo. Income source: 80% insurance and 19% cash and 1% capitation. Projecting approx. \$802K for 2010. **BUYER'S NET OF \$241K.** Property ID #3501.

SAN DIEGO – Long established General Practice located in a 3 story medical glass building with 3 fully eq. ops. Computerized office with Eagle Soft software, intra oral camera and digital x-ray. Office was remodeled 4.5 years ago. Retiring Seller works 5 days/wk. Fee for service practice. 100% Patient Referral. Collected \$757, 835 for 2009. Projecting approx. \$803,596 for 2010. **BUYER'S NET OF \$298,281.** Call now for more details. Property ID # 3671.

VISTA GP – Located in a Medical / Dental building. This well established practice with 31 years of goodwill consist of 3 fully computerized eq. ops, 2 plumbed not eq. with Dentrix software and intra oral camera and digital x-ray. Five days/wk office. Fee for service practice. Sees approximately 8-10 new patients/mo. 100% patient referral. Seller will be retiring. **BUYER'S NET OF \$107K.** Property ID #3781.

SPECIALTY OFFICES

CLAREMONT / UPLAND (ORTHO) - Long established Orthodontic practice located in 2 story medical / dental building with low rent. Practice consist of 925 sq. ft. suite, 3 fully equipped chairs in open bay. Seller work 3 days/wk. Fee for service practice. Receives referrals from GP next door. Retiring Seller. Property ID #3681.

WHITTIER (PERIO) - Price Reduced! 70+ years of goodwill. 5 fully eq. ops., plumbed for N2O2, 2,000 sq. ft. office located in a single story free standing building. Building for sale. Seller work 4 ½ days /wk with 3 ½ days of hygiene. Approx. 20-24 new patients/mo. Income source: 65% insurance, 30% cash & 5 % capitation. 100% patient referral. Computerized office with Easy Dental software. Grossed \$419,796 for 2009. Projecting approx. \$477,116 for 2010. **BUYER'S NET OF \$153K.** Property ID #3521.

WOODLAND HILLS (PEDO) - Well equipped Pedo office with 3 chairs in open bay area. Fully computerized with Eagle Soft software and digital x-ray. Seller works 4 days/wk with half day/wk of hygiene. 31 years of goodwill. There is only one other Pedo in the area. Collected \$752,000 in 2009. Projecting approx. \$645,000 for 2010. **BUYER'S NET OF \$308K.** Property ID #3661.

Call us about Debt Consolidation & Retirement Planning

SELLER'S

DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

John W. Knipf

jknipf@calpracticesales.com

Robert A. Palumbo

rpalumbo@calpracticesales.com

BUYER'S

DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

Alice King - aking@calpracticesales.com

Greg Beamer - gbeamer@calpracticesales.com

Tina Ochoa - tochoa@calpracticesales.com

Maria Silva - msilva@calpracticesales.com

Never Break a File Again!



January Special

Endo Pulse Starter Kit: \$995 (Save \$100)

Replacement Master Files: \$15/box of 6

Vertical Reciprocation

Retreatment Machine

Irrigation/Cavitation

Economy

Wamkey

2 minute Crown and Bridge removal
SAVE the Crown
NO Patient Pain



Wamkey \$265

(Kit includes 3 sizes Wamkeys, 3 burs, DVD)

FILE SALE



**Nickel
 Titanium
 File Sale**

Super Flexible Hand Files

\$12 or \$15 per box of 6

K-Files

H-files

Limited Supplies (Give us a call)

ENDO TECHNIC

Toll Free: 877-477-8899

Local/Intl: 619-286-8899

Fax: 619-286-0270

Visit www.endotechnic.com

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/S. ORANGE COUNTY Multi Specialty office near the ocean. California Practice Sales, Inc. Phone: 714-639-2775.

ORTHO position immediately available Dallas TX. Full/part-time. Fully staffed and managed. Orthodontist has autonomy in starts/treatment plans. orthodallas@gmail.com.

LOS ANGELES CO New Listing, Group Practice - Grosses \$2M, Nets 35%+, Building Available. 12 Total Ops. 888-277-6633 info@promed-financial.com.

DEDICATED to producing a high quality product at a price that fits your budget. Customer SATISFACTION is our #1 Goal. All County Construction 714-240-4123.

Bilingual Front office with strong customer service skills. Basic office duties, appointment scheduling, answering phones etc. 562-862-1345 South Gate.

Periodontist available in your practice Contact me at periodontalexpert@yahoo.com. I have all my instruments. Do not send patients out!

WAMKEY Crown Remover SAVE crown and NO patient PAIN. Call Endo Technic at 619-286-8899 for more information.

Bakersfield Pediatric Dental Office seeking associate for Fridays. Either specialist or G.P with conscious sedation permit (661)872-2170.

RANCHO SANTA MARGARITA ORTHODONTIC PRACTICE

FOR SALE - Private Ortho practice with 4 operators in shopping center - 20 years old - greater starter practice - very modern - private insurance and cash only - 2009 net income over \$200,000 on 3 easy days/week - Thomas & Fees Practice Sales (714) 544-4341.

Just pay rent New clinic, three fully equipped operators, X-ray etc... by landlord in San Gabriel. (626)478-8813.

Complete Sensor/Practice Management Software Bundle

Includes three sensors, imaging software and practice management software. Call (800) 704-8494.

GP looking for space to share two days a week near I-15 and I-8 in san diego. please contact 858-679-2838.

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.

Motorized Pelton Crane chair with mount light. Avg. condition. \$645 Please email allaboutsmlie@yahoo.com for pictures and more info.

Treat Sharps Waste on-site and dispose off as Regular trash! No Contracts, No Pick-up, No Business Interruption. Visit: www.archtechnochem.com or E-mail us: sales@archtechnochem.com or Call: 858 348 3974.



Lic.# 866049

FREE ESTIMATE & CONSULTATION

1.888.833.7361www.medikbuild.com

BUILDING YOUR DREAM FACILITY



- New dental offices
- Dental office renovation
- Tenant Improvements

- Creative finance solutions
- Excellent references

GROW YOUR PRACTICE IN ANY ECONOMY!

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

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.

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!

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

ENCINO office for rent up to 5 days/week. great location, excellent terms. general or specialist call 818-625-6030.

Hygienist wanted in Lawndale 2 yrs experience. HS diploma. Radiology/Nitrous Oxide certifications. Job description will be provided. Send resume: kajikawafamilydentistry@gmail.com.

SANTA MONICA Well Established Practice! Professional Building! Doctor Retiring!! Asking \$260,000. Select Practice Services, 714-421-4407.

"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.

USC graduate GP seeking FT/PT position. Great with kids, caring, and efficient. Call (310)625-8812.

PRACTICE FOR SALE/SAN DIEGO Mission Valley 4 Ops, \$403 collections. KEN RUBIN Practice Sales, Inc. 619-299-6161.

Experienced general dentist placing implants in your office @ \$500/implant including the Implant. Over 1000 placed. Willing to teach you hands on during surgery if interested. For info email Implant600@gmail.com.

Fuji Dental Lab American made quality, low pricing, great service. 5% off your first case. Call Bobby or Kip now! 800-315-3251.

MENDOCINO COUNTY Established 22 Years, 3 Ops, 1300 SF, Grosses \$650K+, Building Available. More Potential. 100% Financing. 888-277-6633 info@promed-financial.com.

i am looking to buy all type of dental instruments/equipment for my office. agamasoud@hotmail.com.

Dental Office for Rent Available NOW! Located on second floor. Has remodeled skylights and private parking. Contact njydds620@yahoo.com if interested.

Oral Surgeon needed for Long Beach office, mostly Denti-Cal and few Insurance. Denti-Cal provider preferred. Please fax CV to 949-646-1576.

\$320,000 - GD Practice Brea, with 4 Ops, includes equipment, sterilization room, private office in a shopping center near mall/freeway. MPG, (949) 675-5578.

GP 4 Hire in S CA USC new grad 32 yo asian M spk Chinese tedsheng@yahoo.com 626-757-3786.

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.

PRACTICE TRANSITION *realizing the possibilities* **PARTNERS**

FEATURED LISTINGS

SOUTHWEST RIVERSIDE COUNTY - *New Listing!*

Long established, 4 op GP with an excellent location in a growing community. Situated in an easily accessible professional building. Long-term, dedicated staff, plus long-term goodwill in community. The seller is relocating out of state.

LOS ANGELES COASTAL COMMUNITY - *Price Reduction!*

Profitable, 6 op GP located in a highly desirable Los Angeles coastal community. This practice is well established with over 28 years of good will. Collections in 2009 exceeded \$650,000. The seller is retiring.

ORANGE COUNTY

Full service, high-tech, 4 op GP in a great location. Spacious office in an easily accessible medical-professional building. 2009 collections over \$430,000. The seller is retiring.

LANCASTER

Long established, 4 op GP with an excellent location in a professional complex. Strong patient base developed over 34 years. 2009 collections over \$670,000. The seller is retiring.

LOS ANGELES (Endo) - *Price Reduction!*

4 op, long established endodontic practice. Located in an easily accessible professional building next to a major intersection.

SAN DIEGO AREA

Multi office opportunity. Contact us for more details.

KERN COUNTY

Well established, 6 op GP with a great location for the dentist desiring a rural lifestyle in a friendly community. This practice collected over \$523,000 in 2009 with amazing growth potential.

SOLANO COUNTY - *Price Reduction!*

4 op (3 equipped) GP with strong patient base. Efficient facility and proven systems

ORANGE COUNTY COASTAL COMMUNITY - (Perio)

Busy periodontal practice with a highly desirable location. 5 op, very profitable business with long term goodwill and a great staff. 2009 collections \$900,000+. The seller is retiring.

ARIZONA

ARIZONA PROSTHODONTIC PRACTICE

8 op prosthodontic practice in affluent, desirable location. 2009 collections over \$1,369,000.

NEVADA

LAS VEGAS

Thriving and efficient GP with an easily accessible location. Annual collections \$900,000 with phenomenal cash flow.

Dental Practice Sales

Buyer Transition Consulting

Practice Valuations



**Assisting dentists
with selling and
purchasing practices
since 1997**

**We invite you to contact us or visit
our website for more information
regarding these and additional
listings currently available in
California, Nevada and Arizona.**

888.789.1085
www.practicetransitions.com

LOS ANGELES OFFICE FOR SALE Gross 230-250K. Hispanic patients. 80% cash. Low overhead = high net. 120K obo. (626) 378-4564.

ENDODONTIC Practice for Sale North San Diego County. Estab 28 yrs. 2 Ops equipped + 1 plumbed. Microscope. Immediate sale desired SDPS:760-599-7828.

Orthodontist wanted Office in El Monte, CA. One day a month for 3 hours in the evening. Please call 626-444-2002.

Just because you can advertise to every dentist (statewide) in CA free (in The Dental Trader) doesn't mean you should. Consider whether your free ad is best suited to the northern or southern CA edition exclusively when placing your ad.

dental office for lease valley village, upgraded suite approx 1300 sf 6 parking free contact svierheilig@charlesdunn.com.

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

Secretary job for immediate hire Lawndale, CA. Requirements: 2 yrs experience. HS diploma. Job description will be provided. Send resume: kajikawafamilydentistry@gmail.com.

PRACTICE FOR SALE/ORANGE 4 eq ops, 1 plumbed not eq, single story medical bldg. California Practice Sales, Inc. Phone: 714-639-2775.

Gendex x-ray developer 4 sale great condition \$950+S&H, Please email allaboutsml@yahoo.com for pictures and more info.

"Cyclorinse is great for needle phobic patients for those times when you need light anesthesia." —Dr. Ann Lee, DDS.

I am looking for used or new Nitrous oxide unit If you are selling one please email me at mbp165@gmail.com.

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.

Dental Office for lease Cottonwood Professional Center, FULLY EQUIPPED including Dentrux. 3 ops. \$2/1600 sq ft. Rent negotiable 3435 Main St. Cottonwood, Ca 96022. Be the only full time dentist in town!!! 530 365-0373.

Looking to rent a chair in a dental office on Mondays for general dentistry. Orange County. Please contact giad@msn.com.

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.

Get a jump on everyone else? Read The Dental Trader online before it hits the streets in print. Look for it at www.dentaltrader.com around the 20th of each month and get the best bargains before it arrives in the mail. Check out the ad board too! Next month's ads appear there now!!

CONSUMER ALERT!

The Dental Trader

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

AMERICAN BUSINESS CARD (A CEG Company)

P.O. Box 15190
Scottsdale, AZ 85267
www.americanbusinesscard.com
Ph: 800-555-2234 Fax: 800-500-4506

PROFESSIONAL FINANCING INC. Alexander Slepak

20371 Irvine Avenue, #100
Newport Beach, CA 92707
www.professionalfinancing.net
doctor@professionalfinancing.net
Ph: 323-272-3543 Fax: 480-948-0082

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

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

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

Be sure to include any relevant documentation concerning your complaint

The top 2 reasons why people don't go to the dentist are "Needles" & "Pain"

CYCLORINSE*

Dyclonine 1%

Topical anesthetic oral rinse

Extremely effective and uses include:

- Patients who require mild anesthesia for ultrasonic cleanings, prophies and gross debridements
- Use before bulky digital x-rays are taken to minimize discomfort
- Patients with sensitive gag reflex prior to taking impressions
- Periodontists and hygienists may use prior to probing for pocket depths
- Great for needle phobic patients
- Cost-Effective: Average cost per dose is under \$3

FAST ONSET & SHORT DURATION!

**PAIN FREE
SOLUTION**

16 oz. (480ml) bottle = \$59.99 + \$5 shipping

Two or more bottles, shipping is FREE

CYCLORINSE*
*is a wonderful
practice builder.*

Dr. David S. Kang, DDS

What doctors are saying:

"I use Cyclorinse primarily for my patients that are super sensitive to probing as well as for periodontal maintenance. I am coming up with different uses all of the time. It's a great pre-treatment rinse."

Dr. Christopher Accone, DDS
Periodontist

"Ever since I've been using Cyclorinse and promoting a painless solution to needles, I've been seeing patients that haven't been to my office in years because they were scared of shots and the pain."

Dr. Vihar Bhakta, DMD

"I would recommend Cyclorinse for any patient who experiences sensitivity with dental cleanings or any other procedure that causes sensitivity. The simple mouth rinse really helps patients feel more comfortable and less sensitive during multiple procedures from dental cleanings to periodontal probings to post-operative soreness without the use of a needle. My patients love it!"

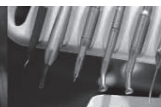
Dr. Laura Bucci, DDS

"I've been using Cyclorinse on a daily basis ever since a colleague recommended it to me. I've found numerous applications for it and it's never failed me."

Dr. Peter Suh, DDS

For ordering and additional information:

www.cyclorinse.com



* Trademark pending

Dental assistant for immediate hire in Lawndale, CA. HS diploma, 2 yrs experience. Job description will be provided. Send resume: kajikawafamilydentistry@gmail.com.

RESEDA #5 (6) op turnkey office for sale. (5) ops eqt'd. 6th plumbed. In a strip ctr w exposure/visibility/signage. Has been a DDS office for 15+ years. Plenty of walk-ins. D&M Practice Sales 818.591.1401.

Associate Equity Partnership Oceanside GP looking for the right person for partnership purchase. Seller financing available. Excellent location, Dentrrix, Dexis, Pan/Ceph, 5 ops. docras1@hotmail.com.

HAYWARD First 6 months collection 2010 ~ \$315K. 5 ops. Loc Pham, Broker 714-550-7494.

Panoramic GenDex works great complete \$1500 also A/T2000 Brown, just serviced works great \$500 818 6053300.

Reseda Dental office Family growing. Beautiful 5 operatories + 1 plumbed. Good production. Price reduction for quick sale. Call (818) 836-4815.

40 year Perio Practice Low overhead. Brand new 5 operator (3 year old equipment). Doctor works 2 days/week. dentaltrader@hotmail.com.

PRACTICE FOR SALE - #3248 Small town near Palmdale – GP Est. 15 yrs. Previous Seller Grossed \$800k in hi identity shopping ctr. Gorgeous office. 5 Ops. Nicely appointed. Patients highly educated and salaried. This practice is available now @ \$250k. A fantastic buy. Expect \$500k 1st year. Call PPS (714) 832-0230.

Looking for practices in Orange County Husband and wife team looking to buy. Retiring or relocating? email occadds@yahoo.com.

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

IN-HOUSE ORAL SURGERY Female Oral Surgeon. Surgical Procedures IN YOUR OFFICE. GA/IV Sedation Extractions & Implants. Will Bring Equipment & Assistants. 310-617-6462. Email: inhouseOMS@gmail.com.

Be a mom and earn dental CE units at the same time. Now you can earn live CE units online with live format webcast seminars. "This is great. I am a mom of two small children, it's difficult for me get out to seminars and I love this format." Gina M. RDH, Arizona. Over 20 live webcast dental CE courses offered every month at www.aces4ce.com.

Legal Tip Has your CPA reviewed the proposed tax allocations for the sale? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

earn more money with in house Endodontist. Available 1-2 days per month. I average 10-15 cases per day. 9493513354.

WHY A DENTAL CPA? ASK 714.259.0505, dental@w-acpa.com.

dentist looking for Treatment coordinator biller dentrixG4/ Spanish+/Experience minimum 2 years in general dentistry, incentive for production, please Fax 909-483-5520.

Sensimatic Electrosurge 600se for sale, \$250 O.B.O., used once. (949)380-9506.

Matsco is now Wells Fargo Practice Finance Let's talk about how we can support you. Call 1-888-937-2321 or visit wellsfargo.com/practicefinance.

Dansereau dental chair with delivery system, good condition, light gray. \$1400+S&H, Please email allaboutsmlie@yahoo.com for pictures and info.

ENDODONTIS needed for general practice in W.COVIDA 1-2 d/ mo.626-913-1421 or send resume to ryannids@hotmail.com.

Opportunity for Oral Surgeon with experience in Full Boney Impacted. Please send resume to pinnacleamini@yahoo.com or fax to (714)549-1246.

SANTA ROSA - PRICE SLASHED \$150,000 3 OP's, Digital Pano, Well established, averaging \$560K per year. OWNER WILLING TO STAY 1-2 YEARS. Will do mini implants and dentures + greet all returning patients for their checkups on hygiene day. call 707-318-0518 or GO TO: www.1820SonomaAvenue.com for photos and details on this great opportunity to gross \$1 Million per year.

PRACTICE FOR SALE/SAN DIEGO well established practice in small plaza NET \$142K. California Practice Sales, Inc. Phone: 714-639-2775.

ENTHUSIASTIC DENTIST WANTING TO PURCHASE A SUCCESSFUL DENTAL PRACTICE IN LOS ANGELES/ VALLEY OR 20 MILE RADIUS. CALL 818-970-2528.

"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.

Miltex surgical blades 15c \$40/box plus shipping. Email manao333@yahoo.com.

Dental Practice For Sale In Santa Barbara, Great Cash Flow, Dr Relocating, 500 New Patients Every 6 Months. Call 805-284-5622.

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.

General Dentist looking for PT position in Southern California. Please Call (951)746-1022 for resume.

ORANGE COUNTY COASTAL COMMUNITY, CA Periodontal Practice - Busy periodontal practice with a highly desirable location near major freeways. 5 op, very profitable business with long term goodwill. The seller is retiring. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

Dental office for sale in Tarzana 4 operatories with top of the line equipments. \$485,000 Call for details 8182681634.

HENRY SCHEIN®

PROFESSIONAL PRACTICE TRANSITIONS



“DENTAL PRACTICE BROKERAGE”

Making your transition a reality.

For more information regarding the listings below:

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

Practice Sales • Mergers
 Partnerships • Appraisals
 Patient Record Sales

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

- **APTOS:** *For Sale* - General Dentistry Practice. Highly desirable location. 2008 Gross Receipts over \$1Mil. w/adjusted overhead at 51%. 3-operators in 1,000 sq. ft. Pano & Modi computerized software. 9-hygiene days per week. Practice operated for past 33 yrs in same location. Open 5 days a week. Owner willing to work back for new owner 2 days/wk. #14305
- **BIG BEAR CITY:** *For Sale* - General Dentistry Practice. 26 years at current location. Gross Receipts \$428K. 3-equipped operators. Doctor owns the building. New lease available or option to purchase.
- **CENTURY CITY:** *For Sale*-Office Space, equipment and leaseholds only. Opportunity for low cost startup practice and/or satellite. Asking \$100K.
- **CENTURY CITY/BEVERLY HILLS AREA:** *For Sale*-Office space, equipment and leaseholds only. 1,100 sq ft 3 operatories, digital x-ray system. Remodeled 4 years ago. Shows well. Located in a professional building. Owner has relocated.
- **EL DORADO HILLS:** *For Sale*-General Dentistry Practice. 2009 GR \$790,758 adjusted net income of \$112K. Intra-Oral camera, Pan, Softdent software, 4-equipped ops, 6-hygiene days. Practice has been in its present location for past 18 years. Owner retiring. #14324
- **FOLSOM:** *For Sale* - General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. 2009 Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops. Digital, Dentrix, Intra-Oral camera, Laser, 5-year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- **FOLSOM:** *For Sale* - General Dentistry Practice 2009 Collections \$513K. Adjusted net income \$184K. 4 ops (plumbed for 5), Intra-Oral camera, fiber optics all ops. Patient base software. Owner retiring. #14329
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. 2009 GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho. Perio, Endo, Surgery. Laser, Intra-oral camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337
- **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 1,500 sq. ft. 3 ops, Intra-oral camera. Practice has 5 days of hygiene. #14272
- **GREATER SACRAMENTO AREA:** *For Sale*-Gross Receipts in excess of \$1.1 Million dollars for the past three years. Adjusted net \$450K. 2,400 sq ft office-5 ops. Hygiene days-6. Owner works 32 hours per week. Eagle Soft, Laser, Pan, Intra Oral camera, fiber optics. Owner retiring.
- **LAKEPORT:** *For Sale*-General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs. and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral camera, Pano, Sedation, and Data Con software. Owner to retire.
- **LIVERMORE:** *For Sale* - General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely updated 1,000 sq. ft. office space. Dentrix software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- **LOS ANGELES:** *For Sale* - General Dentistry Practice. 1,200 sq ft 4ops, 29 yrs in present location. Gross Receipts \$274K with adjusted net income of \$89K. Owner to retire.
- **LOS ANGELES:** *For Sale* - General Dentistry Practice: This practice 80% Dental and has approximately 2000 active patients. Owner has operated in same location for 31 years. 2009 receipts were \$709,000. 4 equipped tx rms, laser, Intra-Oral camera Pano and Ceph. Call for details. #14319
- **MODESTO:** *For Sale* - General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$346. Dentrix, Cerec, and Intra-Oral camera. Owner to retire. #14308
- **NAPA:** *For Sale* - General Dentistry Practice. Gross Receipts \$800K, with adjusted net income of \$250K. Fee for Service. 1300 sq ft 4 ops 6 hygiene days. 38 yrs in present location, 30 yrs in previous location. Owner to retire.
- **NORTHERN CALIFORNIA:** *For Sale* - Pediatric practice. Owner has operated in same location for 32 years. Approx. 1,760 active patients, 1,160 sq. ft., Panoramic X-ray, Dexis Digital and Dentrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for details.
- **OCEANSIDE:** *For Sale* - Modern looking office. 4 op, office space and equipment only. Belmont chairs. Genex x-ray system, intraoral camera, approx 1200 sq ft. Low overhead-Rent is \$1,900/month, and it's a 5 year lease. Staff is available for rehire-front desk \$15/hr, assistant 13/hr. Update all the computer systems after purchasing the office in 07. Computers and monitors in every room.
- **OROVILLE:** *For Sale* - General Dentistry Practice. Owner dentist recently deceased. 2009 collections \$770K. Very nice stand alone dental building with basement. 7 ops digital x-ray 5 days of hygiene.. Bldg 3,000 sqft Basement 540 sq ft. Temporary Dentist in place.
- **PALM SPRINGS:** *For Sale* - General Dentistry Practice. Fee for Service. 2009 Gross Receipts \$282K with adjusted net income of \$157K. 1,280 sq. ft., 3 equipped operatories. Intra-Oral camera, Pano, Practice-NEB software. Doctor willing to transition by working 1-2 days a week. #14332
- **PLUMAS COUNTY:** *For Sale*-3 equipped ops. Space available for 4th op. 1,245 sf office in good location. 2009 gross receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- **REDDING:** *For Sale*-Owner looking for Assoc. trans. into Partnership w/Buy-Out. GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- **RENO:** *For Sale* - General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 ½ hygiene days/week. 1,800 sq. ft. with 6 equipped ops. (7 Avail). Dentrix software, Pano. Practice has been in its present location for 40 years. Owner retiring.
- **ROSEVILLE:** *For Sale* - General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 8 days hygiene/wk. Digital, Intraoral camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- **SACRAMENTO/ROSEVILLE:** *For Sale* - One of many partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334
- **SAN FRANCISCO:** *For Sale*-Patient Base for Sale-Owner passed away last June and the practice has continued on 4 days a week with an associate. Lease can't be removed. There are approx. 1,000 active patients in the practice. The patient base can be purchased at no risk to buyer since the purchase price is paid according to the receipts collected on the patients that transfer. #14312
- **SAN DIEGO:** *For Sale*-General Dentistry Practice. This office is plumbed for 4 ops. 3 ops. are equipped with Promo Equipment. Lease is \$2,200 per month. 2009 receipts were \$185,645. PPO and Fee for service practice. #14315
- **SAN DIEGO:** *For Sale*-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331
- **SAN DIEGO/CITY HEIGHTS:** *For Sale*-General Dentistry practice. Owner has operated in same location for 12 years. Approx. 1,000 active patients, Panoramic X-ray, Intra-Oral camera, in this 3-chair office. #14321
- **SAN JOSE:** *For Sale* - 3 op office space & equipment only in south valley area of San Jose. Fully equipped including hand instruments. If you are going to start up a practice or add a satellite practice you can save hundreds of thousands of dollars. New lease available from landlord with the option to purchase suite. #14330
- **SANTA BARBARA:** *For Sale* - General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K with steady increase every year. Practice has 6 days of hygiene. 1,690 sq. ft., 5 ops, Laser, Intra-Oral camera, Schick Digital X-Ray, Datacon software. Doctor has been practicing in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring.
- **TORRANCE:** *For Sale*- General Dentistry Practice: Owner has operated in same location for 20 years. Approx. 1,000 active patients, 1,080 sq. ft., Brican System, and Camisight software in this 2 equipped, 3 available-chair office. 2009 Gross receipts \$434K with 38% overhead. Owner relocating. #14320
- **TRACY:** *For Sale*-Equipment, furnishings, and leaseholds only. In the Central Valley. Fully equipped including 4 Belmont Accutrac chairs, 2 Midmark chairs, 6 DCI rear delivery units, 3 Genex X-ray units, 1 Soridex digital x-ray processor, 1 Statim 5000, 1 Harvey autoclave. 2,800 sq. ft., 6 Ops. New lease available from landlord.

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 S. Calif.

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

ENDODONTIC SPECIALIST IN YOUR OFFICE Stop WASTING time, lets produce MORE by working TOGETHER. Send principal contact information to: 1EndoInYourOffice1@gmail.com.

Porterville GP for sale 3 Ops + office. 900 sq. ft. \$900 rent. Some charts included. Asking price \$80,000 e-mail: sellingporterville@yahoo.com.

PRACTICE FOR SALE Beautiful 3 Op office in prestigious area of downtown – Ultra modern. Gross \$500k your first year. Call PPS (714) 832-0230.

GP USC Grad seeking FT position. Willing to relocate in CA. Fluent in English, Urdu, and some Spanish and Punjabi. Sqaisardds@yahoo.com.

Looking for an experienced treatment coordinator for a general practice in Lancaster please call 6614385058. Leadership skills required.

DENTAL OFFICE (1060 SQ. FT.) FOR LEASE IN SAN GABRIEL ON LAS TUNAS DRIVE (X. STREET, DEL MAR). IDEAL FOR SPECIALIST). BUILDING HAS TWO SEPARATE G.P. OFFICES AND ONE SEPERATE ENDO. OFFICE. THE 4TH OFFICE IS EXCELLENT FOR EITHER O.S., PERIO., ORTHO. OR PEDDO. (626-332-6284 or 626-319-5713).

MORENO VALLEY PRACTICE Collects over \$2.1 million per year with 10 days of hygiene per week. 8 op, free standing building. Asking \$1,500,000. Kurt Skarin 805-777-7707.

Experienced/Board certified pedodontist looking to purchase/partner into existing pedo practice in OC/LA please email kidsdentistoc@gmail.com Thanks!

\$175,000 - Endodontic Practice in Santa Clarita, 3 Ops, 2 equipped, equipment, microscope, sterilization room, private office, professional building. MPG, (949) 675-5578.

Leasehold improvement & equipment for sale in Santa Barbara. 4 ops, plumbed for 5th, nice office, no charts. make offer. 805-403-1216.

General dentist with vast experience in ortho over 15 years, bilingual, (626) 575-7565 Available several days a month.

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.

SANTA BARBARA/SLO COUNTIES General dentist seeking associate position possibly with buyin/buyout option. Experienced qualified buyer. (661)867-2113, dinodds@yahoo.com.

PRACTICE FOR SALE/SAN GABRIEL long established practice in single standing bldg California Practice Sales, Inc. Phone: 714-639-2775.

Remodeling Your Office? MedikBuild Design & Construction is your Answer! Specializing in New Dental Office Design and Construction - Dental Office Renovations. Over 10 years of service in the So Cal areas. Excellent references, creative finance solutions. Call Us Today! 1-888-833-7361 www.MedikBuild.com.

STOP REFERRING OUT!! TEAM OF 2 ORAL SURGERY SENIOR RESIDENTS WILL DO ALL SURGICAL PROCEDURES IN YOUR OFFICE, CALL 619-335-0875.

Down Town L.A./Panorama City Huntington Park/Santa Ana. \$\$\$ for office 3 ops+. no patients O.K 818-300-7100.

IRVINE Fabulous area, high end; All Fee for Service! Doctor Retiring! Asking \$1,250,000. Select Practice Services, 714-421-4407.

Sublease Dental office Space to Specialist only. Woodland Hills Professional building two modern operatories Dentrrix and digital x-rays (818)224-4224.

A/T2000 Brown just serviced works great \$500, also Gen-dex panoramic can be converted to digital xray \$1500 818 605 3300.

SAN DIEGO PRACTICE SALES Looking to BUY or SELL a practice in San Diego County?? Call the area experts for prompt personal service with integrity. We can also assist you with PRACTICE APPRAISALS, BUY-IN/BUY-OUT TRANSACTIONS, and LEASE NEGOTIATIONS. Call for complimentary consultation. 760-599-7828.

santa monica-office to share gorgeous office with ocn vu frm balconies. state of the art. Free parking. call Lisa 310 779 7215.

CENTRAL VALLEY/SO. FRESNO CTY (3) op comput. G.P. for sale. Newer eqt, digital x-rays & Dentrrix s/w. In a smaller town w ltd competition. Built out in mid 2009. Collects \$10K+/mos on very ltd sch. Cash/Ins/PPO. A gold mine for the right Buyer. D&M Practice Sales 818.591.1401.

ENCINO DENTAL SPECIALITY SPACE To share a four operator established endo office on Ventura Blvd. Call 818-906-3933 for details.

Get your Belmont/Mirage Operatory Package for As Low As \$135.00/Month or \$6,295. Also get two extra free items with the purchase of Belmont/Mirage operatory package. Want to know more? Please call us at 800-715-5464.

Paying too much for Rent time to Renew your lease, want Rental Reduction – Caudill & Associates has represented 100's of Dentist – www.caudillpracticesales.com Call (951) 314-5542.

ORAL SURGEAN ESCONDIDO..1-2DAYS/MONTH...CALL DR KIM OR PATRICE AT (626)795-9328...FAX (626) 7953763.. MIKEKIMDDS@YAHOO.COM... WWW.ARROYOHEALTHCARE.COM.

LOS ANGELES Starter gp. 3 ops. Asking \$154K. Loc Pham, Broker 714-550-7494.

Stop Earning Your Live CE Credits the HARD WAY...



ADA C-E-R-P® | Continuing Education
Recognition Program

Earn Your 'Live' CE Units Online

***Why GO to a seminar when
we will bring the seminar to
you?... Live over the internet***

**Webcast Seminars... Diverse
Variety of Course Topics & Dates**



No More...

- Closing Your Office
- Losing a Day's Production
- Driving Long Distances

**Works on All PC & Mac Computers
No Computer Knowledge Needed**

**Courses Offered Over 20 Days a Month
Weekend and Evening Courses**

**So Easy to Do - Save Time and Money
3 CEU Webcasts Starting at \$59**

**Advanced Continuing Education Systems
Call ACES Toll Free: 888-844-ACES
E-mail ACES: aces@aces4ce.com**

www.aces4ce.com

PRACTICE FOR SALE - #3247 Route (66) GLENDORA - Super shopping center. Established 15 yrs. Like new 6 Ops. Partnership being dissolved. \$45k to \$60,000 per month. Last month \$59,841 with \$62k N.P. \$550,000 for a proven location. Call PPS (714) 832-0230.

"VENTURA COUNTY" GENERAL DENTIST, GENTLE CARE, WITH 7 YEARS EXPERIENCE IN ALL PHASES IN DENTISTRY, AVAILBLE PART TIME. (818) 523-7580.

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.

Dental office in Visalia available 2 to 3 days a week. Call for additional information. 559-627-1111.

Space to share Beverly Hills Golden Triangle, Fully Equipped Operatories, Beautiful waiting area. Call Dr. Cohen 320-995-3736.

Specialty space available in Riverside General Office. Endo/Perio/Ortho/Pedo. Terms are negotiable Call (951)313-5544.

All County Construction High Quality and Great Service within YOUR Budget! Specializing in Dental / Medical Construction since 1991. (714) 240-4123.

Dentist(s) P/T in Ventura for Molar endo, apico's etc.. also some OS. 805-698-4610.

Bite Registration Trays for Impression \$15/box. Includes posterior, anterior, quadrant, and full trays. Please contact njydds620@yahoo.com.

Nobody wants to sue...or defend against a lawsuit, but they are a fact of life. Deal with enough people, you are bound to end up in court. On that day, Kerendian & Associates is the firm you want representing you. 888-299-7848.

Partnership Wanted Private office established over 20 years. Palm Desert, Ca. dentaldoc44@yahoo.com.

WINE COUNTRY \$235,000 3 OP's. Digital x-rays, great staff, \$560,000 average 4 years. Go to www.1820SonomaAvenue.com for photos and all the info you need.

Orthodontist needed PartTime for a fast paced office near Downtown LA. Daily Rate \$800 Email resume: office@embrace-ortho.com.

Join the fun! The Punjabi Dental Society invites doctors and dental company representatives to mingle at our regularly scheduled events. For information please call 909-933-9076.

MOBILE DENTAL EQUIPMENT DONATION WANTED Tax-deductible donation, for dental care of poor & homeless. A non-profit organization. (714) 319-4956.

periodontist needed Temecula, ca- part time 2 days/month fee for service practice. Email resume to pum1985@hotmail.com.

Traveling Treatment coordinator HMO & PPO EXp. Bilingual Spanish. 5 years exp. Prof. Appearance OC and LA. Cell 562 221-2182.

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 LISTINGS

PALM DESERT - 4 Ops, all Atec Equipted, a showcase office, near El Paseo, Highway 111 exposure, great signage did \$1.3M, Seller + Associate, PPO and Cash Office, looking for a perfect office in a perfect location, call me (951) 314-5542.

COMING SOON - Los Angeles, West Covina and OC.

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



Trusted for Results are all

“Not every broker will “show” the practice to every buyer. PS&A took care of every aspect of the sale including my lease and the new owner was a perfect fit. Best of all, they walked the loans docs in and secured financing at a favorable rate that was approved in one week! I am thrilled with the services I received from Practice Sales & Appraisals.”

Dr. Panganiban, DDS

“When I finally decided to sell my practice I was concerned about several things...the market, stricter lending policies, fluctuating values, finding qualified buyers and numerous other issues. Lou Bermudez told me I had a fine practice that would be easy to sell and easy to secure funding for. He was right, it sold almost instantly and I got my asking price. I trusted PS&A and it was the right choice.”

Dr. McKell, DDS

“PS&A sold my practice in nine weeks and handled everything. It was a quick and easy transition. I didn’t have to do a thing.”

Dr. Shah, DMD

“Tax positioning motivated me to buy a dental practice and I had several very specific prerequisites in mind for the purchase. PS&A examined my list and located the perfect office for me...it had everything I wanted plus some things I hadn’t considered. I was amazed how quickly and smoothly everything went.”

Dr. Zarinnekar, DDS

“My practice was listed with another broker for 12 months without a single solid offer. Within seven weeks with PS&A I not only had multiple offers but was able to select the buyer best suited for the culture of my practice. What a difference! I highly recommend PS&A.”

Dr. Kach, DDS

Reliability & Ethics You Can Trust - Proven Results You Can Count On

DR. FRED SHERMAN, BROKER

Fred@ddspracticesales.net

License #01002789

LOU BERMUDEZ, BROKER

PracticeBrokers@aol.com

License #01102002

30 Years! that Matter!!



"I tried to sell my practice on my own but became frustrated with lowball offers, doctors who were not qualified and broken appointments. After five months I called Lou at PS&A. Within a week I had an offer on the table that was acceptable and because the buyer was pre-qualified...the funding was readily available. I could have saved a lot of time if I had called them sooner. Thank you Lou!"

Dr. Twersky, DDS

"I wanted to sell my practice quickly and with a minimum of fuss. PS&A came in, appraised the practice, got all the information they needed and not only sold the practice in weeks but found a doctor well suited for my staff and patients. They exceeded my expectations by leaps and bounds."

Dr. Arawaka, DDS

"After trying to buy two other practices directly from dentists (without a

broker) I quickly realized I need more protection. The lenders would not fund these purchases...not because of my credit but because the practices themselves were insufficient to support the loan. I turned to PS&A for assistance and they found me an established practice that has only grown in value since. Thank you Practice Sales & Appraisals!"

Dr. De Graw, DDS

"At PS&A I wasn't just one of several practice listings. They took the time to listen, understand what I wanted from the transition and worked with me to make the necessary improvements that made the practice look attractive to buyers. I got my asking price and best of all, the seller and I are now friends. I even go back occasionally so he can take vacations. It was a great deal for us both and we have PS&A to thank for it."

Dr. Puentes, DMD

Practice Sales & Appraisals

Appraising and Selling Practices Throughout California



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

Phone (818) 999-9595 • Fax (818) 999-9615
www.ddspracticesales.net



Los Angeles Academy of Cosmetic Dentistry

An affiliate of the American Academy of Cosmetic Dentistry



American Academy
of Cosmetic Dentistry
AFFILIATE MEMBER

“CERAMIC UPDATE AND APPROPRIATE SELECTION: WHICH SYSTEM FOR WHICH CASE?”

Presented by:

Edward McLaren, DDS, MDC

Professor Director of Post Graduate Esthetics
UCLA School of Dentistry

Thursday, January 27, 2011, 5:30 PM - 9:00 PM
Complimentary Wine Tasting courtesy of



JAFFE ESTATE WINES

Jaffe Estates Wines

3 CE units

Luxe Hotel Sunset Boulevard
11461 Sunset Boulevard, Los Angeles, CA 90049



TUITION:

Before January 7, 2011

Dentists and Lab Technicians - \$149

Team Members and Students - \$95

After January 7, 2011

Dentists and Lab Technicians - \$189

Staff and Students - \$115

Fees include dinner (choice of prime rib, chicken, or vegetarian), Wine Tasting, and Valet Parking (tip not included)

Registration Information

Please fax completed form to Les Latnes, DDS: Fax: 310-478-4067, dries@ucla.edu

Name _____

Team Members Names:

Dinner choice: ____ Prime Rib ____ Chicken ____ Vegetarian



☐ Visa ☐ MC ☐ AMEX ☐ Discover

Name on Credit Card _____ Office Phone # (____) _____

Credit Card # _____ Expiration Date ____/____/____ Total Fee \$ _____

Make checks payable to: LAACD

Mail checks to: LAACD, c/o Les Latner, DDS, 2990 S. Sepulveda Blvd., Ste. 204, Los Angeles, CA 90064

For further information, contact: Les Latner, DDS: Office: 310-477-1081; Fax: 310-478-4067; www.laacd.com

Recycle Sharp Waste Amalgam and Amalgam Contaminated Waste. EASY – AFFORDABLE – CONVENIENT Visit: www.archtechnochem.com or E-mail us: sales@archtechnochem.com or Call: 858 858 348 3974.

PASADENA Modern office, 4 ops, 1740 sq ft. Loc Pham, Broker 714-550-7494.

Oil Less Air Compressors \$2995, New Manufactured in California, Ready for Install Call (800) 423 – 5657.

3-Compartment Plaster Bin \$100. Each compartment holds 25 Lb. of stone or plaster. Please contact njydds620@yahoo.com if interested.

PRACTICE FOR SALE/TEMECULA Turn-key office w/ 4 ops in 2 story bldg California Practice Sales, Inc. Phone: 714-639-2775.

Endodontist Wanted Santa Barbara. 1 day per month in GP office. Plse submit inquiries to apirooz9@gmail.com.

SANTA MONICA FEE FOR SERVICE PRACTICE Collects over \$1.3 million with 9+ days of hygiene per week. 7 ops. Cerec, digital, Global microscope, computerized. Kurt Skarin 805-777-7707.

GP office in Santa Barbara seeks Associate with 1+ years experience, 1-2 days/week including Saturdays. Please email resume: sbdental2@gmail.com.

Newly USC grad male GP in his 30's seeking P/T on Monday and Friday. tedsheng@yahoo.com.

PRACTICE FOR SALE/SAN DIEGO Escondido 5 Ops, \$758 collections. KEN RUBIN Practice Sales, Inc. 619-299-6161.

GENTLE DENTIST Certifications Invisalign, CAD/CAM/ CEREC, ZOOM, etc. Looking for associatship/partnership. Please contact me directly (310)403-7328; DrCharlesHuangDDS@gmail.com.

PRACTICE FOR SALE Downtown Alvarado – Beautiful office. 3 Ops. 50% Hispanic, 50% Korean. Free standing building. Grosses \$400k part time. Absolutely beautiful. Call PPS (714) 832-0230.

X-ray view boxes for sale in Santa Monica for \$35! Please email me at njydds620@yahoo.com if interested.

Cyclorinse, the “needle-free” solution Discover Cyclorinse and promote the “new needle-free option” in your practice today. Information at www.cyclorinse.com.

Perio Pro X-ray developer \$500. Please contact njydds620@yahoo.com.

Wiederman & Potter Premium Practice Sales As a CPA/ DDS team we have the experience to Sell Your Practice! 714-259-0501.

West Side Los Angeles Upscale Holistic Dental Practice 45 yrs goodwill, Gross Receipts \$725K – 3 days, fee for service dentistry@drrota.com.

Panorama City Looking for office to buy/rent p/t no charts/ patients needed 4 Ops. Dr. Win 818-300-7100.

Fuji Dental Lab offers American made products with a 3 day turn around, quality and low pricing. Call Kip for special pre-paid pricing. 800-315-3251.

Fresno Dentist seeking to purchase practice No Broker needed. Email: frsndentist@gmail.com or 559-285-7297.

2002 Panoramic/Cephalometric X-Ray machine Excellent condition. \$7,500 O.B.O. For more information contact Elizabeth at 559-897-5042 ortho.tech.global@gmail.com.

Office Space for rent \$300/month. Private office 7' x 12'. Located in Sta Monica. Contact njydds620@yahoo.com.

“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.

Office Sharing available in Burbank area. Build a practice at minimal cost. 3-4 days per week. Please call (818)813-7570.

Canoga Park 2 vintage dental chairs and 1 x-ray machine. Working condition. Great for use or decoration. Email Shruti- smadhure@gmail.com.

TORRANCE SHOPPING CENTER PRACTICE Collects \$180,000/year. 3 ops. Great visibility. Retiring. Asking \$130,000. Kurt Skarin 805-777-7707.

ZOOM Bleaching Light for sale Excellent Condition \$895. Call (951) 925-1223.

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.

Endodontist & Oral Surgeon needed (1 day/month) in GP office in Santa Barbara. Please email resumes/ compensation requirement to: sbdental2@gmail.com.

Do you need to go out of town? Do you need someone to cover your periodontal practice? Contact periodontalexpert@yahoo.com.

WEST COVINA Great location, good visibility! Asking \$59,950. Select Practice Services, 714-421-4407.

Periodontist available for all periodontal and implant surgeries including Bone grafts, Sinus Lifts, Placements. Will bring own instruments. perioimplantdoc@gmail.com 9493006704.

San Bernardino Practice & Building For Sale 3 ops, 1100 sq. ft. Free standing Building. Anxious to sell. (909)583-1414.

Everything is Marketing

Speaker: Fred Joyal of 1-800-DENTIST

Based on his best-selling marketing book, *Everything is Marketing: The Ultimate Strategy for Dental Practice Growth*, this course is power-packed, information-rich and filled with easy-to-implement ways to take your practice to the next level. The resonating concept in this course is that every element of your office, even the seemingly mundane, is a part of your total marketing strategy. Recognizing this simple fact is the key to crafting a marketing plan that works.

Highlights

- ≈ The difference between marketing and advertising and how both are crucial to your practice
- ≈ Becoming a lifestyle enhancer to help your patients enjoy their lives to the fullest
- ≈ Why patients leave and how only you can keep them from straying
- ≈ Moving beyond patient satisfaction and creating relationships that last
- ≈ Staff attitude begins with you
- ≈ Word power– saying things the right way pays off big

7 C.E. CREDITS

February 18, 2011

8:00am Registration/ 9:00am-4:00pm

Marriott in Anaheim

700 West Anaheim Way

Anaheim, California 92802

Breakfast & Lunch will be served

www.wppps.com ~ 714.259.0501 for registration

\$265,000 GD, Fee for Service in Newport Beach, 3 Ops, Fully equipped – MPG, (949) 675-5578.

VAN, MINI-VAN, CAR, TRUCK DONATION WANTED Tax-deductible donation. A non-profit religious organization. Please call (714) 772-5590.

SCHICK Sensor Size zero for Sale \$1,950. please Call (951)925-1223.

Perio compromised Hopeless teeth can be saved with Perio Laser (LANAP). No cutting no suturing. (949)718-0208, www.newportbeachimplant.com.

Beautiful new dental practice with 5 operatory now selling located in Rocklin CA affordable price call if intrested 916-663-5675 Hurry.

SAVE MONEY SHARE SPACE IN MARINA DEL REY! 4 large ops, great opportunity for new or established practice! 310 577-5888.

Orthodontist-looking to rent/share space with dentist in Westminster, Ca one day a week Monday thru Sunday (yes Sunday). orthoinyouroffice@yahoo.com.

We are looking for offices in the Pasadena, San Fernando Valley, Upland, and Monrovia area. Husband/Wife team. Retiring? seekingdentaloffice@gmail.com.

TRAVELING IMPLANTOLOGIST Keep the patient and income in your office. I will come to your office, provide the implants and supplies and prepare the patient for restoration to your specification. 33 years experience with implants both surgical and restorative. I understand your restorative needs. Diplomat of American Board of Implantology and Fellow of the American Academy of Implant Dentistry. 949-939-7419 rseberg931@gmail.com.

DENT-X 810 X-Ray Processor New Condition, \$700 + X-Ray Duplicator. Must Pick up. Karen 818-986-9112.

NEEDED Dental Assistant in a private dental office. Experience in clerical work preferred. Will train for Skilled Nursing Facility Dentistry. Call 818-891-0500.

PRACTICE FOR SALE/YORBA LINDA Turn-Key office w/ 4 ops, Great potential California Practice Sales, Inc. Phone: 714-639-2775.

"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.

PRACTICE FOR SALE - #3245 Arcadia/Monrovia area. Location only. Million dollar location. 2,500 sq.ft. with 8 Ops, 4 equipped. Very busy shopping center with AAA tenants. Call PPS (714) 832-0230.

Office Space for rent \$350/month. Room is 12' x 10'. Located in Santa Monica. Contact njydds620@yahoo.com.

NORTHRIDGE (4) op comput. G.P. for sale. In a smaller prof. bldg. on a heavily traveled main blvd. Cash/Ins/PPO pt. base. 2010 Gross Collect. projected @ \$440K+. Selling due to health. Price reduced! D&M Practice Sales 818.591.1401.

Endodontist needed Temecula CA- once a week in state of the art office. Send resume to pum1985@hotmail.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.

Canoga Park: Retiring dentist 1500 sq. ft. 4 Operatories. 2 X-Ray Machines. All insurances and cash. \$150k. Email Shruti- smadhure@gmail.com.

FOR SALE - Going Digital! PerioPro3 processor, 3 X-ray view boxes, Endo Quick dip, Baldor Polishing Lathe w/ dual protectors. TOM-(714)357-9958.

Oral surgery instruments for sale Most are new forceps, elevators and luxators. Contact via email: yodoc@att.net.

TrollByte Size-2 Sensor Positioner Starter Kit \$90 each. Five AMR/4303 and two VB/AF 3305 in each. Contact njydds620@yahoo.com.

SAN JOSE: For Sale 3 op Office space & equipment only in south valley area of San Jose. Fully equipped includes hand instruments. Start up/satellite save hundreds of thousands of dollars. New lease avail w/purchase option. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

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

PC-1000 Panoramic X-ray Machine Mint Condition. Must pick up. \$2,700 OBO Karen 818-986-9112.

For sale \$25k. 3 operatories, 1000 sq feet, Larchmont Village Area. Lease \$2200/utilities. (323) 461-7955. Email for pictures andrejaskiewicz@aol.com.

Buy any 3 of our Titan Restorative Products and Receive 1 for Free with Kings Two Dental. Universal Composite Caplets 20/Pk \$26.95, Syringe \$24.95, Flowable 4/pk \$24.95 Please call us at 800-715-5464.

An active general dentist for a nice office part time, good pay, call # 559 782-9297 or fax res. at 559782-0025.

New Dental Hygiene Operatory 10 Year Warranty – Manufactured in California \$117.58 per month OAC. Factory Technical Support Call (800) 423 – 5657 for complete details.

San Clemente practice looking for a Pediatric Dentist one day/month. Separate pediatric operatory w/pediatric equipment. contact@smiledesigndentalgroup.com or 949-481-2000.

Dental offices for Sub-lease in Downtown Los Angeles or Lake Forest 949-400-4677 or 949-307-6437.

Make New Friends - Save Money

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.
Provide CPR in your office. Over \$300 discount on Dental Mal-Practice insurance.

**Providing 70
Units/year of
Continuing Education
in Applied Clinical
Dentistry on Sundays.**



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

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

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

Are you ready for a Mobile Makeover? Diversified Dental & Upholstery will come to you and transform your operatory 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.

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

Beautiful new dental office for sublease at 2630 san Gabriel blvd. Rosemead, 91770--digital x-ray, excellent location, plenty parking. email vtchen@yahoo.com.

Pediatric Dental Office in the Inland Empire seeking a Pediatric Dentist. Please fax resume to 909-350-8733.

Cerec comp.and miller Works great. all updates and maintenance current w/all acces. 42k. Lisa 562-619-6249.

DOWNPAK, CORDLESS OBTURATION DEVICE BRAND NEW/ NEVER USED IN BOX. INCLUDES 5 TIPS/2 STANDS. Retail: \$2000+ Sale: \$1500 949-310-1517.

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

PRACTICE FOR SALE - #3240 Redlands - GP Estb - 5 Ops, shopping center. Should do \$500k first year with a little marketing. Great lease. \$1.00 sq. ft. Grossing \$250k. FP. \$250k. Call PPS (714) 832-0230.

Beautiful new dental office for sublease at 2630 san Gabriel blvd. Rosemead, 91770--digital x-ray, excellent location, plenty parking space. vtchen@yahoo.com.

Busy Rialto office looking for DENTIST & RDA. Email or fax Resumes (fax) 909-879-1075. (Email) santacruz dental44@yahoo.com.

Time to Sell? Get results and Save Caudill & Associates (951) 314-5542 - www.caudillpracticesales.com.

Endodontist needed for office in Montebello, CA. Please contact us at 714-757-2000 or fax CV to 949-646-1576.

LANCASTER DENTAL OFFICE FOR SALE! WELL ESTABLISHED DENTAL OFFICE WITH EXCELLENT RENT. PLEASE CALL 209-201-2893.

Wanted dental office in L.a, HP, panorama city willing to pay cash asap call 323-363-5411.

CENTRAL VALLEY-DENTAL OFFICE FOR LEASE in Merced, 4 operatories, prime location. please call 209-723-3221 sueintawan@gmail.com.

Dentist- looking for Part-time position USC grad with 5+ years of experience. Gentle, caring yet efficient. please call (909)238-2969.

GENERAL DENTIST SEEKING TO BUY YOUR PRACTICE, PREFER TO BUY PROPERTY AS WELL IN LOS ANGELES. EMAIL LADENTALPRACTICE@YAHOO.COM.



*Timothy G. Giroux
DDS/Broker*

ASK THE BROKER

Question:

What do you predict in the way of practice sales for next year?
Hu C, DDS

The last two years have been slow for practice transitions. Most doctors are holding onto their practices for a few extra years since they are uncertain about the future of our economy. Some have lost equity in their homes and realize that the stock market could experience another 4000 point drop as it did in 2008. The net proceeds on the sale of their practices only result in about two years' worth of income, so why not work a little longer if your health is still good?

Unfortunately, the economy has also reduced gross receipts for most dentists. Not only are lower revenues another reason a doctor may defer retirement, but this also translates into fewer and lower paying associate positions. I remember hearing "doom and gloom" predictions for my graduating class of 1983 due to 15+ % interest rates. Eventually the economy pulled us out of those times. I look back now and feel that my class experienced some of the best times of dentistry. Hopefully the same will be true of the young dentists out there struggling to find a job in these tough economic times.

While the "rule of thumb" multiples for pricing practices remain fairly constant, decreasing revenues translates into lower prices. Lenders are not averaging multiple years to determine value, but are using the standard multiples on the last year's tax return. If the revenues have increased, the lenders are very generous with the loan amounts. If the revenues have decreased by more than 15%, not only will the price reflect the corresponding decrease, they may not even be interested in lending on the practice until the receipts have stabilized.

The good news is there is currently a backlog of dental work being created by patients who are putting off dental care. This corresponds to the backlog of practices that eventually will make their way to the market.

My New Year's wish is that the economy turns around, patients once again seek dental care and doctors decide it is time to retire. If it does not happen this year, hopefully it will happen next year!!! Who knows? This group of graduating dental students may eventually be as lucky as my generation of graduates.

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

Maddox Practice Group

Dental Practice Sales and Transitions Specialists



Los Angeles Multi-Doctor Practice - 2.2 Million - 35 Yrs of Goodwill - Call for info

Los Angeles County Amalgam - Free Dental Practice - 4 Operators - \$600,000

Costa Mesa Practice - 5 Operators - \$275,000 - *Sale Pending*

Irvine Practice - 5 Operators, 3 equipped - \$399,000

Irvine Practice - 6 Operators, 4 equipped - \$375,000

West Covina Practice - 5 Operators - \$720,000 - *Sale Pending*

San Dimas Practice - 4 Operators - \$700,000

Brea Practice - 4 Operators - \$320,000

Santa Clarita Endo Practice - 3 Operators, 2 equipped - \$175,000

Please see our website for more information and upcoming seminars: www.maddoxpracticegroup.com

Maddox Practice Group Welcomes Kerri McCullough to our team. Contact her at 949-300-0312.



A. Lee Maddox, DDS, Dental Practice Brokerage, Inc.

Telephone: (949) 675-5578 • Fax: (949) 675-1717

E-mail: info@maddoxpracticegroup.com

Turnkey office with 11 operatories for lease in Palm Desert. Available November. Please contact Camille at (760) 773-0052.

Pharmacy business for free in dental and medical building, you just pay the rent, Pharmacist relocated. If interested, email vtchen@yahoo.com.

All County Construction Exceeding Expectations in Design, Detail and Quality Craftsmanship. Client satisfaction is our #1 goal. Call Today 714-240-4123.

Recently renovated dental space to share in Eagle Rock. Total seven Operatories 2350 sq f. \$1300 a month. Contact hamletabnous@sbcglobal.net (818)749-1841.

Dental Space to Share on Lankershim Blvd. in North Hollywood. \$2000 a month. Brand new construction. Contact hamletabnous@sbcglobal.net (818)749-1841.

UOP graduate GP seeking P/T dentist position in S calif. possible buy out preferred. (805)405-1213
achoroomi@yahoo.com.

BEVERLY HILLS OFFICE FOR SALE FULLY EQUIPPED THREE OPERATORY DENTAL OFFICE. GREAT LOCATION. GREAT LEASE. NO PATIENT CHARTS. (310)962-0670.

ORTHODONTIST 2 days a month. \$1000/day min or % of collection. Moorpark, CA. Please call (805)907-9681 or e-mail Welikala@aol.com.

Barely Used Sybron Analytic Endo System B Heat Source for \$1000 in Roseville, Ca 95661 pls contact 916-787-0631.

Pediatric dentist looking to rent space in San Juan Capistrano. email tuscdr5@aol.com.

Dental Practice Wanted Prefer small established office in Mission Hills or Granada Hills. Please e-mail listings to hbedolla@hotmail.com.

FOR LEASE COVINA NEW OFFICE 3 OPERATORIES, JUST REMODELED, TURN KEY, GREAT MEDICAL BUILDING \$2,000.00 MUST SEE 562-868-6333.

Looking for a front desk spanish speaking, with back office experience for a Van Nuys Office. Please call (818)693-6096.

Furnished Dental Office Treatment Rooms Operatories Available for SUBLEASE. \$600/month. 949-939-7831 for showing.

OFFICE SPACE TO LEASE/SHARE 4 OPS IN MARINA DEL REY, GREAT SPACE/VIEWS/OPPORTUNITY! CALL 310 577-5888.

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.

Two ADEC Assistant Stools Dark Blue Leather Upholstery. NEW-MINT. PAID \$1500. SELL \$1000 FIRM. (858)876-8743 or referDDS@gmail.com.

Two dental operatories available to sublease Medical building located within the city of Santa Ana. Please email. Eric.sauk@att.net.

FILM BASED PANO AND CEPH MACHINE FOR SALE \$2500.00 YOU PICK UP. GOOD WORKING CONDITION. CALL: 626-678-3429.

Upland, ca we are looking to buy a dental office space in Upland (with or without the business). Call: 714-390-8769.

Traveling Endodontists wanted work in our multiple offices in Southern California. Email resume to dentalss@hotmail.com. Fast pay!!

X-RAY MOUNTS Thousands of x-ray mounts. FMX, BW, 4+2, 2+2, etc. Clear Casterm plastics. \$200 805 386-3199.

Needed Oral Surgery instruments for Dentistry to Third World Countries. Donate your used forceps, elevators, etc. Thanks. dhor@pdc.dds.ca.gov.

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

Endodontist (experienced) needed in a private dental office in Laguna Hills/Ca. Once/twice a month. please call 949-533-2494.

SALE: DCI delivery unit with cuspidor and light; GALACXY x-ray chair. Almost new, rarely used. Contact: yjmdds@sbcglobal.net.

General Dentist Looking for Associate position USC Grad, Spanish Speaker. Ambitious, Amicable, Great Chairside Manner. OPEN & WILLING TO LEARN! 626-465-6781.

Dentist – Managing Dentist Wanted Escondido Area- Must feel comfortable w: molar-root canal & extractions. Call: Mike 562-207-7888.

PRACTICE FOR SALE/SAN DIEGO Ocean Beach 4 Ops, \$420 collections. KEN RUBIN Practice Sales, Inc. 619-299-6161.

Perio Pro X-Ray Developer \$500. Please contact njydds620@yahoo.com.

Beautifully remodeled fully equipped dental office in Santa Monica for sublease. All ops with views. Call Kathy at 310-430-4128.

Want to Purchase Dental Office in OC. Good visibility a must! 949-385-0315, searchingfordental@hotmail.com.

REACH OUT TO HUNDREDS OF DENTIST AT PDS MEETINGS. FOR MORE INFORMATION CALL 1-909-933-9076.

ORAL SURGERY, HUNTINGTON BEACH Asking \$695,000. Select Practice Services, 714-421-4407

3-Compartment Plaster Bin \$100 Each compartment holds 25 lbs of stone plaster. Please contact njydds620@yahoo.com if interested.

Thirty-First Annual Ski and Learn Seminar by the SCAGD

Snowmass/Aspen, Colorado

FEBRUARY 12-19, 2011

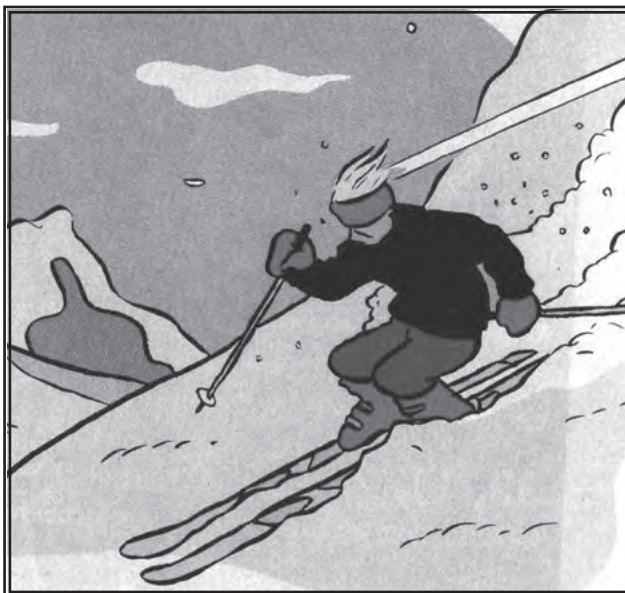
Our 31st Annual Ski and Learn Seminar will be held in Snowmass/Aspen, Colorado from February 12-19, 2011.

Our program will begin with a Sunday Night Wine and Cheese Party. There will be a mid-week Nas-tar Race. The final event will be our Friday Night Awards Banquet.

We will be staying at the Top of the Village Condominiums, a ski-in, ski-out location. Our accommodations will be largely two and three-bedroom units. The units will have daily maid service, VCRs, DVDs, washers and dryers in each unit, outdoor pools, whirlpools, sauna, steam room, fitness center and daily coffee service, free shuttle service... to name only a few of the amenities.

The trip will include round-trip air and bus transportation, seven nights lodging and lift tickets for five out of the six days. The cost for the package will be \$1560, the same as last year.

We will have four outstanding scientific sessions, our morning coffee and video. The seminar will afford sixteen hours of continuing education state and AGD credit in Category One. **Seminar fees are: Dentists @ \$245; Auxiliaries @ \$110.**



The CE programs are as follows:

❄️ **Joseph Cain**, DDS, Professor Emeritus, Removable Prosthodontics, University of Oklahoma, College of Dentistry **TOPIC: *Overcoming Mistakes with Dental Implants.***

❄️ **Bruce Houser**, DDS, MS, Board Certified Periodontist, Scottsdale, Arizona **TOPIC: *Improved Function and Esthetics with Pre-Prosthetic Periodontal Surgery.***

❄️ **Bradley J. Sandvik**, DMD, FAGD, General Dentistry, Phoenix, Arizona. **TOPIC: *Beyond Single Tooth Implant Restorative Techniques and Treatment Planning for the Edentulous Arch.***

❄️ **Brant Bradford**, DDS, Col, U.S. Army, Chief of Prosthodontics, Ft. Irwin National Training Center, California **TOPIC: *Cosmetic Approach To Prosthetic Rehabilitation.***

Our last ski seminar held at Snowmass/Aspen, Colorado in February, was a great success and enjoyed by all. Reservations are coming in now for the upcoming trip to Snowmass/

Aspen, Colorado. Our participants voted to return to Snowmass/Aspen.

Ski.com, once again, will be handling our travel arrangements. They can be reached at 800-525-2052, Ext. 3045. Ask for Martha Perez.

For reservations, send a deposit of \$500 to:

Ski.com at 2349 Honolulu Avenue, Montrose, California 92020. Attention: Martha Perez.

The cost will be approximately the same as our 2010 trip.

This is by far the best value in the ski CE Industry...!

Tuition fees are to be sent to Ski.com (formally Sportours) or contact Dr. Robert Garfield, Executive Director, SCAGD: 2720 Aqua Verde Circle, Los Angeles, California 90077 or call 310-471-4916.

Bob Barrett, DDS, MAGD, Ski Seminar Chairman, Torrance

I have 3 beautiful operatories for rent to a Specialist in San Diego. Endodontist, Oral Surgeon, Periodontist, Orthodontist. (619)737-6453.

7 years+ general dentist with great cosmetic RCT, surgical experience, looking to buy in with existing practice in San Diego. bdentist@live.com

Numb and Numb-er Sometimes you just need numb. Visit www.cyclorinse.com for ordering. Cyclorinse...the painless solution!

Bite Registration Trays for Impression \$15/box. Includes posterior, anterior, quadrant, and full trays. Please contact njydds620@yahoo.com if interested.

Blowout Sale, Complete operatory packages X-ray machines, Intraoral cameras, Compressor, vacuums, handpieces, curing lights, autoclaves, apex locators, all brand new. Call Dr. Ray 310-422-0536.

PANOREX MACHINE WANTED looking to purchase a 2nd hand panorex machine that is working properly. Please call 818-388-2737.

OFFICE FOR SALE Brand New in a Medical Building in Irvine Has 5 Ops Call Massoud Kashanchi, DDS. (714) 662-4424.

X-Ray View Boxes For Sale in Santa Monica for \$35! Please email me at njydds620@yahoo.com if interested.

Building a new practice Need dental software? Dental EZ 2000 multi-use for low price. Orig. \$2600, now \$1500. Contact neimantran@yahoo.com.

Pediatric Dentist Wanted Anaheim Area -Call Mike: 562-207-7888.

Panoramic Digital X-Ray Machine on sale for \$24,000 or lease to own @ \$530/mo. for 60 mos. With zero down, zero pymts for 90 days and one dollar buyout. Rotograph by Dent-X. Brand New from L.A. area Dealer. Free imaging software included. Retail: \$ 41,995. Call 800-273-5033.

Orthodontist Certified available for LA. O.C. IE. Will bring supplies and instruments. Bilingual (English/Spanish). Experienced and Professional. idobraces4u@hotmail.com.

Office manager experience in treatment coordination etc for dental office. Bilingual. Please call 909/730-4564 or email at shinedentistry@verizon.net.

Trollbyte Size-2 Sensor Positioner Starter Kit \$90 each. Five AMR/4303 and two VB/AF 3305 in each. Contact njydds620@yahoo.com.

Quality oriented GP looking for PT/FT position in OC and surrounding areas. Available M-F. Please contact akhairadmd@gmail.com.

Fix your Handpieces with Kings Two Dental Starting from \$59.00 with 3 month warranty for HighSpeed and \$109.00 with 6 Month Warranty for LowSpeed. Want to know more? Please call us at 800-715-5464.

Dental Office for Rent in Santa Monica available NOW. Has remodeled skylights, carpeted floors, private parking. Contact njydds620@yahoo.com if intersted.

Looking for subleasing dental space for 1-2 days a week in W. valley, Newbury park, thousand oaks, contact (310)266-2294.

PRACTICE FOR SALE - #3265 GP Gross \$1.4 million. Absentee - No HMO, No Medi-cal. 57/60 area, Rowland Hts/ Diamond Bar. 8 Ops, 4,000 sq. ft. One of the classic practices with great exposure. Call PPS (714) 832-0230.

Time to open a new office \$23,383.00 for a complete fully equipped dental office. All New Equipment Manufactured in California, Low Interest Financing with Deferred Payments OAC - Call (800) 423 - 5657 For more information.

TRACY: For Sale Equipment, furnishings, & leaseholds only. Including 4 Belmont Accutrach chairs, 2 Midmark chairs, 6 DCI rear delivery units, 3 Gendex x-ray units, 1 Soridex digital x-ray processor, 1 Statim 5000, 1 Harvey autoclave. 2,800 Sq ft, 6 Ops. New lease available. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

Caudill & Associates (New Listing) Palm Desert 5 Ops (All Adec), a picture perfect Office, over \$400,000 in Interior improvements. Collections of \$1,300,000 in 2009, p/t Assoc. Call (951) 314-5542. www.caudillpracticesales.com.

\$399,000 - Fee for Service GD Practice, Irvine, 5 Ops, 3 equipped. Beautifully appointed, modern office, Professional Building. MPG, (949) 675-5578.

At All County Construction our GOAL is simple Construct a quality project, within your budget and on time! Call us today for a free estimate. 714-240-4123.

PRACTICE FOR SALE/BEVERLY HILLS Equip; 4 eq ops in multi story bldg California Practice Sales, Inc. Phone: 714-639-2775.

RIVERSIDE Well Equipped!! Near 91 Fwy!! Asking \$270,000. Select Practice Services, 714-421-4407.

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

PRACTICE FOR SALE Temecula (NEW!) Tenant Improvements & Equipment. 5 equipped Ops, ADEC Cabinetry, 2 X-Rays. Prof Bldg. 80K!! SDPS: 760-599-7828.

OFFICE BUILDING IN HAYWARD 3 units in a 3,000 sq ft. one-story building. Ideal for dental & medical. One 933 sq ft. unit is available for rent. Buy or Rent. Loc Pham, Broker 714-550-7494.

Ni-Ti Hand File Sale X-files H-Files (6 per box) \$12 or \$15 per box. Limited sizes/lengths. Call Endo Technic at 619-286-8899 for more information.

WEST L.A. PRACTICE Collecting \$15,000-20,000 per month on 2 days per week with \$3,000/month in capitation. 4+ ops. Motivated. Asking \$210,000. Kurt Skarin 805-777-7707



14722 Hawthorne Blvd. Ste B

Lawndale, CA 90260-1505

310 349-2199

wlads@pacbell.net • westernlads.org

2011 CE Program Schedule

Tuesday evenings, 5:30 pm • 3 CE units

Evening programs are \$75 for ADA member dentists;

\$120 for non-member dentists; \$60 for non-dentists

February 8

Ziv Simon, DDS

"Perio for the General Practitioner"

March 8

Mamaly Reshad, DDS, MSc

"Prosthodontics"

April 12

Eric Sung, DDS

"Management of Cancer Patients"

September 13

Earl Freymiller, DDS

"Oral Surgery"

October 11

Sergio Cuttler

"Research on New Endodontic Technology"

*November 5 (Sat)

Baldwin Marchack, DDS

"Advanced Restorative & Practice Branding"

Locations to be determined—Culver City/LAX area.

Contact WLADS for details.

* All day meeting, 7 CE units • Fee to be determined

GLENDAL PRACTICE FOR SALE Fee for Service, 3 opts., with 2 additional plumbed rooms, Asking \$325,000 714-259-0501.

Rolling Dental Cabinet for \$300 It has a white glossy finish. If you are interested, email me at njydds620@yahoo.com.

Blowout Sale! X-ray film, 3M composites & Bonding agents, handpieces high & slow speeds and surgicals, diamond burs, In-Office whitening light, all brand new. Call Dr. Ray 310-749-9180.

Boxless Digital Sensors DentiMax's all new boxless sensors represent the latest in CMOS digital radiography. Sensors start out at \$5499. Call (800) 704-8494.

LAKE FOREST On a Main Street!! Doctor Retiring! Asking \$298,000. Select Practice Services, 714-421-4407.

LAKEPORT: For Sale General Dentistry Practice. Gross Receipts 904K, adj net \$302K. Practice same location past 23 yrs, & 25 yrs previous location. 2,600 sq ft with 8 equipped treatment rooms. Intral-Oral camera, Pano, Sedation, Data Con software. Owner to retire. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

Enjoy your dental office for years to come. At All County Construction, we offer a high quality product and exceptional service at a price to fit your budget. 714-240-4123.

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

KERN COUNTY, CA Well established, 6 op GP with a great location for the dentist desiring a rural lifestyle. 2009 collections over \$523,000 with amazing growth potential. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

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

Urban Renewal Construction Are you looking for a construction company with vision and resources, design, construction and equipment. Call (949) 632-2648.

RANCHO SANTA MARGARITA ORTHODONTIC PRACTICE FOR SALE - Private Ortho practice with 4 operatories in shopping center - 20 years old - greater starter practice- very modern - private insurance and cash only - 2009 net income over \$200,000 on 3 easy days/week- Thomas & Fees Practice Sales (714) 544-4341.

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

PRACTICE FOR SALE/SAN DIEGO Poway 4 Ops, \$849 collections. KEN RUBIN Practice Sales, Inc. 619-299-6161.

Discover Cyclorinse Visit www.cyclorinse.com, oral anesthetic rinse, for ordering information. Cyclorinse...the pain free solution!

Rolling dental cabinet for \$300. It has a white glossy finish. If you are interested, email njydds620@yahoo.com.

During the last 10 years Ken Levi built for me five projects. The recent is a 5000 sqft. free standing building in North hollywood CA. This is a state of the art dental and medical facility of which I am very proud. Medikbuild fulfilled all my expectations and more. Come and see it with your own eyes. Dr. Afar 310 7705580.

Do you DREAM of a owning a dental practice that makes others envious? With 20 years experience in the industry, we can help turn your dream into REALITY. All County Construction 714-240-4123.

Matsco is now Wells Fargo Practice Finance Let's talk about how we can support you. Call 1-888-937-2321 or visit wells Fargo.com/practicefinance.

Eliminate Regulatory Waste Disposal Headaches No Contracts, No Pick-up, No Business Interruption Visit: www.archtechnochem.com or E-mail us: sales@archtechnochem.com or Call: 858 348 3974.

Fuji Dental Lab American made quality, low pricing, great service. 5% off your first case. Call Bobby or Kip now! 800-315-3251.

Now you can earn your LIVE dental CE units online with live web-cast seminars. Look what Tatshyan S. DDS of California says about ACES live webcast seminars: "Best thing after Wonder Bread!" Check out live webcast CE seminars at www.aces4ce.com.

Implant surgeons (periodontists & oral surgeons) would like to sublease space in your office a few days a month. We bring our own patients, assistants and equipment. Please contact us: implantsurgeons@gmail.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 from 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.

"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.

Join the fun! The Punjabi Dental Society invites doctors and dental company representatives to mingle at our regularly scheduled events. For information please call 909-933-9076.

New Dental Operator manufactured in California, 10 Year Warranty only \$140. 12 per month OAC. 150 Color choices, including Ultra Leather. For more information call (800) 423-5657.

2011 TRI-COUNTY DENTAL SOCIETY MEETINGS



Thursday, February 24, 5:30 – 8:30 pm (5:30 – 6:30, social hour)

“Reconstructive Dentistry”, Tony Daher, DDS

Thursday, April 7, 5:30 – 8:30 pm (5:30 – 6:30, social hour)

“Soft Tissue Grafting”, Armen Mardirossian, DDS

“Socket and Bone Grafting”, Gregg Filippelli, DDS

Thursday, September 15, 5:30 – 8:30 pm (5:30 – 6:30, social hour)

Loma Linda U School of Dentistry: “What You Need to Know About Dental Trauma”, Leif K. Bakland, DDS

“Planning Successful Outcomes for Dental Implant Surgery”, Jaime Lozada, DDS

Thursday, November 17, 2011, 5:30 – 8:30 pm (5:30 – 6:30, social hour)

Western U College of Dental Medicine: “Oral Pathology for Everyday Practice”, Elizabeth Andrews, DDS

“Clinical Applications of Salivary Diagnostics”, Bradley Henson, DDS, PhD

“Dental Erosion & Acid Reflux Disease”, David Lazarchik, DMD

2-Core CEU's

Cost: \$40

Location: TCDS Conference Room, 952 S. Mt. Vernon Ave, Ste A, Colton, CA 92324

There will also be two-CPR/BLS Classes:

Friday, March 4, 9:00 am – noon, and Friday, September 9, 9:00 am – noon, location: The National Institute for Healthcare Education, 1280 E. Cooley Dr., Suite 12, Colton, CA 92324, Cost: \$70 plus \$22 (book)

2011 New Dentist Meetings*

February 9, 6:30 – 9 pm (6:30 – 7 pm, Registration)

“How to Use or Avoid Peer Review”, Robert Casady, DDS

September 8, 6:30 – 9 pm (6:30 – 7 pm, Registration)

“How to Market for Success Online”, Lance McCollough, ProSites, Inc.

October 6, 6:30 – 9 pm (6:30 – 7 pm, Registration)

“How to Assess Associateship Contracts”, Robyn Thomason, CDA Compass

Monthly: “New Dentist Study Club” – TBA

***Contact TCDS @ 909.370.2112 for meeting locations and fee rates**

Make your reservation now by filling out this form and returning it to the TCDS office:

**Send reservation(s) to: Tri-County Dental Society, 952 S. Mt. Vernon Ave., Ste. A. Colton, CA 92324
(909) 370-2112 • (800) 287-8237 • Fax (909) 370-4478 * Email: Stacey@tcds.org or Shehara@tcds.org**

Please check meetings you would like to attend:

___ Feb. 24 ___ April 7 ___ Sept. 15 ___ Nov 17; CPR: ___ March 4 ___ Sept 9

***New Professionals: ___ Feb 9 ___ Sept 8 ___ Oct 6**

Name(s) _____

Phone _____ Signature _____

Credit Card # _____ Expiration Date _____ 3-digit code _____

Payment type: ___ Check ___ MasterCard ___ Visa ___ Discover Amount Enclosed \$ _____

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 27 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



Thomas & Fees

Practice Sales

"A better kind of practice sales company"

Philip L. Kempler, DMD, Broker

Days: 714-544-4341 • Eve: 949-362-4749 • Fax: 714-731-7296

E-mail: Phildr@cox.net

TAX • FINANCIAL ADVISORY • VALUATION

CUONG LE, CPA

2020 Pico Blvd., Suite C
Santa Monica, CA 90405

(310) 450-5708
info@lecpa1.com

Success Through Diligence

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

888-302-6111

Lic. #669244

Ken Rubin & Company, Dental CPA's

Ken Rubin Practice Sales

619.299.6161

www.kenrubincpa.com

www.krpracticesales.com



San Diego Practice Sales

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

For More Information Call:

(760) 599-7828

WWW.SDPRACTICESALES.COM



2000

version
2010

#1 RATED DENTAL SOFTWARE

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

800-273-5033

Online demo - www.ez2000software.com

DENTAL DIRECTORY

Full Service Collections

We feature:

- Commission Fee Only
- Free Credit Bureau Reporting
- Spanish Speaking Collectors
- Full skip tracing & legal department
- Comprehensive month end and on demand reports
- Friendly experienced staff

DCC, Inc.

 269 S. Beverly Dr., Suite 439
 Beverly Hills, CA 90212


Dental Collection Specialists

888-860-2950
www.DirectCreditControl.com


HOWDY PARTNER!

Contact us to promote your business here!

www.DentalTrader.com



KINGS TWO DENTAL SUPPLY

Your One Stop Dental Shop

- | | | |
|----------------------|-------------------|---------------------------|
| • Large Equipment | • Dental Supplies | • Implantology |
| • Small Equipment | • Ortho Products | • Handpiece Repair |
| • Service Department | • Digital Imaging | • Full Service Dental Lab |

Tel: 800.715.5464
Fax: 626.581.8137

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



LEE SKARIN AND ASSOCIATES, INC.

KURT SKARIN

DENTAL PRACTICE SALES & APPRAISALS

 530 W. Stafford Road, Westlake Village, CA 91361
 805.777.7707 • 800.752.7461 • Fax: 805.777.0051

 Email: lsainc@aol.com
www.leeskarinandassociates.com


CA DRE: 00863149

Law Offices Of

Norman L. Schafler, D.D.S., J.D.

Attorney At Law

 Experienced Handling of:
 Dental Board and Denti-Cal Matters

"We Understand Your Needs"

805-343-0975

Trask Construction Co.

GENERAL BUILDING CONTRACTOR

EMILY & JOE NGUYEN

State License #540153B

Commercial & Residential

Specialize in

Dental Offices from A to Z

25 years experience

• Design, build and install

• Custom Dental Cabinets

 • Obtain loans at **lowest interest rate**

• Supply dental equipment

Tel: (714) 537-5312 • Cell: (714) 797-5260 • Fax: (714) 638-5857

 EMAIL: traskconstruction07@yahoo.com

Rope in Profits!



www.DentalTrader.com

Dental Board Matters

Expert Legal Representation


Mitch Kaylor, Esq.

Attorney at Law


Ford, Walker, Haggerty & Behar
562.983.2518

Your advocate in all DBC actions



The smart way to
shop or trade

Advertise with us!

www.DentalTrader.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

OSHA COMPLIANCE



PARTNERS, INC.

Say Adios to OSHA....
Let OSHA COMPLIANCE
PARTNERS, INC.

Take Care of Everything

*Pick-up of all Hazardous & Medical Wastes
Staff Training, OSHA Manual, Container
Labeling, "Mock" Inspection of your office
and More.....*

Call Toll-Free 888-55-WASTE
or 888-559-2783
www.oshacompliancepartners.com

Diversified Dental & Upholstery

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

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

DRE Lic. #01875780

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



The leading dental CPA in Los Angeles County

Founded by Reza Khodabkhshi

818.990.0686

www.FurnessCPA.com

ZAHAR FALLAHI Attorney At Law, CPA

The Dentists' CPA & Lawyer

Taxes, Accounting and Practice Acquisition
Incorporation and Living Trusts

714-546-4272

1503 S. Coast Dr., Ste 207, Costa Mesa, CA 92626



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

CA Broker License #01172430

***Trust your Practice Purchase
or Sale to “The Personalized
Service Dental Broker”©***

866.425.1877
(Outside So. CA) or

818.591.1401

www.dmpractice.com

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

SANTA MARIA Location and reputation are only two of the winning attributes of this stunning practice! 1,545 sf, w/ 4 fully equipped ops, \$300k Real Estate also available! (K-916) WPS/800-641-4179.

TUSTIN On a Main Street!! Asking \$400,000. Select Practice Services, 714-421-4407.

PERI-PRO III FOR SALE \$500 including daylight loader, Kodak films (size 0,1), film mounts, roller bath container (818)744-5795.

Huntington Beach Leasehold improvements, Free standing corner building Call Dr. Ray 310-422-0536.

PRACTICE FOR SALE #3237 Anaheim Hills – Group member wanted – Hi identity. GP has space to share with Specialist. Peds/Ortho/Or?. Call PPS (714) 832-0230.

Board-certified ORTHODONTIST available for work in LA or OC, bilingual english/spanish, UCLA grad, 4 years experience. References available. 310-343-3168.

SALE SciCan Hydrim C51w Instrument Washer Newest model with LCD screen. Perfect working condition. \$2000 (new price > \$4000) Email: 1nejad@gmail.com.

Rancho Palos Verdes office available for rent for ORTHODONTIST and/or PERIODONTIST 1-2 days per week. Call 310-993-4474.

Home Stackable Electrical coin-operated washer and dryer. Practically brand new for \$1000. Please contact njydds620@yahoo.com if interested.

Inland Empire Endodontic practice needs Endodontist 1-2 days per week. Contact us at endoassociate@gmail.com.

Looking to buy two dental chairs (new/used), x-ray unit, sterilization unit, everything to start an office from scratch 626 616 6335.

SANTA BARBARA/MARIA/YNEZ Looking to buy in/out an existing dental practice with or without associatship. dinodds@yahoo.com (661)205-3477.

ORAL SURGEON ESCONDIDO...1-2 DAYS/MONTH... ALL OS & SEDATION EQUIPMENT PROVIDED...EMAIL MIKEKIMDDDS@YAHOO.COM...OR CALL PATRICE (626) 795-9328...FAX (626) 795-3763.

Periodontist available in your practice for implants, bone graft, exodontia, perio and IV. 10+ years experience. SD, OC, Riverside. Perioimplantspec@gmail.com.

DON'T REFER OUT!! Experienced GP looking for FT/PT, MOLAR ENDO proficiency, OS, Implant and all other aspects of dentistry. Please contact bagheridmd@gmail.com.

Perio-Pro III with day-light loader for \$1100 as office switched to digital (New roller was just replaced at \$1000), 7603668877.

Looking for a general dentist for partnership in a multi-specialty practice near Beverly Hills. Please call Alexander at (310) 948-6684.

STARTER PRACTICE FOR SALE PORTERVILLE, CA \$69,000 low rent \$900/mo. 3 ops 900 sq ft. some charts included. sellingporterville@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

Frontoffice/receptionist (Experienced) needed for a private dental office in Laguna Hills/CA. Knowledge of billing/dental terminology/Softdent. 949-533-2494.

Personable, efficient and hardworking general dentist with great communication skills seeking part-time associate position in private office. Please call 562-883-3130.

TORRANCE PERIO. & IMPLANT STUDY CLUB Accepting new members. Hand-on course Learn all aspects of perio and implant surgeries. Classes taught by Dr. Kenney, Chairman of UCLA Periodontic. Please call Dr. Thein at (818) 248-1991.

For Sale denture teeth Trubyte bioform anterior mold guide, vacuum fired porcelain blended plastic teeth by Dentsply. Call Angela 619-339-6114.

Female dentist 1+ years experience, bilingual Spanish, seeks a position with a mentoring doctor. Pay negotiable. Email: smiledoc09@hotmail.com.

Practice for sale on Temecula 79 pkwy located next to Kohls. Turnkey with some charts. Asking \$125,000 Contact neimantran@yahoo.com.

Need dental software for your practice? EZ 2000 multi-use original price \$2500. Still new, asking \$600 obo. Contact anthemdental@yahoo.com.

My Dentist, School for Dental Assistants offers approved certified Pit and Fissure sealants, X-ray and Coronal polishing courses. (323)582-3205.

Copyright 2011 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

- 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.
- 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.
- 5985 - Picturesque Norcal Coast- Busy practice in community serving 25,000 people. Topped \$675k on Owners 3 day week. Busy Hygiene
- 5987 - Pediatric Practice - North Sacramento Valley. Best location, phenomenal facility. 2009 Collected \$514k on limited schedule. FP \$260k
- 5988 - Southern Sonoma County - 3 Day week collected \$375k in 2009. 3 days of Hygiene
- 5989 - San Francisco's Avenues - Great sidewalk location on busy boulevard. Consistent \$400k/yr performer. Nice facility.
- 5990 - Central Marin County - \$400k+ per year performer on 3 day week. Efficient with low overhead.
- 5991 - San Francisco's Financial District - Rare opportunity to acquire practice with THE PERFECT facility. Topped \$600k in revenues in 2009. Busy Hygiene schedule.
- 5992 - Santa Rosa - Centrally located. Revenues grew from \$550k in 2008 to \$695k in 2009. Attractive 3 Op office.
- 5993 - San Francisco's Financial District - Great opportunity to practice in lucrative area. Attractive 3 Op office. 3 days of Hygiene. Collected \$325k in 2009.

HOT RELEASE

SOUTHERN CA SELLERS - PACK YOUR BAGS

- 3180 - Santa Rosa - Partnership- Senior Seller. Grossing \$720k. 3 Digital ops with intra oral cameras. Partnership \$200k with option to purchase remaining interest @ \$200k.
- 3244 - Only \$265,000. A Most beautiful office. Near Palmdale. Grossing \$30k a mo. Previously \$70k. Hi identity shopping ctr. Gorgeous 5 Ops. This is a fantastic opportunity @ \$265k. Only 2 Dentists serve this town.
- 3253 - Porterville/Tulare - Gross \$1 million in state of art bldg first yr. Ops, 2,700 sq.ft. ADEC equip. Digitized X-rays. Bargain price. Net \$50k first year. Seller referred out \$250k in Endo.

PPS SO. CA - (714) 832-0230 - (800) 695-2732

- 3164 - GP. 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.
- 3193 - Palm Desert. Grossing \$400k+. Great Location.
- 3205 - Downey - Established 20 plus years. Grossing \$850k. 4 Ops. Great location. 1-800-Dentists emergency rights. F.P. \$650k
- 3220 - Group or Entrepreneur DDS. Merger candidate Temecula. Spacious office grossing \$1 mil - \$6k/mo Cap checks. Great opportunity to develop contiguous specialty center.
- 3226 - Corona - New Hi identity. New shopping center. Grossing \$400k. HMO \$3k - \$4k/month and growing. 4 Ops room for more. Bargain price. 3227 - Orange county HMO. Gross \$1.3 mil. Modern multi op office. Good lease. Seller will stay 3+ yrs. Buyer to manage with specialists should gross \$2 million. F.P. \$1,250,000. Seller referred out \$250k in Endo, \$100k in O.S., \$300k in Ortho.

ORTHODONTIC BUYERS NEEDED 4 SO. CALIFORNIA

- 3237 - Anaheim Hills - Group member wanted. Hi identity. GP has space to share with Specialist. Pedit/Ortho/or?
 - 3240 - Redlands - GP Est - 5 Ops. Shopping center. Great lease. \$1.00 sq. ft. Grossing \$300k. FP. \$250k
 - 3244 - Only \$265,000. A Most beautiful office. Near Palmdale. Grossing \$30k a mo. Previously \$70k. Hi identity shopping ctr. Gorgeous 5 Ops. This is a fantastic opportunity @ \$265k. Only 2 Dentists serve this town
 - 3245 - Arcadia/Monrovia area. Location only. Million dollar location. 2,500 sq.ft. with 8 Ops, 4 equipped. Very busy shopping center.
 - 3247 - Practice for sale - Glendora - Super shopping center. Est 15 yrs. Like new. Partnership being dissolved. Grossing \$45k to \$60k/mo
 - 3248 - Small town near Palmdale. GP Est 15 yrs. Previous Seller grossed \$800k in hi identity shopping ctr. Available now @ \$250k
 - 3250 - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. Grossing \$362k in '09. 1,800 sq.ft.. 6 Ops equipped.
 - 3251 - Anaheim. GP Estb. 1,700 sq.ft. rent \$2,400. Estb 1967. Conservative Senior. Gross \$240k. FP. \$150k.
 - 3253 - Porterville/Tulare - Gross \$1 million in state of art bldg first yr. 6 Ops, 2,700 sq.ft. ADEC equip. Digitized X-rays. Bargain price. Net \$500k first yr. Seller referred out \$250k in Endo still produced near \$1 million.
 - 3255 - Partner Temecula. Grossing \$550k. Absentee. Seller wants working Partner. Outstanding shopping ctr. Hi identity location.
 - 3265 - GP Gross \$1.4 million Absentee. No HMO, No Medi-cal. 57/60 area, Rowland Hts/Diamond Bar. 8 Ops, 4,000 sq. ft.
- Downtown - Beautiful 3 Op office in prestigious area of downtown. Ultra modern. Gross \$500k your first year.
Downtown - Alvarado - Beautiful office. 3 Ops. 50% Hispanic, 50% Korean. Free standing bldg. Grosses \$400k p/t

****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."

**Tom Fitterer, Dean George,
Ray Irving & Edna Irving**

SOUTHERN CALIFORNIA

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 - Wanted - G.P.'s in all areas. Get excited & build new practice in high growth area.

SELLERS-FREE APPRAISAL (800) 695-2732

SELLERS-FREE APPRAISAL (800) 695-2732



What makes CPS the largest, most successful dental practice brokerage in America? **Confidence**



California dentists have placed their trust in CPS for the purchase and sale of their dental practice. For decades more dentists have bought and/or sold their practice thru CPS than any other broker company. Our business is built upon our reputation, a reputation for uncompromising full service provided with respect, experience and expertise. CPS has the tools available to assist our sellers with maximizing the benefit of the sale of their practice. CPS has relationships with lenders that will do optimum financing up to 100% of the purchase price based upon qualified buyers and practices. CPS has over 17,000 potential buyers in our database and we advertise nationally. We have experience with all the sensitive issues, like lease transfers and noncompetition clauses; we do our utmost to assure that you do not suffer any surprises. If you want confidence in your practice broker, choose the nation's leading dental practice sales company...California Practice Sales, Inc.



John W. Knipf (Neff)
President

Robert A. Palumbo
*Partner
Executive Vice President*

Thousands of practices sold worth over \$900,000,000.00. Let's break a Billion together!

CALIFORNIA PRACTICE SALES, INC.

Specializing in the Selling and Appraising of Dental Practices

(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