

# THE Dental Trader

VOL. 9 NO. 1 • JANUARY '12  
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!**

## Go High-Tech for a Low Price!



- Lease @ \$211/mo.
- 48 month term
- No Money Down
- No Payment for 90 Days
- One Dollar buyout

Don't need the whole package?  
Then buy **Eva Sensor alone**  
only \$4,995

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

### Complete Digital System @ Half Price

Includes: Everything you need for One Digital Exam Room:  
Eva Hi-Quality Diagnosable Digital X-ray Sensor, Imaging Software,  
Intra-Oral Camera, Dell i3 Computer & Monitor, iMobile Cart,  
EZ 2000 Billing Software, Perio Charting, In-your-office Training,  
Onsite Installation, Tech Support.

only **\$7,795** (Reg: \$14,995)

**Additional Exam Rooms only \$1,495**

**Call EZ 2000 for your Free  
in-office Demo: 800-273-5033**



**Intra-Oral  
Camera**



**Imaging Software**



**Eva Digital  
X-ray Sensor**



**EZ 2000 Practice  
Mgmt Software**

**Dell Computer  
Monitor & Cart**



**You get all this with your \$7,795 purchase:**

### EZ 2000 #1 Rated Dental Software \*\*\*Highlights\*\*\*

Fully Digital Practice Management: Eclaims, Digital Imaging, Periodontal Charting, Chair-side Computer Charting, Electronic Prescriptions, Generate greater income with Patient Computer ID Cards with (selective) dental history and dentist's advertised specials, Obtain patient benefits in seconds with optional integrated Benefit Service by Trojan Professional Services.

Also available: Panoura 18s 3-in-1 Digital Panoramic X-ray.  
Add Ceph & 3-D any time.

**\$32,995 or lease to buy at \$730/mo. for 60 mos. w/\$1 buyout**

### • IMPORTANT •

1. **EZ 2000** is the only company with these prices, licensed by the ADA.
2. **EZ 2000** is Rated #1 by the ADA\*
3. **EVA** digital sensors made in USA.
4. Highest Rating: N.Y. PolyTech Inst.
5. **EZ 2000** in Business for 28 yrs.
6. Thousands of references.
7. **A+ rated by the BBB.**

\*ADA rating based on online software survey in particular pricing category.



# WHICH WAY WILL YOU CHOOSE?

*In times of uncertainty  
you stick with proven results.  
Wood & Delgado, helping more dentists  
protect and achieve their dreams  
than any other law firm  
in the country.*

Practice Acquisitions/Sales • Partnerships • Business Transactions  
Lease Negotiations • Estate Planning  
*Please call for a free consultation*

## WOOD & DELGADO

*Attorneys At Law*

**The Authority in Dental Law**

**Toll Free: 800-499-1474**

**Fax: 800-511-2138**

Visit our website at:  
**[www.dentalattorneys.com](http://www.dentalattorneys.com)**

*Represented over 3900 dentists*

**Look online for upcoming seminars in your area**



Jason P. Wood  
Attorney at Law

**Patrick J. Wood**  
Attorney at Law

**Charles X. Delgado**  
Attorney at Law

**Jason P. Wood**  
Attorney at Law



Patrick J. Wood  
Attorney at Law

Wells Fargo Practice Finance *(formerly Matsco)*

**WELLS  
FARGO**

# We're here to help you take the next step

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

- Customized financing to help acquire, start or expand your practice
- Competitive fixed rates with preferred pricing for ADA® members
- Complimentary Practice Success Program enrollment including expert project support, free business planning tools and educational resources

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

**Bob Affleck**

1-888-220-7321

**Sina Mansouri**

1-888-220-7321

**Sandy Vargas**

1-800-326-0376

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

**ADA**

**Business Resources™**

*Connecting dentists with business solutions*

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

© 2011 Wells Fargo Bank, N.A. All rights reserved.

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

Together we'll go far



**AT 2000 XRAY FILM PROCESSOR** FAIRLY NEW CALL 510-579-2194.

**Sale** 2 dental chair with 1 delivery unit and light-\$1000. Call 323-420-7542.

**Pediatric Dentist** seeking position in your office (818)883-1383.

**Endodontist needed** for gp office in culver city twice a month. please call 3104531484.

**PRACTICE FOR SALE/LAKE ELSINORE** Multi spec off in strip mall NET \$263K. California Practice Sales, Inc. Phone: 714-639-2775.

**Ortho Assistants Needed** Orange County. Part Time bracesforless@gmail.com.

**Peri-pro X-Ray Film Developer** in good condition. \$250 Steve 310 403-3525.

**Orthodontist needed** Orange County Bracesforless@gmail.com.

**ELK GROVE DENTAL PRACTICE FOR SALE** ASKING \$55,000 (916)761-5595.

**STA/The wand for sale** Used 3 times. \$1500. 2 available. call (619) 640-3400.

**Submit your free ad** or subscribe online at [dentaltrader.com](http://dentaltrader.com) today!

**LICENSED DENTIST** looking for HYGIENE position. great chair side manners. team player. gentle touch. Dr. Singh. 714-470-8231. aman32dmd@gmail.com.

**Harvey Cemiclave EC 5500** in excellent condition. \$2500 call (805) 654-1700.

**Dentist Anesthesiologist** in California (917) 318-9947 [www.PatientSedation.com](http://www.PatientSedation.com).

**PENTAMIX** 2 mixing unit for sale. Excellent condition. yjmdds@sbcglobal.net.

**Looking for a Dentist** (implantologist) send resume. Orange County fax 714-638-2141.

**12 Month No Interest Financing** on a operator. \$5495 Made in USA. Call (800) 423-5657.

**Equipment for Donation** Moving. Dr Pham 714-271-7323 or minhduc dinh pham@yahoo.com.

**GENERAL DENTIST** wanted 1-2 days a week in Santa Ana, must deal with kids, do crowns, bridges, RCT 714-614-2545.

**Office space for rent** in a Beverly Hills medical building. Beautiful office, amazing views, great location! Call (310)980-3822.

**Four large** lit window signs for sale. Invisalign/Zoom, dimensions approx. 52"Tx38"W. We can email pictures. (626)304-2625.

**Treatment Coordinator/Assistant Available** 8 years of experience seeking F/T position in SCV or Surrounding areas. evatafipolsky@yahoo.com 818-671-9315.

**DIGITAL SENSORS** Schick size 0 and 1. Complete, boxed, w/software. Almost new; paid 18k, asking 13k or OB 949-493-7007.



PRACTICE SALES AND LEASING *Happy New Year!*Paul Maimone Broker/Owner  
CA Broker #01172430**CA REPRESENTATIVE FOR THE NATIONAL  
ASSOCIATION OF PRACTICE BROKERS (NAPB)****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. **[SOLD]**

**KERN COUNTY**

**BAKERSFIELD #21 Bldg. & Pract. for Sale** - (10) op comput. G.P. (3) ops fully equipped, (3) ops partially equipped & (4) add. plumbed. On a main St. w excell. exposure. Annual Gross Collect. \$500K on (3) - (4) days/wk. Cash/Ins/PPO & small % of Denti-Cal. Seller retiring. **[NEW]**

**LOS ANGELES COUNTY**

**COVINA #2 - Reduced Again! Seller wants it sold!** (4) op comput. G.P. Can purchase w or w/o the duplex bldg. (3) ops eqt'd/4th plumbed. Cash/Ins/PPO/Denti-Cal patient base. 2010 Gross Collect \$251K+ on a (3) day wk. The duplex bldg. can be purchased or you can rent the dental suite. Bldg. is 2,150 sq. ft., is free standing, & has exposure & visibility. Seller is moving.

**COVINA #3** - (3) op computerized G.P. w (52) years of Goodwill. Cash/Ins/PPO pt. base. 2010 Gross Collect \$242K+. Projected 2011 Gross Collect \$242K+ on an easy (3) day wk. Located in a small prof dental/medical bldg. on a main st. Free off st. parking. Low rent. Seller retiring, but will assist w transition. **[NEW]**

**GLENDALE #6** - (5) op state of the art, comput. G.P. (4) ops eqt'd/5th op plumbed. Dentrux s/w, networked ops, & digital x-rays. In a free stand bldg. on a main blvd. Prof. Designed & decorated. Excell exposure/signage & ample free pking in rear of bldg. Additional space in rear of suite for future expansion. Mixed pts base. 2010 Gross Collect. \$490K+. Projecting \$500K+ for 2011.

**LOS ANGELES (SILVERLAKE - ATWATER AREA)** - (3) op G.P. located in the trendy Silverlake - Atwater area of L.A. (28) years of Goodwill. Cash/Ins/PPO pts. 2011 Projected Gross Collections ~ \$140K on a p.t. schedule. Retail store front w exposure/visibility. Seller owns bldg. & will grant Buyer first right to purchase in future. Seller retiring, but will assist w transition. **[NEW]**

**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+. Mixed pts base. Mos Cap checks \$5K+. Seller retiring. **[SOLD]**

**RESEDA #6** - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$150K part time. Excell starter or 2nd office.

**WEST HILLS** - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Gross Collect \$305K on a part time schedule. Digital x-rays & Dentrux s/w. Newer leaseholds. Seller retiring but will transition. **Back on The Market.**

**RIVERSIDE COUNTY**

**SOLD OUT** - Room for your Riverside County Listing Available.

**ORANGE COUNTY**

**NEWPORT BEACH** - (5) op comput. G.P. 4 ops eqt'd/5th op plumbed. Located in a low rise, high end, prof. bldg overlooking the marina. Superb location w easy fwy access, impeccable views, & plentiful parking. Cash/Ins/PPO & a small % of cap (approx \$1,000/mos). 2011 Projected Gross Collections \$450K+ on (2) days/wk. Can do much more w additional hours. Dentrux s/w, digital x-rays & intral oral camera. 25+ yrs of Goodwill. 30-35 new pts /mos. Seller has a second office in northern CA & is tired of the commute. **[NEW]**

**SAN BERNARDINO COUNTY**

**UPLAND #3** - (5) op comput. G.P. & Speciality Pract. located in a free stand bldg. Cash/Ins/PPO/HMO/Denti-Cal pt base. \$2K+/mos in Cap Ck. 2 days/wk G.P. 1-2 days/wk Endo. 1-2 days/mos O. S. and 1-2 days/mos Pedo. Excell situation for G.P. who likes to do Endo. Annual Gross Collect \$525K-\$625K. **Back on the Market.**

**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.

**SANTA BARBARA COUNTY**

**SANTA BARBARA #2** - Located in a highly sought after & desirable area, this G.P. is in a garden style prof. bldg w St. frontage. The comput. office has (4) ops./ (3) eqt'd/4th plumbed not eqt'd. Pt. base is Cash/Ins. & PPO only. There are (4) days of hygiene/wk, approx. (20) new pts/mos. & is Pano eqt'd. Collects. are \$400K+/yr on a (4) day wk. Some Acc't Rcv. included for immediate cash flow. Motivated seller. Priced to sell. **PRICE REDUCTION**

**SANTA BARBARA #3** - (3) op comput. G.P. located in a dental/medical/prof. Bldg. Complex. 40 years of Goodwill. Cash/Ins/PPO pt. base. 8-10 new pts/mos. Annual Gross Collect. - \$250K/yr. on a relaxed (4) day wk. Digital x-ray equipped. Seller is retiring but will assist w transition. **PRICE REDUCTION**

**SOLANO COUNTY**

**VACAVILLE** - (3) op computerized G.P. turnkey office w charts. Located in this growing under served community. Located in a small prof. dental/medical bldg. w low rent. Practice has been shunted for (5) mos. Phone is still ringing and patients still looking for service. Low sale price. GREAT Opportunity!! **[NEW]**

**VENTURA COUNTY**

**OXNARD #5 - PRICE REDUCTION!** (4) op comput. G.P. Can purchase w or w/o the single use free standing bldg. Mixed patient base. 2011 Projected Gross Collect ~ \$447K on a 3-4 day wk. Located on a heavily traveled main road w pole signage. (12-14) new pts/mos w no advertising. Excell growth potential in an up & coming area. Seller moving.

**UPCOMING PRACTICES FOR SALE**

Beverly Hills, Camarillo, Corona, Covina, Culver City, El Monte, Fontana, Glendora, Montebello, No. Hollywood, Panorama City, Riverside, San Fernando Valley, San Gabriel, Santa Ana, Thousand Oaks, Torrance, Van Nuys, 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

**D&M** "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.

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.

- 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

DRE Lic. #01875780

**cavitron peso x5** contact ever 323 899 5956.

**HU-Friedy scalers** 13/14, like new, 9 instruments. Contact Gizelle at gizellejacobs@yahoo.com for details.

**ORAL SURGEON AVAILABLE** Dual degree and board certified. Years of experience. 818-388-2737.

**Experienced Periodontist** and implant surgeon available to see your patients in your office. Bring own instrument. Call 949-916 1163.

**cavitron tips** used. excellent working condition. name brands. densply, hu-friedy, 25k. \$45.00 each. call 3104531484.

**Looking for a general Dentist** that works with children and excepts Denti-cal 2-3 days per week. (619)401-0444 Dr. SAWA.

**Looking for Trophy Digital sensor** Size 2. Please e-mail: benjaminhkchoydds@verizon.net cell: 909-228-8072.

**Dentist looking** for a position to work after 4:00 pm. Ready to work night shifts. Call 424-274-1499.

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

**ORAL SURGEON** ESCONDIDO..1-2X/MONTH...WE PROVIDE ALL EQUIPMENT...EMAIL: MIKEKIMDDS@YAHOO.COM.

**LAGUNA NIGUEL PRACTICE FOR SALE** 4 + 2 operatories in Professional Plaza - Private insurance and PPO's - over 32 years of goodwill - grosses approx. \$340,000/yr on 2 days/week Thomas & Fees Practice Sales (714) 544-4341.

**experienced general dentist** capable of Endo molar, Extraction, Pedo, looking for immediate position. Please call 310-4021449, sonbol27@gmail.com.

**FIND OUT ABOUT OUR NEW LISTINGS FIRST!!** Sign up for our email list [www.BetteRobin.com](http://www.BetteRobin.com).

**Dentist with over 17 years** experience in ortho will come to your office, LA, OC, SB. \$800 424-2480462.

**DENTISTS CAN EARN** tens of thousands of dollars offering dental assisting training. Learn how to get started. Details at [www.SchoolBuilderPlus.Com/dentist](http://www.SchoolBuilderPlus.Com/dentist) or visit [www.dentaltrainingcenters.com](http://www.dentaltrainingcenters.com) call Mr. Golda (626) 941-4636 or (562) 777-5913.

**PRACTICE FOR SALE** TEMECULA. Beautiful facility in Med Bldg. 4 Ops (2 equipped) estab 12-07 SDPS: 760-599-7828.

**PRACTICE for SALE** West LA (\$75,000) Low cost alternative to start-up. 3 Ops. Favorable lease in desirable beach community. (562)431-2144, [charles@transitionconsultants.com](mailto:charles@transitionconsultants.com).

**Harvey PV2 Autoclave** 10" chamber, 3 years old. Will include inline water filter w/ cartridge. \$1200 OBO. (626)793-6175.

**GP WITH TEN YEARS EXPERIENCE** READY TO BUY A PRACTICE IN BURBANK, GLENDALE OR NORTH HOLLYWOOD AREAS. CALDDS@GMX.COM.

**GP needed P/T in PRIVATE PRACTICE** in Riverside County. 1-4 week-days per week. MUST KNOW HMO & PPO. email [Kcdentalpc@yahoo.com](mailto:Kcdentalpc@yahoo.com).

# Choosing an Attorney? Quality Matters.

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

## Credentials.

Dartmouth College  
USC Law School  
US Tax Court  
US Supreme Court

## Experience.

Dental Practice Sales since 1992  
Business Sales, Partnerships,  
Corporations & Leases since 1987  
Licensed Attorney since 1984

## 3rd Party Ratings.

AV® Preeminent™ - Martindale.com  
Superb - Avvo.com  
(highest available)

*Prompt and personalized  
Service - Guaranteed!*



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

www.transdental.com  
Skype: RWOlsonJr

Phone Toll Free: 888.963.1120  
rwo@transdental.com

*"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**



# Buying a Practice?

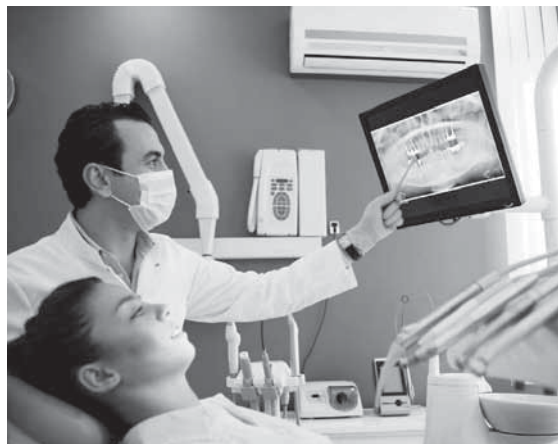
## Need to Refinance your practice loan?

**Sunwest Bank is lending and can fund your loan faster than those big guys!**



**Call Evan Barker and get your deal done today!**

**(949) 707-2209**



# Sunwest Bank

**VACATION, SICKNESS, MATERNITY** Coverage by 12 Years Experienced Gentle High Producer Meticulous GP LOS ANGELES ORANGE RIVERSIDE Counties (626)961-7501.

**HAYWARD, CA** Dental Practice For Sale, State of The Art Equipment, Good Neighborhood, Easy Access, Fully-Improved, 1500 Sq. Ft., 5 Ops, Contact ProMed 888-277-6633 [www.promed-financial.com](http://www.promed-financial.com).

**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.

**What's that strange sound?** Fast expert Compressor and Vacuum service, X-Ray calibration and Chair/Delivery Unit adjustments. Priority Dental, Inc. 800-853-3128. See ad in Dental Directory.

**Endodontists needed for private** HMO/PPO pract. in Riverside Co. 1-2 days per month. Email CV to [kcDentalPC@yahoo.com](mailto:kcDentalPC@yahoo.com) /Fax 951-672-9666.

**VERY SUCCESSFUL IRVINE DENTAL OFFICE** IN GREAT LOCATION SEEKING DENTIST TO RENT OPERATORIES AND START BRINGING OWN PATIENTS. CALL 949-552-7874.

**Dentist Position Available** Must be efficient in molar root canals and molar extractions. Call (714) 527-7775.

**Attn GP's** Learn the latest in treatment techniques for an amazing value and & all on Sundays (7 CEs each) –call 310-663-4055 or go to [www.xcelseminars.com](http://www.xcelseminars.com) to see courses in Southern and Northern California.

**West LA/Culver City** Dental office for lease. 11 ops Group Practice Dental office available for lease on 03/2012. Approx 3,500 sq ft. Charming one story Medical/Dental building. State of the art set up, spacious floor plan. Free rooftop parking Building signage high traffic street. Adjacent to DMV. Sherry 310-773-6718.

**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.

**Experienced general dentist** excellent in molars RCT, surgical extractions impacted teeth alveolar surgery, implant, P/F time ph 909 856 6342 Adil.

**Nonprofit Children's Dental Clinic** Needs Donations for Auction The San Gabriel Valley Foundation for Dental Health is hosting an event and we need items to include in our silent and live auctions. Call 626-242-0278 or visit [www.sgvdh.com](http://www.sgvdh.com).

**"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.

**Retail location, beautiful build out** 4 ops, digital X-ray. 2-3 new patients per day. Call Melanie Poon & Mary Whalen 626-532-4962 or [emddsprogressive@gmail.com](mailto:emddsprogressive@gmail.com). (DRE #01801170, #01716651).

**Practice For Sale** SFV – Strip center with sign exposure on major blvd. Drive-up easy parking. Beautifully equipped office with 3 ops plus separate x-ray room and private office. Low rent rate. Call Practice Sales & Appraisals 818-999-9595.





# San Diego Practice Sales

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

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

**ESCONDIDO**—FFS and PPO satellite **GENERAL** Practice in freestanding bldg. 3 equipped Ops with large windows, in 1100 sq. ft. **PRICE SIGNIFICANTLY REDUCED FOR QUICK SALE!!**

**OCEANSIDE/CARLSBAD**—**PERIODONTAL PRACTICE** Long-established Insurance and Cash practice. Doctor practices approx. 3 days per week. Situated in freestanding bldg. on very busy street. Call us for details.

**CARLSBAD**—**NEW!!** Owner relocating. Fully built-out dental office with equipment (no patients). 1300 sq. ft. situated in 2 suite dental bldg. right off 5 freeway. Turn-key opportunity!!

**CARLSBAD**—Quality FFS **GENERAL** Practice situated in Prof. Bldg adjacent to fwy 5. 4 equipped Ops in approx. 1700 sq. ft. Significant amount of dentistry referred out. Very well-established with loyal staff. **SOLD!!**

**GLENDALE**—**JUST LISTED!!** Owner retiring from 40 year **GENERAL** Practice situated in Med Bldg. in EXCELLENT LOCATION. 5 equipped Ops in 225 sq. ft. Pride/THE designed. Lots of natural light.

**TEMECULA**—**GENERAL** Practice started 12-07 in GEORGEOUS facility. 4 Ops (2 equipped) in 1800 sq. ft. Situated in Med Bldg. Adjacent to new Hospital under construction. All DIGITAL & CHARTLESS.

**PALM DESERT**—Established in 2007, this GP has 6 Ops. with ADEC Equip. and Cabinetry, in 2600 sq. ft. Situated in shopping center near Sun City, off of 10 freeway. All Fee-for-Service.

**POWAY**—Established 35+ years, this Quality **GENERAL** Practice has 5 Ops in 1700 sq. ft. situated in Prof. Bldg. Includes CEREC, IO Camera, Laser and Digital Radiography. **SOLD!!**

**TEMECULA**—**GENERAL** Practice estab. 2003. 8 Ops (4 equipped) in approx. 2400 sq. ft. Close to 15 freeway in Old Town.

**EL CAJON**—**GENERAL** Practice and **BUILDING** available. 4 Ops. (3 equipped). Panorex. Approx. 50% Cash & 50% Ins. Owner does implants. Single story, free-standing building of 2200 sq. ft. Freeway close.

**SAN DIEGO**—Dental CONDO For Sale! Fully built-out and furnished. Only 2 years old—like NEW! 4 equipped Operatories (incl. Digital X-Rays). Situated on 1st Floor of attractive Prof. Bldg. just off I-15.

**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!!

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

# KERENDIAN ASSOCIATES Inc.

A Professional Law Corporation

## Lawsuits over the Sale of Dental Practices

**Five attorneys to serve you.**

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

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



**Shab David Kerendian**  
Attorney

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

**Ph: 888.299.7848**

**310.914.4143**

**Fax: 310.914.5441**

**www.ka-firm.com**

The last thing a dentist wants is to get sued over the practice that he or she sold. Some dream of the day that they can sell their successful practice and move to Hawaii (or maybe just tough it in sunny California). I wish law offices had a market like dental offices. In handling many lawsuits involving sale of dental offices, I can tell you that they get expensive and last a while, usually a year or more. I have handled many large cases on both sides. In many cases, the dentist buys a practice and realizes that the practice was not what he/she was promised or expected.

Make sure that an attorney with experience in dental practice sales represents you in the purchase. Dental offices are unique and experience counts. I hear many dentists want to save money on the legal fees by sharing an attorney. I personally do not recommend it. Each side should be represented. As I always tell my clients, few thousand dollars now can deter a lawsuit that will cost tens of thousands of dollars. I know the brokers have contracts that can be used, but each deal has its own issues. Many

lawsuits arise from the failure to have a good agreement.

Please read the agreement carefully, even if your attorney has read it. Make sure that the promises you make are accurate and correct. Each statement could be a basis for a breach if it is not accurate. I had a case in which the dentist stopped working after signing the agreement but before the practice was transferred. That breached the covenant to keep the practice in the same condition before closing.

In a case that we recently (and favorably) settled for a client, the buyer closed even though she had doubts and wanted to get out of the deal. Getting a litigation attorney involved at that time would have been helpful for her. Each party has rights, and a thorough risk versus benefit analysis is advisable when it gets complicated. I am often consulted as a litigator by dentists while they are in the process of purchasing. The rare possibility also exists for the buyer to hold on to the money and not close than to close and fight to get the money back.

**Complete Dental Front Office** Certificate Program offered at Academy of Dental Practice Careers. Call 877-235-7100 or visit DentalPracticeCareers.com.

**\$3,295** Selling a Florida Probe computerized perio charting system that we purchased in 2009. The system comes with a computerized probe hand piece and foot switch that works with Florida Probe software. With this system you will be able to motivate your patients to accept needed treatment. Owners manual, foot switch, hand pieces and software. Email for pic: MirelezDDS@aol.com.

**ORAL SURGERY SERVICES** IN YOUR OFFICE WITH IV-SEDATION. HIGH QUALITY, PLEASED PTS. WISDOMS, IMPLANTS, DIFFICULT SURGERY, HIGH RISK PATIENTS. SINCE 1991. MY EQUIPMENT. CALL (949) 374-4243.

**NEW LISTING** Implant Practice, Orange County, Southern CA \$7,500,000 - Call MPG (949) 675-5578 for more Info.

**FRESNO COUNTY** (Dental Practice For Sale) - 2010 Gross \$471K, Busy Shopping Center Location, Established 12 Years, 1500 Sq. Ft., 4 Fully-Equipped Ops, Call ProMed 888-277-6633  
www.promed-financial.com.

**LANCASTER, CA** Price Reduction! Well established, 4 op GP with an excellent location. Over 34 years goodwill. The seller is retiring. Practice Transition Partners, (888) 789-1085,  
www.practicetransitions.com.

**Experienced Periodontist** doing Implant surgery, bone graft, sinus lifting available to see your patients in your office. Call 949-916 1163.

*Serving Southern & Northern California Since 1981*

# Practice Sales & Appraisals

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

## Featured Practices for Sale

**ANAHEIM** – Turnkey Practice Opportunity. First floor location in Strip Center. 2ops equipped; 3 plumbed. Seller relocating from area. Sign. Visibility.

**BAKERSFIELD** – Small /part-time 3 ops practice catering to HMO patients. First floor location. Seller relocating from area. Excellent starter or merger opportunity.

**BEACH CITIES (upcoming)** – High-end/ private only practice. 4 ops. Spectacular ocean views. Over 20 years of goodwill. Revenues exceed \$40k/month on part-time schedule. Contact us to be placed on call-back list.

**BEVERLY HILLS** – Starter practice or merger opportunity. Over 35 years of goodwill! Owner retiring. 3 Ops. Most specialty procedures referred out. Private patients only. Transition available. Professional building.

**CORONA** – 2 Years Established Turnkey Practice opportunity / Bank Repo. Some patients. 3 equipped ops. Low Cost Office Lease. Act quickly.

**FONTANA** – This one has it all! Single-user/free standing building. Ample parking. Large sign. Very busy street. Growth area. State-of-the-Art equipment. 8+ op facility. Revenues exceed \$60k/month. Owner works limited schedule. Serious buyers only!

**LONG BEACH** – Cap Practice with revenues of over \$20k/month on part-time schedule. 1st floor location in professional building. Priced right!

**LOS ANGELES (near LAX)** – 3 Op practice with revenues of \$25k/month. Looking for right practitioner to take over. 1st floor location. Low overhead.

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

**MONTEBELLO** – Turnkey Practice Opportunity. First floor location in Major Shopping Center – just off 60 Fwy.! Very busy site across from B of A branch. 2ops equipped/3rd plumbed. Excellent started opportunity.

**NORTH HOLLYWOOD** – Practice with over 14 years of goodwill. First floor location in Major Shopping Center with busy anchor tenants. 3 ops equipped. Seller retiring. Sign. Visibility. Walkins.

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





# Practice Sales & Appraisals

**ONTARIO (upcoming)** – Call now to be placed on list – this one won't last! Shopping center location. Established 8 years. Revenues of \$40/month w/out advertising.

**RESEDA** – Long-established private practice with some HMO revenues. Monthly revenues of \$35k/month. 4 ops located in professional building. Nice design and modern appearance. Seller working limited sched.; willing to assist in transition.

**RIVERSIDE** – Over 10 years of goodwill for this part-time practice. Seller refers most specialty work. Mix of Private/PPO. Ample parking. Priced right!

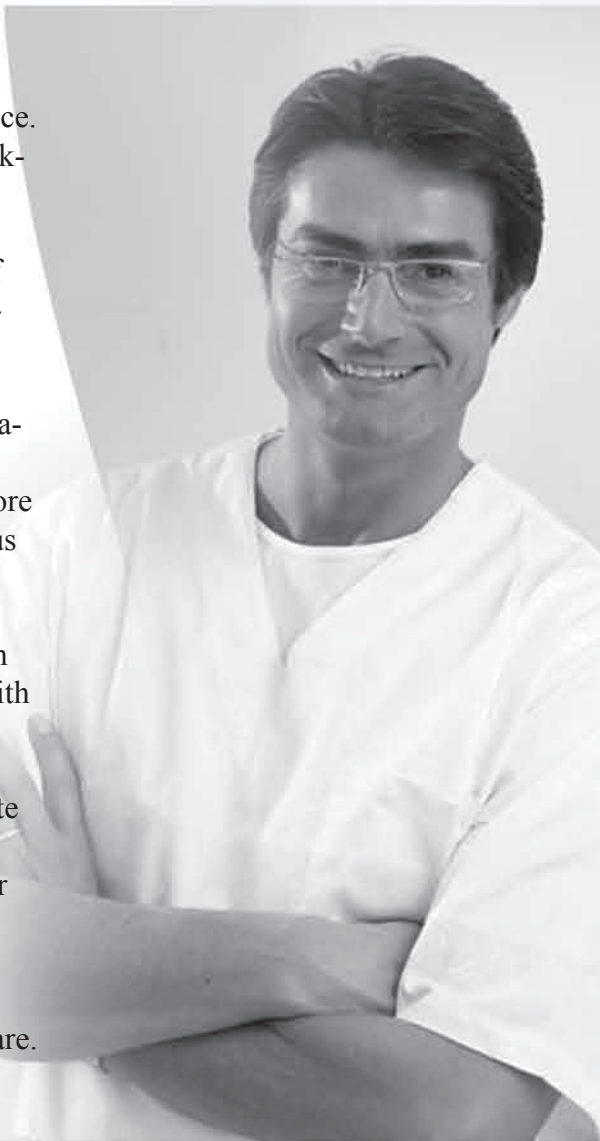
**SAN DIEGO (downtown/upcoming)** – Retiree with 30+ years of goodwill. Seller works 4 day/wk sched. Busy hygiene program. 4 ops. Revenues exceed \$50k/month. Call now!

**SAN FERNANDO VALLEY (upcoming)** – Shopping Center location with thousands spent on tenant improvements. 4 ops. One of the busiest intersections in all San Fernando Valley. Sign across store front. Ample parking. Revenues exceed \$50k/month. Tremendous opportunity.

**SAN FERNANDO VALLEY** – Strip center with sign exposure on major blvd. Drive-up easy parking. Beautifully equipped office with 3 ops plus separate x-ray room and private office. Low rent rate.

**SAN FERNANDO VALLEY (North)** – Long-Established Private Practice in Hispanic Area. First floor location with excellent sign exposure. Busy Street/Walkins. Excellent Parking. Revenues over \$40k/month.

**TEMECULA** – Bank repo with excellent location & exposure. 6 ops of modern equipment incl. digital x-rays. On major thoroughfare. Must see!



*Serving you:*

**Dr. Fred Sherman, Broker**  
License #01002789

**Lou Bermudez, Broker**  
License #01102002

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

# Want a Dramatic Practice Face Lift?

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

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



## DESIGN/BUILD

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

*Free Estimates*

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

Lic. #669244

**562-989-3350**

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

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

1826 Moorpark Dr., Brea, Ca. 92821

Jim Jordan: 714-240-7179 Cell





**SELECT PRACTICE SERVICES, INC.**

**Bette Robin, DDS, JD**

**LOMA LINDA DENTAL 1983  
SOUTHWESTERN LAW 1995**

# Dental Practice Sales

**NEW!!!** Pediatric Practice, North Los Angeles County, **Asking \$440,000.** Beautiful location, great visibility! 6 ops; 4 open, 2 private. PPO and Cash ONLY. OVER 25 years Goodwill. Seller is very motivated!!

**IRVINE:** Located in Medical building in GREAT area. 4 ops, 2 equipped. Very well equipped practice, all the bells and whistles. **Asking \$350,000.**

**REDUCED!! LAGUNA HILLS: MUST SELL NOW!!** Beautiful Medical Building location. Newer equipment. Long established! 4 ops. **Asking \$180,000.**

**SOLD!! TUSTIN:** Distress Sale! Located in Medical Building at MAJOR intersection. 4 fully equipped ops! Long Established!!!! Asking \$500,000.

**IRVINE:** Long established! 4 ops. Primarily PPO. New Equipment! Great location!! **Asking \$525,000.**

**NO MORE RENT! LAKE FOREST:** Great opportunity to OWN YOUR OWN SPACE! Nice leaseholds and equipment. **Asking \$89,000 for leaseholds and \$337,000 to own condo.**

**ANAHEIM HILLS:** GREAT LOCATION! HIGH END Office and Equipment! SEVEN HMO and FOUR PPO Plans in Place. Great Visibility! Next Door to STARBUCKS. 5 ops. **Asking \$360,000.**

**SOLD!! RIVERSIDE:** 5 ops. Digital Xrays and Digital Pano. Very busy and large shopping center! Great visibility! **Asking \$560,000.**

**FIND OUT ABOUT OUR NEW LISTINGS FIRST!!** Signup for our email list at [www.BetteRobin.com](http://www.BetteRobin.com)

**714.421.4407 • [www.BetteRobin.com](http://www.BetteRobin.com)**



**Lots of barley used small equipment** Diagnodents, Novag Rotary Endo, Whaledent Electrosurge, Cavitrons, Cavi-jets, Peri-Pros. etc. at 1/2 new price or less. Handpiece Trading Post, 800-445-6719.

**Looking for a general Dentist** that works with children and excepts Denti-cal 2-3 days per week. (619)401-444 Dr. SAWA.

**Perfect for quality oriented dentistry** No HMO's means work less make more. Full technology, CEREC, Digital/Paperless, Invisalign, Lots of High End patients. ExceptionalDDS.com 949.306.8123.

**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.

**Spanish-speaking Children's Dentist** looking to rent space in or near Orange or Riverside counties with reasonable rates. reedblaire@gmail.com.

**Free Retirement Plan** Exit Strategy Review with every practice sale. Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**PRACTICE for SALE Fullerton** (\$200,000) Established with 30+ years of goodwill. Low overhead, 3 Ops. room for 4th. Charles Kim 562-431-2144.

**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.





# KINGS TWO DENTAL SUPPLY

## 2011 Year End Specials

*Mirage*

Free  
Doctor  
Stool



(Optional: cuspidor, monitor bracket & monitor)

**\$6,195**

As Low As \$125.00 Per Month

**Belmont** *Mirage*

Free  
Doctor  
Stool



(Optional: cuspidor, monitor bracket & monitor)

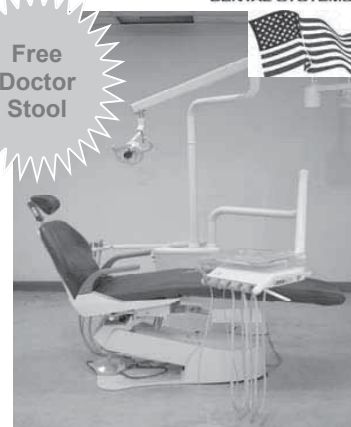
**\$6,795**

As Low As \$135.00 Per Month

**Belmont**

**ENGLE**  
DENTAL SYSTEMS

Free  
Doctor  
Stool



**\$6,995**

As Low As \$140.00 Per Month

**AIR**  
TECHNIQUES



**ScanX**



**Vac Star**



**Air Star**

Call us Today  
For END YEAR SPECIAL

**Belmont**



**Bel-Ray II  
097 AC**



**PHOT-x II  
DC**

Call us Today  
For END YEAR SPECIAL

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



Call us today  
for End Year  
Specials!!

**RT**  
BONART CO., LTD.



**L5 Cordless-  
Curing Light  
\$295.00**

**RT**  
BONART CO., LTD.



**Electrosurgery  
Unit  
\$430.00  
+ 7 Free Electrodes**

**RT**  
BONART CO., LTD.



**Magnetostriuctive  
Ultrasonic Scaler  
\$415.00  
+ 2 Free inserts**

**RT**  
BONART CO., LTD.



**OP1 PiezoArt  
Piezoelectric  
Ultrasonic  
Surgery System  
\$6000.00**

**apixia**  
DIGITAL IMAGING



**\$3,995**

**Apixia  
Sensor**  
Get a Size 2  
Sensor  
and a Basic  
Software

~~\$4,995~~

PRICES ARE SUBJECT TO CHANGE WITHOUT NOTICE. OFFER VALID UNTIL 12/31/2011

**CALL US TODAY**

**TOLL FREE (800) 715-5464**

**FAX: 626-581-8137**

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



# ATTENTION San Diego Dentists!!!



Thanks for your trust and confidence in 2011.  
We successfully sold over half of the total practices  
sold via brokerage firms in 2011 in San Diego.

**The San Diego Dental Brokerage Company**

Caring for San Diego Dentists since 1985

**Ken Rubin  
Practice Sales, Inc.**

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

4420 Hotel Circle Ct.  
Suite 350  
SAN DIEGO, CA 92108



**Ken Rubin**

**Scott Staub**

**Jack Grimsley**

View our listings at:  
[www.KRpracticeSales.com](http://www.KRpracticeSales.com)  
**(619) 299-6161**

**SANTA ANA DENTAL OFFICE FOR LEASE** Excellent medical building. Fully improved. 2048 SF; 5 operatorys, 2 offices, business/reception area, 2 restroom, lab & break room. X-ray units in 4 operatorys, chairs available. Across from Western Medical Center. Access 55, 5 & 22 frwy. Priced favorably \$2.40 SF Full Service. Mike (949) 833-1148 OR Diana (949) 439-9744.

**"I have been with the Alliance team** for 4 years, I cannot imagine practicing without my coach, he helps me with ALL aspects of my practice. When I started, I was doing my own hygiene, now I have one every day, he also brought me terrific specialists and now we refer almost nothing. We have grown year over year even in the tough economic environment, thanks guys!" Dr. Jonathan Cho, DDS - Irvine, Alliance Consulting Group, [info@allianceconsultinggrp.com](mailto:info@allianceconsultinggrp.com), 949 232 4788.

**Pedodontist (not GP) Wanted** Min 2 yr experience. Quality work, fast, gentle, personable, responsible, punctual. Good %. Friendly staff. Lancaster. [happydentist1@gmail.com](mailto:happydentist1@gmail.com).

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

**NEVADA CITY For Sale** General Dentistry Practice. GR \$491K adj net \$130K. Over head 73%. Office 1,555 sq ft. 4 ops 5 avail. Laser, Intra-Oral Camera, Cerac, & Eaglesoft software.Owner to retire. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S.800-519-3458.

**For Sale** Wonderful Palm Desert office/community. 4 ops, microscopes, CDR, charts, GP or endo. Deal @65K OBO (760) 341-8441.



# Thomas & Fees

## Practice Sales

*"A better kind of practice sales company"*

## Practices for Sale

### Laguna Niguel

**Private practice** - 4 operatories plus two add'l plumbed in 1500 sq ft in Professional Plaza on ground floor – 33 years goodwill – Dr. retiring – private insurance and cash – grosses approx. \$340,000/yr – refers out endo, surgery, ortho, and perio – 2 1/2 days of hygiene.

### Newport Beach

Private "Boutique" practice - 2 operatories plus one add'l plumbed in professional building – Grosses over \$450,000/yr – very unusual opportunity for the right dentist.

### Laguna Hills

**Private practice** - 2 operatories plus one add'l plumbed in strip shopping area – Dr relocating out of country -6 years goodwill – very modern with newly installed digital x-rays and new software – Great starter practice –will gross approx. \$185,000 this year on 2 1/2 days/week.

### Cypress

**Private practice** - 5 operatories in busy shopping center – 36 years goodwill – grosses over \$400,000/yr with little effort and no promotion – a turn key practice – very healthy hygiene practice.

### Mission Viejo

**Private practice** - 5 operatories in 1240 sq. ft. in strip shopping center on busy intersection near freeway. Private insurance and PPO's – Over 32 years goodwill. 2010 Collections of \$445,000 on 2 1/2 days/week.

### San Fernando Valley

**Orthodontic practice for sale** – great starter practice or perfect for a second office – Dr selling for health reasons – grosses nearly \$20,000/mo on 2 days/week – very modern upgrades.

---

## Philip L. Kempler, DMD, Broker

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

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

**Visit our website at [www.TFPSales.com](http://www.TFPSales.com)**  
**E-mail: [PKempler@ThomasandFees.com](mailto:PKempler@ThomasandFees.com)**



# OPT IN & SAVE

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

Get a phone quote today (714) 544-4011

**Thomas & Fees Pension Services, Inc.**

*Partners in your retirement planning*



*Our discount pension services provide significantly reduced administrative costs without sacrificing service. Save money and receive the client care you deserve and expect...sign up today and we'll waive all transfer fees.*

*"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

**Beautiful Beverly Hills Office for Rent** 6 operatories with full service exceptional staff. Tired of escalating high rents, hesitant to renew your lease or scared to get into expensive leasehold improvements? Do you want to reduce your day to day management and just do dentistry? We provide your with the perfect solution win win. Multiple packages to fit your needs. Contact 310-804-1128 or e-mail Toubia@aol.com.

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

**TOP GRAD LOOKING TO PURCHASE GP PRACTICE** IN PLEASANTON, DUBLIN, SAN RAMON area. Ideally looking for a practice grossing between \$ 500,000-\$750,000 annually. Prequalified buyer willing to pay above the appraised price for the right practice. Contact bayareadentist08@gmail.com.

**Periodontist will come to your office** Perio surgery, soft tissue grafting, implants, sinus lifts, extractions. E-mail me at [socalimplants@gmail.com](mailto:socalimplants@gmail.com).

**West LA/Culver City** Dental office for lease- Excellent location next to the DMV. Beautifully Remodeled, Three Operatories, Plumbed, Built In Cabinets & Sinks, Floor-To-Ceiling Windows. Private Doctor's Office, bathroom. Free Standing Building with Great Street Signage Opportunity. Must See 310-773-6718.

**OFFICE for SALE** Temecula Valley (\$80,000) Selling Leasehold improvements. 4 Ops. Attractive/Modern for a bargain price. Charles Kim 562-431-2144.

**Professional Services** Evan Barker has loaned over \$50 Million to Southern California Dentists. NEED MONEY? We've GOT IT. Call him @ Sunwest Bank 949-707-2209.

**DIAMOND BAR** Accredited Surgical Center For Sale (Equipment & Leaseholds Only), 2 Operating Rooms, 4 Bay Recovery Rooms, 6,000 Sq. Ft. Call ProMed 888-277-6633 [www.promed-financial.com](http://www.promed-financial.com).

**Rent Maui (Kihei)** doctor's 1 bedroom, 2 bath condo, ocean view, 45 secs walk to Kamaole II beach, virtual tour: <http://www.islandvirtualtours.com/714/>, \$175-190, 818 885-7116.

**NEWPORT BEACH MEDICAL CONDO FOR SALE** 1,000 SF. Prestigious location, great visibility. Medical Mariners Plaza next to Hoag Hospital. \$385K. Negotiable. Mike (949) 833-1148 OR Diana (949) 439-9744.

**general dentist with 20+ years experience** capable of Endo molar, Extraction, Pedo, who is seeking an immediate position-. call 310-4021449.

**We Do It All** New Equipment Sales, Repairs, Installation and Office moves. Chairs, Lights, Compressors, Vacuums, X-Ray units, Etc... Priority Dental, Inc. 800-853-3128. See ad in Dental Directory.

**experienced general dentist-friendly** ethical, hard working, and energetic. Los Angeles-looking for immediate position- [shiv62@gmail.com](mailto:shiv62@gmail.com)-310-228-7971.

**Leaseholders available** in WLA area, Brand new remodeled office, 3 opps. Call for pictures at (310)479-7852 or email [originaldentistry@yahoo.com](mailto:originaldentistry@yahoo.com).

# Don't get caught with your pants down...

*When OSHA arrives, you'll  
be completely covered.*

## NEW BENEFIT FOR OCPI CLIENTS: New Employee Training on CD

New employees must be trained before they work with blood or other potentially infectious materials. It's OSHA Law. But, training is difficult to work into a busy day of production.

**Not any more!**

**Just hand your new employee the  
OSHA Compliance Made Easy Manual  
and the New Employee Training on CD**

In short order your new employee will be properly trained and you won't be asking,

***"Did I forget something?"***

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



**OSHA Compliance  
Partners, Inc.**

**888-55-WASTE  
888-559-2783**

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

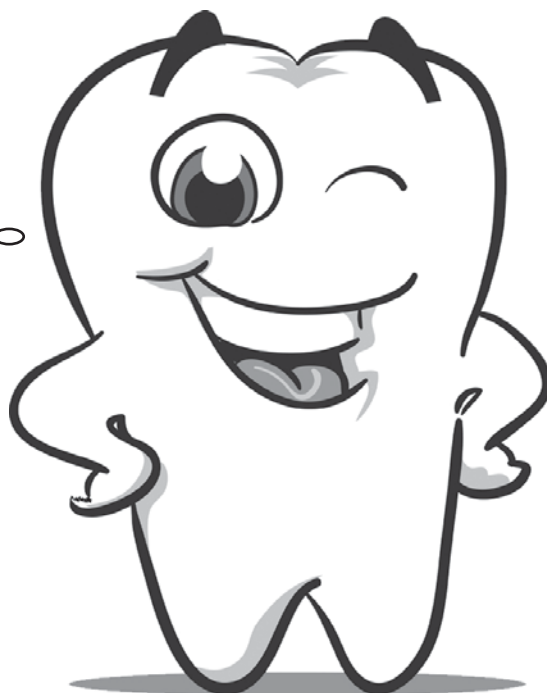
- **Waste Management**
- **OSHA Made Easy Manual**
- **Annual OSHA Training  
w/CE Credits:**
  - NOW available On-Line
  - At a Seminar Near You
  - Or, In-Office Per Contract
- "Mock" OSHA Inspection  
of Your Office with  
Recommendations for  
Compliance
- Safety Meetings
- Hazard Communication
- And the best telephone  
support in the Industry.



# REDUCE YOUR LAB BILL

*Savings  
every day*

**US Dental Lab**  
**310 320 7944**  
*Satisfaction  
Guaranteed*



Since 1978

*Tiered fees...*

**the more cases  
you send, the  
deeper the  
discounts.**

**PFMs from  
\$59  
down to  
\$45**

**GP looking for to establish pedo office** in inland empire areas any ideas please e mail socaldds03@gmail.com bus.or gp.

**PRACTICE FOR SALE—GLENDALE** 40 yrs established, in Med Bldg in excellent LOCATION!! 5 equipped Ops. Very Clean!! SDPS: 760-599-7828.

**Many amalgam instruments..carriers** pluggers, wells, trimmers, carvers, all brand names, like new. Gizelle at gizellejacobs@yahoo.com.

**PALM DESERT** 5 fully equipped ops, approximately 1,660 sq. ft. Gross revenue projected approximately \$500K. Located nearby shopping center on major street. Good visibility. Call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or quickbiz4-e@yahoo.com.

**Patient coordinator** SFV, group practice seeking experienced individual to join our team, good salary, 401K, Health Insurance, vacation pay. bestpaidjob@aol.com.

**Attn: Dental Shoppers...**we know the economy is tough and you are trying to get by with less. The Dental Trader saves you money! More Calif. dentists advertise in the Dental Trader than in any other publication. Place your free ad at [www.dentaltrader.com](http://www.dentaltrader.com) today.

**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.

**Bilingual (Spanish/English)** Dental Assistant needed PT/FT for Culver City office. Email cover letter, resume, & ideal salary to: [yourlidentist@gmail.com](mailto:yourlidentist@gmail.com).

**LAGUNA HILLS PRACTICE FOR SALE** 2 + 1 operatories in strip shopping center near freeway—Private insurance, cash and PPO's – 6 years of goodwill – will gross approx. \$195,000 in 2011 – great starter practice Thomas & Fees Practice Sales (714) 544-4341.

**Part-time Orthodontist Needed** at Ladera Ranch Dentistry. Go to [www.laderaranchdentistry.com](http://www.laderaranchdentistry.com) Email CV to [lridentistry@hotmail.com](mailto:lridentistry@hotmail.com).

**LONG BEACH PERIO PRACTICE** Perfect practice as a satellite office or to merge. Collects \$100,000/yr on 2 days per week with 2 days of hygiene. Asking \$59,000 – Make Offer. Kurt Skarin 805-777-7707.

**PRACTICE for SALE** SGV area (\$135,000) Renovated in 2010. Seller has no time to manage. Great potential with expanded hours. Charles Kim (562)431-2144.

**Full-Time Assistant needed** in Anaheim. Email resume to [trantodds@gmail.com](mailto:trantodds@gmail.com) or fax 714-635-0800. Spanish speaking a must. New grads welcome.

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

**OFFICE MANAGER** UPLAND IMMEDIATELY DISCIPLINED/ EXCEPTIONAL COMMUNITY PR AND MARKETING HMO/PPO, HIGH PRODUCER /EXPERIENCED BILINGUAL EXCELLENT MANAGERIAL SKILLS 1-888-741-6009.

# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Canoga Park, Canyon Country, Carlsbad, Encino, Hacienda Heights, Lawndale, Long Beach, Los Angeles, North San Diego County, Santa Clarita, Valencia, Westchester, West Los Angeles, Woodland Hills and Thousand Oaks. Call Lee Skarin and Associates at 805-777-7707, 818-991-6552 or 1-800-SKARIN #1.

**SAN FERNANDO VALLEY ORTHODONTIC PRACTICE FOR SALE:** Established in 1976 and moved to the current suite in 1993, this practice has a long history in the San Fernando Valley. Seller is an edgewise practitioner and works 30 hours per week. Collections have been extremely consistent for the past 3 ¾ years at \$585,000 per year. Net income is phenomenal at just over \$350,000/year. The practice is not on any HMO or PPO programs. Seller does an average of 17 new patient consults per month and starts an average of 14 per month for a case acceptance rate of just over 80%. Seller will assist with the transition in whatever way the Buyer desires. Asking \$375,000.

**LONG BEACH STARTER PRACTICE FOR SALE:** Excellent opportunity to own a 50% interest in the building and a solid core of fee for service patients at a very reasonable cost. Seller works three days per week (no evening, no weekends) and collects \$130,000 per year with no Denti-Cal, no HMO and no PPO plans. Seller does no marketing. The practice has two equipped operatories plus one additional operatory that is plumbed but not equipped. The reception room, lab, sterilization area, front desk area and break room are shared with another dentist that owns 50% of the real estate and has his own three operatories. Each dentist uses their own operatories exclusively. Seller wants to sell his 50% interest in the real estate for \$150,000 which Seller will finance with no money down. Payments would be under \$1,000 per month. The asking price for the practice is \$100,000.

**HACIENDA HEIGHTS GENERAL PRACTICE FOR SALE:** Long established practice with 27 years of goodwill in the same location. Health forces sale of the practice that collects \$153,000/year on 3 days per week. Three operatory practice. No Denti-Cal, no capitation, no marketing. Good starter practice. Must sell. Asking \$100,000 – **MAKE AN OFFER!**

**NORTH SAN DIEGO COUNTY CLINIC PRACTICE FOR SALE:** Collected over \$2.6 million in 2010 and projecting the same for this year. \$16,000/month in capitation. General dentists' net income is \$750,000/year for two working buyers and over \$600,000 for a single dentist buyer. No Denti-Cal. 90 new patients per month. Practice is open seven days a week. One full time associate plus specialty. Seven days of hygiene per week. Excellent nine operatory facility with good visibility. Asking \$1,675,000.

**LONG BEACH PERIO PRACTICE FOR SALE:** Ideal satellite practice or practice to be merged with an existing Long Beach area perio practice. Collecting \$100,000/year. Seller works two days per week and does not place implants. Two days of hygiene per week and hygiene accounts for over 55% of the total practice collections. The office is located in a professional building and has four equipped operatories with the potential for a fifth. Seller is retiring after 40 years in practice at the same location. Very motivated. Asking \$59,000.

**THOUSAND OAKS PRACTICE FOR SALE:** State of the art three equipped operatory office was built in 2006 and is fully computerized and paperless with digital x-ray, including digital panoramic x-ray. Located in a retail building with good visibility there is good potential for growth with an active marketing program. Practice collects an average of \$370,000 per year on three days per week with no Denti-Cal and no HMO and nets an average of \$150,000 per year. Seller has moved out of the area. Asking \$330,000. – **SOLD**

**VALENCIA GENERAL PRACTICE FOR SALE:** Established practice was relocated to a new facility in 2007. The office is state of the art with designer leasehold improvements, six operatories of four year old equipment. Fully computerized, digital and equipped to be completely paperless. Seller works four days per week and collected \$740,000 in 2010 and is currently averaging over \$66,000/month in collections for this year. Net income averages 35% of collections. No Denti-Cal. \$2,500/month in capitation. Asking \$585,000.

**WESTCHESTER FEE FOR SERVICE PRACTICE FOR SALE:** Located on an upper floor of a professional building with incredible views of LAX, this office has 40 years of goodwill with the same owner. Seller works three days per week and has three days of hygiene per week. Seller refers out all endo, all oral surgery, all perio surgery and all ortho. The practice collected \$272,000 in 2010 and is currently averaging \$27,000/month in collections for this year. The office has four equipped operatories with digital x-rays. Asking \$150,000. – **PENDING**

**LAWNDALE GENERAL PRACTICE FOR SALE:** Good starter practice opportunity with three equipped operatories plus one additional operatory that is plumbed but not equipped. Seller works two and one-half days per week. The practice does no advertising and accepts no HMO plans. Collections have been above \$200,000 per year with potential for more with more time committed. Seller has three small children and needs to reprioritize her time. Asking \$150,000.

**CANYON COUNTRY GENERAL PRACTICE FOR SALE:** This "bread and butter" practice collects over \$350,000 per year with a net income of 50%. Located in a shopping center, the office has four equipped operatories with good signage and visibility. Seller does no marketing and refers out perio surgery, implant placement and difficult oral surgery. No Denti-Cal and no HMO. Retiring after more than 30 years in the community. Asking \$275,000. – **SOLD**

**WOODLAND HILLS STARTER PRACTICE FOR SALE:** This office was started from scratch in 2006 by an older dentist as a part-time practice. Leasehold improvements and the equipment were all new as of 2006. There are two fully equipped operatories plus two additional operatories that are plumbed but not equipped. The practice has \$2,000/month in capitation and reports 20 new patients per month, many of which are walk-ins due to the visible location on Ventura Blvd. Seller has health problems and must sell. Asking \$100,000.

**SANTA CLARITA ENDODONTIC PRACTICE FOR SALE:** Collected \$230,000 in 2010 and is on track to collect the same in 2011 on two five-hour days per week. Net income is over 50%. Two equipped operatories with Global microscope. Seller is a provider for all HMO and PPO programs. Asking \$125,000 – **PENDING**

**CANOGA PARK GENERAL PRACTICE FOR SALE:** Collecting \$15,000 per month on a short four days per week with \$3,000 per month in capitation. Seller does no marketing and does not accept Denti-Cal. Net income is \$75,000 per year. The office has three equipped operatories in a professional building. Seller is retiring. Asking \$140,000.

**WOODLAND HILLS STARTER/SATELLITE PRACTICE FOR SALE:** This practice has a low price and a low overhead, but is big on potential. Currently collecting \$60,000 per year on two days per week with no marketing. The office has four equipped operatories and has a subtenant that pays half of the rent. Retiring. Asking \$45,000.

**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.**

### **2012 WILL BE THE YEAR OF THE PRACTICE SALE**

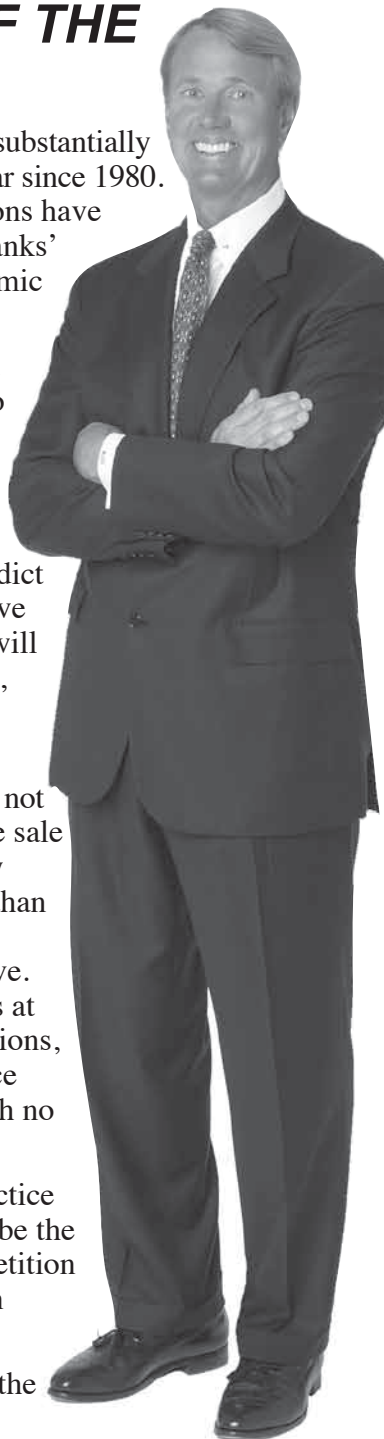
Since the economic meltdown of 2008, there have been substantially fewer practices sold each year compared to any prior year since 1980. The reasons are many but the two prominent explanations have been Sellers' fear of the economy going forward and banks' lending requirement changes to better reflect the economic reality of dental practice financing.

Everyone that had money in the stock market or owned real estate lost equity and the ensuing years saw little to give one solace that the worst was over. This has caused untold numbers of would be Sellers to forego the sale of their dental practice in exchange for the security of maintaining income. However, you cannot indefinitely postpone the inevitable. As a consequence, I would predict that the overwhelming majority of those Sellers that have delayed their retirement and the sale of their practices will have a sense of urgency to move ahead with their plans, especially in light of the increased taxes that will be imposed on the proceeds of their practice sale in 2013.

The increased number of practices going up for sale will not translate to a return to the pre-2008 euphoria in practice sale prices, because the banks will not go there again. Every Buyer today needs bank financing. Most borrow more than 100% of the purchase price in order to secure working capital, because they have minimal cash assets in reserve. Qualifying a practice for a loan today means sale prices at not more than eighty percent (80%) of the gross collections, because that is all the banks will lend. Pricing a practice unrealistically will mean languishing on the market with no prospect of a sale.

The Buyers are out there. The potential to sell your practice this year before the taxes go up is very good, but don't be the last on your block to make the move because the competition for the right Buyer will be much greater in 2012 than in the past many years.

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



**LEE SKARIN  
& ASSOCIATES INC.**

CA DRE #00863149

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



# DENTAL PRACTICES FOR SALE

**REDWOOD CITY PRACTICE FOR SALE** – Gross ~ \$481K. 2 ops, 1 additional plumbed. All digital, paperless. Great visibility. Across from major retail store. Approximately 70% PPO, 20% Cash, 10% Capitation.

**SAN JOSE GENERAL PRACTICE FOR SALE** – Unique Opportunity!!! MAJOR SHOPPING CENTER. 4 LARGE anchors. 4 ops, ~1,600 sq. ft. Very clean and well kept. Great visibility, heavy foot traffic.

**SAN JOSE PRACTICE FOR SALE** – Small medical plaza. Approx 1,200 sq. ft., 2 ops, 1 additional plumbed. Fwy 680.

**S. SAN FRANCISCO PRACTICE FOR SALE** – Shell Practice. 2 ops., 1 additional plumbed, ~ 800 sq. ft. Busy street.

**SAN BRUNO BUILDING & SHELL PRACTICE FOR SALE** – 4 plumbed ops in 1,500 sq ft. freestanding building located on street corner. Excellent visibility and parking spaces. Building purchase optional.

**SAN DIEGO PRACTICE & FREESTANDING BUILDING FOR SALE** – Over 12 years of goodwill. 3 fully equipped ops, 1,176 sq. ft. Excellent visibility. Building for sale or lease. Gross ~\$300K. Asking \$180K for Practice. Seller Retiring.

**SAN DIEGO PRACTICE FOR SALE** – Over 24 years of goodwill. 2 fully equipped ops, 1 additional plumbed, ~ 900 sq. ft. Opens 3 days per week. Located on major streets in plaza with supermarket, college & restaurants. Good visibility.

**PALM SPRINGS DENTAL PRACTICE FOR SALE** – 2,500 sq. ft. Gross revenue projected approximately 1 million. 5 fully equipped ops. Located on major street nearby major hotels in the heart of central Palm Springs. Good visibility.

**PALM DESERT DENTAL PRACTICE FOR SALE** – 5 fully equipped ops, approximately 1,660 sq. ft. Gross revenue projected approximately \$500K. Located nearby shopping center on major street. Good visibility.

**WILDOMAR DENTAL PRACTICE FOR SALE** – 4 fully eq. ops, ~ 1,300 sq. ft. Approximately 50% PPO, 40% Cash, 10% Capitation. Located in plaza along with Rite Aid, Starbuck, and restaurants. Close to 15 Fwy.

**LOS ANGELES PRACTICE & FREESTANDING BUILDING FOR SALE** – 7 fully equipped ops, approx. 2,200 sq.ft. 2010 Gross ~ \$530K. Good signage & bill board. Great visibility. Major street. Close to 5 Fwy.

**LOS ANGELES PRACTICE FOR SALE** – 2 ops, 1,000 sq. ft. Retail center. Busy location. New building. Little competition.

**EAST LOS ANGELES FREESTANDING BUILDING FOR SALE** – 5 fully equipped ops, 3 x-rays, 2,000 sq. ft. Close to medical offices, schools, church, shopping, dining and entertainment. Ideal for Dental, Medical or Office use.

**LONG BEACH SHELL PRACTICE FOR SALE** – 3 ops, ~1,000 sq. ft. Shopping ctr with store anchors on major streets.

**GLENDORA PRACTICE FOR SALE** – 4 ops, 1 additional plumbed. ~1,750 sq. ft., 3 yrs. old. High visibility. Asking \$350K.

**ENCINO ORTHODONTIC SHELL PRACTICE FOR SALE** – 5 ops, ~ 1,187 sq. ft. in medical bldg near shopping ctr. Asking \$65K.

**PASADENA PRACTICE FOR SALE** – Modern office. New EQ & renovation. 4 ops, 1740 sq. ft. High visibility.

**RESEDA STARTER PRACTICE FOR SALE** – 3 ops, 900 sq. ft. Prime location. Busy intersection. Asking \$95K.

**ANAHEIM SHELL PRACTICE FOR SALE** – 4 ops, ~ 1,100 sq. ft. Newly Remodeled. Major street. Asking \$60K.

**TUSTIN SHELL PRACTICE FOR SALE** – 2 fully equipped Adec ops, 2 additional plumbed. Approx. 1,336 sq. ft.

**SANTA ANA PRACTICE FOR SALE** – 4 ops, ~ 1,800 sq. ft. freestanding building. Busy foot traffic. Good visibility.

Call for additional listings or visit our website!!!

**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

**Endodontist wanted** in the Pomona area 1-2 days per month. Please fax CV to: 909) 620-0441 Attn: Karen.

**PRACTICE WANTED** high grossing PPO/CASH SFV, SGV. IE, owner help in transition or stay as assoc dentaltraderad@gmail.com.

**Extraction forceps** periosteal elevators, root tip picks, root elevators, many other surgical instruments. Brand names, like new. gregshaindds@yahoo.com.

**PRACTICE FOR SALE** Malibu/Santa Monica – GP Gross \$300k part time. Low overhead. 4 Ops. Practice Full Price \$265k Bargain – Call PPS (714) 832-0230.

**LANCASTER, CA Dental Practice For Sale** Established 20 Years, Experienced Staff, 1,800 Sq. Ft., 4 Ops (3 Fully Equipped), 100% Financing Available. Call ProMed 888-277-6633 www.promed-financial.com.

**SANTA CLARA: For Sale** BUILDING ONLY: Bldg west of Westfield Mall & Santana Row. Bldg has 2 units. One side is designed/plumbed for dentistry other was a law office. 3,776 sq. ft. office space. Dental office 2,500 sqft 6 ops. Bldg recently re-roofed. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S.800-519-3458.

**N. Hollywood for Sale** Free standing bldg, great sign and great lease, 4 fully equipped and fully digital, dental office, Eagle Soft... included, no patients record moving to a larger office. \$220K...Payments option is available. Call: Dr. W. 818-300-7100 cell.

**General Dentist** capable of Endo molar and Extraction, easy to work with, available M, T, Sat, immediately. Please call 310-866-3730.

**Practice For Sale** SFV – Shopping Center location with thousands spent on tenant improvements. 6 ops. One of the busiest intersections. Ample parking. Revenues exceed \$20k/mo. Tremendous opportunity. Call Broker 818-999-9595.

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

**DENTIST WANTED** (very EARLY or very LATE HOURS) part time. SKILLED, personable, independent, self-starter, quality oriented, ETHICAL, FLEXIBLE. kenrossdds@aol.com.

**RIVERSIDE COUNTY, CA** Oral Surgery Practice Well established, nicely appointed, 3 op oral surgery practice with a prime location with easy freeway access. 2011 collections expected to be \$900,000+. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

**Location! 3000+ ACTIVE CHARTS!** Downtown LA with thousands of cars and patients seeing signage DAILY! Prestigious address. ExceptionalDDS.com 949.306.8123.

**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.

**NEW LISTING** \$375,000 GD, Irvine, So. OC, 5 ops, 3 equipped, 2 plumbed, beautiful, modern office Call MPG (949) 675-5578.

**PRACTICE for SALE in GLENDALE** (\$100,000) Accessible high traffic location near town center. 3 Ops, room for 4th. Charles Kim (562)431-2144.

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

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



*Did we mention  
the ad is FREE?*

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

**Thousand Oaks Exclusive Dental Suite!** In Prime location. No other Dentists In Center! Ground floor, impressive and spacious 2,613 SF w/ 6 operatories, private doctors office, lab, staff lounge, rest-room....must see to appreciate. Photos on request. Terms negotiable, Available now! Call Darren Bovard @ (818) 710-6100.

**DENTISTS CAN EARN** tens of thousands of dollars offering dental assisting training. Learn how to get started. Details at www.SchoolBuilderPlus.Com/dentist or visit www.dentaltrainingcenters.com call Mr. Golda (626) 941-4636 or (562) 777-5913.

**Endodontist Needed** Multi specialty dental practice looking for an experienced Endodontist to join our fantastic team. Two locations Gardena and Sherman Oaks. Please forward resumes to info@southbaydentist.com.

**NO MORE RENT! LAKE FOREST** Asking \$89,000 for leaseholds and \$337,000 to own condo. OWN YOUR OWN SPACE! Select Practice Services, Bette Robin, D.D.S., J.D., 714-421-4407.

**Handpieces, Handpieces, Handpieces** rebuilt and new, Kavo, Star, NSK, Midwest, etc. Hi and Low and attachments at comfortable prices! We take trade-ins! 800-445-6719, Handpiece Trading Post.

**"I was doing pretty well** but felt that even though my practice looked beautiful I was not realizing the true potential of all my effort. I am thrilled with the way Alliance has changed the way I see my role and my practice, I am now working less and have increased my profit considerably! Dr. Jeff Barrera DDS, Rancho Santa Margarita, Alliance Consulting Group, info@allianceconsultinggrp.com, 949 232 4788.



A Reputation of **TRUST, DENTAL EXPERTISE, and RELIABILITY**



## THE LAW OFFICES OF A. LEE MADDUX, DDS

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

**LAW OFFICES OF**  
A. LEE MADDUX, DDS

We, at the LAW OFFICES OF A. LEE MADDUX, DDS, look forward to assisting you with **your practice transition needs.**

***Comprehensive & Professional Legal Services Exclusively for Dentists***

TOLL FREE **(888) 685-8100**

414 31ST ST, SUITE C, NEWPORT BEACH, CA 92663 TEL: 949-675-1515 FAX: 949-675-1717  
EMAIL: LMADDUX@CADENTALLAW.COM WEBSITE: CADENTALLAW.COM



**Sponsor a Fundraising Event** December 15, Gold Class Cinemas in Pasadena. Gain exposure to 250 dentists and dental professionals while supporting the San Gabriel Valley Foundation for Dental Health, a nonprofit children's dental clinic. Call 626-242-0278 or visit [www.sgvdh.com](http://www.sgvdh.com).

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

**PRACTICE FOR SALE** #3291 – Pacific Beach – San Diego Beach City - GP Established many years. Shares building with Lady Dentist doing big numbers. Seller Grosses near \$400k in 2 1/2 days with \$200k net Profit. 3 Ops. A Great low overhead office that can easily do \$600k to \$700k with motivated Buyer. Illness forces sale. Full Price \$285k. Call PPS ASAP (714) 832-0230.

**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.

**NAPA VALLEY ENDO** Gorgeous state-of-the-art 1,450 sq. ft. facility w/4 fully-equipped ops & microscope in every op. Single story professional building. Well-established w/seasoned & loyal staff. Avg. GR over \$1M past 3 years w/4.5 doctor days. Excellent referral sources and upside opportunity. Asking price \$469K. Call Carroll & Company (650) 403-1010 for details.

**Legal Tip: Buyers** Have you conducted a UCC search on the Seller? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**Fully equipped** 2 chair dental office for rent. Good starter practice on Newport Avenue in Tustin. 714-371-0776.

**Cerec Red Cam w Cerec MCXL** and milling machine, large supply of milling blocks, call Kim 619-977-5261, 47,000, must sell.

**You're shopping for deals right?!** Here ya go!!! Buy a Nomad Pro X-Ray and receive one of the following items free: 1-Gallon Ultrasonic, Curing Light or Ultrasonic Scaler. Priority Dental, Inc. 800-853-3128. See ad in Dental Directory.

**For sale refurbished PERIPRO TRANSPORT** with exchange \$425.00. Comes with warranty 6 months. Tel: 818.668.4374 or 818.884.0787.

**Dental Operatory for Rent** (GP or specialists) in Camarillo, CA, price per day negotiable. future associateship opportunity. email: [camarillodentalops@gmail.com](mailto:camarillodentalops@gmail.com).

**SAN FERNANDO VALLEY ORTHODONTIC PRACTICE FOR SALE** great starter practice or perfect for a second office – Dr selling for health reasons – grosses nearly \$20,000/mo on 2 days/week – very modern upgrades - Thomas & Fees Practice Sales (714) 544-4341.

**LOS ANGELES OFFICE FOR SALE** 3 OPS/1 XRAY room. 30+yrs goodwill. Moving. Need to sell ASAP. 65K OBO. (626)378-4564.

**Dental Office Space for Sublease** Seeking dental specialist to sublease modern 2,254 sq ft space Downtown San Diego. Great opportunity for those who have an existing patient pool, or starting to build. Must have own patients. Please email [d2thfixr@yahoo.com](mailto:d2thfixr@yahoo.com) if interested.

**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.

# I AM AMAZED!

I placed a reader ad at [dentaltrader.com](http://dentaltrader.com) seeking staff for my practice. The ad had been on The Dental Trader website for only 10 minutes when I got the call that filled the position. I tell my colleagues, "If you want results...advertise in The Dental Trader! It works!!"

Thanks,  
Dr. Kevin Lochona  
Margarita Dental

**PERIODONTIST** PASADENA/VALENCIA.....4X/MONTH... MULTISPECIALTY GROUP PRACTICE...SEND RESUME: MIKEKIMDDS@YAHOO.COM...FAX: (626) 795-3763...VISIT OUR WEBSITE AT [WWW.ARROYOHEALTHCARE.COM](http://WWW.ARROYOHEALTHCARE.COM).

**P.P.S. DON'T OVERPAY FOR THAT PRACTICE!** Call Evan Barker @ Sunwest Bank FIRST- 949.707.2209. Sunwest Bank...Where Sensibility And Flexibility Meet.

**FOR SAN DIEGO ONLY** The marketplace has gotten EXTREMELY difficult over the past few years, however we are able to successfully get MORE San Diego dental practices sold than ALL of the other practice brokers COMBINED!!! We even offer a 30-Day Listing Agreement to eliminate traditional broker problems and risk. Call Ken Rubin Dental Practice Sales to get the facts. (619) 299-6161. [www.KRpracticeSales.com](http://www.KRpracticeSales.com).

**Seeking Experienced Treatment Coordinator** and Front Desk Assistant for Corona HMO/PPO Office. Email resume and salary history to [92881smile@gmail.com](mailto:92881smile@gmail.com).

**"I love that Xcel Seminars' courses** are practical, affordable and take place on Sundays." Dr. S.S. –go to [www.xcelseminars.com](http://www.xcelseminars.com) or call 310-663-4055 for details.

**We're here to help you** take the next step Acquiring, starting or expanding a practice? Wells Fargo Practice Finance can help. Contact us at 1-888-937-2321 or [wellsfargo.com/dentist](http://wellsfargo.com/dentist).

**Beautiful Dental office** looking for specialist to sublease up two operatories. Located in Scripps Ranch (San Diego)/ HWY15. E-mail [Scrippsranchedentaloffice@yahoo.com](mailto:Scrippsranchedentaloffice@yahoo.com).

**SAN DIEGO** Pelton & Crane chairs/units. (5) Spirit sea-foamgreen chairs; (3) with 1200series w/cuspidors; (2) Continental units, (5) LFIII lights. (5) operator chairs (2) Assistant chairs \$20K for all Available 12/30/2011 Call Doug 619-203-7683.

**FREE! YES! FREE!!** Join thousands of dentists...place your FREE reader ad in The Dental Trader anytime. Use the form in the back of this issue or online at [www.dentaltrader.com](http://www.dentaltrader.com).

**Patient ID Cards** Secured personal digital cards holds personal patient data, dental data, emergency data, dentist's advertising specials. Select which data you want patient to see. Increase production by patient education and awareness. Call EZ 2000 800-273-5033.



## **Granada Hills**

Outstanding practice opportunity! Over 8+ years of goodwill. Thousands spent on tenant improvements and equipment. Digital X-rays. 6+ ops. Revenues of \$30K/mo on very limited sched. Busy shopping center location with anchor tenants. Call before it's gone!

## **Torrance**

Long-established private practice on Hawthorne Blvd., 5+ ops. Busy hygiene program. Revenues of \$40K/mo on part-time sched. Low Overhead. Take over and build it up!

## **Montebello**

Turnkey Practice opportunity in busy shopping center location. Easy to find off 60 fwy. 3+ ops. Excellent starter. Low rent. Priced for immediate sale.



# **Practice Sales & Appraisals, LLC**

*Serving California Since 1981*

Lou Bermudez, Broker  
(Lic #01102002)

Fred Sherman, DDS, Broker  
(Lic #01002789)

Phone (818) 999-9595 • [www.ddspracticesales.com](http://www.ddspracticesales.com) • Fax (818) 999-9615

# 12 Month No Interest Financing\*

\*OAC - Terms Apply

## America Operatory

Complete Operatory

10 Year Warranty

MADE IN USA

\$5495



Infinity Chair

\$3195

Memory Foam Cushions

10 Year Warranty

MADE IN USA

## Open a New Dental Office

Payments Start At

\$99.00\* PM/OAC

2 Operatories

2 Dentists Stools

2 Assistants Stools

Vacuum System

Air Compressor

X - Ray Machine

X ray Processor

Autoclave Sterilizer

(First 3 Months\*)

(800) 423 - 5657

WWW.DHPDENTAL.COM

Made In USA

10 Year Warranty

Factory Installation

Factory Service

150 Color Choices



Manufactured In California

1581 Commerce St, Corona CA 92880

## Dansereau Dental

**Rent Northridge dental office** free standing building on major intersection, 5 fully equipped ops, up to 3 days per week and evenings, \$500.00 per day, can lead to purchasing doctor's existing 3 day practice. 818 512-2994.

**experienced GP looking to purchase office** from semi retired dds stay an associate or help in transition please call 6266412862.

**WANTED** GP with minimum of 5 yrs/exp in Arcadia general practice. 1-2 days per week. Email resume to doctorsmile101@yahoo.com.

**SOLD!! RIVERSIDE** Asking \$560,000. 5 ops. Very busy shopping center! Select Practice Services, Bette Robin, D.D.S., J.D., 714-421-4407.

**Implant Outreach Mobile Surgical Services** is seeking a partnership with an Endodontist. We are a network of doctors providing Endodontic and various other mobile surgical services to all types of offices throughout California. Please contact us by email: dentistjobs@implantoutreach.com.

**PRACTICE FOR SALE** #3290 - Santa Paul at Fillmore - Hi Identity location. GP Gross \$400k plus. Estb 2006. Like new. 5 Ops plumbed, 3 equipped. Steady growth. Beautiful office. Call PPS (714) 832-0230.

**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?

**2-Statim units** in good condition for sale. \$2500.00 each or obo. Call 530-258-2201.

**Implants in your office** Experienced dentist will bring all instruments and equip. (818) 384-1500.

**"Building That Illusive Winning Team"** presented by Tim Twigg, of Bent Ericksen and Associates, Friday 3/2/12. 5 CEs. Call 800-679-2790.

**Orthodontist needed** for GP practice in SGV. 1-2 days a month to start. Long term relationship. Email resume to doctorsmile101@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.

**Turlock Dental Complex** Suites Avail. for lease (1) 1330 sq ft w/ 3 ops & (1) 1748 sq ft w/ 4 ops Both remodeled (209)605-4248.

**LAWDALE PRACTICE** Seller collects \$200,000/year on 2 1/2 days per week with no HMO and no advertising. 3 equipped ops plus one. Asking \$150,000. Kurt Skarin 805-777-7707.

**PRACTICE FOR SALE/WOODLAND HILLS** Long estab. Pedo off NET \$318K. California Practice Sales, Inc. Phone: 714-639-2775.

**IMPLANT PLACEMENT FOR \$800.00** (Implant included, 3 mini-mum). Any office from Bakersfield to San Diego county, over 15 years of experience in implant dentistry, Cosmetic, full mouth reconstruction, and ALL ON FOUR procedure (Teeth in a day). I will bring all of my own material. IV sedation licensed and Fellow member of ICOI. www.drgolpa.net Cell: (702) 768-7840. Office: (702)641-7111 mikegolpa@gmail.com.



## SPECIALIZING IN DENTAL PRACTICE SALES & TRANSITIONS



A. LEE MADDOX, DDS, ESQ.



KERRI MCCULLOUGH

**Now with California offices in La Jolla, Los Angeles and Walnut Creek**

**We have been involved with more than 1000 dental practice transactions.**  
*Here are some of our current listings:*

**\$7,500,000 Implant Practice in Orange County,** Southern California. This is a large, state-of-the-art practice with an in-house, full-service lab, private office, call center, and much more all located in a beautiful professional building.

**\$1,100,000 This practice does it all....**General Dentistry plus all the Specialties in Sacramento, CA. Amazing opportunity for the dental entrepreneur!

**\$470,000 General Dentistry Practice in East San Diego County,** Southern California with four (4) operatories, fully equipped, in a great retail center with digital x-rays. 33 Years of Goodwill. In Escrow.

**\$375,000 General Dentistry Practice in Irvine,** Orange County, Southern California with five (5) operatories, three (3) fully equipped, two (2) plumbed, wired and medical-grade cabinetry and sinks. Beautiful, modern office in soothing neutral colors.

**\$700,000 - FOR SALE - 2 Suite Dental Building in Garden Grove,** Orange County, Southern California. Total building square footage is approximately 2400 sq.ft. Both are plumbed for dental. In Escrow.

**\$250,000 Leasehold Improvements in Pasadena,** Los Angeles County, Southern California with six (6) Adec Chairs/Lights in a great part of town. Contact our office for more information.

**\$25,000 Leasehold Improvements/Cabinetry in Rancho Santa Margarita,** South Orange County, Southern California offering 1400 square feet, open bay with beautiful cabinetry. Great opportunity for Ortho start-up or GP with modifications. Lease \$2480/mo.

**\$950,000 Pedo Practice in the Inland Empire,** San Bernardino County, Southern California with six (6) dental chairs, five (5) open bay, one (1) surgical suite, sterilization room, private office and great cash flow in a mixed-use building.

**\$150,000 Orthodontic Practice in Pico Rivera,** Los Angeles County, Southern California, with four (4) chairs, open bay, sterilization-lab combo, adjustment lab, reception area, business office/consultation room, and private office in a professional building.

**\$300,000 General Dentistry Practice in Brea,** Orange County, Southern California, with four (4) operatories, includes equipment, sterilization room, private office in a shopping center near mall and freeway.

**\$450,000 General Dentistry Practice in South Orange County,** Southern California with four (4) operatories, fully equipped, sterilization-lab combo, adjustment lab, staff lounge, private office, over 31 years of goodwill, doctor retiring.

**\$275,000 Orthodontic Practice in Long Beach,** Los Angeles County, Southern California with four (4) chairs, open bay, plus one (1) chair in consultation room, includes equipment, digital Pan/Ceph machine, paperless office, private office in a Medical/Dental Building. Over 50 years of Goodwill.

**\$1,600,000 General Dentistry Practice in San Luis Obispo,** California's Central Coast with six (6) operatories, fully equipped in a beautifully appointed suite located in a Medical/Dental building. 15 Years of Goodwill. Doctor relocating. Digital x-rays, computers in all operatories. Newly renovated, chairs and equipment approximately 2 years old.

**\$430,000 Prosthodontic Practice in Walnut Creek,** Contra Costa County, Northern California with three (3) operatories, fully equipped, two-desk laboratory, administrative office, and private office near a retirement community. Doctor retiring, 28 years in the same location.

**\$475,000 General Dentistry Practice in La Verne,** Los Angeles County, Southern California with four (4) operatories, private office, staff lounge, sterilization/lab combo, adjustment lab, x-ray room, dark room, reception area in a retail center. Over 33 years of Goodwill. In Escrow.

**A. LEE MADDOX, DDS, ESQ. BROKER NUMBER - 01801165**  
 414 31ST ST. SUITE C, NEWPORT BEACH, CA 92663  
 949-675-5578 | INFO@MADDOXPRACTICEGROUP.COM  
**WWW.MADDOXPRACTICEGROUP.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.

**PRACTICE SALE or OFFICE SHARE** Huntington Park-Asking \$300K. prime location of Hisp. community. 20 years active practice. 5 ops. Office share also avail. for specialist. Call Dr. Justin @ (213)249-4747 (213)272-7989 or drjustindental@yahoo.com.

**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.

**Get your Belmont/Engle Operatory Package** for As Low As \$145.00/ Month or \$6,995. Also get a free Doctor's Stool. Want to know more? Please call us at 800-715-5464.

**Need Endodontist** that will travel to Office. Please call @ (949)3470-302 or email at drzirakzadeh@yahoo.com.

**SAN DIEGO** 5 ops, ~1,600 sq. ft. located in strip center next to major streets. Close to Freeway 8. Excellent visibility. Ample parking in the front and back. Gross ~ \$756K in 2010. Approx. 90% PPO. #671ASD. Call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780. (714) 550-7494 or quickbiz4-e@yahoo.com.

**General dentist looking for associate position** Open to working on Saturdays. Friendly, gentle and enthusiastic. (310)625-8812.

**Want your ad to stand out? Try upgrading your reader ad with a black box! See FAQs page for inexpensive options to enhance your advertising at dentaltrader.com.**

**GP Office Looking For Dentist** Experienced In All Phases Mon-Fri 8-5 San Pedro Area Fax Resume 310-831-8836 Send Attached Bio/ Picture.

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

**Practice for sale / Ventura** \$85,000 Beautiful, recently remodeled, 2 ops, low overhead, active patient charts (213)210-8506.

**Practice For Sale** Long-established Reseda private practice with some HMO revenues. Monthly revenues of \$35k/month. 4 ops located in professional building. Nice design and modern appearance. Seller working limited sched. Call Broker 818-999-9595.

**GP All Cash buyer** looking to purchase family based practice with opportunity to do pedo. 400K+ collections No HMO 310-435-3405.

**Seeking Dental offices** who needs help in making indirect bonding trays for there practice. Great for cosmetic braces. Contact:indirectbonding@yahoo.com.

**Need something but can't find it?** Call Bruce at The Dental Trader at 877 888 4237. I have a comprehensive database of dental companies developed for the past 28 years...I can help you find whatever you're looking for.

**Looking for an RDA** for Irvine office Part-time. E mail resume to oc.dental@yahoo.com.

**IN HOUSE ORAL SURGERY SERVICES** AVAILABLE FOR YOUR OFFICE. WILL PROVIDE EQUIPMENT/ASSISTANT. E-MAIL: SOCALORALSURGERY@GMAIL.COM OR CALL (818) 934-0791.

“MY  
FIRST  
TIME”

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

Dr. R.P., DDS

**PRACTICE FOR SALE** #3287 - SO. CA - \$6,000,000. Estb 35 yrs. Prestigious Hi identity location. 12,000 sq.ft. @ \$1.00 per sq. ft. \$30k Cap/mo. Strong HMO. PPO Mix. Almost 200 Implants first year. Requires substantial net worth. Nets \$1 million plus. Must qualify financially for information. Call PPS - Tom Fitterer (714) 832-0230 or (714) 345-9659.

**Orthodontist needed** in San Gabriel Valley general practice, has existing orthodontic patients, 5+ years experience preferred Wendychen2002@yahoo.com.

**MISSION VIEJO PRACTICE FOR SALE** 5 operatories in busy strip shopping center near freeway—Private insurance and PPO's - over 32 years of goodwill - grosses approx. \$440,000/yr. Thomas & Fees Practice Sales (714) 544-4341.

**IMPLANT PLACEMENT FOR \$800.00** (Implant included, 3 minimum) Any office from Bakersfield to San Diego county, over 15 years of experience in implant dentistry, Cosmetic full mouth reconstruction, IV sedation Licensed and all on four procedure (Teeth in a day). I bring all of my own material. Fellow member of ICOI. www.drgolpa.net Cell: (702) 768-7840. Office: (702)641-7111 mikegolpa@gmail.com.

**TORRANCE, CA** GP in modern, 4 op (3 equipped/1 unequipped) 1,200+ sq. ft. office with intraoral cameras and digital X-rays. Long term goodwill. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

**Looking for dental associate** that can do molar RCT and extractions please call office at (949)347-0302 or email drzirakzadeh@yahoo.com.

**Attendees say** Xcel Seminars give “good solid information that can be used to treat patients” at a fantastic price! Go to www.xcelseminars.com for more information.

**Ortho Practice, Long Beach, LA** \$275,000 - open bay set-up, single story medical/dental professional bldg., Call MPG (949) 675-5578.

**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.

**We're here to help you take the next step** Acquiring, starting or expanding a practice? Wells Fargo Practice Finance can help. Contact us at 1-888-937-2321 or wells Fargo.com/dentist.

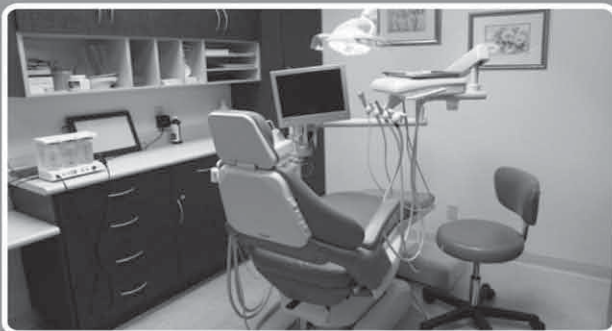


Lic.# 866049

FREE ESTIMATE &amp; CONSULTATION

**1.888.833.7361**[www.medikbuild.com](http://www.medikbuild.com)

## BUILDING YOUR DREAM FACILITY



- New dental offices
- Dental office renovation
- Tenant improvements

- Licensed - Bonded - Insured
- Creative finance solutions
- Excellent references



**Kodak Digital Sensor/SoftDent software Package** Almost half price, must go! BRAND NEW/UNUSED RVG 6100 #1 Sensor, Warranty to 2013+, Full Training (951)217-5027.

**What's that strange sound?** Fast expert Compressor and Vacuum service, X-Ray calibration and Chair/Delivery Unit adjustments. Priority Dental, Inc. 800-853-3128. See ad in Dental Directory.

**Personable and outgoing female ORTHODONTIST** seeking position in Orange County. UCLA Grad! Please email LNF@UCLA.EDU or call 918-269-7510.

**Experienced Endodontist available** for OC/IE/LA Part-Time. Efficient, Personable, have Microscope. Please email at socaldmd@gmail.com.

**We do office makeovers!** Adec Cascade ops start at \$7999. Belmont \$3499 and everything else. Call us at 800-445-6719, we take trade-ins and it's tax write-off time! Handpiece Trading Post.

**LOOKING FOR AN OFFICE TO RENT** ONE DAY A WEEK WITH AN ENDODONTIST OR PROSTHODONTIST IN BEVERLY HILLS AREA. PERIOWIZ@YAHOO.COM.

**Dental office for lease** full equipment 5 operatories, huge parking, conveniently located on intersection Vineland & San-Fernando Road. Affordable. 323-822-9978.

**RECEPTIONIST POSITION** Ventura County Experience Preferred, Excellent Phone Skills a MUST! DENTRIX CHARTLESS OFFICE. Please email resume to pktdsinc@yahoo.com.

**For Sale** Used Sieman Pano good condition. Two operator chairs. Please reply to office@terrispeeddds.com.

**LINDSAY: For Sale** General Dentistry Practice & Bldg. GR 2010 \$330K adj net \$219K. Present location 27 yrs. Office space 1,489 sq ft, 3 ops, intra-oral camera, Soft-Dent software.3 hygiene. Owner retiring. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S.800-519-3458.

**SNORE GUARD** removeable snore appliances (4), www.snoreguard.com, brand new, never used \$150 (\$199 regular price) Email ericwudmd@hotmail.com.

**RDA NEEDED IN LA HABRA** ONTARIO, CHINO. FAX RESUME TO 562-697-6275 OR EMAIL TO MESMAEILI@YAHOO.COM. MUST BE BILINGUAL WITH 2-YEARS-EXPERIENCE.

**Clean out that junk drawer...**your junk is treasure to someone else! Place a free ad and turn that junk into cash! It's fast and easy! Visit our FAQs page at dentaltrader.com for details.

**\*\*\*\*\*ORTHODONTIST NEEDED\*\*\*\*\*!!!** Bilingual with excellent communication skills. Fun & Rewarding. Unique Opportunity. Multiple Locations. Phone 310 804 8889. Email DavidRudolphDDS@aol.com. Fax 818 718 1735.

**Are you ready for a Mobile Makeover?** Diversified Dental & Upholstery will come to you and transform your operator equipment so fast and so affordably you'll wonder why you waited so long. Save Now - call Diversified Dental & Upholstery. Free estimates. (800)707-3449.

**Help Provide Dental Care** to Low-Income Youth in the San Gabriel Valley The San Gabriel Valley Foundation for Dental Health needs your financial support in order to treat needy children. Make your tax-deductible donation today! Call 626-242-0278 or visit www.sgvfdh.com.

# 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**



# CALIFORNIA

## Specializing in the Selling

### Sellers:

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

**John W. Knipf**  
President



### Buyers:

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

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

### FEATURED LISTINGS

**ANAHEIM** – Multi specialty office is currently being operated by an absentee owner in single story strip mall. Practice located on the corner of one of the busiest intersection in Anaheim with convenient freeway access. Surrounded by restaurants and shops which provide significant foot traffic. Office consists of 2,000 sq. ft., 6 fully computerized eq. ops, with Dentrix software. 30+ years of goodwill. Practice is averaging approximately \$99K/mo on 4 days/wk with approximately \$4200 in capitation checks/mo. Projecting approximately \$1,188,000 for 2011. BUYER'S NET OF \$315K. **Property ID #4105.**

**DEL MAR (GP)** – Beautiful Décor office located in a one story medical dental building with ocean view. Fee for service practice consists of 3 fully computerized ops., with Open Dental software and digital x-ray. Seller works 3 days/wk with 2 days/wk of hygiene. Sees approximately 8-10 patients/day. Remodeled office in 2007. Heavy traffic flow with great street visibility. Projecting approximately \$444K in 2011. BUYER'S NET OF \$126K. **Property ID #4083.**

**FULLERTON** – Well established general practice located a one story free standing building on a major boulevard. Great street visibility and heavy traffic flow. This large practice consist of 10 fully computerized eq. ops., 3 chairs in open bay, 8 ops not plumbed with Dentrix software, intra oral camera and digital x-ray. Office open 5 days/wk and see approximately 20-25 new patients/mo. Income source: 40% insurance; 56% cash and 4% capitation (approx. \$2100/mo in cap checks). Projecting approximately \$594K in 2011. Buyer's net of \$144K. **Property ID #4103.**

**RANCHO MIRAGE (PERIO)** – Fee for service practice located in one story medical / dental building. Seller works 1 day/wk and sees approximately 10-12 patients/day. Two days/wk of hygiene. Long established practice. 100% patient and dentist referral. Office consists of 4 fully computerized eq. ops., with Dental Pro software, intra oral camera, digital x-ray in a 1,500 sq. ft. suite. Great staff. Only 4 other Perios in the Valley. Projecting approximately \$400K for 2011. **Property ID#4089.**

Our services are free to buyers, so we encourage you contact us to have a specialist assigned specifically to you to answer your questions and guide you through the purchasing process.  
**100% FINANCING AVAILABLE TO QUALIFIED BUYERS**

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

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



### GREATER LOS ANGELES COUNTY

**BELL** – Long established practice located one story building in busy shopping center. Absentee owner. Associate works 4 days/wk and sees approximately 20-25 new patients per month. Income source: Insurance 20%; Cash 25%; Medical 5% & Capitation 50%. The practice consist of 1,300 sq. ft., 4 fully eq. ops., with Dentrix software, intra oral camera and digital x-ray. Office monthly revenues of approximately \$37K. Projecting approximately \$442K for 2011. **BUYER'S NET OF \$168K.** Property ID #4085.

**BEVERLY HILLS (GP)** – Fee for service practice located in a multi story professional building with great window views to the city. 60+ years of goodwill. Absentee owner. Associate works 3 days/wk with 2 days/wk of hygiene. See approximately 5-6 new patients per month. 100% patient referral. Practice consist of 2 eq. ops., in a 751 sq. ft suite. Projecting approximately \$265K for 2011. Property ID #4081.

**ENCINO - PRICE REDUCED!** Leasehold Improvements, Equipment & Some Charts! Located in a 12 story glass building. This 756 sq. ft. office consist of 3 spacious eq. ops., with Practice Web software, intra oral camera and digital x-ray. Seller was a Prosthodontist and moving 20 miles away. Corner location with good window views. A great starter opportunity. Property ID #3971.

**GLENDORA** – Long established general practice with 44 years of goodwill located in 2 story building. Practice consist of 4 fully computerized ops with Dent soft software and intra oral camera. 2-6 year old equipment. Seller works 4 days/wk with 3 days/wk of hygiene. Approx. 10-15 new patients/mo. Income source: 70% insurance & 30% cash. Grossed \$811,875 for 2010. Projecting approx. \$870,973 for 2011. **BUYER'S NET OF \$404K.** Great street visibility. Property ID #3041.

**INGLEWOOD** – Long established fee for service practice with over 70 years of goodwill. Located in a single standing building. Office consist of 5 fully spacious eq., ops in a 2,500 sq. ft. Seller owns suite. Not for sale. Retiring seller works 4 days per week and sees approximately 18-20 new per month. 100% patient referral. Projecting approximately \$297K for 2011. Has great street visibility and signage. Property ID# 4095.

**LOMITA** – General practice established in 2007. Located in a single retail building. Seller currently working 3 days/wk and see approximately 10-15 new patient per month. 100% patient referral. Office consists of 1,000 sq. ft., 2 fully computerized eq. ops, with DentiMax software and intra oral camera. Practice offers a flat lease with no NNN and CAM charges. Projecting approximately \$200K for 2011. Property ID #4087.

**LOS ANGELES (GP)** – Turn-Key office in the Westchester area. Established in 1972, this fee for service practice is located in the 11th floor of a 12 story medical dental building. Retiring seller works 4 days/wk and sees approximately 5-8 patients per month. Fully designed office with 2 eq. ops. Good family dentistry. Beautiful windows views from the operatories to the L.A. mountains. Remodeled in 2002. Priced for an immediate sale! Property ID #4039.





Alice C. King, V.P.



# CALIFORNIA

## Specializing in the Selling

**MONTEBELLO (GP)** – Located in a free standing building with over 25 years of goodwill. Great street visibility, signage and foot traffic. The practice consists of 2,500 sq. ft., 5 fully computerized eq. ops with Dentrux software and intra oral camera. Four days/wk practice with 2 days/mo of hygiene. Approximately 15-20 new patients/mo. Income source: Ins. 70%; Cash 17%; Medi-cal 3%; & Cap 10%. Projecting approximately \$358,039 for 2011. **BUYER'S NET OF \$102K.** A must see! Property ID #4051.

**PALOS VERDES ESTATES (GP Group Solo)** – Well established practice with over 40 years of goodwill located in a three story prestigious building with ocean view and plenty of ample parking. Four days/wk office with 3 days/wk of hygiene. Fee for service. Approximately 5-10 new patients /mo. Practice consist of 3.5 computerized ops. with Dentrux software, intra oral cameras and Schick digital x-ray. Projecting approximately \$352K for 2011. Convenient for South Bay residents. Property ID #4059.

### ORANGE COUNTY

**ANAHEIM** – Multi specialty office is currently being operated by an absentee owner in single story strip mall. Practice located on the corner of one of the busiest intersection in Anaheim with convenient free-way access. Surrounded by restaurants and shops which provide significant foot traffic. Office consists of 2,000 sq. ft., 6 fully computerized eq. ops, with Dentrux software. 30+ years of goodwill. Practice is averaging approximately \$99K/mo on 4 days/wk with approximately \$4200 in capitation checks/mo. Projecting approximately \$1,188,000 for 2011. **BUYER'S NET OF \$315K.** Property ID #4105.

**ANAHEIM** - Leasehold Improvement & Equipment Only! – Excellent for a first time owner. Located on a major boulevard in a two story colonial style medical plaza with large French windows. Excellent signage and visibility. On ground floor with direct access to the parking, offering ample shaded parking. Near the Anaheim Medical Center. Practice consist of 4 ops., 2 fully eq and 2 partially eq. Operatories plumbed for nitrous & oxygen with a Taylor Safety System. Property ID #4061.

**FULLERTON** – Well established general practice located a one story free standing building on a major boulevard. Great street visibility and heavy traffic flow. This large practice consist of 10 fully computerized eq. ops., 3 chairs in open bay, 8 ops not plumbed with Dentrux software, intra oral camera and digital x-ray. Office open 5 days/wk and see approximately 20-25 new patients/mo. Income source: 40% insurance; 56% cash and 4% capitation (approx. \$2100/mo in cap checks). Projecting approximately \$594K in 2011. **Buyer's net of \$144K.** Property ID #4103.

**GARDEN GROVE (GP)** – Turnkey practice with over 20 years of goodwill located in a one story free standing building with ample parking. Reasonable rent. This office consist of 1,200 sq. ft., 2 eq. ops., 1 plumbed not eq., with Dentist Mate software. 4 day per week practice and sees approximately 10-15 new patients per month. Income source: 30% insurance / 47% cash / 23% capitation. 100% patient referral. Grossed approximately \$178,748 in 2010. Easy freeway access. Great exposure, visibility and signage. Property ID #3988.

**IRVINE - PRICE REDUCED!!** Great opportunity for GP or Specialist!! Leasehold Improvements & Equipment Only. Office consist of 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.

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

**IRVINE (GP)** – Located in a busy shopping center with lots of foot traffic. The modern designed practice consists of 4 fully computerized eq. ops with Easy Dental software, intra oral camera and digital x-ray. Seller only works one half day/wk. Associate works 2 days/wk and sees approximately 8-12 patients per day. Income source: Insurance 32%; Cash 54%; & Capitation 14%. 100% Patient referral. Over ten years of goodwill. The office has been recently painted. Excellent exposure, signage and visibility. Property ID #4053.

**ORANGE** - Well established practice located in a single story medical center with 4 fully computerized eq. ops. with intra oral camera, digital x-ray and Dentrux in a 1,040 sq. ft. suite. Fee for service office open 4 days/wk. An excellent lease includes all minor repairs, even bulb/fixture replacement. Full service cleaning is also included with bathroom supplies. This full service lease also includes storage outside of the office where the vacuum and compressor reside. All utilities are paid for with the exception of the phone service and answering service. Many referrals come from nearby Hospital. Great street visibility and heavy traffic flow. Projecting approximately \$183K for 2011. Property ID #3531.

**ORANGE** - General practice located in a single story standing duplex building. Great location near Chapman University in downtown Historical Orange. Beautiful modern design office consists of 3 fully eq. ops., and 1 plumbed not eq. op. Equipment is 2-5 years old. Motivated seller works 3 days/wk and sees approximately 8-10 patients/day. Great street visibility and heavy traffic flow. Projecting \$292K for 2011. Seller relocating to another state. Property ID # 4101.

**RANCHO SANTA MARGARITA** - Leasehold Improvement & Equipment Only. This practice is located in South Orange County in a modern single story medical professional complex with views of surrounding mountain range. The Seller as been very successful in this location and needs to move to a larger facility. The leasehold improvements are listed for a small fraction of what was invested to build out this location. The Seller is a pedodontist who will remain in the area and desires a buyer that is of any of background to eliminate competing with each other. Property ID #4079.

**S. ORANGE COUNTY** - (Turnkey) Beautiful office located in a 5 story medical / dental building with ample parking. Absentee owner. Two Associates work 2 days/wk each and see approximately 12 new patients/mo. This office consist of 4 fully computerized eq. ops, 1 plumbed not eq., with Dentrux software and intra oral camera in a 1,600 sq. ft. suite. Plumbed for nitrous oxide and oxygen. Convenient location. Building was renovated 4 years ago. Projecting approximately \$208K for 2011. Property ID#4093.

**SANTA ANA (GP)** – Absentee owner. Long established practice located a single standing building with ample parking. Seller owns building. Practice consist of 4 fully computerized ops., with EZ Dental software and intra oral camera. Excellent street visibility and Heavy traffic flow. Nice office. Projecting approximately \$232K for 2011. **BUYER'S NET OF \$82K.** Property ID #4071.

### RIVERSIDE & SAN BERNARDINO COUNTIES

**LAKE ELSINORE** – Multi specialty office located in a free standing strip mall. Absentee owner. Practice is open 5 days per week and associates see approximately 25-35 patients per day. Income Source: Insurance 35%; Cash 35%; Medical 5%; Capitation 25% (~\$16K in cap checks/mo). Practice consists of 7 fully eq. ops., 1 plumbed not eq. with Dentrux software and intra oral camera in each operatory in a 2,975 sq. ft. suite. Just over a year ago the office was remodeled with French doors, a private room for OS or Pedo, new computers in every OP and new cabinetry. Projecting approximately \$1,084,277 for 2011. Property ID #4099.

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

**LA QUINTA** - One of the fastest growing cities in California - Leasehold Improvements & Equipment Only!! 3 fully eq. ops., 1,000 sq. ft. suite located in a strip shopping center. Computerized office with Dexis software, intra oral camera and Dexis Digital X-ray. Newer equipment. Affluent area World Class Golf, high end resorts and shopping. Practice established since 1995. Motivated Seller opened new location. Property ID #4063.

**MURRIETA** - (Practice & Bldg) 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. Condo for sale. Computerized office with Easy Dental software. Newer equipment. Seller will be focusing on his primary office in Calexico. Property ID #3221.

**RANCHO CUCAMONGA** - Great opportunity for a GP or Specialist - Leasehold improvements & equipment only! Office consist of 6 equipped ops., 1,600 sq. ft. suite located in 2 story medical / dental professional building. Computerized office with digital x-ray and Dentrix software. Motivated Seller moving the practice to a new building. Property ID #3191.

**RANCHO MIRAGE** - General practice located in single story busy shopping center. Practice consist of 3 fully spacious computerized eq. ops., 1 chair in open bay with new Easy Dental software and intra oral camera in a 1,400 sq. ft suite. Retiring dentist works 3.5 days per week and sees approximately 25 new patients per month. Fee for service office was established in 2001. Great traffic flow and visibility. Projecting approximately \$489K for 2011. **BUYER'S NET OF \$140K.** Property ID# 4091.

**TEMECULA (GP)** - Fee for service practice in nice strip mall. Seller work 3 days/wk and sees approximately 15-16 patients per day. Established late 2007. Practice consist of 2 fully eq. ops., 2 plumbed not eq., with Practice Web software and digital x-ray. Beautiful office. Projecting approximately \$303K for 2011. Property ID #4075.

**UPLAND** - General practice located in a busy shopping center. Excellent signage and visibility. Established in 2005. Practice consists of 3 fully computerized eq. ops., 1 plumbed not eq., with Genesis software and intra oral camera. There is no digital but wired for digital. Seller works 3 days/wk and sees approximately 10-15 patients/day. 2011 monthly revenues approx. \$22K/mo. A must see!! Property ID #4065.

### SAN DIEGO COUNTY

**DEL MAR (GP)** - Beautiful Décor office located in a one story medical dental building with ocean view. Fee for service practice consists of 3 fully computerized ops., with Open Dental software and digital x-ray. Seller works 3 days/wk with 2 days/wk of hygiene. Sees approximately 8-10 patients/day. Remodeled office in 2007. Heavy traffic flow with great street visibility. Projecting approximately \$444K in 2011. **BUYER'S NET OF \$126K.** Property ID #4083.

**SAN DIEGO** - Well established and still growing GP located on a major thorough fare in heart of San Diego. In small duplex 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, intra-oral camera and digital ready in a 1,600 sq. ft. suite. Seller works 3.5 days/wk with 3.5 days/wk of hygiene, Ortho 1x/mo and Perio 1x/mo. Seller sees approximately 17 new patients/mo. Fee for service. Monthly revenues of \$63,700. Projecting approximately \$765K for 2011. **BUYER'S NET OF \$241K.** Property ID #4107.

**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 (GP)** – Long established practice with over 27 years of goodwill. Fee for service office located in a busy shopping center with ample parking. Half block from a elementary school. Seller works 3 days/wk with 2 days/wk of hygiene. Approximately 5-10 new patients/mo. Practice consist of 4 fully computerized eq. ops with Practice Work software, digital x-ray and intra oral camera. Great visibility and signage and foot traffic. Projecting approximately \$340K for 2011. **BUYER'S NET OF \$97K.** Seller will be focusing on primary office. Property ID #4049.

### SPECIALITY OFFICES

**RANCHO MIRAGE (PERIO)** - Fee for service practice located in one story medical / dental building. Seller works 1 day/wk and sees approximately 10-12 patients/day. Two days/wk of hygiene. Long established practice. 100% patient and dentist referral. Office consists of 4 fully computerized eq. ops., with Dental Pro software, intra oral camera, digital x-ray in a 1,500 sq. ft. suite. Great staff. Only 4 other Perios in the Valley. Projecting approximately \$400K for 2011. Property ID#4089.

**WOODLAND HILLS (PEDO)** - Well equipped Pedo office with 3 chairs in open bay area. Fully computerized office 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. Grossed \$627,192 for 2010. Projecting approximately \$683K for 2011. **BUYER'S NET OF \$318K.** Property ID #3661.

## Need CE Credits?

## View Upcoming Continuing Education Opportunities

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

### SELLER'S

#### DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

John W. Knipf  
jknipf@aol.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

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


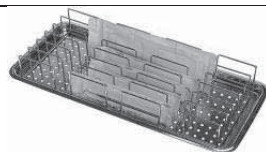


CA DRE #00491323






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

# Dental Supplies

Tuttnauer Autoclaves	Water Distiller #9000	Water Distiller #7000	Ultrasonic Cleaner System
			  Tank Capacity CSU1      CSU3 0.8(3,4)    3(12.7)

**Get 10 % off Tuttnauer Product**

Accessories	Pouch Rack	Chamber Brite	Ultrasonic Cleaner Tables
			

Use Hand Piece	CaviCide 28 High Level Disinfectant Sterilant	Cavi Cide	New Equipment	Or Use Equipment
  *Sale Use Hand Piece *Repair Hand Piece	  Recommended for immersible, medical and heat sensitive equipment and instruments. Gallon #157452 \$27.31 Quart #157453 \$18.25	  Spray 24 oz \$10.99 Gallon \$23.50 Cavi Cide Wipes 160 Can \$7.50 X L66 Can 8.80 XI Single 50/Box\$29.99	  Sale New Belmont Doctor or assistant stool Or use Doctor or assistant stool. *re-upholstery	  *Sale New Chairs Belmont & Flight *Sale Use Chairs *Re-furbish Equipment *Technical Service

Ear Loop Mask	Ear Loop w/Splash Visor	GOWns	Sterilization Pouches
 Cool Ear Loop Mask Non- woven Inner &out Layer #N301 Blue #N302 Pink 50 Pc/Box \$4.50 Now \$3.50	Ear Loop W/Splash Visor 12"x5" #NS11 Blue #NS12 Pink NS13 White 25 Pc/BOX \$12.00 \$NOW \$10.00	 Smooth non – woven w/Tie And over lap Knit Cuff #IGKCBL-Blue #IGKPK-Pink #IGKGR-Green 50/Pc/Box\$28.00	#8011 2 ¼ x5 \$4.99 Now \$3.90 #8012 2 ¾x10 \$5.50 Now \$4.50 #8013 3 ½x6 ½\$5.50 \$4.50 #8014 3 ½ x10\$6.99 Now \$5.99 #8016 4 ¼ x12 \$7.99 6.99

**Angelica & Ole Lopez**

**(714)826-1012**

**(714)323-7750**

**Fax (714)827-2014**

**Toll Free (866)707-3449**

**"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.

**P.F.S. BUYING A DENTAL PRACTICE?** Call Evan Barker at Sunwest Bank for all your lending needs - (949) 707-2209.

**Dentsply Maillefer Reamers packs** \$7 each. We have new reamers in the pack item numbers 671431-671445. Contact us at [nguyen\\_nguyendds@yahoo.com](mailto:nguyen_nguyendds@yahoo.com).

**Now Available** High-tech Private practice in downtown LA with huge patient base. Low Rent, Low overhead, huge take home net makes this a unique opportunity. ExceptionalDDS.com 949.306.8123.

**GENERAL DENTIST AVAILABLE** Experienced, friendly, and gentle. Looking for immediate position. [smileyca@gmail.com](mailto:smileyca@gmail.com) or 818-384-7624.

**PRACTICE FOR SALE/LA QUINTA** 3 ops in 1350 sq ft; EQUIP ONLY. California Practice Sales, Inc. Phone: 714-639-2775.

**Experienced general dentist** seeking employment in los angeles area. Great hand skills. very productive, fantastic team member, & go getter [smileyca@gmail.com](mailto:smileyca@gmail.com).

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

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

**MY DENTIST SCHOOL FOR DENTAL ASSISTANTS OFFERS APPROVED PIT AND FISSURE SEALANTS, X-RAY AND CORONAL POLISHING LICENSING COURSES. (323) 582-3205.**

**1. evac-u-trap 2200 \$5/pc** 2. MicroBrush Orig. Applicator Reg Size \$16/pack (400 pcs/pk) Assorted colors. Call 626-524-1688.

**Looking for used Dexis sensor and software** Contact me at [gkpd2009@yahoo.com](mailto:gkpd2009@yahoo.com).

**Lab Space to Share** Fully equipped and available immediately. Located in a great commercial area in Culver City. Call 310 339-4626 Email [vicval1960@sbcglobal.net](mailto:vicval1960@sbcglobal.net).

**Retired dentist selling many** new and used instruments. Amalgam, composite, perio, mirrors, various explorers, Garrison matrix instruments, etc. (323) 851-6622.

**Experienced dentist needed** in Apple Valley, Ca. for the months of Jan & Feb Dr going on vacation. Call 909 224-0090.

**PALM SPRINGS** 2,500 sq. ft. Gross revenue projected approximately 1 million. Freestanding professing building in the heart of central Palm Springs. 5 fully equipped ops. Located on major street nearby major hotels. Good visibility. Call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780. (714) 550-7494 or [quickbiz4-e@yahoo.com](mailto:quickbiz4-e@yahoo.com).

**HIGHLY ACTIVE FEMALE DENTIST** WITH 9+ YRS OF EXPERIENCE SEEKING ASSOCIATESHIP POSITION IN CENTRAL OR SOUTHERN CA AREA. CALL 949-533-0174.

**GP needed 2 days a week** 3+ years experience. Email/fax CV [f.dentistry@yahoo.com](mailto:f.dentistry@yahoo.com)/760 947 1331.

S

# ACRAMENTO

**Beautiful Office finishes with 7 rooms plumbed. 6 rooms fully equipped state of the art...digital, computers, cavitron curing lights in each room.**

**916-716-1590**

**Irvine office looking** for a board certified/eligible ENDODONTIST for 1-2 days a month. will contract with insurances. Email [oc.dental@yahoo.com](mailto:oc.dental@yahoo.com).

**Looking for experienced bilingual DA** Must know digital x-rays. In San Bernardino County. Send resume to [justendo54@yahoo.com](mailto:justendo54@yahoo.com).

**LAGUNA NIGUEL PRACTICE FOR SALE** 4 + 2 operatories in Professional Plaza - Private insurance and PPO's - over 32 years of goodwill - grosses approx. \$340,000/yr on 2 days/week Thomas & Fees Practice Sales (714) 544-4341.

**Brasseler Cassette** with 9 perio instruments. Like new. Hu-Friedy instruments like new. Mirrors, explorers, cotton pliers, etc. (323) 851-6622.

**Sub-Lease available** for a specialist in Irvine. Multi-specialty facility. Medical/Dental on Alton/Jamboree. email: [nooriamir@yahoo.com](mailto:nooriamir@yahoo.com).

**Practice For Sale** Montebello turnkey Practice Opportunity. First floor location in Major Shopping Center - just off 60 Fwy.! Very busy site across from B of A branch. 2 ops equipped/3rd plumbed. Excellent started opportunity. Call Broker 818-999-9595.

**Collect Better in 2012 will work with your staff to collect more. Experienced with insurance, patient and software problems. Helen Doyle & Assoc. 714 785-8400.**

**ANAHEIM HILLS** Asking \$360,000. HIGH END Office! Great Visibility! 5 ops. Select Practice Services, Bette Robin, D.D.S., J.D., 714-421-4407.

**DDS needed for office in city of Ventura** Must be gentle, team player, quality oriented, efficient. Hygiene, fillings, pedo. 2-3 days/week. E-mail resume [venturadds@aol.com](mailto:venturadds@aol.com) or fax (805)676-1521.

**PRACTICE FOR SALE/S. ORANGE CNTY** 4 eq ops in med/den bldg. California Practice Sales, Inc. Phone: 714-639-2775.

**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.**

**Custom designed Dental Office opportunity** in Vista, CA's stunning Premier Crossing medical office park. Suites range in size from 2,330-6,280 SF. Modern design with abundant parking. Sale or Lease! Call 760-929-9700.



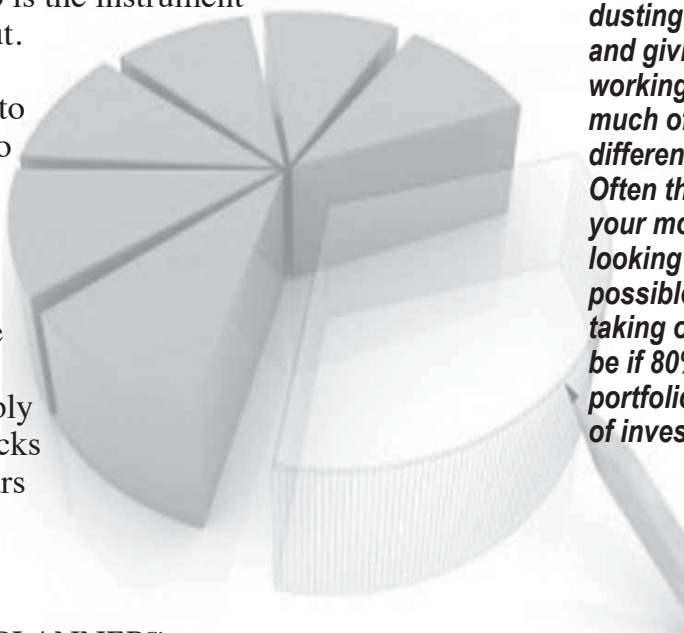
# There is no question that 2011 was a challenging year...

*While the New Year holds much promise, it's also a time to sit down and create a fresh financial plan. Perhaps your schedule for retirement got delayed or perhaps your practice isn't producing as much as you had hoped. It's an election year and the world economy is still struggling but by following a few simple steps you can better navigate the future with well designed financial plan.*



A good place to begin your fresh start is to take a look at your current investment accounts. In your dental practice you have equipment that is vital to your success. There are instruments that you cannot function without. The same is true for your investments. Your portfolio is the instrument that you cannot live without.

A fresh start is the ability to clean off the old, toss it into the sanitizer, get the germs out and help restore the main instrument of your financial life. Make 2012 a year to potentially restore and improve your portfolio and look for ways to possibly use the established drawbacks of Presidential election years to your advantage.



*A first step you should take is dusting off that old portfolio and giving it a new start is working out to review how much of your portfolio is in different types of investments. Often this can be found on your monthly statement by looking for the pie chart. One possible sign that you are taking on too much risk would be if 80% or more of your portfolio remains in one kind of investment.*



## Timothy J. McNeely

CERTIFIED FINANCIAL PLANNER™

Certified Investment Management Analysts™

The information contained in this report does not purport to be a complete description of the securities, markets, or developments referred to in this material. Any information is not a complete summary or statement of all available data necessary for making an investment decision and does not constitute a recommendation. Any opinions are those of Timothy J. McNeely and not necessarily those of RJFS or Raymond James. Investments mentioned may not be suitable for all investors. Past performance may not be indicative of future results. Dividends are not guaranteed and must be authorized by the company's strategy selected."

**MCNEELY**  
FINANCIAL STRATEGIES  
*An Independent Firm*

Raymond James Financial Services, member FINRA/SIPC

**McNeely Financial Strategies LLC**  
18919 Nordhoff St., Suite 6C | Northridge, CA 91324  
**818-534-4949 | Toll Free 888-300-8003**  
**Cell 818-730-2000 | Fax 818-534-4959**  
**dentist.mcneelyfs.com**

**Perio-pro x-ray processor with daylight loader** Very GOOD condition \$499 OBO, (310)286-7447 or LosAngelesApple@gmail.com.

**GLENDALE #2** (5) op state of the art, comput. G.P. for sale. (4) ops eqt'd/5th plumbed. Dentrux s/w, intra oral & digital x-rays. St. level on a major blvd. Excell. signage & free parking. Heavy street & foot traffic. Room for expansion. Cash/Ins/PPO & minimal Denti-Cal. Annual Gross Collect. \$400K - \$500K. (11) years of Goodwill. Seller moving. D&M Practice Sales 818.591.1401.

**dual head Apollo air compressor** and vacumm, x-ray chair, polishing lathe, model trimmer for sale, very good condition. vtchen@yahoo.com 626-675-5005.

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

**3 Beautiful Pelton & Crane Dental Chairs** Completely Refurbished Excellent Condition! New Leather! Only \$1,899.00 each! Call 559-433-3315.

**Hear unbiased** practical treatment techniques. Attend Xcel Seminars' Comprehensive Skills Series in Southern and Northern California—Go to [www.xcelseminars.com](http://www.xcelseminars.com) or call 310-663-4055 for more.

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

**We're here to help you** take the next step Acquiring, starting or expanding a practice? Wells Fargo Practice Finance can help. Contact us at 1-888-937-2321 or [wellsfargo.com/dentist](http://wellsfargo.com/dentist).

**EL MONTE** Excelente visibility and parking spaces in the Valle mall 3 ops. 2 plumbed approx. 850 Sq. Ft. Ask.160 K (626)485-1156 (626)485-1174.

**Pediatric Dentist Wanted!** Great location. Free standing building with adjacent parking in the heart of Culver City. Excellent referrals source. Call 310-339-4626 Email [vicval1960@sbcglobal.net](mailto:vicval1960@sbcglobal.net).

**Oral Surgeon Needed** for GP office North Hollywood. Wisdom tooth extractions and implants. 1/month. Please email [kach4mnm@yahoo.com](mailto:kach4mnm@yahoo.com). Thank you.

**LAGUNA HILLS PRACTICE FOR SALE** 2 + 1 operatories in strip shopping center near freeway—Private insurance, cash and PPO's — 6 years of goodwill — will gross approx. \$195,000 in 2011 — great starter practice Thomas & Fees Practice Sales (714) 544-4341.

**PERIODONTIST (Board Certified)**for Corona dental office. One or two days a month. Great people skills and an educator. Fax to 951-736-0461 or email to [business@afamilydental.com](mailto:business@afamilydental.com).

**SW RIVERSIDE COUNTY, CA** Long established, 4 op GP with an excellent location in a growing community. The seller is relocating out of state. Practice Transition Partners, (888) 789-1085, [www.practicetransitions.com](http://www.practicetransitions.com).

**Attract Patients to your Practice** with a Custom Website; Patients need to find your website quickly or they may choose another dental practice for their care. Contact us today for a free consultation. Custom dental websites as low as \$2,495. 800-273-5033. [www.ez2000webdesgin.com](http://www.ez2000webdesgin.com).

**PRACTICE FOR SALE** San Diego (Escondido) Satellite GP. 3 Ops with lg windows, 1100 sq. ft. SDPS: 760-599-7828 PRICE REDUCED!!

**Obtura Spartan and system B for sale** like new, in original box, all accessories included. [xrediskax@aol.com](mailto:xrediskax@aol.com).

**Burbank / Glendale Dentist wanted asap to share elegant, modern office all ammenities. 4 days 2000. per mo. 818 242 5400.**

**WANTED ASSOC DENTIST P/T** E. Los Angeles 1-2 days/wk. MINIMUM 5 YEARS EXPERIENCE PLEASE. Email resume: [ela-dentalstaff@gmail.com](mailto:ela-dentalstaff@gmail.com).

**Apple Valley great starter or second office** New equipment '07 with digital. Low overhead, 2 ops. PPO and cash. Call 760-298-8377.

**\$\$\$\$\$\$ NEED MONEY FAST?** Sunwest Bank can close your dental practice deal quickly. Call Evan Barker at 949-707-2209.

**Female dentist** USC grad, 7+ yrs experience, looking for P/T (2-3days/wk, except Friday) in LA, SFV (213) 840-3229.

**Dental Biller** 16 yrs experience, very professional, all insurances + Medi-Cal, LA & SFV [qsophiaq@aol.com](mailto:qsophiaq@aol.com).

**PART TIME DA POSITION** MUST HAVE PEDO XRAY AND PEDO MANAGEMENT EXPERIENCE. SPANISH IS A PLUS.ONTARIO, CA. SENDTO [J1PMLLC@GMAIL.COM](mailto:J1PMLLC@GMAIL.COM).

**PRACTICE FOR SALE/RANCHO MIRAGE** Perio fee for service off; 4 ops. California Practice Sales, Inc. Phone: 714-639-2775.

**State-of-art dental office for rent** in South Orange County, CA. 2-3 days a week. \$300/day includes utility. 714-380-9019. [gaw1177@gmail.com](mailto:gaw1177@gmail.com).

**PT Dentist Available!** Compensation not as important as having a good mentor. LA/Orange County. You won't be disappointed. 818-925-5552.

**CARLSBAD CLINIC PRACTICE FOR SALE** Exceptional 9 op office collects over \$2.6 million/year with \$16K/month in capitation. Asking \$1,675,000. Kurt Skarin 805-777-7707.

**Solo Practice looking for an Assoc. GP** 3 days/wk. Possible Partnership Opport. in San Diego. Fax Resume (858)673-4693.

**Dental Assistant with great people skills and Treatment Planning experience needed for CORONA GP office.** Fax resume to 951-736-0461 or e-mail resume to [business@afamilydental.com](mailto:business@afamilydental.com).

**We Do It All** New Equipment Sales, Repairs, Installation and Office moves. Chairs, Lights, Compressors, Vacuums, X-Ray units, Etc... Priority Dental, Inc. 800-853-3128. See ad in Dental Directory.

**PERSONABLE IN-HOUSE ORAL SURGEON** WILL TRAVEL TO YOUR OFFICE. WILL BRING EQUIPMENT AND ASSISTANT. PLEASE E-MAIL: [SOCALORALSURGERY@GMAIL.COM](mailto:SOCALORALSURGERY@GMAIL.COM) OR CALL 818-934-0791.

**ENDODONTIST** Available Part Time for your FFS-PPO-HMO office in L.A/O.C. Friendly, Professional & Can increase your production. Contact [AxisEndodontics@gmail.com](mailto:AxisEndodontics@gmail.com).

**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.

# MEETING PAYROLL

STARTS WITH COMPREHENSIVE MARKETING!

*It's Not Just About a Postcard!*

## MARKETING

- DRIVES IN NEW PATIENTS
- RETAINS CURRENT PATIENTS
- CLOSES TREATMENT PLANS



Call Today For Your **FREE**  
**CUSTOM CONSULTATION**  
and *\$500 Credit*

Valid towards your 6 Month Comprehensive Marketing Campaign.  
Limited time offer. Please see contract for details.



Nationwide - USA | Headquarters: Phoenix, AZ | toll free. 1.866.607.6207  
sales@affordableimagedental.com | www.AffordableImageDental.com

**Old Fashion Values** with **TODAY'S TECHNOLOGY.**™





**RDH- looking for job** Part time/full time. Friendly, caring, Productive, Speaks Farsi, English and Armenian. Call (818)919-3802.

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

**PerioProII with dayloader** 3MPentamix2 & light box for sale. Email info@lathadds.com with best offer or questions. Pickup only in Mountain View.

**PRACTICE FOR SALE** IN RIVERSIDE; 3 OPS, DIGITAL READY, GREAT LOCATION AND GREAT EXPOSURE, ASKING \$130,000 -SELLER MOTIVATED- (714)398-7314.

**Implant Outreach Mobile Surgical Services** is seeking a partnership with implant experts (periodontists, oral surgeons, implantologists). We are a network of doctors providing Implant Dentistry, Periodontal Surgeries and Surgical Extractions to all types of offices throughout California. Please contact us by email: dentistjobs@implantoutreach.com or call us at 1-888-871-0009.

**Handpiece Repair professionally done** within the day! Air driven and electric. Free pick-ups and estimates! Handpiece Trading Post. Since 1980, call 800-445-6719 for your free pick up!

**assoc. to trans to own no. holly** 38 years 2-3 days to start. pvt, hmo, ppo. resume po box 4041 91617.

**Provident 1HP oilless compressor** 2 years old, including extra motor & heads. \$1200. Call 213-617-2778 or email: drud22002@yahoo.com.

**CEREC 3D CAD/CAM for Sale** Cerec 3D CAD/CAM with latest Biogeneric software included. Cerec MC XL milling machine; practically new! (805)797-7221 Motivated to sell.

**Scheduler wanted for busy general dental office** Must have great phone and communication skills. Experience necessary. Email raychi224@gmail.com with resume.

**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.

**LICENSED DENTIST LOOKING FOR HYGIENE POSITION** gentle, team-player, great chair side manner. Dr Singh, aman32dmd@aol.com, 714-470-8231..

**STOP REFERRING OUT ORAL SURGERY SERVICES** available in your office. Will come to your office with all necessary instruments and equipment. Flexible days and hours. Oral or IV sedation available. drwat3@hotmail.com.

**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.

**"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.

**MARIN COUNTY: For Sale** General Dentistry Practice. 650 sq. ft. office 3 tx rooms. 48% overhead. 2010 GR \$179K w/ \$90K adj net. Pano & Easy Dental Software. Present location for 30 yrs. Ideal practice new grad or satellite practice. Owner retiring. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

**ZOOM Advanced Power** Brand new in the box. Never used. Irvine CA, \$500 OBO 949-653-8888.

**Practice For Sale Near LAX;** 3 Op practice with revenues of \$25k/month. Looking for right practitioner to take over. 1st floor location. Low overhead. Call Broker 818-999-9595.

**Dentist wanted asap to share office modern elegant w priv office. \$2000. per mo. 4 days wk 818 242 5400.**

**Part-time GENERAL DENTIST wanted** 1-2 days/wk. Bilingual (Korean & English), must be competent molar RCT. mid-Wilshire, Los Angeles. fax: 213-384-2178.

**Sterilizer- Midmark M7 SpeedClave** with Trays and Manual, Great condition, rarely used as backup. \$800.00 call: 818-701-6989.

**IRVINE** Asking \$525,000. Long established! 4 ops. New Equipment! 2011 Projected Collections OVER \$700,000. Select Practice Services, Bette Robin, D.D.S., J.D., 714-421-4407.

**Looking for used digital pan/ceph** for ortho office. Will pay for transportation. Dr. Alter 805-495-0449.

**PRACTICE FOR SALE/ PALOS VERDES ESTATES** 40 yrs of gdwll w/ ocean view. California Practice Sales, Inc. Phone: 714-639-2775.

**Lawndale Dental Office for lease** available on Tuesday, Thursday and Saturday. from 9 to 6 Please call (310)644-1600.

**PERI-PRO III** with DAYLIGHT LOADER, excellent condition, office gone digital. \$750.00, 818-701-6989.

**ZOOM!** Advanced Power Plus Whitening System Light \$200.00 Only used a few times. Call 562 424 0777.

**Submit your free ad** or subscribe online at dentaltrader.com today!

**PANOREX MACHINE FOR SALE** Siemans Orthophos #D3200. Can be upgraded to take Digital X-Rays. \$3,395.00 OBO. 562 424-0777.

**SF Bay North** 750-3000 sf nice office space near downtown & ferry building, pre-plumbed with cabinets, \$0.85/ft: call Jim 707-688-9288.

**Pedo, Inland Empire** PRICE REDUCED \$950,000 - 6 chairs, 2 open bay ops., 1 surgical suite, retail/professional center. MPG (949)675-5578.

**EVA Pro image Digital X-Ray #2** Sensor in New condition, with latest software. \$4,500 contact Steve90038@gmail.com.

**BAKERSFIELD #21 Bldg. & Pract. for Sale** Price Reduction on the bldg! (10) op comput. G.P. (3) ops fully equipped, (3) ops partially equipped & (4) add. plumbed. On a main St. w excell. exposure. Annual Gross Collect. \$500K on (3) - (4) days/wk. Cash/Ins/ PPO & minimal Denti-Cal. Seller retiring. D&M Practice Sales 818.591.1401.

**Harvey hydroclave SC8** A true workhorse! Excellent condition. (818)518-7426 \$1000. They sell refurbished for 3k+.

**EAST LOS ANGELES FREESTANDING BUILDING FOR SALE** This free-standing Bldg is approx. 2,000 sq. ft. with room for expansion, 5 fully equipped ops, 3 x-rays and 1 pano. Close to medical offices, schools, church, shopping, dining and entertainment. Ideal for Dental, Medical or Office use. #422LDB. Call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780. (714) 550-7494 or quickbiz4-e@yahoo.com.

# We Buy, Sell & Trade Dental Equipmt.

## End of Year Tax Write Off Time!

### Handpiece Repair Special

*Midwest, NSK etc..\$79*

**GENUINE CERAMIC BEARINGS  
FOR**

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

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

**Kavo Euro Bearings \$99**

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

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

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

**Professional technicians**

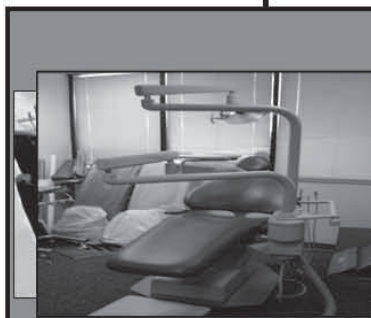
**1 day speedy repair!**

**Call for free pick-up!**

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



**Surgical Solutions 45 Hi-Speed Handpiece**  
Saves you Time! American made!  
No Chip Air shoots out of head!  
Water only...Compare to Impact Air at \$695  
Quiet, Smooth and Powerful..... \$295



### Big Equipment!!

**Adec Priority Chair with  
delivery and light \$4499**

**Adec Cascade delivery**

**Packages from \$7999!!**

**Belmont, Royal and P/C**

**Packages available from  
\$2999!!**

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

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

### Closeouts!

**Cavi-Jet SPS (re-cond).....\$1895**  
**Elman Electro-surge (dem)...\$1200**  
**Biosonic, Ultrasonic, (3 Gal), UC30....\$1195**  
**Cavitron SPS.....\$795**  
**Spartan Piezo SScaler.....\$679**  
**Root Z apex locator and h.p.....\$1500**  
**Apollo, cordless, turbo curing light....\$995**  
**Intra Oral Camera, 4 Pixel.....\$795**  
**Burn Out Oven.....\$895**

### Rebuilt/new Handpiece Specials!

**Sirona T2 Racer w/ Kavo coupler.....\$699**  
**Star 430SWL(reb)...new f/os.....\$350**  
**Titan II, 20 K +Nose or MAD, reb.....\$399**  
**Star P/B ball bearing latch /F. G. heads....\$179**  
**MK Dent Electric 1 to 5, 1 year war.....\$795**  
**Kavo 647, 642 and 640 reb.....\$499**  
**Tradition F/O power lever, reb.....\$350**  
**Midwest XGT (re-cond).....\$495**  
**Sirona Classic T1, new one year war.....\$895**  
**Midwest Stylus with 1 year war.....\$695**  
**Quiet Air, rebuilt, 6 mo. war.....\$149**  
**NSK, Viper 301, Lo Speed, F/O w/head....\$479**  
**Tru-Torq, reb. 1 or 2 speed, w/sheath.....\$299**  
**Titan generic latch heads, new.....\$69**  
**Shorty generic latch heads,new.....\$69**  
**NSK F/O , P/B, .....\$399**  
**Synea TA 98 I, rebuilt.....\$299**  
**M4, Canal Finder and Bien Air and  
Lots more.....Call for pricing**

### Starting or selling an Office?

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

We also buy whole offices and equipment, etc.

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

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

## Handpiece Trading Post

18627 Brookhurst St. #351  
Fountain Valley, CA 92708

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

**800-445-6719**



**La Jolla Orthodontist** has contemporary office space to share with Pedodontist. Flexible scheduling and cost sharing. Contact: 858-677-0661 or paul@elite-smiles.com.

**Beautifully built out dental office EastLake / Chula Vista.** Approx. 2200 sq ft, Originally satellite Ortho, but general or other specialty practice easily doabl. #3 e. Tremendous room for growth. Gorgeous design features and view. Equipment: Digital Pan/Ceph (PlanMeca 3D upgradable), custom Sterilization area, wired network/computers, paperless – much more. Huge potential, low start-up costs. Initial 389K, Only asking 169K. email: dr-t@pacbell.net.

**\$799 for a Set of Dentist** and Assistants Stools, 100 Color Choices. Made in California. Call (800) 423 – 5657

**WANTED PEDIATRIC DENTIST (PEDODONTIST)** UNIQUE OPPORTUNITY FOR SUB-LEASE. TREAT AS YOUR OWN PRACTICE. ALISO VEIJO, CALIFORNIA. EMAIL TO drmarcpana@yahoo.com.

**PT Dentist Available!** Compensation not as important as having a good mentor. LA/Orange County. You won't be disappointed. 818-925-5552.

**SAN FERNANDO VALLEY ORTHODONTIC PRACTICE FOR SALE** great starter practice or perfect for a second office – Dr selling for health reasons – grosses nearly \$20,000/mo on 2 days/week – very modern upgrades - Thomas & Fees Practice Sales (714) 544-4341.

**DA/RDA needed for unique MOBILE practice** MUST live within 15mi of San Juan Capistrano w/ 10+ yrs exp. cmullery@homecaredentists.com.

**Female DDS with 7 years exp** wants to purchase a practice in Calabasas, Westlake, WoodlandHills, Agoura or surrounding areas: sharedentaloffice@gmail.com.

**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.

**Share space in our state-of-the-art office** in Laguna Hills, CA near the 5 Freeway! Call 949-770-7077 or email to MTDMD@yahoo.com.

**Looking for Pedodontist and Orthodontist** one or two days a month at first. Good pay, great working environment. Call 310-923-6168.

**Office phones. Great condition** Call 310-487210 or raschkovsky@hotmail.com. Best offer.

**Paging system Intercommunication** Great condition. Call 310-487210 or raschkovsky@hotmail.com. Best offer.

**Brand new (2 years)** chart file cabinet x2 speed file. Great condition. Call 310-487210 or raschkovsky@hotmail.com. Best offer.

**Own the "Keywordreach" domain** "MarinaDelReyTeethWhitening" for \$1,500. Then be found on the first page of the search engine FREE. LosAngelesApple@gmail.com.

**Dentist wanted** Experienced in all phases. Tuesday and Thursday afternoons. City of El Monte Fax Resume to (626)575-0240.

**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.

**Dental Practice 4 Sale** Located: (Hilmar 95324). Asking \$80k Contact: Duc Nguyen (209)620-1639 for info/pictures.

**PRACTICE FOR SALE BY OWNER** ENCINO ON VENTURA BLVD. 3 OPS. LEASEHOLD IMPROVEMENTS, DENTAL EQUIPMENT AND MATERIALS ONLY. 818-541-9134.

**KERN COUNTY, CA** Price Reduction! Well established, 6 op GP with a great location for the dentist desiring a rural lifestyle. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

**Two Hanua Dental Articulators For Sale** \$500 For Both Or \$300 Each. ddsnavid@yahoo.com Will e-mail Pics Upon Request.

**Dental Loupes** (SurgiTel Model 215F) For Sale, Bought \$850, Sacrifice For \$450. ddsnavid@yahoo.com.

**100% OF THE CALLS WE RECEIVE FROM DOCTORS & STAFF** deal with questions answered on our FAQs page at <http://thedentaltrader.com/faqs.htm>. You will find instant answers to any question right there.

**We're here to help you** take the next step Acquiring, starting or expanding a practice? Wells Fargo Practice Finance can help. Contact us at 1-888-937-2321 or [wellsfargo.com/dentist](http://wellsfargo.com/dentist).

**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.

**PRACTICE FOR SALE/ORANGE** Beautiful office near Univ / Downtown California Practice Sales, Inc. Phone: 714-639-2775.

**Dental Practice For Sale** Turn key operation. San Jose (408) 506-9744, Next to Regional Hospital. Asking \$65K. I would like to retire.

**Tulsa Dentsply Endo Motor** AEU-20 (Aseptico). Complete with contra-angle, foot pedal. In good, working condition. \$750. 949-385-0315

**Part time exp. dentist needed** in Victorville, Ca. Molar Rct is a must call 909 224-0090.

**IMPLANTS** Extractions, Perio Surgery done in your office-so you get part of the fee. No minimum. Will do cases as they come along. (626)353-9473. South & North CA.

**ENDODONTIST** Professional-Quick & Friendly Available Part Time for your modern HMO/PPO/FFS in OC/LA. Contact Dr.Levi 949-514-4190 or Levidds@gmail.com.

**Just because you can place your free Dental Trader** ad statewide doesn't mean you should. Odds are a part time position in So. Calif. is not going to interest anyone in No. Calif so please, when submitting your free ad, place it in the appropriate edition. Thank you.

**HIRING: OPENINGS AVAILABLE** DENTISTS (PEDO, OS, GP)BILLING SPECIALISTS, DENTAL ASSISTANTS. NEW DENTISTRY IN SAN GABRIEL: PLEASE EMAIL RESUME: steve\_wong00@yahoo.com.

**LONG BEACH STARTER PRACTICE** Collects \$130,000 on 3 days per week with no PPO, HMO or Denti-Cal. Real estate ownership also. Asking \$100,000. Kurt Skarin 805-777-7707.

**3 titan sonic scalers** 2 SW's, 1 S, 8 tips + accessories. All operable. \$300 each/\$700 for all. jen\_drtassey@sbcglobal.net.



# 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](http://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.

- **EL DORADO HILLS:** *For Sale*-General Dentistry Practice. 2009 GR \$790,758, adjusted net income of \$312K. Intra-oral camera, pano, Softdent software, 4-equipped ops. 6-hygiene days. Practice has been in its present location for past 18 years. Owner retiring.
- **EL DORADO HILLS:** *For Sale*-General dentistry practice. Gross Receipts of \$834K with an adjusted net income of \$300K. 5 days of hygiene and approx 100 active patients. Leased Office is 2,000 sq ft with 4 equipped operatories-5 possible. Patient Base software. Owner to retire.
- **FOLSOM:** *For Sale*-General Dentistry Practice. Gross Receipts in 2010 were \$703K with an adjusted net income of \$300K. 5 days of hygiene and approx 100 active patients. Leased Office is 2,000 sq ft with 4 equipped operatories-5 possible. Patient Base software. Owner to retire.
- **FOLSOM:** *For Sale*-General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 4 ops. Digital, Dentrix, Intra-Oral Camera, Laser, 5+year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- **FOUNTAIN VALLEY:** *For Sale*-General Dentistry Practice. Gross Receipts \$284,000 with only a 47% overhead. Practice has been in its present location for the past 37 years. There are two equipped operatories in this 5 op office. E2 2000 software. Doctor is retiring.
- **FRESNO:** *For Sale*-General Dentistry IV Sedation Practice. (MERGER OPPORTUNITY) Owner would like to merge his practice into another high quality general dentistry or IV sedation practice. The merger would be into Buyers office. Seller would like to continue to work as either a partner or associate after the merger. 2010 collections were \$993K with a \$422K adjusted net income. There are 7 days of hygiene. #14250.
- **GLENDALE:** *FACILITY SALE*-General Dentistry Office Space & Leasehold Improvements Sale- Office located in a medical plaza, 1760 sq. ft. 7 operatories, computerized equipment approximately 5 years old. Two 5-year options available. #14373
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho. Perio, Endo, Surgery. Intra-Oral Camera, Diagnostent, EZ Dental Software. Good Location. Owner retiring. #14337.
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. GR \$45K 3 days/wk (4 avail). 3 hygiene days/week. 5 Ops (6 Avail) 1,950 sq ft. Refers out most/all Ortho, Perio, Endo, Surgery. Office has Laser, Intraoral Camera, Pano, & Dentrix Software. Owner retiring. #14372.
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. Gross Receipts \$491K with an adjusted net income of \$130K. Overhead 73%. Office leased 1,555 sq ft. 4 equipped operatories 5 available. Laser, Intra-Oral Camera, Cerac, & Eaglesoft software. Owner would like to retire. #37108.
- **GREATER CHICO:** *For Sale*-General Dentistry Practice. Gross receipts in 2010 were \$584K, with an adjusted net income of \$152K. Approx 1,100 active patients. 4 operatories, Pano, Intra-Oral Camera. Easy dental software. Leased office 1,200 sq. ft. Owner is retiring. #14359.
- **GREATER SAN JOSE AREA:** *For Sale*-General Endodontic Practice. 2009 Collections were \$1,187MIL with an adjusted net income of \$696K. There are 4 ops in this nicely decorated 1,400 sq. ft. office space. 4 microscopes. Owner has been in same location for 26 years with long-term employees. Owner is retiring but will continue to work 1 ½ to 2 years through the transition with the buyer.
- **HAWAII (MAUI):** *For Sale*-General dentistry practice. Gross Receipts of \$636K. Office has four equipped operatories in 1198 sq.ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 ½ days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise. #20101
- **HAYWARD:** *For Sale*-General Dentistry Practice. This practice consists of 1,600 sq ft with 4 treatment rooms in an excellent location. 2010 Gross was \$501,000 with a \$228K adjusted net income. Dental Vision software, Average age of equipment is 8 yrs. Approximately 1,200 active patients.
- **IRVINE & COSTA MESA:** *For Sale*-General Dentistry practice combined. Gross receipts combined \$781K with adjusted net of \$396K. Both office spaces are leased with 4-5 ops in each. Both are 1,600 sq. ft. Irvine is equipped with Intra-Oral Camera, Pano & Dentrix. Costa Mesa is equipped with Laser, Intra-Oral Camera, Pano and Dentrix. #14355.
- **LAGUNA NIGUEL:** *For Sale*-General Dentistry Practice. 2010 gross receipts were \$503k. 4 operatories, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring. #14352
- **LAKE COUNTY:** *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, and Data Con software. Owner to retire. #14338
- **LANCASTER:** *For Sale*-General Dentistry Practice. This 4 operatory office is located in 2,360 Sq Ft on the second floor of an attractive Medical Dental office building. Gross receipts were \$676,000 with a \$174K adjusted net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional operatories could be added to existing space. Great location.#14376.
- **LEMOORE/HANFORD AREA:** *For Sale*-General Dentistry Practice & Building. Owner has worked in this location since 1971. Gross Receipts were \$378K with \$139K adj. net income. There are 3 equipped operatories and 3 days of hygiene. Purchase of the building is optional to the Buyer. 100% financing is available for both building and practice. Excellent opportunity for new grad or satellite practice. #14375.
- **LINDSAY:** *For Sale*-General Dentistry Practice & building. Gross Receipts \$330K with adjusted net income of \$219K. Owner has operated in present location for 27 years. Office space 1,489 sq. ft., 3 operatories available (2 equipped), Intra-Oral Camera, Soft-Dent software. 3-hygiene days a week. Owner retiring. #14363.
- **LIVERMORE:** *For Sale*-General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely decorated 1,082 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. #14348
- **MARIN COUNTY:** *For Sale*-General Dentistry Practice. This is a small 650 sq.ft. office with three treatment rooms. The practice has a very low overhead of only 48%. 2010 gross receipts were \$179,000 with \$90,000 adjusted net. Practice includes Panoramic X-ray and Easy Dental Software. Refers out O.S., Perio., & Endo. Practice has been in its present location for 30 years. This is an ideal practice for the new grad or satellite practice for the established dentist. Owner is retiring. #14370
- **MODESTO-TRACY-STOCKTON AREA:** *For Sale*-Pediatric Practice. \$677,000 in collections in 2010 with a \$357,000 net income. This 3-chair office is located in approximately 1,250 sq ft & has recently been remodeled. Patient Base software. Office equipped for NO2 & IV sedation. Practice has operated in its present location for 20 years.
- **NEWPORT BEACH:** *For Sale*-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport Beach community. Three (3) hygiene days per week. Leased office space with 4 ops. in 1,450 sq. ft. Pano & Practice Works software. #14354.

### 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](mailto:dennis.hoover@henryschein.com)  
 5831 Stoddard Road, Ste. 804 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.  
 Jim Engel (925) 330-2207 S.F./Bay Area Thanh Tran (949) 533-8308 S. Calif.

# HENRY SCHEIN®

## PROFESSIONAL PRACTICE TRANSITIONS



**Dr. Dennis Hoover**

Western Regional Manager  
& Corporate Broker  
CA R.E. Lic. #0123804  
NV R.E. Lic. #0053890 • NV B.O. Lic. #0000301



**Dr. Thomas Wagner**

Transitions Consultant  
CA R.E. Lic. #01418359



**Jim Engel**

Transitions Consultant  
CA R.E. Lic. #01898522



**Thinh Tran**

Transitions Consultant  
CA R.E. Lic. #01863784



**Mario Molina**

Transitions Consultant  
CA R.E. Lic. #01423762

- **NORTHERN FRESNO:** For Sale-General Dentistry Practice. This is a perfect starter or satellite practice. Excellent location in North Fresno. Gross Receipts in 2010 were \$173K. Approximately 450 active patients. 3 operatories. Dentrix software. Leased office 1,200 sq. ft. Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.
- **NORTHERN CALIFORNIA:** For Sale-Endodontic Practice. This Endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq ft. There are 4 equipped treatment rooms with an additional 5th room available. Gross Receipts were \$638K with \$239K adjusted net income. Owner will stay for transition to introduce buyer. Owner is retiring. #14251
- **NORTHERN CALIFORNIA:** For Sale-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 1,160 sq ft, panoramic X-Ray, Dexis Digital and Dentrix software in this 3-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 1,200 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. #14346
- **PLEASANTON:** For Sale-General Dentistry Practice. Owner has other practice in Bay Area only in Pleasanton 1 day/wk. 300 active patients. Excellent location-beautiful 1600 sq.ft. 5-op office. Equipment like new, intra-oral camera, pano, Easy Dental software. Must See. #14364.
- **PLUMAS COUNTY:** For Sale-3 equipped ops. Space available for 4th op. 1,245 sf office in good location. Gross Receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- **RENO:** For Sale-General Dentistry Practice and Dental Building: 2009 Gross Receipts \$240K with adjusted net income of \$165K. 4 1/2 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
- **ROCKLIN:** For Sale-General Dentistry Practice. Gross Receipts \$593K in 2010 with \$240K adjusted net income. Office is 1,630 sq. ft., with 4 operatories equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral Camera, Dentrix software. Owner to retire.
- **ROSEVILLE:** For Sale-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops. 4 days hygiene/wk. Digital, Intra-Oral Camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- **SACRAMENTO:** For Sale-General Dentistry Practice. Gross Receipts \$546K with adjusted net income of \$159K. Office is 2,400 sq ft with 7 operatories. Practice has been operating in the same location for the past 50 years. Pano, Softdent software. Owner to retire. #14374
- **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 BERNARDINO:** For Sale-General Dentistry Practice. GR \$972K. Practice has been in its present location for the past 35 years. Leased 4,500 sq ft of office space- 12 equipped operatories. Dentrix software, Pano and Cerac. Accepts HMO. Multi-specialty practice. Owner to relocate. #14377
- **SAN DIEGO:** For Sale-General Dentistry practice. Gross Receipts \$414K. Practice has been operated by the same owner for the past 6 years. Leased 950 sq. ft. office with 3 equipped operatories. Dentrix software, Intra-Oral camera, Panoramic X-Ray. Owner to relocate. #14356.
- **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
- **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, Datacson software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333
- **SAN LUIS OBISPO:** For Sale - Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$691K. The office has 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrix software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views. #14353.
- **SANTA CLARA:** For Sale - BUILDING ONLY: This building is located just west of Westfield Mall and Santana Row. The building has two units. One side is designed and plumbed for dentistry and the other was a law office. There is 3,776 sq. ft. of office space. The dental office is approximately 1,800 sq. ft. with 6 operatories. The building has been recently re-roofed. Excellent opportunity for a startup practice or for the dentist that needs more space. Financing available through various dental lenders. #14368
- **SANTA CRUZ:** For Sale-General Dentistry practice. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. 3 equipped operatories. Intra-Oral Camera, Pano, Digital X-Rays, and Dentrix software. Practice has been in its present location since 1980. Owner retiring. #14358.
- **SANTA CRUZ:** For Sale-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361
- **TORRANCE:** For Sale-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14320
- **TORRANCE:** For Sale - General Dentistry Practice. Gross Receipts \$413K with an adjusted net income of \$203K. 50% overhead. Practice has been in its present location for the past 25 years. The office has been tastefully remodeled. Office is 800+ sq. ft. with 3 equipped operatories. 4 -hygiene days per week. Doctor is to retire. #14369
- **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 Somatom digital x-ray processor, 1 Statim 5000, 1 Harvey autoclave. 2,800 Sq ft, 6 Ops. New lease available from landlord. #14335.
- **VISALIA:** For Sale- General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$ 321K. Office is 1,380 sq ft with 3 equipped operatories. Intra-Oral Camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

### CALIFORNIA / NEVADA REGIONAL OFFICE

THE  
SNYDER  
GROUP  
A DIVISION OF HENRY SCHEIN

HENRY SCHEIN®  
PROFESSIONAL PRACTICE TRANSITIONS



# Southern California Academy of General Dentistry

with

## The Western Society of Periodontology

present



# Periodontics 2012: The Game has Changed



**Sunday, March 11, 2012 • 8am to 5pm • Registration 7am • 8 CE Units**  
**Embassy Suites Hotel, 11767 Harbor Blvd., Garden Grove, CA 92840**



**Continental Breakfast & Fabulous Lunch Buffet Included • Free Parking**

## Instructors:

**Gerald Drury, MS, DDS: Diagnosis, etiology and treatment of periodontal disease.**

President and Journal Editor, WSP, Past Chair American Board Perio, Clinical Professor & Course Director USC, Practices in Hermosa

**Paulo Camargo, DDS, MS, MBA: The current state of periodontal therapy.**

Professor & Associate Dean at UCLA School of Dentistry, Author & Lecturer, Diplomat Amer. Board of Perio, Past Pres. WSP

**Joan Otomo-Corgel, DDS, MPH, FACD: The periodontal link to systemic disease.**

Clinical Assoc. Professor UCLA, Author and lecturer, Secretary Am Acad Perio, Practices in Los Angeles, Past Pres. WSP

**Jin Y. Kim, DDS, MPH, MS: Maintaining ideal health around teeth and dental implants.**

Diplomat American Board of Perio, Diplomat ABOI, lecturer UCLA, Practices in Diamond Bar and Garden Grove, Past Pres. WSP

*General dentists, specialists, dental hygienists and office personnel should attend this course.*

*Evidence now reveals a periodontal link to cardiovascular and other systemic diseases.*

*This is a major issue for professional responsibilities for all dental practices.*

Since January, 1998 California law requires all patients "of record" to have a medical history, a specific diagnosis and treatment plan and a periodontal evaluation with pocket charting, performed by either the primary care provider (GP) or a periodontist. For the complex-comprehensive cases a dedicated-detailed written treatment plan is recommended as opposed to a "fill-in-the-blanks" office form. Standards of care are constantly evolving, as you will learn about at this presentation, given by four periodontist experts who will explain the four categories of periodontal treatment that you need to know about with every patient in order to practice within the standard of care.

## Registration Form

Dental License No: \_\_\_\_\_ 6-digit AGD # if member \_\_\_\_\_ WSP# \_\_\_\_\_

**DR / RDH / RDA / DA (Circle)**

Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_ E-Mail \_\_\_\_\_

☐ Visa ☐ MC ☐ Amex ☐ Discover Credit Card No. \_\_\_\_\_ Expiration \_\_\_\_\_ Amount \_\_\_\_\_

Credit Card Billing Address \_\_\_\_\_ Zip \_\_\_\_\_

**Cancellation Policy: Must be within 10 days of the meeting for a 90% refund. Otherwise a CE credit voucher.**

**If paying by check, the check number is: \_\_\_\_\_**

### Tuition Due by March 4, 2012

AGD or WSP Member **\$195**

Non-AGD Member **\$245**

Dental Auxiliary **\$100**

Dental Students **\$50**

### After March 4, 2012

**\$225**

**\$275**

**\$130**

**\$80**

**Fax and internet**

**credit card information**

**is safe and secure**

**At-the-Door Registration: Dentists \$300 Dental Students \$200**

**Mail or Fax Registration to SCAGD c/o Robert E. Garfield, DDS**

**2720 Aqua Verde Circle, Los Angeles, CA 90077 • Fax: 310-472-6729 • Phone: 310-472-2949**



**PACE**  
 Program Approval for  
 Continuing Education

Approved PACE Program Provider  
 FAGD/IMAGD Credit  
 Approval does not imply acceptance by a state or  
 provincial board of dentistry or AGD endorsement



**Board certified periodontist** can perform all advanced surgical implant treatment in your office-with own assistant & anesthesiologist-email to dentistry2040@gmail.

**GP SEEKING P/T** IN THE TEMECULA/MURRIETA/LAKE ELSINORE AREA. 15 YRS EXP. CAN TREAT KIDS. CONTACT (714)553-1543.

**Pediatric Dentist Wanted** Busy pedo office in El Monte, great staff. Please call Maria (626) 444-2605 or email mariag1000@gmail.com.

**ZOOM Advanced Power for SALE** excellent condition. Please call (909)528-9894 for more details.

**Ortho in your office** Metal or ceramic brackets, Invisalign, Clear Correct. San Diego County or South Orange County. 760-710-7482.

**New Dental Delivery System** only \$2295 and get a New Dental Light for only \$400 additional. Made in USA. Call (800) 423 - 5657.

**AUTOClave FOR SALE** MIDMARK M9 ULTRAClave, JUST STOPPED WORKING, \$350 OBO PLEASE CALL EDITH AT (818)755-1588.

**DENTAL OFFICE FOR LEASE IN ESCONDIDO** Newly renovated/turnkey ready. 2000 sq. ft. freestanding dental building in heart of downtown Escondido. Large reception, 6 plumbed ops, 2 labs, 2 rest-rooms, Dr's office and staff room. First option to purchase when owner sells. Dr. Vern Blaney, 760-739-1312, blaney@cox.net.

**GD Practice in South OC** \$450,000, 4 ops, over 31 years of goodwill, doctor retiring. Call MPG (949) 675-5578.

**LEMOORE/HANFORD AREA: For Sale** General Dentistry Practice & Bldg.Owner worked in location since 1971. GR \$378K. Adj. net income \$139K. 3 tx rooms & 3 days of hygiene. Purchase of the bldg is optional to Buyer. 100% financing is avail for both bldg & practice.HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S.800-519-3458.

**Busy-GP office seeks the following specialist** Endo, Perio, O/S & Ortho Needed in Los Angeles County & Bay Area. Email resumes assistant@skydentalmgmt.com/Fax (661) 255-3020.

**5 Belmont Chairs** 5 DCI Units with Cabinets, 5 Belmont Ceiling lights. 3 yrs old, excellent condition. 714 478-3313 available now.

**FrontDesk/Office manager needed** for new cosmetic dental office (Carlsbad), experience is required. email your resume and photo to: BDentist@live.com.

**LOS ANGELES PRACTICE & FREESTANDING BUILDING FOR SALE** 7 fully equipped ops in ~ 2200 freestanding building for sale. 2010 Gross ~ \$530K. Good signage and bill board. Good visibility and foot traffic. Located on major busy street close to 5 Fwy. Approximately a mile of East Los Angeles and 2 miles of Montebello. #104WLAE. Call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780. (714) 550-7494 or quickbiz4-e@yahoo.com.

**Pediatric Dentist Wanted** Busy pedo office in El Monte, great staff. Please call Maria (626) 444-2605 or email mariag1000@gmail.com.

**Practice For Sale** This one has it all! Single-user/free standing building. Fontana. Ample parking. Large sign. Very busy street. Growth area. State-of-the-Art equipment. 8+ op facility. Revenues exceed \$60k/month. Call Practice Sales & Appraisals 818-999-9595.

## Safe & Scamless

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

Nancy J. Yee, DDS



**PRACTICE FOR SALES/MONTEBELLO** 25 yrs of gdwill w/ 5 ops in 2,500 sqft. California Practice Sales, Inc. Phone: 714-639-2775.

**Seeking orthodontic tech position** in San Gabriel Valley. Can work part time as needed. Well experienced. Contact: ilp@juno.com.

**Oral Surgeon needed** for a growing practice in Simi Valley. For info contact Reggiena 805-583-2299.

**SOLD!! TUSTIN** Asking \$500,000. Distress Sale! Located at MAJOR intersection. 4 Ops! Long Established Practice! Select Practice Services, Bette Robin, D.D.S., J.D., 714-421-4407.

**PRACTICE FOR SALE** 3 OPS WITH DIGITAL X-RAY INSIDE SHOPPING CENTER IN DOWNTOWN LOS ANGELES, LOW RENT(949)400-4677.

**Las Vegas office for sale** Target shopping plaza. 5 opps Contracted with all ins. Seller relocating. Gross \$400k call 702 824 8224.

**Oral Surgeon needed** in Los Angeles Orthodontist office for 1 saturday per month. Email: office@embrace-ortho.com.

**Space (store front)** available for dental office in front of school, close to downtown LA, dense population call: 3106664646.

**Unique opportunity for pediatric dentist** in south orange county. email resume to drmarcpana@southcoastorthodontics.net. New grads welcome.

**San Diego** Dentist looking to buy practice or leasehold. Cash/PPO in Downtown or North County for cosmetic dentistry. 619-316-4546.

**Brasseler VETM Portable LED Headlight** With headband, screws for oroscopic, filter, and case. 800\$ OBO. Used 4x. Email sharongumdoc@gmail.com.

**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!

**DENTIST LOOKING TO BUY A PRACTICE** IN STUDIO CITY, WEST HILLS, WEST LAKE, TORRANCE OR SURROUNDING AREA! (310)666-8816 SAMSAADAT@GMAIL.COM.

**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.



**Diversified  
Dental & Upholstery**

# DIVERSIFIED DENTAL & UPHOLSTERY

**2511 W. La Palma Ave, Ste K  
Anaheim, CA 92801**

**We strive to provide the highest craftsmanship and products**



## **New Equipment Available**

- **Belmont Chairs Packages**
- **Phot-x II DC Intra Oral**
- **Bell Ray II AC Intra Oral**
- **BelSensor Intra-Oral X-ray Sensors**
- **Bel-Cypher Digital Panoramic X-rays**
- **Belmax CM Digital Panoramic Cephalometric X-Ray**
- **Tuttnauer Autoclaves**
- **Tuttnauer Ultrasonic Cleaners**
- **L & R Ultrasonic Cleaners**
- **Compressors**
- **Vacuums**



## **Refurbish Equipment Available**

- **Chair packages**
- **Compressor**
- **Vacuums**
- **Sterilizers**
- **Dental Supplies Available**

**We offer custom reupholstery using ultra leather & memory foam**



- **Upholstery Replacements Kit**
- **Reupholster Dental Chairs**
  - **Stools**
  - **Waiting room chairs**
- **Handpieces Repairs**
- **Compressor Repairs**
- **Vacuums**
- **X-Ray Repair and much more**

**Call us for free estimate at (714) 827-8515 or (800)707-3449**



**Looking for FT/PT Dentist** for dental office in La Puente/West Covina area. Please send resume to [vzar@hotmail.com](mailto:vzar@hotmail.com).

**FRONT OFFICE and DENTAL ASSISTANT** wanted for UPLAND, CA office. FULL TIME, FRIENDLY AND MOTIVATED STAFF. FAX RESUME(909)297-3008.

**dentist looking to do hygiene** and operative dentistry. experienced with excellent interpersonal skills. 714 836 9373.

**SAN FERNANDO VALLEY ORTHO PRACTICE** Established, full fee, edgewise practice collects \$585,000/year consistently. Asking \$375,000. Kurt Skarin 805-777-7707.

**I'M LOOKING TO BUY DENTAL OFFICE** IN SAN DIEGO AREA, I'M DENTIST WITH 8+YEARS EXPERIENCE ready financially. [Bdentist@live.com](mailto:Bdentist@live.com).

**Keep Endo In Your Office** GP with over 10 years of endo experience. Bring own equipment and materials. 949-244-0458.

**Fully equipped Dental Lab for rent** Located on main Blvd. in West Los Angeles. Flexible terms. Call (310) 339 4626 or email [M.Alijani@Att.net](mailto:M.Alijani@Att.net).

**SUB-LEASE DENTAL OFFICES** OFFICES IN DOWNTOWN LOS ANGELES AND LAKE FOREST ARE AVAILABLE FOR SUB-LEASE DAILY- (949)400-4677.

**PRACTICE FOR SALE/ANAHEIM** In 2 story colonial Med Plaza w/ 4 ops: Equip. California Practice Sales, Inc. Phone: 714-639-2775.

**San Gabriel-GP** 5 ops EST 8yrs, Schick digital x-ray. Chinese/Vietnamese patients. Free standing building on high traffic street. Gross 280K.FP250K. CALL 7144630260.

**NEWPORT BEACH** (5) op comput. G.P. for sale. (4) ops eqt'd, 5th plumbed. Mixed pt. base. Dentrix s/w and digital x-rays. 2011 Projected Gross Collections \$450K+ on a (2 - 2 1/2) day wk. Located in a low rise prof bldg. w marina views. Seller to concentrate on 2nd pract. in No. CA. D&M Practice Sales 818.591.1401.

**Space for rent** Beautiful office in Miracle Mile area of LA available 6 days a week (323)934-3341.

**Personable, fun, professional** productive pediatric dentist with oral sedation experience available in Orange County. Please email [maryrpham@gmail.com](mailto:maryrpham@gmail.com).

**Dental Office for sale** in Rosemead, CA. 3 operatory, best for Vietnamese speaking Doctor. Asking 70,000.00. Contact 714-209-1144.

**PRACTICE FOR SALE** Coming UP! – South Bay – Location only. Free standing building on main street. Call PPS (714) 832-0230.

**NEED 2-4 BELMONT (BELL 20) CHAIRS** Please email [lizgalleglydds@gmail.com](mailto:lizgalleglydds@gmail.com) with photos or call (714)478-7290 to sell yours today!

**Front office position** Great phone skills a MUST. Possible back office assisting if interested. Will train. email resume to [cedirector\\_of\\_smiles@yahoo.com](mailto:cedirector_of_smiles@yahoo.com).

**Santa Monica Space to Share** 8th floor with sweeping views of the city. 2-3 Chairs, 3-5 Days/Week. 310-395-1261.

**1.9% 12 Month Financing** and a \$1000 Rebate on a New Dry Vacuum System. Made in USA. Call (800) 423 – 5657.



# I Shop!

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

*Dr. Eric Eng, DDS*

**\*\*\*\*\*ORTHODONTIC ASSISTANT NEEDED\*\*\*\*\*** Full/Part Time. Multiple locations. Great compensation. Fun and Rewarding. 818 804 9577. email [yvy\\_rudolphortho@yahoo.com](mailto:yvy_rudolphortho@yahoo.com) Fax 818 718 1735.

**Prosthodontic Practice, \$430,000** Walnut Creek, Northern CA, 3 equipped ops, medical/dental building, Seller retiring. Call MPG (949) 675-5578.

**DENTAL OFFICE FOR SALE** 440W FOOTHILL, RIALTO, 35K PLUS YOUR EQUIPMENT, RENT \$1250/1250 FOOT, LOT TRAFFIC, CALL 7148603233, NO BROKER.

**10% Discount on Any Oil** less Dental Air Compressor ordered in November, Prices Starting at \$3295. Made in USA . Call (800) 423 – 5657

**ENDO MICROSCOPE STAND** for sale, Protege Halogen II Global 2750 obo, serious buyers only, call 949-891-2375.

**free office/leasehold (santa barbara)** 4 ops, digital x-rays, computerized, 1450 sq ft, take over my rent \$3682.50/month, turnkey, [huy\\_n68@yahoo.com](mailto:huy_n68@yahoo.com).

**PRACTICE FOR IMMEDIATE SALE** Newport Beach, GP, 5 Ops, 1300 sq ft, digital, charts, owner moving out of state, call 949-891-2375.

**MATERNITY, SICKNESS, VACATION** Coverage by 12 Years Experience Gentle High Producer Meticulous GP Los Angeles Orange Riverside counties (626)961-7501.

**SALE: 2 atlas monitors** ECG/pO2/NIBP HARDLY USED, also GENDEX panoceph 9200 DDEgreat shape!!! MAIL: [kasido@yahoo.com](mailto:kasido@yahoo.com) or 415/5159416.

**GP needed** 1-2 days week 3+yrs exp Positive attitude & high quality work required. email resume [cedirector\\_of\\_smiles@yahoo.com](mailto:cedirector_of_smiles@yahoo.com).

**Practice for Sale** Glendora. Excellent Cash flow, low overhead. 3 opts, digital,charts. Seller moving out of state. Call (714)683-6130.

**FOR LEASE COVINA NEW OFFICE** 3 OPERATORIES, JUST REMODELED, TURN KEY, GREAT MEDICAL BUILDING, FREE RENT, CPA LANDLORD WILL ASSIST WITH MGMT, EQUIP FINANCING & MARKETING \$2,000 562-868-6333.

**As seen on the cover of Dentistry Today Magazine**, introducing . . . Pharmaden! Attract health conscious patients. Gain referrals from physicians. Build another revenue stream without using multi-level marketing schemes. Improve your patients health! Call to schedule a free consultation. 1(800)910-5523 or visit [pharmaden.net](http://pharmaden.net).



# **PRACTICE TRANSITION PARTNERS**

*realizing the possibilities*

*Happy  
New Year!*

Assisting dentists with  
their practice sales,  
acquisitions, mergers and  
valuations since 1997!



**Don Stanley**  
CA Representative



**Russell Okihara, D.M.D.**  
CA Representative



**Robert Stanbery**  
Owner

*We invite you to contact us or  
visit our website for more  
information regarding our  
current listings.*

**888.789.1085**  
[www.practicetransitions.com](http://www.practicetransitions.com)

## **NORTH SAN DIEGO COASTAL AREA**

Vibrant, 4 op GP located in a busy medical/dental facility. Strong patient and referral base established over 20 years.

## **TORRANCE**

GP in a modern, efficient 1,200+ sq ft office with 4 ops (3 equipped and 1 unequipped). Includes intraoral cameras & digital X-rays.

## **RIVERSIDE COUNTY, ORAL SURGERY PRACTICE**

Nicely appointed, 3 op oral surgery practice in a prime location with easy freeway access. The seller is retiring.

## **PALM SPRINGS**

Long established, 4 op GP in a newly built out facility with new equipment. The seller is retiring.

## **THOUSAND OAKS AREA**

Four op (3 equipped and 1 unequipped) GP located in a highly sought after medical/dental complex in an affluent area. The seller is retiring.

## **NORTH SANTA BARBARA COUNTY**

Four operator (3 equipped and 1 plumbed/unequipped) GP located in a medical complex. Well established in a growing area.

## **S.W. RIVERSIDE COUNTY**

Nicely appointed, well established, 4 op GP in a busy community. Situated in an easily accessible professional building.

## **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 - PERIODONTAL PRACTICE**

Vibrant, 4 op perio practice primarily treating periodontal disease. Opportunity for growth by adding implant services.

## **BAKERSFIELD**

Busy, GP in a popular commercial area. The practice has room for growth with 3 equipped ops and 2 plumbed/unequipped ops.

## **KERN COUNTY Price Reduction!**

Well established, 6 op GP with a great location for the dentist desiring a rural lifestyle in a friendly community. Amazing growth potential.

## **LANCASTER Price Reduction!**

Long established, 4 op GP with an excellent location in a professional complex. Strong patient base developed over 34 years

## **LAS VEGAS, NEVADA - GP**

## **LAS VEGAS/SUMMERLIN AREA, NEVADA - GP**

## **SUMMERLIN (LAS VEGAS), NEVADA - GP**

## **ARIZONA PROSTHODONTIC PRACTICE**

## **SOUTHWEST, WASHINGTON - GP**

## **SPOKANE, WASHINGTON - GP**

**BAKERSFIELD, CA** Busy, long established GP in a stand alone building near a popular commercial area. 3 equipped ops and 2 plumped/unequipped ops. Practice Transition Partners, (888) 789-1085, [www.practicetransitions.com](http://www.practicetransitions.com).

**Rental operatories for a pedodontist** Great location in West Los Angeles. Free standing building, ample parking. Unique opportunity. Call 310-339-4626. Email [M.Alijani@Att.net](mailto:M.Alijani@Att.net).

**Desirable Beach Community** Estab 37 years, 6 Op's, 4 Digital Xray, Pano, Newly Remodeled, Laser, 9 Computers, New and Upgraded Equipment, Ins/Cash/PPO, 75 NP/mo, Gross \$1.2M, Asking 675K. [gethealthy528@yahoo.com](mailto:gethealthy528@yahoo.com) 805 709 6117.

**PARTNERSHIP OPPORTUNITY** Seeking experienced dentist. Preferably looking to combine practices. Private General Dental Practice in Glendale. 8 equipped ops. Possible building ownership opportunity. (818)246-5671 or [gvanhale@yahoo.com](mailto:gvanhale@yahoo.com).

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

**PRACTICE FOR SALE/BEVERLY HILLS** Fee for service; 2 ops w/ great views. California Practice Sales, Inc. Phone: 714-639-2775.

**The San Gabriel Valley Foundation** for Dental Health Needs Your Help! We are a nonprofit children's dental clinic in La Puente in need volunteer dentists to provide treatment on Fridays from 8 am – 12 pm. Call 626-688-6407 or visit [www.sgvfdh.com](http://www.sgvfdh.com).

**ORAL SURGERY IN YOUR OFFICE** Stop referring out. Oral Surgeon with experience in all aspects of Oral Surgery will perform all your surgical procedures in your office (3rd Molar Extractions, Dental Implants, Bone Grafting, Sinus Lifts). IV Sedation and General Anesthesia available. Will bring assistant + all the necessary instruments & equipment. Flexible hours. Call (818) 606-7598.

**MISSION VIEJO PRACTICE FOR SALE** 5 operatories in busy strip shopping center near freeway—Private insurance and PPO's – over 32 years of goodwill - grosses approx. \$440,000/yr. Thomas & Fees Practice Sales (714) 544-4341.

**Custom Website solutions** for your dental practice. Reg. \$2,999 New Year Special only \$2,495. Increase production by increasing patient education ; advertise your procedures, promote dental practice online with top search engine rankings. See [www.ez2000webdesign.com](http://www.ez2000webdesign.com) or call 800-273-5033

**PRACTICE FOR SALE** San Diego (CARLSBAD) QUALITY, long-estab FFS Practice in Prof Bldg. Excellent Location. 4 Ops SDPS: 760-599-7828.

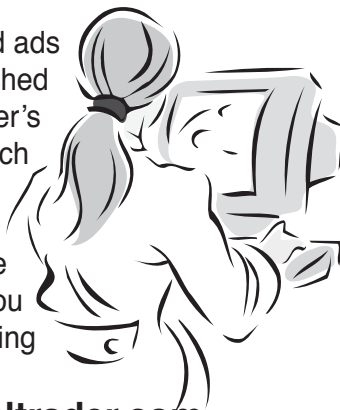
**NAPA VALLEY ENDO** Gorgeous state-of-the-art 1,450 sq. ft. facility w/4 fully-equipped ops & microscope in every op. Single story professional building. Well-established w/seasoned & loyal staff. Avg. GR over \$1M past 3 years w/4.5 doctor days. Excellent referral sources and upside opportunity. Asking price \$469K. Call Carroll & Company (650) 403-1010 for details.

**Operatories for rent** by Dodger Stadium. Ideal for new dentist or local dentist looking to cut down rent cost. [cdachin7@aol.com](mailto:cdachin7@aol.com).

**PRACTICE FOR SALE** #3288 - Bakersfield Area – Gross \$900k, net \$400k. 4 Ops. Cash, Insurance, Few PPO's. Low overhead, rent only \$2,500. Free standing building. Call PPS (714) 832-0230.

## SEARCHING FOR SOMETHING?

To search recently placed ads that have not been published yet, use The Dental Trader's Online Ad Board. To search ads that have already been published, visit our Archives page. Both have search engines to help you find whatever you're looking for. It's almost too easy.



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

**Dental office for sale** East Los Angeles, 21 years of practice, owner retiring. Call (909)396-7542.

**Norwalk, CA. Dental office** for lease in a high-end shopping strip anchored by Chuck E. Cheese and Smart & Final. 2092 SF. Plumbed but not equipped. Inc: Lobby, (6) operatories, (1) xray room, (2) restrooms, (2) labs, and kitchenette. Contact Sam Abassi: (323)731.2531; [sabassi@rjsinger.com](mailto:sabassi@rjsinger.com).

**Bioresearch (Bio-Pak)** JVA, JVA/JT, EMG. Complete. cost 35,000. sell 12,000. Dr. Retiring. 714 889-9161.

**INDIO PRACTICE FOR SALE** 1400 SQ FT, 4 FULLY EQUIPPED OPS. OVER 28 YRS GOODWILL. PRODUCTION THRU NOV. OF 2011 OF 200K ON 3 DAY WK. CASH/INS/PPO PTS. ASKING 100K-SELLER RETIRING 760-200-7021.

**Dental Space to rent** in Miracle Mile, new office with ops available 6 days a week. Call 323-934-3341.

**Space for Lease Glendale/La Canda** Daily, Monthly, Long Term, Flexible Plans. Cosmetic Lab on site Rick 818-517-0871.

**Office manager/TC/biller needed** immediately Full time in Southbay CA. must have prior experience 310-7558520.

**dental assistant** with 9 yrs. experience in all aspects of dentistry.can start right away (213)884-2322.

**Associate Dentist needed** in City of Anaheim 2 days/wk. Gentle, personable, team oriented. [drbingchavezdds@yahoo.com](mailto:drbingchavezdds@yahoo.com).

**Tec-Scan (Occlusal Analysis)** With lap computer, Like new. Cost over \$8,000 sell \$5,000. Dr. Retiring 714 889-9161.

**Dental Office closing** Need to sell many dental equipment, instruments, and office furniture. Contact marty 858-679-2838 or [dhyundds@sbcglobal.net](mailto:dhyundds@sbcglobal.net).

**Dentist looking to do all phases** of dentistry hygiene ,pedo ,fillings.,extraction,...you wont be dissapointed 3105954605. [a.kingdds@yahoo.com](mailto:a.kingdds@yahoo.com).

**Premium DentalEZ** assistant stool (sand color). Good condition \$175. If interested call 714-870-9445 or email [maydds@sbcglobal.net](mailto:maydds@sbcglobal.net).

**PRACTICE FOR SALE** Coming UP! – Long Beach area – Corner Location. Bread & Butter practice. Long established. Collects \$500k per yr. Call PPS (714) 832-0230.

# 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**

**FIND US ON FACEBOOK!**

**Life Membership \$40.00/per person 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**



**Former Dental Office** 2600 sq ft Space Available, 24515 Alessandro Blvd, Suite B, Moreno Valley. Asking \$1.35 NNN=\$.034, Call (949)444-2960.

**Brand New Dental Office** with three operatories in Placentia-Yorba Linda area in a New Medical-Dental building. \$2,790/month (818)331-6196.

**Dental Hygienist** looking for work in the inland empire. Please email me at kristencg@verizon.net if you have positions available.

**Pediatric dentist** Busy group practice is looking for pediatric dentist for two locations in San Fernando Valley. fax 818-759-1004.

**FOR RENT** Marriott Newport coast villa-2 Bd, kitchen, ocean view May4-11 CDA convention wk dentist60@sbcglobal.net.

**Wanted: Periodontist** Oral-Surgeon or Implantologist to provide monthly in-house bone-grafting, sinus-lifts and implant placement in our Fresno office (559) 392-6278.

**Santa Clarita Dental Office** 4 ops for rent \$250 a day. Equip & disposables included. Please contact 818-935-4457 or email scv917@gmail.com.

**Need pedodontist for Mondays** at busy children office in Covina. Female preferred. Denti-cal provider number a plus. 25-35 patient. J1pmlc@gmail.com.

**Panoramic Pan-Ceph** film based, Gendex developer with daylight loader. Excellent condition. \$3500.00 OBO 310 569 9450.

**Renting/Sharing space** in Newport Beach 4 chair operatory General practice is willing to rent or share space with General and specialists. If you have your own practice or looking to start your own, this is a great opportunity to bring down your overhead. Please email eshirazidds@gmail.com or call 415-250-9501.

**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.

**LOS ANGELES (SILVERLAKE - ATWATER AREA)** (3) op G.P. for sale. (28) years of Goodwill. Cash/Ins/PPO pts. 2011 Projected Gross Collections ~ \$140K on a p.t. schedule. Retail store front w exposure/visibility. Seller retiring, but will assist w transition. D&M Practice Sales 818.591.1401,

**RESEDA** Great Starter GP with 3 ops, 900 sq ft. Busy intersection, surrounded by lots of residential and commercial. Prime location, potential for growth. Asking \$100K. #3240RL. Call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780. (714) 550-7494 or quickbiz4-e@yahoo.com.

**Practice For Sale** Anaheim Turnkey Practice Opportunity. First floor location in Strip Center. 2 ops equipped; 3 plumbed. Seller relocating from area. Sign. Visibility. Call Broker 818-999-9595.

**free leasehold/office (santa barbara)** 4 ops, computerized, digital x-rays, turn-key, be your own boss & start your business TODAY, email me at huy\_n68@yahoo.com.

**PRACTICE FOR SALE/DEL MAR** beautiful off w/ 3 ops, Proj. \$444K for 2011. California Practice Sales, Inc. Phone: 714-639-2775.

**GD Practice in East SD County** \$470,000, 4 ops, in retail center with digital x-rays. Call MPG (949) 675-5578.

## Want your Dental Trader to follow you?



Just use our Change of Address form at:

**www.dentaltrader.com**

and provide the address you want it mailed to.

Your home, post office box, anywhere!

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

**HAWAII (MAUI): For Sale** General dentistry practice. GR \$636K. Office has 4 ops in 1198 sq. ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 1/2 days of hyg. Owner retiring. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S.800-519-3458.

**Free Retirement Plan Feasibility Study** with every practice purchase. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

**VALENCIA PRACTICE** Collects \$740,000/yr. New, state of the art office with equipped 6 ops. Fully computerized and digital. Asking \$585,000. Kurt Skarin 805-777-7707.

**PRACTICE FOR SALE WITH PATIENTS!** (More than two thousand active patients) 1100 sq ft. 4 OP. (3 equipped and one plumbed/unequipped) in a busy supermarket shopping center in San Bernardino. Low monthly rent. GREAT OPPORTUNITY! 909-991-7101.

**IRVINE** Asking \$350,000. Located in GREAT area of Irvine. 4 ops, 2 equipped. Very well equipped, all the bells and whistles!!! Select Practice Services, Bette Robin, D.D.S., J.D., 714-421-4407.

**NORTH SANTA BARBARA COUNTY, CA** 4 op (3 equipped and 1 plumbed/unequipped) GP located in a medical complex. Well established in a growing area. Annual collections \$550,000+. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

**High end Downtown Practice For Sale** 1.4 Million Gross 2011. Amazing Signage, Patient Base, and terrific recall system means Net 400K. ExceptionalDDS.com 949.306.8123.

---

# SAVE THE DATE

## Western Los Angeles Dental Society

**Tentative 2012 Continuing Education**

***Tuesday evenings, 5:30 pm; 3 CE units***

DoubleTree Hotel, 6161 Centinela Ave, Culver City

**March 6, 2012**

*Mark Yamamoto, DDS*

**Occlusion**

**April 24, 2012**

*Arthur Schultz, DDS*

**Risk Management**

**June 5, 2012**

*Abdi Sameni, DDS*

**Restorative Failures**

**September 11, 2012**

*Kevin Badii, DDS*

**Periodontic Benefits of Orthodontic Therapy**

**October 30, 2012**

*Sillas Duarte, DDS, MS, PhD*

**Composites**

call 310 349-2199 or go to [westernlads.org](http://westernlads.org)  
for information and/or to register

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

**12 Month No Interest Financing** on a operatory. \$5495 Made in USA. Call (800) 423-5657.

**We buy used dental equipment** big and small. Call us at 800-445-6719, Handpiece Trading Post, Mar-a-Mar Dental, since 1980.

**"I enjoyed that (Xcel Seminars' speaker)** was not just a professor... but a down to earth clinician!" course attendee. Go to [www.xcelseminars.com](http://www.xcelseminars.com) or call 310-663-4055 for info.

**"I have been practicing** for over 35 years, I have had almost every consultant you have ever heard of, NO ONE approached my practice or me for that matter, the way Alliance did. I am up almost \$15,000 per month and I have only been with them for 4 months. I wish I had found them years ago; I'd be retired by now! Dr. John Evans, DDS - Long Beach, Alliance Consulting Group, [info@allianceconsultinggrp.com](mailto:info@allianceconsultinggrp.com), 949 232 4788

**PRACTICE WANTED** Within 5 miles of ALHAMBRA. Sell your practice and move it to our English-Tudor, ultra-high tech, insurance-independent office. Top dollar for traditional, fee-for-service practice. Inquiries will be kept strictly confidential. (626) 482-9934 (Private cellphone.)

**57 years of quality dental CE courses** Western Society of Periodontology <http://westernsocietyofperio.com>.

**You're shopping for deals right?!** Here ya go!!! Buy a Nomad Pro X-Ray and receive one of the following items free: 1-Gallon Ultrasonic, Curing Light or Ultrasonic Scaler. Priority Dental, Inc. 800-853-3128. See ad in Dental Directory.

**Peri-pro II in great condition** with daylight loader. come and get it now in Hollywood. [Steve90038@gmail.com](mailto:Steve90038@gmail.com) \$250.

**SANTA BARBARA #2** Price Reduction! (4) op comput. G.P. for sale. In a garden style bldg. w St. frontage. (3) ops eq't'd./4th plumbed. Pano eq't'd. Cash/Ins/PPO. (4) days of hygiene/wk. Approx. (20) new pts/mos. Collects. \$400+/yr on a (4) day wk. D&M Practice Sales 818.591.1401,

**FOR SAN DIEGO ONLY** Sell your practice quickly for highest price in a professional and relaxed manner! If you want to experience phenomenal results when you sell your San Diego dental practice, take a look at our large "display" ad on Page 15. You owe it to yourself and your family to call Ken Rubin Dental Practice Sales to get the facts. (619) 299-6161. [www.KRpracticeSales.com](http://www.KRpracticeSales.com).

**Professional Services** Need a local bank that can meet your closing date and **FUND YOUR LOAN FAST?** Call Evan Barker at Sunwest Bank 949-707-2209.

**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.

**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.

*Immediately*



after submitting our ads using The Dental Trader's online Commercial Reader Ad Form, our phones began to ring. We were sold on The Dental Trader's effectiveness weeks before our ads hit the street in print!

Linda Brown  
TOLD Commercial

**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.

**VISIT PUNJABI DENTAL SOCIETY** ON FACEBOOK FOR UPCOMING CONTINUING EDUCATION SEMINAR INFORMATION.

**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.

**Want part-time Ortho in your General office? Reliable and Caring Ortho Doctor available for part-time, emergency or vacation assistance.** [gr8orthodoctor@gmail.com](mailto:gr8orthodoctor@gmail.com).

**GD Practice, Brea, OC** \$300,000, 4 ops, includes equipment, sterilization room, pvt. office, shopping center near mall/freeway. MPG (949)675-5578.

**Fundraising Event December 15** Gold Class Cinemas in Pasadena. \$100 includes reception, auctions, dinner and private viewing of movie. Support the San Gabriel Valley Foundation for Dental Health, a nonprofit children's dental clinic. Sponsorship opportunities available. Call 626-242-0278 or visit [www.sgvfdh.com](http://www.sgvfdh.com).

**Want your ad to stand out? Try upgrading your reader ad with a black box! See FAQs page for inexpensive options to enhance your advertising at [dentaltrader.com](http://dentaltrader.com).**

**"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.

**Professional Temporary Dentist** for 20 years to fill in when you need extra help in the office. [Steve90038@gmail.com](mailto:Steve90038@gmail.com).

**\*\*\*\*\*DENTIST NEEDED\*\*\*\*\*!!!** Bilingual with excellent communication skills. Work w/Orthodontist. Fun & Rewarding. Unique Opportunity. Multiple Locations. Email [DavidRudolphDDS@aol.com](mailto:DavidRudolphDDS@aol.com) Fax 818 718 1735.

**pc-1000 panorex for sale** Hardly used. Upgraded to i-Cat. \$2000 Obo. San Fernando Valley (818)518 7426 [molarman111@hotmail.com](mailto:molarman111@hotmail.com).

**Periodontist available** Increase revenue for your office. Periodontal Surgery with LASER, Implants, Extractions, Sinus Lift, Bone Grafts, Tissue Grafts. 310-892-6631.



# BECAUSE YOU CARE...

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

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

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

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



**[www.tcdc.org](http://www.tcdc.org)  
[ldaggett@tcdc.org](mailto:ldaggett@tcdc.org)**



**The Children's Dental Center of Greater Los Angeles**  
300 E. Buckthorn Street, Inglewood, CA 90301  
**Please call (310) 419-3000 x211**

*Thank you for caring*

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

**PRACTICE FOR SALE/FULLERTON** Large practice in major blvd NET \$144K. California Practice Sales, Inc. Phone: 714-639-2775.

**Practice for Sale** Garden Grove. G.P. 500k annual. 1300 sq with 3 ops. 95% korean patients Call (310)968-8811.

**ORAL SURGERY** services in your office. No need to refer out will come to your office. 310-997-0240.

**GREAT STARTER OFFICE** IN COLTON 4 SALE-EQUIPMENT INC, 4 OP, LEASEHOLD, RENT \$1400, FOR SALE 50,000 CALL DR @562-261-4024.

**REDUCED!!! LAGUNA HILLS** Asking \$180,000. MAKE OFFER!! 4 ops! Beautiful location. Well Located Medical Building. Select Practice Services, Bette Robin, D.D.S., J.D., 714-421-4407.

**GENERAL DENTIST** Palmdale/Lancaster Area Great Opportunity Modern Office. Fax Resume 661-267-0785.

**South pasadena Dental office** looking for full time office manager and Dental Assistant. Fax resume to 626-799-2965. Email: hala@halaatariffids.com.

**A/T 2000 film processor for sale** with daylight loader. \$1500 OBO. Pictures available jberrydds@sbcglobal.net 858-571-3534. San Diego.

**Wanted Part/Full time** General Dentist in Salinas, five years experience and knowledge of Ortho preferred, E-mail resume to dreamdentalpractice@yahoo.com.

**General Dentist with experience** over ten years. Bilingual. Please call (619) 817-7900. Available for SUNDAYS in San Diego County.

**OXNARD #5** Price Reduction! Pract. w or w/o the Bldg. for Sale - (4) op comput. G.P. 1,100 sq ft free stand. bldg. Mixed pts. 2011 Projected Gross Collections \$447K on a 3 - 4 day week. On a heavily traveled main road w pole signage. (12-14) new pts/mos w no adver. Excell. Growth Potential. Seller moving. D&M Practice Sales 818. 591.1401,

**Nobel Biocare Osseoset** 200 Implant handpiece system. Used once. Complete w/implants. \$6000.00. Torque Wrench included. Call (619) 640-3400.

**Maternity, Sickness** Vacation, Retirement coverage by 12 Yr Exp, Gentle, High-Producer, Meticulous, well-mannered, US grad GP. Los Angeles, Orange, Riverside counties (626)961-7501.

**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.

**North San Diego Dental Suite** Landmark building fronting 78 freeway in Vista. 2500 sq ft or split 1500/1000. Former Podo/Ortho/GP. Call Dr Jordan 760-438-0948.

**20 Years Experience** General Dentist Available to Temp in your office while your on Vacation / between Associates. Steve 310 403-3525.

**GLENDORA** Approximately 1,750 sq. ft., 4 fully equipped ops, 1 additional plumbed. Equipment is approx. 3 yrs. old. Located on busy street, close to restaurants, shopping, and medical offices. High visibility. Asking \$350K. #715GT. Call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780. (714) 550-7494 or quickbiz4-e@yahoo.com.

# CONSUMER ALERT!

## The Dental Trader

refuses to do business  
with the following companies:

### AMERICAN BUSINESS CARD

(A CEG Company)

P.O. Box 15190

Scottsdale, AZ 85267

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

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

### PROFESSIONAL FINANCING INC.

Alexander Slepak

20371 Irvine Avenue, #100

Newport Beach, CA 92707

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

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

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

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

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

The Dental Trader

Attn: Complaints

Post Office Box 2631

Capistrano Beach, CA 92624

Fax: 949-498-1198

Email: [tradestaff@cox.net](mailto:tradestaff@cox.net)

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



## Practice Buyers... who is looking out for YOUR interests?

**You are about to make the most important decision of your life, you need someone who **doesn't** work for the seller to perform a forensic financial review. Ask us what we've uncovered for other clients.**

*"I am in the process of looking for my first practice. The help that Alliance consulting has been to me has been invaluable. They have saved me time and provided me with valuable insight as to what is really going on in some of these practices that I am evaluating, and in one case, prevented me from making a BIG misstep that could have hurt me for years to come. Thanks!!" Dr. Weston Spencer*

**"Real Due  
Diligence"**

**Alliance  
Consulting  
Group**

**949.232.4788**

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

**Looking for Endodontist** to work at a state of the art Endodontist office. Please send resume to justendo54@yahoo.com.

**SEEKING AN ASSOCIATE DDS** PT or FT position / PVT COZY PRACTICE IN TUSTIN. GREAT WORKING ENVIROMENT. (951.818.1582 negar\_zareh@hotmail.com).

**ENDODONTIST NEEDED** in Lancaster, Ca, 1-2 days per month, Contact Alan 661-943-2240 or lanc.dental@yahoo.com.

**PRACTICE FOR SALE/LOMITA** 2 eq ops in retail bldg; 1,000 sq ft. ste California Practice Sales, Inc. Phone: 714-639-2775.

**part time dentist and RDA** Rialto CA dentist exp.on molar endo and surgery RDA exp. on ortho and temp. bilingual saturday open. fax (909)879-1075 bluecrystal dental@yahoo.com.

**Oral Surgeon Board Certified** 20 years experience General Anesthesia Permit To do procedures in your office Prefer San Fernando Valley and Santa Clarita Valley. jawdok@att.net.

**WWW.DHPDENTAL.COM** check our website for additional discounts. \$25,928.00 for a complete dental office. Check WWW.DHPDENTAL.COM or call (800) 423 - 5657 for additional information.

**Long established Endodontic office** for sale in North-LA(15 minutes drive from W-LA). 2010 collections 630k. Asking \$300k. email: ENDOINLA@GMAIL.COM.

**Seeking part time orthodontist** with possibility of partnership; 3-7 days/ mo office located in Whittier contact Sam 5626989175 or radamsortho@yahoo.com.



# DENTAL DIRECTORY

**Alex Hornaman  
General Flooring**

• All types of Unique Wood Flooring  
Installation with designs, patterns, inlays  
• Base/Case/Crown Molding Installation. Since 1996

Alex Hornaman  
Call 714.390.3250  
Fax: 714.841.0496

Licensed & bonded #801982

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**



**You could be  
saving \$\$\$ by  
placing your ad  
HERE!**

 **KINGS TWO DENTAL SUPPLY**

*Your One Stop Dental Shop*

- Large Equipment
- Small Equipment
- Service Department
- Dental Supplies
- Ortho Products
- Digital Imaging
- Implantology
- Handpiece Repair
- Full Service Dental Lab

**Tel: 800.715.5464 Fax: 626.581.8137**

***DON'T BE LEFT BEHIND!***

**Log on and save BIG!**  
**www.DentalTrader.com**



 **LEE SKARIN  
AND ASSOCIATES, INC.**

**KURT SKARIN**  
DENTAL PRACTICE SALES & APPRAISALS

530 W. Stafford Road, Westlake Village, CA 91361  
805.777.7707 • 800.752.7461 • Fax: 805.777.0051  
Email: lsaine@aol.com  
www.leeskarinandassociates.com



CA DRE: 00863149

**DO IT YOURSELF & SAVE!**  
*Is it time to freshen up the Office?*

 **Superior DDS**  
DENTAL DESIGN SERVICES

*We can help you save money and  
maximize the value of your office.*

**888-548-7282 • www.superiorupholstery.com**  
**http://Superiordds.com**

 **2000** version 2011  
#1 RATED DENTAL SOFTWARE

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

**800-273-5033**

**Online demo - www.ez2000software.com**

**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.**  **Dental Collection Specialists**  
269 S. Beverly Dr., Suite 439 Direct Credit Control, Inc. **888-860-2950**  
Beverly Hills, CA 90212 **www.DirectCreditControl.com**

 **MEDIKBUILD**  
DESIGN & CONSTRUCTION

**FREE ESTIMATE & CONSULTATION**  
**1.888.833.7361**  
**www.medikbuild.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



**MADDOX PRACTICE GROUP**  
was created to meet the critical demand for strong, ethical, and professional leadership in the dental transition business.

- PRACTICE SALES
- PRACTICE EVALUATIONS
- PARTNERSHIPS / CORPORATIONS
- SPACE SHARING

Now with offices in La Jolla, Los Angeles, and Walnut Creek  
We, at MADDOX PRACTICE GROUP, look forward to assisting you with your practice transition needs.  
[WWW.MADDOXPRACTICEGROUP.COM](http://WWW.MADDOXPRACTICEGROUP.COM)



PLEASE CALL FOR MORE INFO!  
(949) 675-5578

A LEE MADDOX DDS, ENCL  
BROKER NUMBER - 07801165  
414 31ST ST. SUITE C  
NEWPORT BEACH CA 92663

## Diversified Dental & Upholstery

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

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



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

*For Fast & Friendly Service Call*

**800-550-9228**

**LCF Financial Services • [www.lcffin.com](http://www.lcffin.com)**

A Division of LCF Financial, Inc.  
DRE Lic. #01875780



**Equipment • Sales • Repairs**  
**800-853-3128**

31805 Temecula Parkway, D7-209 • Temecula, CA 92592  
[jason@prioritydentalinc.com](mailto:jason@prioritydentalinc.com) • [www.prioritydentalinc.com](http://www.prioritydentalinc.com)  
Serving Southern California

## ROBERT W. OLSON, JR.

a Professional Corporation  
Business, Corporate & Real Estate Law

- USC Law 1984, Dartmouth 1981
- All Inclusive Packages
- Free Website Services

**805.882.1120**

[california.transdental.com](http://california.transdental.com)  
[RWO@transdental.com](mailto:RWO@transdental.com)



## Professional Practice Sales, Inc.

Specialists in the Sale and Appraisal  
of Dental Practices  
Serving the professions since 1966

**How much is your practice worth??**

Contact: Tom Fitterer  
**714-832-0230 • Fax: 714-832-7858**  
E-mail: [PPSincnet@aol.com](mailto:PPSincnet@aol.com)  
**Sellers-Free Appraisal (800)695-2732**



*Say Adios to OSHA....*  
Let OSHA COMPLIANCE  
PARTNERS, INC.  
Take Care of Everything

*Pick-up of all Hazardous & Medical Wastes  
Staff Training, OSHA Manual, Container  
Labeling, "Mock" Inspection of your office  
and More.....*

Call Toll-Free 888-55-WASTE  
or 888-559-2783  
[www.oshacompliancepartners.com](http://www.oshacompliancepartners.com)



*Hang on with us  
through the  
tough times!*

**Follow us on FaceBook**  
or go to  
**[www.DentalTrader.com](http://www.DentalTrader.com)**

# 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.dmpractice.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: Philldr@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

Free Estimates

562-989-3350

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



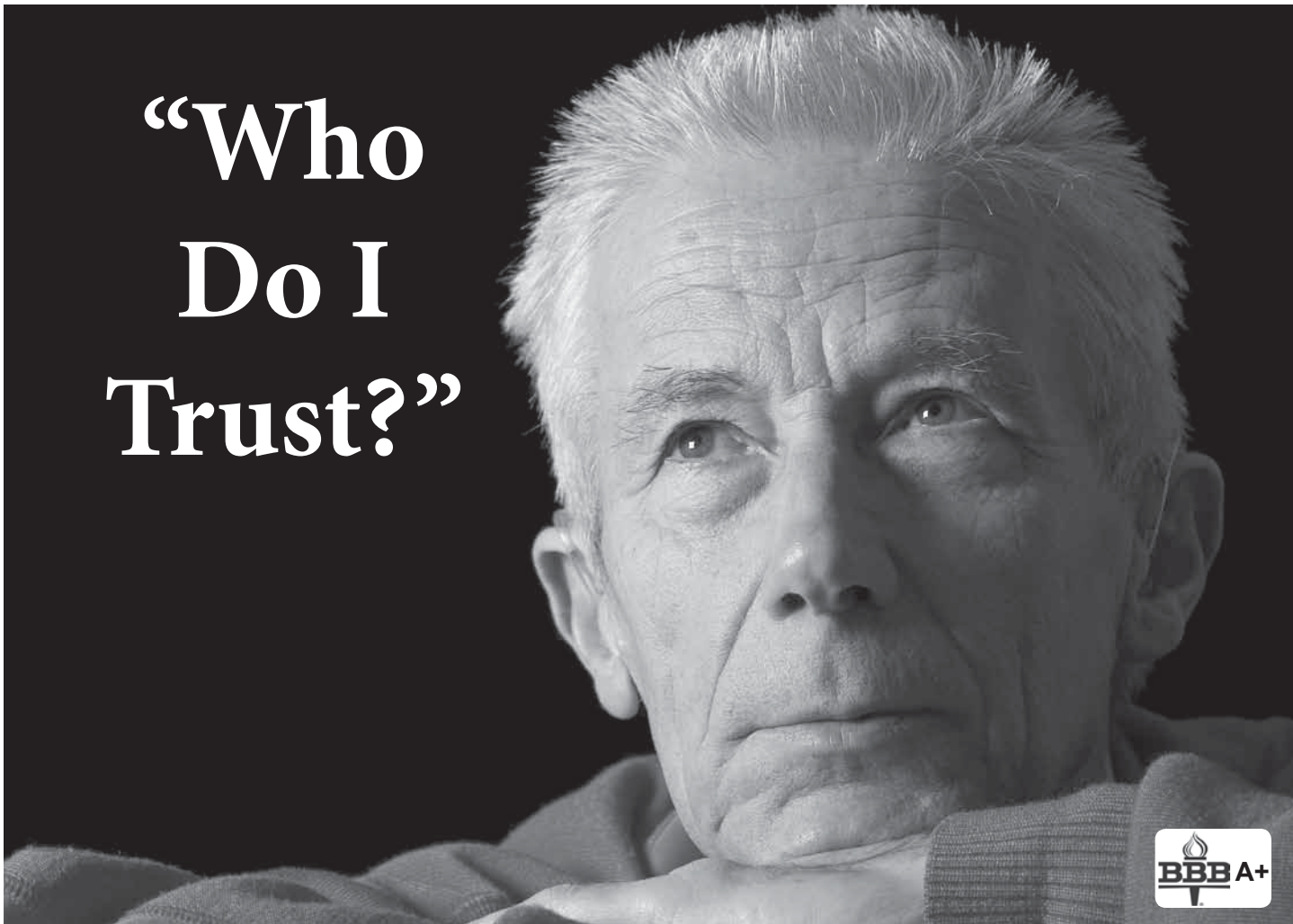
*HOWDY PARTNER!*

**Contact us to promote your business here!**

www.DentalTrader.com



# “Who Do I Trust?”



Some Brokers will quote an unrealistic sales price to get the listing. Later they will work the Seller for a price reduction. By then, the best Buyers will have ruled out the overpriced practice. At D&M our concern is to ensure the Seller can sell his practice

quickly and get his sale funded in today's financial atmosphere. That requires honest pricing, not pie-in-the sky pricing. For a timely sale, with no “Broker Puff,” contact D&M for a no obligation, confidential consultation.

CA Representative for The National Association  
of Practice Brokers (NAPB)

**Call Today**



**PRACTICE SALES AND LEASING**

**For all your Practice Transition Needs!**

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

**818.591.1401**

**www.dmppractice.com**

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

CA Broker License #01172430

**ORAL SURGERY** services in your office. No need to refer out will come to your office. 310-997-0240.

**PRACTICE WANTED** in greater Los Angeles County(General Dentistry) from a retiring doctor OR long established practice (310)922-1366. richardhaber@verizon.net.

**WESTCHESTER PRACTICE** 40 years of goodwill! 3 days of hygiene/ week. Refers all endo, all surgery, all perio and all ortho. Collects \$275,000/year. Asking \$150,000. Kurt Skarin 805-777-7707.

**Are you an Orthodontic office** in the San Gabriel valley seeking in house orthodontic tech? Contact: ilp@juno.com.

**Wanted an Associate Dentist** for a part time position in South Orange county. Molar endo must. Please email resume showmeyourteeth@gmail.com.

**Practice For Sale** Beach cities (upcoming) High-end/ private only practice. 4 ops. Spectacular ocean views. Over 20 years of goodwill. Revenues exceed \$40k/month on part-time schedule. Contact Broker be placed on call-back list 818-999-9595.

**DENTIST FOR ORANGE COUNTY AREA** EXPERIENCED, HARD WORKING, DEPENDABLE, PREFERENTLY BILINGUAL (SPANISH) 714-7757722 OR E-MAIL RESUME TO eolg@sbcglobal.net.

**Laguna Beach** 2 operatories available Ocean View! Less then 2 year-sold. Front office space available as well 949-415-1000 \$850/mo.

**General Dentist Wanted** in El Monte. 10 years of experience. All phases of dentistry. P/T, Ask4 Rosy (626)575-7565.

**Dental Assistant Wanted.** Must be experienced for part and/or full time job. Bilingual. Ask for Rosy (626) 575-7565.

**For Sale** 2 SS White Revelation dental chairs and 2 Ritter dental lights 559-625-5229 lorenmetz@aol.com.

**RESEDA OFFICE** owner moving. Leasehold improvements and equipments. 5 + 1 BEAUTIFUL over 15 yrs dental location. Call (818) 836-2915.

**AT 2000 XRAY FILM PROCESSOR** FAIRLY NEW CALL 510-579-2194.

**Sale** 2 dental chair with 1 delivery unit and light-\$1000. Call 323-420-7542.

**Pediatric Dentist** seeking position in your office (818)883-1383.

**Endodontist needed** for gp office in culver city twice a month. please call 3104531484.

**An experienced treatment coordinator** wanted for an office in Norwalk area with good pay and benefits.Call 562 681 3881 OR drnoor@drnoor.com.

**GP with 5 yrs experience** ready to purchase first practice in Southbay/LA/No.OC area. Please email me ASAP cken43dmd@gmail.com.

**Experienced dentist** seeking employment 1 day/week, available Saturdays and Tuesdays to Thursdays. please call (909) 238-2969.

**ZOOM system** Never used,complete with light and two kits. All parts and books, advertising materials, etc. \$600 Jim nsczolgist@aol.com.

## CHANGE OF ADDRESS FORM

**THE Dental Trader**  
*Buy, Sell or Trade all things Dental*

### OLD ADDRESS

Dentist's Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

### NEW ADDRESS

Dentist's Name \_\_\_\_\_

Calif. Dental License # \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Authorizing signature \_\_\_\_\_

**PLEASE MAIL TO:**  
**PO Box 2631, Capistrano Beach, CA 92624**  
**or Fax this form to 949.498.1198**  
**on or before the 1st of the month.**  
**For faster filing, submit this form online at:**  
**www.dentaltrader.com**

**Harvey Cemiclave EC 5500** in excellent condition. \$2500. call (805) 654-1700.

**Dentist Anesthesiologist** in California (917) 318-9947  
www.PatientSedation.com.

**PENTAMIX** 2 mixing unit for sale. Excellent condition.  
yjmds@sbcglobal.net.

**OFFICE for SALE** at 440 W. Foothill, Rialto. 4 ops, lease \$1258/month in busy Retail Center. CALL 714-860-3233. Asking \$50K. OBO.

**NORTH LA COUNTY PRACTICE** LANCASTER Collections \$665,000, 4 ops., 30 years goodwill, Digital x-rays, Seller leaving state, A lot of procedures referred out (growth potential), 661-943-2240, lanc.dental@yahoo.com.

**Equipment 4 sale** Prima delivery unit with light \$500, SDS light \$250. call (818) 631-8180.

**PRACTICE WANTED** Within 5 miles of ALHAMBRA. Sell your practice and move it to our English-Tudor, ultra-high tech, insurance-independent office. Top dollar for traditional, fee-for-service practice. Inquiries will be kept strictly confidential. (626) 482-9934. Private cellphone.

Copyright 2012 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.dentaltrader.com](http://www.dentaltrader.com) or Fax: 949-498-1198  
We do not accept anonymously submitted ads

Type or print ad copy clearly: \_\_\_\_\_

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐ Discover ☐

Card # \_\_\_\_\_

3 Digit Security Code (on back of card)

\_\_\_\_\_

Exp. Date \_\_\_\_\_

**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.

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** \_\_\_\_\_

Advertiser's Name \_\_\_\_\_

Charge Card Billing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Authorizing signature \_\_\_\_\_

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

# COMMERCIAL AD FORM FOR BUSINESSES

## The Dental Trader

*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

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

Type or print ad copy clearly: \_\_\_\_\_

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐ Discover ☐

Card# \_\_\_\_\_

3 Digit Security Code (on back of card)

\_\_\_\_\_

Exp. Date \_\_\_\_\_

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 \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

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

**Practices Wanted**

## 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](http://www.PPSsellsDDS.com)**

- 5999 - "SOLD" Pleasanton - Great visibility in busy strip shopping center. 3 Ops, 4th available. Computerized Ops, intra oral cameras, digital x-rays. Collected \$692k with profits of \$400k. 2011 doing better!
- 6002 - San Jose's Evergreen Valley - Long Established practice moved into new building and suite 3+ years ago. Busy Hygiene schedule. \$650k per year performer. Strong profits. 4 Ops with computers.
- 6005 - Fairfield - West of I-80. Seeks full time Successor. Operates on 2.5 week schedule by Owner with other commitments. Collected \$500k in 2010 with profits of \$249k. Attractive 3 Op suite. Highly visible location.
- 6006 - Stockton - Beautiful office near intersection of West Hammer and Lower Sacramento. Busy retail location. Ideal for nearby Dentist seeking office upgrade or someone with a Business plan. 4 Ops, digital radiography, computer charting. No goodwill. FP \$99k
- 6008 - Mendocino Coast - Located in desirable cultural haven on ocean. 3 days of Hygiene. Owner works 3 day week. \$675k+ revenue performer. Computerized Ops, digital radiography and laser. Great lifestyle out of the "Rat Race".
- 6010 - Berkeley's Alta Bates Medical Village - Great location. Enjoys economic muscle flexed by its neighbor UC Berkeley. Collections average \$435k/yr. Extraordinary relationship with another Dentist generates \$10k+ per month in additional revenue. 2011 experiencing spike in performance.
- 6011 - San Jose - West of I-280. Long established practice off Saratoga Ave. Has averaged \$400k yr in collections. 3 Ops w/ 4th available in 1,100 sq. ft. suite
- 6012 - Fremont - Well established practice evidence by 6+ days of Hygiene. Fantastic recall system. Great location. Collects just shy of \$900k yr. Total Available profits in 2010 were \$360k. 5 Ops
- 6013 - Livermore - 3+ yr old practice collected \$400k in 2010. 2011 tracking \$430k. 4 Ops with digital radiography, computers and Dentrix software.

## 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 \$400,000+. Great Location.
- 3237 - Anaheim Hills - Group member wanted. Hi identity. GP has space to share with Specialist. Peds/Ortho/or?
- 3240 - Redlands - GP Est-5 Ops. Shopping ctr. Should do \$300k to \$400k first year with little marketing. Great lease \$1.00 sq.ft. FP \$285k
- 3248 - Small town near Palmdale. GP Est 15 yrs. Previous Seller grossed \$800,000 in hi identity shopping ctr. Available now @ \$250k. SOLD
- 3250 - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. Grossing \$370k in '09. 1,800 sq.ft. 5 Ops equipped. Low rent
- 3251 - Anaheim. GP Estb. 1,700 sq.ft. rent \$2,400. Est 1967. Conservative Senior. Gross \$240k. FP. \$150,000. SOLD
- 3270 - Downtown - Beautiful 3 Op office in prestigious area of downtown. Ultra modern. Gross \$500,000 your first year.
- 3273 - Downtown - Alvarado - Beautiful office. 3 Ops. 50% Hispanic, 50% Korean. Free standing bldg. Grosses \$400,000 Part time.
- 3279 - Tustin - 2,000 sq.ft. Hi identity building. 4 Lighted corner. 65,000 autos plus per day. Make entire bldg your dental sign. F.P. \$1,350,000
- 3280 - Indio - 4,600 sq.ft. building. First Dental Practice in Indio. Original location across street from City Hall. 2 Op office ready to expand
- 3281 - Yucca Valley - Hi identity (huge sign) small Dental building. 600 sq. ft., 2 Ops on .44 acres, zoned for additional home plus apts. F.P. \$110k

ORTHODONTIC BUYERS NEEDED 4 SO. CALIFORNIA

- 3282 - Palmdale/Lancaster - GP. New shopping ctr. 4 yrs. Near 90 million ffs. New Hospital was doing \$600k. Now \$350k by Absentee Seller.
- 3283 - Palmdale/Lancaster - Hi growth area. GP Gross \$1.5 mil. FFS. Net 40% +
- 3287 - So. CA. \$6,000,000 Practice. Est. 25 yrs. Prestigious Hi identity location. 12,000 sq.ft. \$1.00/per sq.ft. \$30k Cap/mo. Requiring substantial net work. Nets \$1 million plus. Approx. 800 Implants.
- 3288 - Bakersfield area - Gross \$900k, net \$400k. 4 Ops. Cash, Insurance, few PPO's. Low overhead. Rent only \$2,500. Free standing bldg, includes \$60k A/R. Full Price \$650k
- 3290 - Santa Paul at Fillmore-Hi identity location. GP Gross \$400k+. Est 2006. Like new. 5 Ops plumbed, 3 equipped. Steady growth. Beautiful office.
- 3297 - So. Bay. Location Only. Free standing Dental bldg on main street.
- 3298 - Long Beach area. Corner Location. Bread and Butter practice. Long established. Collects \$500k per year. SOLD
- La Habra - Great starter Shopping center with low rent, low overhead, 4 ops in over 2000 sq. ft. Rent only \$2700. Grossing \$15 to \$30,000. Full Price \$185,000.
- Hawaiian Gardens - Long Estb. hispanic prtc. Grossing near \$500,000. Beau off 5 ops Grt shopping center. FP \$350,000.
- Temec/HMO. Gr. \$700,000 part time. 8 ops fantastic location Million Dollar corner. Full Price \$565.
- Corona HMO GR \$70 to \$80k month absentee. Low overhead FP \$850,000.
- 3303 - Oxnard/Ventura- Emergency - Health. Hi Identity Shopping center. Location. Est 23 yrs. 3 Ops. Only \$165,000 Outstanding Opp first yr \$500k (714) 345-9659
- 3304 - Glendora - Hi identity shopping corner. New Location. GP who likes Ortho also as no Ortho in area. Full Price new office \$200k to \$250,000.
- La Habra - New life in 20 yr. Prtc corner near Whittier @ Beach. 290 new patients since May. Gr. 20k plus Grt Staff New Digital office. Must Sell below cost \$185K super proved BARGAIN.
- ORANGE Gr 30k plus 5 ops Beau rent \$2000 FP250K.
- HEMET/TEMECULA - HMO PT ABSENTEE GR \$700 PPS says Buyer will do 1.5 within 18 months Special Situation.
- Torrance, Special Diamond Location Hi Identity. Will Gr \$500k first year. \$125K FP.
- Victorville-Apple Valley-Hesperia Area-- Estb 20 yrs GP Gr \$700 plus Net Approx \$300 Conservative. More Vol avail 8 Ops Hi Identity Shopp Cent FP \$650,000 Serious Seller

SELL YOUR ORANGE COUNTY OR LA PRACTICE GROSSING \$500K AND ASK PPS FOR A PRACTICE NETTING \$500k OR MORE.

**\*\*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."

**Thomas Fitterer and Dean George  
Ray and Edna Irving**

**SOUTHERN CALIFORNIA**

**PPS So. California (714) 832-0230**

**Fax (714) 832-7858 E-mail: [PPSincnet@aol.com](mailto:PPSincnet@aol.com)**

**Web address: [www.PPSDental.com](http://www.PPSDental.com)**

## PRACTICES WANTED

### ORTHODONTIC PRACTICE WANTED

**SELLERS** - sell your practice Grossing \$200k to \$500k and ask PPS for a Practice Netting \$500k or more.

**Wanted** - G.P.'s in all areas. Get excited & build new practice in high growth area.

**SELLERS-FREE APPRAISAL (714) 832-0230**

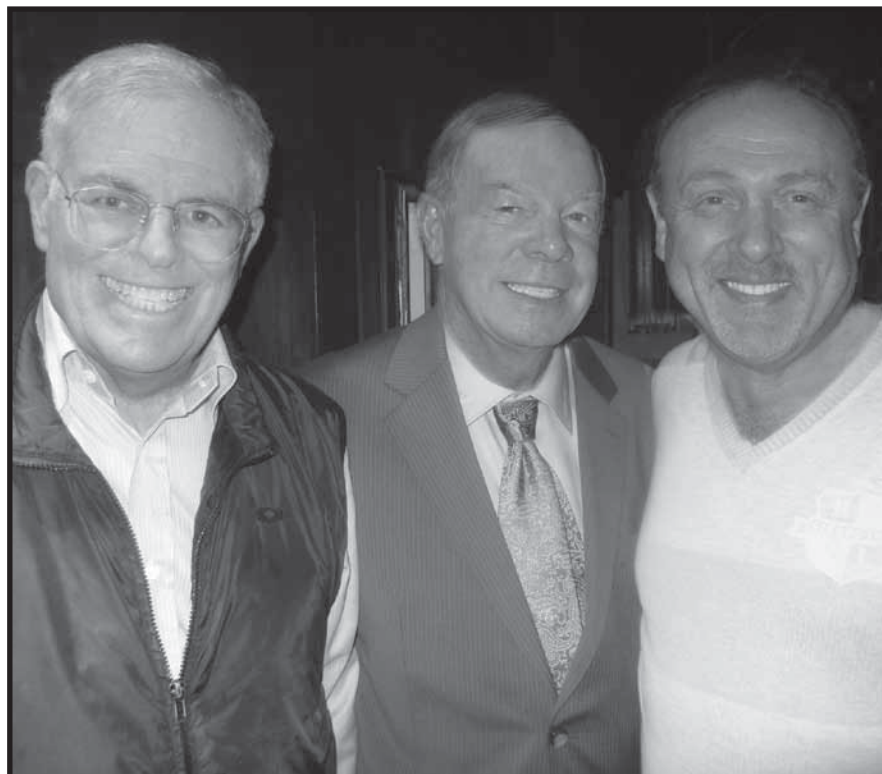
**SELLERS-FREE APPRAISAL (714) 832-0230**



What makes CPS the largest, most successful  
dental practice brokerage in America?



## Confidence



**When I decided to sell my multi-million dollar dental practice,** *I wanted the best broker in the business. I called John Knipf at California Practice Sales. He and his team of brokers immediately secured a half dozen offers at full asking price from pre-qualified buyers and promptly finalized the sale. Selecting the right broker is everything! If you want results instead of promises, I recommend CPS.*

Dr. Peter Wyland

**This is the second large practice I purchased from CPS this year.** *They did an outstanding job obtaining financing and everything else needed to complete the transaction on both Bellfower and Canoga Park. I would only purchase a dental practice from CPS.*

Dr. Arkady Tsibel

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