

THE Dental Trader

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A LOOK BACK AT OUR 2013 EVENTS

January 27th, 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Punjabi Dental Society

Patrick J. Wood

February 7th & 8th, 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Sacramento Dental District Annual Convention

Patrick J. Wood

February 24th, 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Punjabi Dental Society

Patrick J. Wood

March 21, 2013

"ASSOCIATESHIPS, PARTNERSHIPS,
ACQUISITIONS, OH...MY!"

Sacramento Dental District Society

Jason P. Wood

April, 9, 2013

"HOW TO GROW, MANAGE & SELL YOUR
DENTAL PRACTICE", "DENTAL TRANSITION"

United States Dental Tennis Association

Patrick J. Wood & Jason P. Wood

April 11-13, 2013

California Dental Association

Anaheim Convention Center

April 17 & 18, 2013

"TOWNIE MEETING"

Planet Hollywood Hotel & Casino

May 3, 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Santa Barbara-Ventura County Dental Society

Jason P. Wood

June 27, 2013

"ASSOCIATESHIPS, PARTNERSHIPS, & YOUR
FIRST 5 YEARS AS A DENTIST"

University Of Southern California School of Dentistry

Patrick J. Wood

July 19th 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Santa Barbara-Ventura County Dental Society

Jason P. Wood

July 28th 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Punjabi Dental Society

Patrick J. Wood

August 15-17, 2013

California Dental Association

San Francisco, California

August 16, 2013

"HOW TO VALUE DENTAL & MEDICAL
PRACTICES"

California Society of CPA's Forensics Section

Patrick J. Wood

August 23-24, 2013

"CALIFORNIA DENTAL PRACTICE ACT",
"DENTAL TRANSITION", "BUYING & SELLING
YOUR DENTAL PRACTICE"

CEA Dental Society

Patrick J. Wood & Jason P. Wood

September 13, 2013

"DENTAL TRANSITION" & "HOW TO GROW,
MANAGE & SELL YOUR DENTAL PRACTICE",
"CALIFORNIA DENTAL PRACTICE ACT"

Fresno-Madera Dental Society

Patrick J. Wood & Jason P. Wood

September 17, 2013

"DAVE WILHELM STUDY GROUP"

Glidewell International Technology Center

Patrick J. Wood

October 10-12, 2013

PRACTICE VALUATION STUDY GROUP-
"LEGAL UPDATE"

Hotel Del Coronado

Patrick J. Wood & Jason P. Wood

October 13, 2013

"DENTAL TRANSITIONS"

Peruvian Dental Society

Patrick J. Wood

October 15th & 16th, 2013

"LUNCH AND LEARN"

University of Los Angeles School of Dentistry

Jason P. Wood

October 18th, 2013

"PASSPORT TO YOUR DENTAL
TRANSITION DESTINATION"

US Bank-Huntington Beach, California

Patrick J. Wood

October 25th, 2013

"HOW TO GROW, MANAGE & PROTECT YOUR
DENTAL PRACTICE"

Ken Rubin Client Appreciation Day

Patrick J. Wood

November 1-2, 2013

American Dental Association

New Orleans, LA

November 1-2, 2013

"CALIFORNIA DENTAL PRACTICE ACT",
"DENTAL TRANSITION", "HOW TO GROW,
MANAGE & SELL YOUR PRACTICE"

San Diego Dental Convention

Patrick J. Wood & Jason P. Wood

November 7th, 2013

"THE LEGAL DEAL OF THE YEAR: \$6K WORTH OF
LEGAL ADVICE FOR THE PRICE OF ADMISSION"

Sacramento Dental District Society

Jason P. Wood

November 12th & 13th

"ASSOCIATESHIPS, PARTNERSHIPS,
ACQUISITIONS, OH MY..."

UCSF Dental School

Jason P. Wood

December 4th, 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Annenberg Center for Health Sciences

Patrick J. Wood

December 13, 2013

"CALIFORNIA DENTAL PRACTICE ACT"

Santa Barbara-Ventura County Dental Society

Jason P. Wood

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

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

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

RENT A SPACE/CHAIR TIME in ARTESIA, CA 2 OPS, 2-3 Days Call 562-402-4952.

GOLETA dental office for sublease 2-3 days/week. Call (805)967-1231.

3 - Gendex GX 770 Units Currently in use \$1700 each 858-344-8283.

In Holly2wood area in the medical building Dental office for rent. Tel: 323/6208306.

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

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

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

Apollo Dental Air Compressor for \$1,200. Cannot be delivered. Pick-up only. Office located in North Orange County. Contact hataefamilydental@gmail.com.

Nikon Eclipse 50i Video Microscope with Panasonic BP330 Camera Neovo LCD Monitor. \$1,200 each. Two sets available. Contact hataefamilydental@gmail.com.

Existing dental/ortho offices available for lease. Glendora, West Covina, Alhambra. Call Vince Molitor, 562-568-2009 or email vmolitor@lee-associates.com.

Used Dental Aerosol Evacuator by Crystal Mark Dental Division Systems for \$1,200. Contact hataefamilydental@gmail.com.

Tired dentist wants lighter load, but doesn't want sale. Share office? Treat HMO patients for a %? Ideas? tedsto1@gmail.com.

seeking motivated dental receptionist, 2 years experiences, excellent customer service and communications skills, bilingual is a plus. replytobdc@gmail.com.



Paul Maimone Broker/Owner
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Happy New Year!

**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 & networked. Dentrux s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K - \$50K on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A.

KERN COUNTY

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

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

BAKERSFIELD #27 - Great startup opp. or 2nd office. (4) op comput G.P. in a smaller medical/dental bldg. On a main thoroughfare w signage. (2) ops of new eqt w (2) add plumbed. Cash/Ins/PPO/Denti-Cal pts. Open (1) year p.t. & Collects \$6-\$8K/mos. Seller is moving to be closer to family, but will assist w the transition.

LOS ANGELES COUNTY

BEVERLY HILLS - Great startup opportunity or 2nd office. (2) ops fully eqt'd. Turnkey office; no charts. In a smaller professional bldg. on a well know main thoroughfare. Seller has had success here, & is moving to larger facilities.

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

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

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

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

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

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

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

ORANGE COUNTY

Room for Your Orange County Practice Listing.

RIVERSIDE COUNTY

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

SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

TULARE COUNTY

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

VENTURA COUNTY

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

OXNARD #7 - (5) op turnkey G.P. office located in a freestand bldg. on a main thoroughfare w some exposure, visibility & signage. (4) ops fully eqt'd. (2) ops are newer & (2) ops are older. (5th) op is plumbed. Very low lease rate. Hispanic area w many walk-ins. Sale includes all eqt, leaseholds, furniture, some instruments & rights to office lease. No pt charts. Reasonably priced for immediate sale. Priced less than build out costs.

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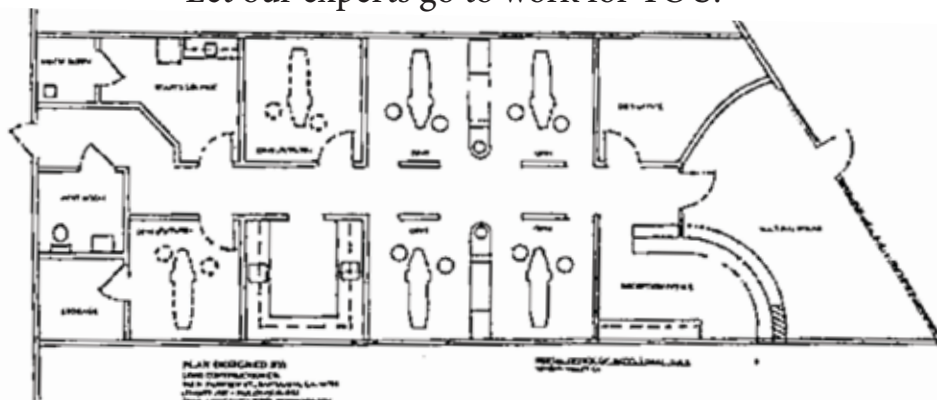
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2 - Belmont Clesta Lights w/poles Excellent condition, currently in use \$720 each 858-344-8283.

Recently retired dentist looking for a job in San Fernando Valley. All positions except dentistry or hygiene. 818-609-8184.

Ortho RDA needed in Torrance and San Pedro, 3.5 days per week. Email resume orthodontistjob@gmail.com or fax (310)378-9222.

GP looking for part-time work in LA/OC area. Adaptable & hard working. Can do RCTs, EXTs, & Invisalign. Email socialdentistdmd@gmail.com.

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Experienced orthodontist for 1 to 2 days a month at our office in riverside. email resumes to applyin2014@gmail.com.

Dental Surgical Assistant Irvine, CA minimum 3 years surgical experience implants, iv sedation, Dentrix, Dexis, Multi-task, CPR Must email: SedationDentistryNV@gmail.com.

2 - DCI Side-Arm Delivery Units w/two hand-pieces, currently in use \$400 each 858-344-8283.

General Dentist needed for private office in San Bernardino 1-2 days/week. email resume to Docjay7@yahoo.com.

Dental Office for SALE in RIALTO. 1280 sq. ft. 3 ops fully equipped. Great location. Remodeled. \$45K. 626 7102745.

For Sale \$1,500 O.B.O 3 Belmonth 07 Chairs. 2 DCI Reality untist with cuspidor and Clesta Light. 1 Ampco Unit and Cuspidor with Belmont Blue light All in Working Condition. Call 213-385-9710. MUST PICK UP.

Endodontist needed for Oxnard & Goleta desperately. please send your resume to oxnardsmile@gmail.com.

SFV-dental office for sale, 2012 590K, 2013 500K, serious buyer only 30 years goodwill. contact drminhajhasan@yahoo.com.

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Here's what our client dentists say about us:

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

Justina Pham, DDS - Santa Barbara, CA

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

Sean & Kristen Newsom, DDS - Atascadero, CA

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

Jennifer Akagi, DDS - Santa Monica, CA

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PRACTICE and PROPERTY SALE FULLERTON. Highly visible location. 6 Operatories. 1,920 sq ft office, street front free standing building. Motivated seller. Broker - Charles Kim 800-416-2055.



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

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

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

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

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

CLAIRMONT-Retiring from GP situated in Prof Bldg, on busy thoroughfare. 4 Ops (2 equipped) in approx. 800 sq ft. Primarily PPO. **SOLD!!**

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

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

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

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

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

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

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

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

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

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

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

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

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

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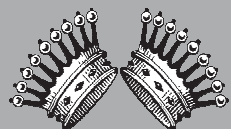
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SIMI VALLEY GENERAL PRACTICE FOR SALE: Practice collects \$290,000 per year with a net income of \$122,000 per year on two days per week. The office has three equipped operatories with a fourth that is plumbed but not equipped. Seller refers all endo,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

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

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

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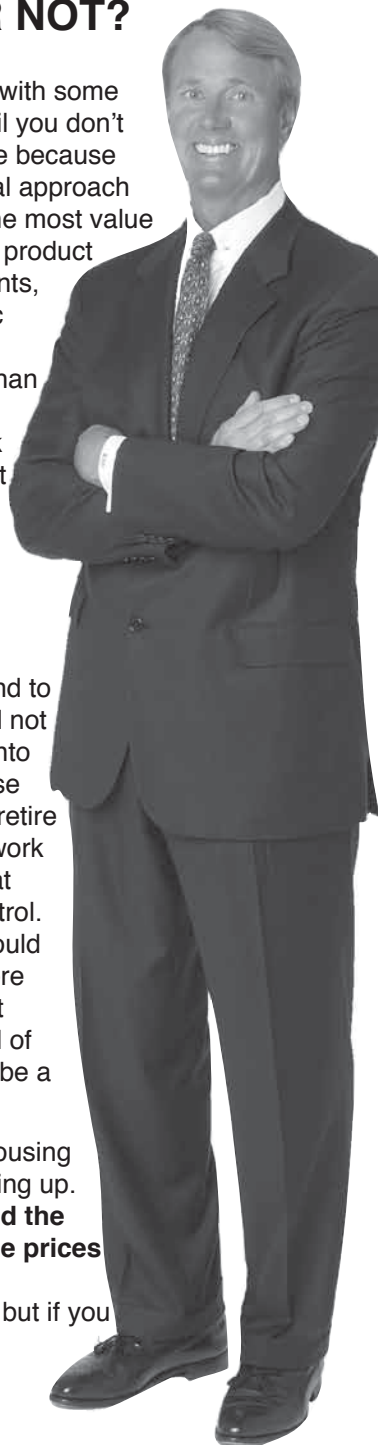
RETIREMENT: PRACTICE SALE OR NOT?

There are two opposing views to retirement planning today with some consultants advocating the position that you should work until you don't want to work anymore and then walk away from your practice because you will have run it into the ground versus the more traditional approach of sell before your practice begins its natural decline to get the most value for your hard work. In large part, these divergent views are a product of depleted retirement funds, low rates of return on investments, lost home and real estate equity, and the uncertain economic future. As would be Sellers find themselves with limited retirement resources, they have faced limited options other than to continue to work even though each year yields lower and lower returns. Mind you, there is nothing wrong with the work until you drop approach if you really enjoy dentistry, you don't need any money from the sale of your practice when you do decide to stop, and you can continue to practice without physical limitations that may lead to liability, but the two approaches cannot be combined.

There are a couple of observational factors that cannot be ignored in this context. First, dentists' patient populations tend to cluster around the age of the practitioner. Older patients tend not to be in contact with younger people or new people moving into the area and, even if they were, they tend not to refer because they are anticipating that their 70 year old dentist is going to retire any day now. As such, while age tends to make us want to work less and enjoy life a bit more, there are factors other than that alone that cause practices to shrink - factors beyond our control. As a broker, I frequently hear that "if I worked more days I would be busier" or "if I advertised or had a website, I would get more patients". Don't you think that everybody else isn't doing that already? Plus, an increase in revenue for a six month period of time will not bring back the value of the practice. It needs to be a sustained drive to make an impact.

The stock market is at an all time high. Home prices and housing starts are up. Payroll and employee healthcare costs are going up. **Interest rates on practice loans remain at record lows and the absence of quality dental practices for sale is keeping the prices up.** Well invested practice sale proceeds can contribute to a comfortable retirement. You don't need to work 'til you drop, but if you make that choice, recognize that it is a dead end street.

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MOUNTAIN VIEW DENTAL PRACTICE FOR SALE - Gross ~\$450K. Located on main street in busy retail center. 3 fully equipped ops + 2 plumbed in ~1,800 sq. ft. Heavy traffic. Good visibility & good signage from street.

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OAKDALE STARTER DENTAL PRACTICE FOR SALE - Starter Practice located on main street with excellent visibility and signage. 2 fully equipped operatories in approximately 930 sq. ft. in freestanding building.

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

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

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FEATURED LISTINGS

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

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

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

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

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GREATER LOS ANGELES COUNTY

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

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

HAWTHORNE (GP – Turn-Key) – Well established practice located in a single story medical building. Seller owns building, but not for sale. Seller works 3 ½ days/wk with Perio Associate 1x/mo. See approximately 8-12 patients/day. Income source: Insurance 70%; Cash 10%; Denti-cal 14% and Capitation 1% (\$500/mo). No advertising. Practice consists of 5 equipped operatories with digital x-ray and Diamond Dental software in a ~2,500 sq ft office. Has 2-15 year old equipment. Monthly revenues of \$17K. Good location in busy boulevard. Please contact your CPS Agent for more details. **Property ID #4369.**

HUNTINGTON PARK - (GP) – Price Reduced! Established in 2008 this practice is located in a 2 story free standing building. Corner location with heavy traffic flow. Private parking. Near residential area. Across the street from a Church. Seller works 1 day/wk and Associate 1 day/wk. Practice consists of 4 equipped operatories in a 1,700 sq. ft. office. Some Cap and Denti-cal. Motivated seller will be moving out of state. Please contact your CPS Agent for more details. **Property ID #4295.**

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

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

LOS ANGELES (GP) - This landmark practice is in the Los Angeles Fashion District with over 40 years of goodwill to offer. Located on a retail mall building and has never had another dentist as a tenant in the building for over 40 years. The practice is completely digital with automated processes in place that interact with the patient base. Consists of 4 equipped operatories, 1 plumbed not equipped operator and 1 message center in a 1,163 sq ft suite. Seller works 3 days/wk, Associate 3 days/wk and Associate 2 days/wk. Income source: 80% insurance and 20% cash. Endo, Implant, Perio and Ortho procedures are currently being referred out. Grossed \$723,247 in 2012. Buyer's net \$242,653. Excellent opportunity. Please contact your CPS Agent for more information. **Property ID # 4429.**

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



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

REDONDO BEACH – Leasehold Improvements & Equipment Only! Excellent opportunity for a GP or Specialist to start from scratch for a low sale price. Located in a one story building with great street visibility. Practice consists of 9 spacious operatories, 1 plumbed not equipped for expansion, lab/sterilization room, lounge room, storage room, large reception room, 2 dark rooms, and 1 private office in a 2,050 sq. ft. office. Please contact your CPS Agent for more information. Don't miss this opportunity! **Property ID #4447.**

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

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

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

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

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

WESTWOOD VILLAGE – With over 70 years of goodwill this General Practice is located in a two story professional building next to UCLA. Practice consists of 4 equipped operatories, lab & sterilization combo, x-ray room, storage in basement, dark room, and private office in a ~1,300 sq. ft. suite. Has 5 year to older equipment. Seller work 3 days/wk and sees approximately 10-13 patients/day. Hygienist works 3 days/wk and sees approximately 8-11 patients/day. Income source: 42% insurance & 58% cash. No HMO. 100% patient referral. Have revenues of ~\$58K per month. Grossed \$656,795 in 2012. Projecting ~\$704K for 2013. Buyer's net of \$266K. Motivated Seller will be retiring. Don't miss your opportunity to be in the prestigious community of Westwood Village. For more information, please contact your CPS Agent. **Property ID #4401.**

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

ORANGE COUNTY

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

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

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

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

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

SAN CLEMENTE (GP) – Modern designed Turn-Key practice located in a 2 story medical building. Consists of 4 equipped operatories, 2 plumbed not equipped for expansion with Eaglesoft software. Sellers works 2 days/wk with 3 days/mo of hygiene. See approximately 8-10 new patients/mo. Will be focusing on their primary office in Mission Viejo approximately 15.9 mi away. For more information, please contact your CPS Agent. **Property ID #4359.**

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

RIVERSIDE & SAN BERNARDINO COUNTIES

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

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



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

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

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

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

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

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

SAN DIEGO COUNTY

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

PRACTICE SALES, INC.

and Appraising of Dental Practices



Greg Beamer, V.P.

SANTA BARBARA COUNTY

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

SPECIALTY OFFICE LISTINGS

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

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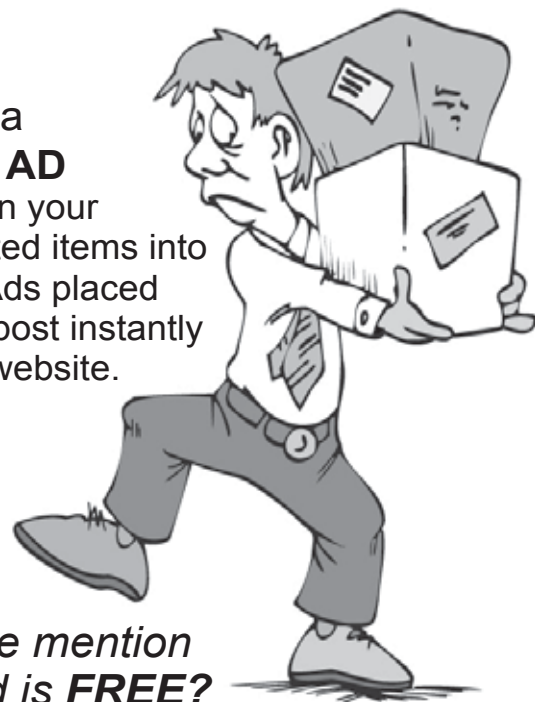
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For many dentists an S corporation is preferable to a C corporation. This is because S corporations are tax reporting entities, and C corporations are tax paying entities. S corp earnings are reported on the owner's tax return (similar to a Partnership)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



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CENTRAL AND NORTHERN CALIFORNIA LISTINGS

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

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

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

CENTRAL COAST: Prosthodontic Practice with 4 Ops, a full in-house lab with IOS, mill, casting ovens, and ceramic ovens, in a beautiful area near shopping. Doctor had over \$1.1MM in GR in 2011. Practice #CAM535, Contact Jim Engel, 925-330-2207.

CHICO: Collections in 2011 \$1.2MM with 7 days/hyg. in this 5 Op, 2,400 sq. ft. practice. Intra-Oral camera, Cone Beam X-Ray, Dentrrix. Practice #14392, Contact Dr. Thomas Wagner - 916-812-3255.

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

DANVILLE: FACILITY ONLY - Professionally designed office located in this affluent community. 5 fully equipped Ops with computers in each. Digital x-ray, Digital Pano, and central Nitrous/Oxygen. Seller relocating to a new building after 27 years of practice. Photos available upon request. In Escrow. Practice #CA548, Contact Jim Engel - 925-330-2207.

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

FREMONT: Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Average equipment age is 13 years, owner is downsizing multiple practices. In Escrow. Practice #CA553, Contact Jim Engel - 925-330-2207.

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

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

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

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

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

GREATER SACRAMENTO: General Dentistry Practice and Building, 2,316 sq. ft. with 6 Ops, EZ Dental Software, Pano, and 8 days Hyg./wk. \$900K in production in the last 3 years. Very nice office in a great location. In Escrow. Practice #CA560, Contact Dr. Thomas Wagner - 916-812-3255.

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

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

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

NORTH EAST BAY: NEW LISTING - General Dentistry Practice established for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2012 GR of \$885K with overhead under 70%. Building to be sold with practice. Practice #CA108, Contact Dr. Thomas Wagner, 916-812-3255.

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

NORTH OF SACRAMENTO: GR of \$521K in well-designed, 1,650 sq. ft. office with 4 Ops. Low overhead

of only 52%, 4 days of hygiene. Easy Dental software and 1,600+ patients. Most Endo, OS, Perio, all Ortho and Implant Placement are referred out. Owner is retiring. Practice #CA528, Contact Dr. Thomas Wagner - 916-812-3255.

RIDGECREST: General Dentistry Practice and Dental Building: This 4 Op practice is located in 1,536 sq. ft. building. Retiring owner has worked in same location for 32 years and had GR of \$175K in 2012. Pictures of the building are available upon request. Lots of Potential. Practice #CA523, Contact Dr. Dennis Hoover - 209-605-9039.

SACRAMENTO: 2012 GR of \$642K with low 54.2% overhead. 8 available Ops with 7 equipped in 2,400 sq. ft. office/building, located in one of Sacramento's historic, well-established neighborhoods. Softdent software. Owner to retire. Practice #CA549, Contact Dr. Thomas Wagner - 916-812-3255.

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

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

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

SANTA CRUZ COUNTY: ILLNESS FORCES IMMEDIATE SALE - General Dentistry Practice with 2012 GR of \$465K on 4 day week. 5 Ops in 1,500 sq. ft. office. 3 days of Hyg/week and 12 NP/mo. CAD/CAM Intra-Oral cameras, Pano, and Datacon Software. Owner has been in same location for 32 years - will help buyer during the transition. Practice #CA105, Contact Jim Engel 925-330-2207.

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

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

WALNUT CREEK: Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice had over \$530K in GR in 2012. Practice #CAM540, Contact Jim Engel - 925-330-2207.

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SOUTHERN CALIFORNIA LISTINGS

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

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

CHULA VISTA: *NEW LISTING* - This General Dentistry Practice was started 50 years ago, seller acquired the practice 35 years ago. 4 Ops, 3½ days of hygiene, Dentrix Software, \$528K 2012 Gross Collections. In years past, the office was consistently collecting over \$700K/year, retiring doctor has slowed down throughout the years. Practice #CA109, Contact Thinh Tran - 949-533-8308.

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

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

COASTAL ORANGE COUNTY: Gorgeous 4 Op General Dentistry practice in the most desirable location in America. Office was built almost 4 years ago, no expense spared. All high-end Pelton & Crane equipment. Kavo elec. handpieces and implant systems in every Op. Dentrix and Dexis, 1,800 sq. ft. Implant business makes up about 46% of production. 2011 GR were \$1.2M. Great location to sell high-end dentistry. In Escrow. Practice #CA520, Contact Thinh Tran - 949-533-8308.

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

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

INDIAN WELLS: This General Dentistry Practice has a strong emphasis in TMJ in a 4,000 sq. ft. suite. Built 2 years ago with 6 Ops, and all new equipment and fixtures. Practice was in

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

LANCASTER: This 4 Op office is located in 2,360 sq. ft. on the second floor of an attractive medical dental building. GR were \$676K with a \$174K Adj. Net. Dentist is retiring after 39 years. 4 days hyg./wk. Additional Ops could be added to existing space. Great location. Practice #14376, Contact Dr. Dennis Hoover - 209-545-2491.

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

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

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

NEWPORT BEACH: General Dentistry Practice with 4 Ops near Newport Center/Fashion Island. Practice utilizes Dentrix software. Gross Collections over \$256K with \$58K Adj. Net. Seller refers out most specialty work, room to grow. Practice #CAM559, Contact Thinh Tran - 949-533-8308.

NEWPORT BEACH: General Dentistry Practice with 3 equipped Ops, high-end equipment is less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrix software. 2012 GR of \$350K on 3½ days per week. Located near hospital in a desirable area. Practice #CAM534, Contact Thinh Tran - 949-533-8308.

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

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

ORANGE: Small General Dentistry Practice in a retail location. Doctor has been at this location for over 20 years. 3 Ops, 750 sq. ft. with low rent of \$1,080/mo. Practice utilizes EasyDental and 2012 GR of \$168K. Practice #CA110, Contact Thinh Tran - 949-533-8308.

ORANGE: *NEW LISTING* - This General Dentistry Practice

in a retail center has an emphasis on Dentures and Partial. Practice #CA, Contact Kerri McCullough - 949-566-3056

ORANGE: General Dentistry Practice with 5 Ops, fully equipped in a centralized location near Anaheim Hills/Villa Park. 2012 GR of over \$500K. Practice is located in a professional building near shopping and freeways. Retiring doctor has 47 years of goodwill. Practice #CAM543, Contact Kerri McCullough - 949-566-3056.

RIVERSIDE: General Dentistry Practice - Deceased doctor. 4 Ops, priced for immediate sale. Contact Kerri McCullough for more information - 949-566-3056.

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

SAN GABRIEL VALLEY: General Dentistry Practice with 4 Ops, fully equipped, Thinh Tran utilizes a laser and digital radiography with 1 sensor. 2012 GR of over \$570K on a 3½ day week. Practice #CAM541, Contact Kerri McCullough - 949-566-3056.

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

SOUTH ORANGE COUNTY: General Dentistry Practice with 5 Ops, 4 fully equipped, 1 plumbed. Practice utilizes EagleSoft, Laser, Digital Pano, and an Intra-Oral camera. Most specialty work is referred out. 2012 Adj. Net of \$324K on \$793K collections. Practice #CAM556, Contact Kerri McCullough - 949-566-3056.

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

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

OUTSIDE OF CALIFORNIA

MAUI HAWAII: General Dentistry Practice with GR of \$636K. Office has 4 Ops in 1,198 sq. ft., Pano, Laser, Intra-Oral camera, Fiber Optics, and 2½ days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. Practice #20101, Contact Dr. Thomas Wagner - 916-812-3255.

HENDERSON, NV: Deceased Dentist, Pediatric Practice - 2011 Collections of \$875K and 2012 Collections of \$766K. 2013 Collections in first 9 months were \$688K. 6 Ops, Dentrix, and Pano. Available for immediate sale. In Escrow. Practice #NV100, Contact Dr. Dennis Hoover, 209-605-9039.

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Atascadero Newer freestanding building offered along with a great practice. Excellent location! Integrity Practice Sales, Broker Bill Kimball, DDS (855) 337-4337.

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NOW HIRING front office who knows Dentrix, good with computer, bilingual(Spanish), and How to check insurances and billing. RDA,DA and TP. Salary and bonus. For more information please call:323 721-1212.

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

DENTAL PRACTICE WANTED Pre-approved buyer looking for 4-5 Operatories, grossing \$400-800K with net of \$200K+ in following areas: Culver City, Santa Monica, West LA, Torrance, Valley cities: Woodland Hills, Agoura Hills, etc. SELLERS call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or practice@lcfinc.com | www.lcfinc.com.

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

The Dental Trader is now removing certain ads placed by dentists. Those placing free statewide ads for staff, selling a dental practice or seeking employment in So. Calif. will be automatically removed from the No. Calif. edition and vice versa. Both editions may be read online at dentaltrader.com

West Contra Costa Dental Office for Sale Excellent Opportunity/Retiring Dentist Free Stand Bldg on a major road/ High Visibility/Low expense/4 OP + Pano/1500 sq. ft/ 50NPt/mon Call 510-619-4240.

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Premium Practice Listings

Coastal Southern California #1062

PEDIATRIC dental practice and office condo for sale, seller is retiring. 2012 revenues \$623,000.

Practice Listed at \$425,000

Fresno County #1066

Fee-for-Service general practice, 36 years of goodwill, 4 ops, completely remodeled, digital 1,450 square feet, 2013 approx. \$523,721.

MUST SEE!

Asking \$298,000



Pomona Valley #1065



Fee-for-service restorative dental practice, four treatment rooms, 1,336 sq. ft., 40 years of goodwill, ample parking, great visibility, and signage. Revenues for fiscal year ended 10/31/2012 \$745,258

Asking \$649,000



Coastal North San Diego #1069



Private fee-for-service dental practice, five plumbed treatment rooms, 4 fully equipped, seller retiring, projected 2013 revenues \$468,000.

Asking \$365,000

Rancho Cucamonga #1067

2013 revenues approx. \$400,000, 4 treatment rooms, drive and walk by exposure, Seller retiring, projected 2013 revenues \$388,076.

Asking \$318,000

Coastal Orange County #1061

General practice, 1,044 square feet with pleasant courtyard, located in professional building, seller is moving out of the area, 2012 revenues \$316,753.

Asking \$175,000

Create a Practice Masterpiece- Seminar

Topic: "Fight the Commodity Mindset"

Date: January 17, 2014

Speakers: Dr. Phil Potter & Kathleen Johnson

Location: Glidewell Laboratories
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Price: \$69 before January 2, 2014, \$99 after January 2, 2014 for more details:
www.wppps.com ~ 714-259-0505

Fraud & Embezzlement- Seminar

Topic: "Not in my Dental Practice"

Date: January 24, 2014

Speakers: Mr. Allen Schiff, CPA, CFE

Location: Knott's Berry Farm Hotel
 7675 Crescent Avenue
 Buena Park, CA 90620

Price: \$129 before January 7, 2014, \$159 after, Spouse \$79 for more details:
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TORRANCE PRACTICE FOR SALE Dr. retiring after 30 years – shares space with another Dr. so overhead is low – Dr works 3 days/week – grosses \$250,000/year- Thomas & Fees Practice Sales (714) 544-4341.

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Thirty-Fourth Annual Ski and Learn Seminar Sponsored by the SCAGD & WSP

Snowmass/Aspen, Colorado

76 attendees so far, only 4 openings left

FEBRUARY 8-15, 2014

Our 34th Annual Ski & Learn Seminar will be held in Snowmass/Aspen, Colorado from February 8-15, 2014.

Our program will begin with a Sunday night wine and cheese party. There will be a mid-week Nastar Race. The final event will be our Friday night awards banquet. We will be staying at the Top of The Village Condominiums, a ski-in, ski-out location. Our accommodations will be largely two and three bedroom units. These units will have daily maid service, fully equipped kitchens with all utensils, VCRs, DVDs, washers and dryers in each unit, indoor pools, whirlpools, sauna, steam room, fitness center, daily coffee service, free shuttle service around Snowmass and all taxes and service charges.



The package will include round-trip air and bus transportation, seven nights lodging and lift tickets for five out of the six days, all baggage handling. The cost for this entire package will be \$1,799. This is by far the best value in the entire ski industry.

The dental continuing education program will be conducted each morning and each afternoon for four days in the Office Clubhouse within 150 feet of the condominiums. 16 units of continuing education will be available through the AGD in category one. The seminar fees are as follows:

Dentists @ \$255; Auxiliaries who are not dentists @ \$110.

Ski.com, once again, will be handling our travel arrangements. Ski.com can be reached at 800-525-2052, Extension 3045. Ask for Martha Perez. For reservations and a complete brochure of information for registration contact Ski.com or Robert Garfield, DDS, executive director, Southern California Academy of General Dentistry (SCAGD): 2720 Aqua Verde Circle, Los Angeles, CA 90077-1502, or call 310-471-4916. Email: drrobertgarfield@aol.com.

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

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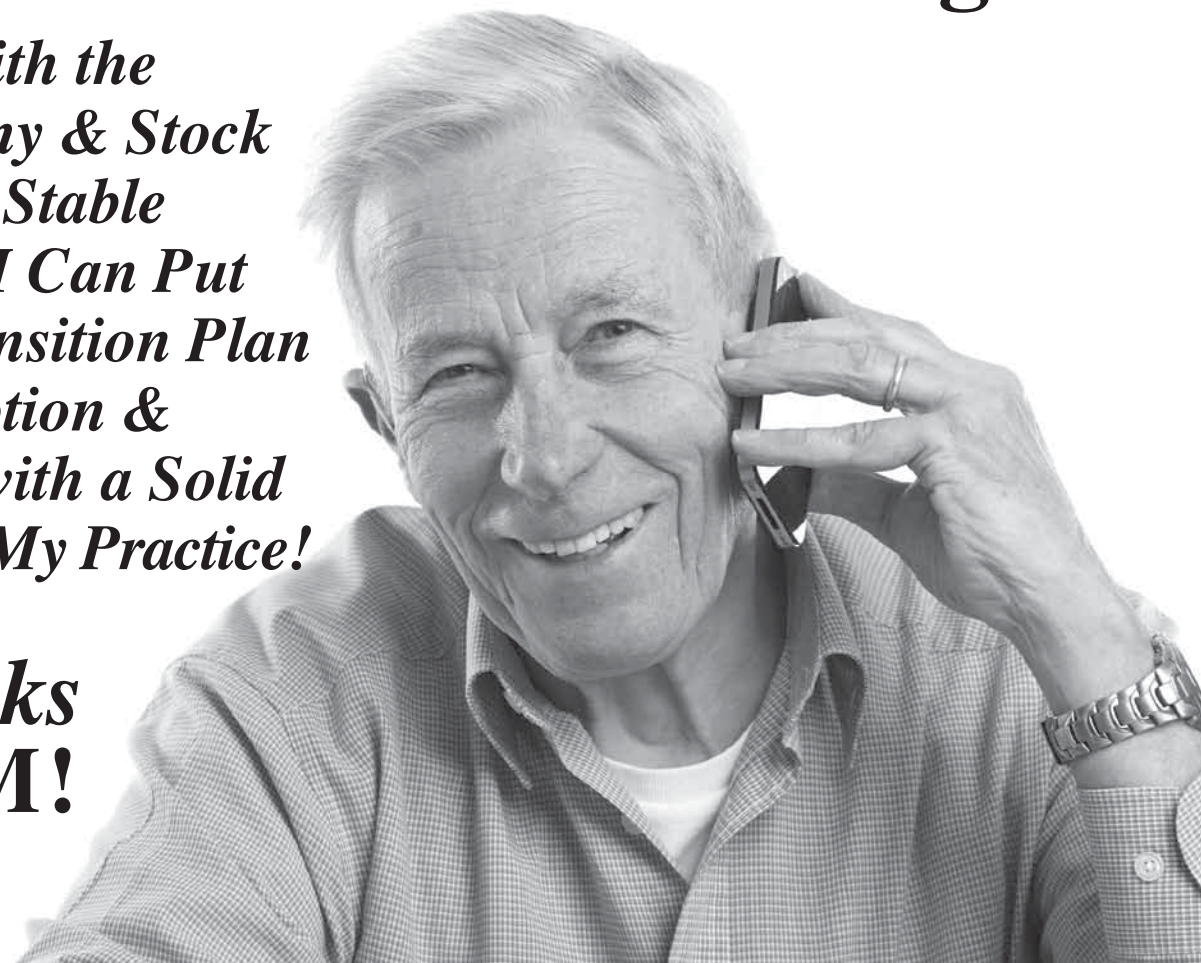
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