

# THE Dental Trader

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Linda Brown  
Sales Associate



PRACTICE SALES AND LEASING



Paul Maimone  
Broker/Owner

### FRESNO COUNTY

**FRESNO COUNTY #1** - (3) op G.P. located in smaller town. Only private dentist in town. 2004 gross collections \$375K+ on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Low overhead/high net income. **PRICE REDUCTION**

**FRESNO COUNTY #3** - South county location. General practice & condo for sale. (4) op computerized office. Nice equipt. Mixed patient base. Gross \$500K+/yr. Seller retiring. **PRICE REDUCTION**

### KERN COUNTY

**BAKERSFIELD #16** - (5) op computerized G.P. in a busy shop ctr with a major grocery chain store and discount chain store as anchors. Very busy ctr with lots of foot traffic. Excellent exposure/visibility. Cash/Ins/PPO/Denti-Cal. 2006 Gross Collect projected at \$500K+ on (4 1/2) day week. **NEW**

**BAKERSFIELD SUBURB** - (2) op computerized G.P. & Duplex Bldg. for sale. Annual Gross Collections \$160K+ on 3 days/wk. Cash/Ins/PPO.

### LOS ANGELES COUNTY

**ALHAMBRA** - (3) op computerized G.P. located in a one story prof bldg with some exposure/visibility. Annual collections are in the \$275K-\$300K range on a (4) day week. Cash/Ins/PPO/Denti-Cal. Seller retiring, but would help with a transition. **NEW**

**ARCADIA** - (5) op computerized G.P. Gross Collect \$500K+/year. Cash/Ins/PPO only. Digital x-rays. Recently remodeled. Beautiful!

**CANOGA PARK #2** - (3) op computerized G.P. Located in a prof. bldg. (2) ops fully eq't'd, third op eq't'd with a chair, x-ray, Pano & is plumbed. 2005 Collect \$200K+ p.t. Can do much more with additional plans, some advertising and additional hours. Cash/Ins/PPO. Low overhead; high net. Seller retiring. **NEW**

**ENCINO #1** - (4) op computerized G.P. located in a professional bldg. Annual Gross Collections \$400K+ on (4) day week. Cash/Ins/PPO/Capitation and very small amount of Denti-Cal. Monthly Cap Check approx. \$2,000/mos.

**ENCINO #2** - a "Beverly Hills" quality G.P. located in a well known and prestigious prof. bldg. Office has recently been remodeled and is gorgeous. Awesome valley views in all (5) ops; there could be a 6th op. Ops are computer linked to front office and are intra oral camera equipped. There is also a large lab, Zoom and a Pano. Mostly fee for service Cash/Ins. with some PPO's. Gross collections for the last 5 years have been in the \$850K - \$900K/yr range. This one is for the most discerning buyer. **NEW**

**HAWTHORNE** - (4) op computerized G.P. for sale. (3) ops Eq't'd. (1) plumbed. Cash/Ins/PPO/Denti-Cal/CAP patient base. Approx. (40) new patients/mos. 2005 Gross Collect. \$372K+. \$5K+/mos CAP cks. **NEW**

**LAWDALE** - (3) op computerized G.P. Strip Ctr. location. Cash/Ins/PPO/Denti-Cal. Projected 2005 Gross Collect \$321K.

**LOS ANGELES #3** - (2) op computerized G.P. and Condo for sale. Cash/Ins/PPO & small amount of Denti-Cal. 2004 Gross Collect. approx. \$180K on two days/wk. 2005 Projection is \$190K-\$200K on two associate run days per week. Can easily increase production/collections if owner operated and more days.

**LA VERNE** - (3) op computerized G.P. located in a shop ctr. with exposure/visibility/signage. Cash/Ins/PPO. Panorex and Intra-oral Camera system with docking stations. 2004 gross collect \$578K+ on (4) day wk. Seller retiring. **PENDING**

**MISSION HILLS** - (5) op computerized G.P. Located in a prof. bldg. Cash/Ins/PPO only. (4) year wt'd average Gross Collect \$1.065M/year. Seller retiring. **PENDING**

**RESEDA** - Turn key office opportunity. (5) ops; (4) eq't'd, 5th op plumbed. Located in a prof. bldg. Newer equipment. Great signage. Low rent. **NEW**

### ORANGE COUNTY

**SOLD OUT** - Room for the next Orange County seller available.

### RIVERSIDE COUNTY

**SOUTHWEST RIVERSIDE COUNTY** - Several Medical/Dental Bldg. & condo listings available. Call for specifics. **NEW**

### SANTA BARBARA COUNTY

**CENTRAL COAST #1** - (4) op computerized G.P. Located in Prof. Bldg. Annual gross collections approx. \$350K on 3 1/2 days per week. Cash/Ins/PPO. **PRICE REDUCTION**

**CENTRAL COAST #2** - (3) op computerized G.P. (2) ops eq't'd. Located in Prof. Bldg. Mostly Cash/Ins w/small amount of PPO. Ave. Gross Collections \$500K+/yr. **PRICE REDUCTION**

### SAN BERNARDINO COUNTY

**VICTORVILLE** - (3) op G.P./Prosthodontic office located in a one story prof. bldg. Ave. annual gross collect. \$334K/yr on (3) day week. Cash/Ins. **SOLD**

### SAN DIEGO COUNTY

**CHULA VISTA** - (3) op G.P. Located in store front with visibility/ exposure. Cash/Ins/PPO/CAP. Gross Collections \$440K+/yr.

**NORTH SAN DIEGO CTY** - Hi-Tech, state of the art, Fee for Service G.P. office. (4) ops/2 Eqt. Excellent growth area. **SOLD**

**SAN MARCOS** - A Dentist's Dream! Build to Suit duplex building for sale. Corner lot location with signage, visibility, and parking. Build out your dental office in one unit & lease out the other. **NEW**

### SAN LUIS OBISPO

**ARROYO GRANDE** - (4) op G.P. office for sale. Cash/Ins/PPO. Gross collect \$500k+/yr. Seller retiring. **SOLD**

**SAN LUIS OBISPO** - Great place to work and play. (4) op computerized G.P. (3) ops eq't'd. 2004 Gross Collections \$409K on (3) day week. Cash/Ins/PPO. (35-40) new patients per month. **SOLD**

### VENTURA COUNTY

**EAST VENTURA COUNTY** - (4) op computerized G.P. with exposure/visibility in a smaller town with limited competition. Fast growing area and fwy close. Gross \$200K+ on (3) day week with several mos. off. Cash/Ins/PPO/Denti-Cal/Healthy Families. Has ability to collect \$500K-\$700K operated full time with a more proactive recall. Seller is retiring. Building also available. **NEW**

**SIMI VALLEY** - Great starter pract/satellite office. (3) op G.P.; (2) ops fully eq't'd, 3rd op partially eq't'd. Also has Pano. Cash/Ins/PPO/HMO patients. Cap check \$1K+/mos. Seller quotes approx. (350-400) active charts. Seller works p.t. but could be expanded. **NEW**

**VENTURA** - (8) op G.P. Cash/Ins/PPO/HMO patient base. Cap Ck. \$11K/mos. Gross Collections \$750K+/yr. **SOLD**

**WESTLAKE VILLAGE** - (4) op computerized G.P. located on the first floor of a professional bldg. with visibility. (3) ops eq't'd (1) op plumbed not eq't'd. Cash/Ins/PPO patients. Annual Gross Collections \$450K+. **SOLD**

### OTHERS

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**SOUTHERN CA CITY** - WOW! Multi-location computerized G.P. for sale. New/newer equipment. (4) locations all with exposure, visibility and signage. All are marketed under the same brand name. Gross Collections \$4.8M last (12) mos. Net after debt service \$1.1M. **NEW**

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**PRACTICE FOR SALE** San Diego (Escondido) GENERAL PRACTICE & BUILDING Unique Opportunity. SDPS: 760-599-7828.

**MODESTO:** For Sale- Gross Receipts in 2004 were \$1,600,000. It has 15 days of hygiene 7 TX rooms in 2200 sq ft. Owner to return as Assoc. 2 days a week. HENRY SCHEIN PROFESSIONAL PRACTICE TRANSITIONS BROKER DENNIS HOOVER, D.D.S. 800-730-8883.

**DENTIST LOOKING** for opportunity to associate, rent space or buy a practice in Santa Rosa, CA (415)307-0493.

**HITACHI VY170S(A)H PRINTER** Used to print approx 100 pics in its life. asking \$399. 425-346-4452 Tom Kilborn.

**PRACTICE FOR SALE:** LA JOLLA GP with some ortodontics. \$900-\$1million per year in collections over 5 years. 45 percent overhead. 5 days/wk. Cosmetic emphasis, no amalgams. Established over 25 years. Great patients and staff. Fee for service practice. Recent equipment with attractive decor in a professional building. Asking \$900k. Confidential: (858) 457-9998.

**PRACTICE FOR SALE** #D-332 NORTH SUNNYVALE AREA One of the best locations in North Sunnyvale area. Consistent collections of 1.1 million w/room to grow in this 11 operator office. Price includes accounts receivable. Call for Details! TIM GIROUX, DDS/BROKER 800-641-4179.

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## PRACTICES FOR SALE — June, 2006

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

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**SAN DIEGO-DEL MAR-JUST LISTED!!** - Outstanding **LOCATION** and very attractive **GENERAL + Speciality Practice** situated in Professional Bldg. 3 fully-equipped Ops. with potential for 2 more. Approximately 50% HMO & 50% PPO/Private. High income area. Newer equipment including Panorex and Microscope! **Offered for 385K!**

**SAN DIEGO-ESCONDIDO-GENERAL** - Practice situated in single story Professional Bldg. 3 fully-equipped Ops in 1000 sq.ft. Digital Radiography, ZOOM Whitening, Computerized. Practice established 35 years, current owner 5 years. Owner moving out of state. Collections of 250K on 3-day week. **Offered for only 195K for quick sale!!**

**SAN DIEGO-ESCONDIDO-GENERAL PRACTICE and BUILDING!!**

**GENERAL PRACTICE** - 5 fully-equipped Ops in 2200 sq.ft. (room for additional Ops.). Equipment average age of 7 yrs. Panorex, Global Microscope, IntraOral Camera, Rotary Endo Instrumentation. Collections 950K to 1mil. Approx 60% HMO, 30% PPO, 10% Cash. 50-60 new Patients per month. **Offered for 785K!** (Practice can be purchased without building).

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**SAN DIEGO-LA MESA** - Patient base comprised of private and PPO. **GENERAL Practice** established in 1978, situated in busy strip mall. 4 Ops in 1075 sq.ft. **Offered for 580K.**

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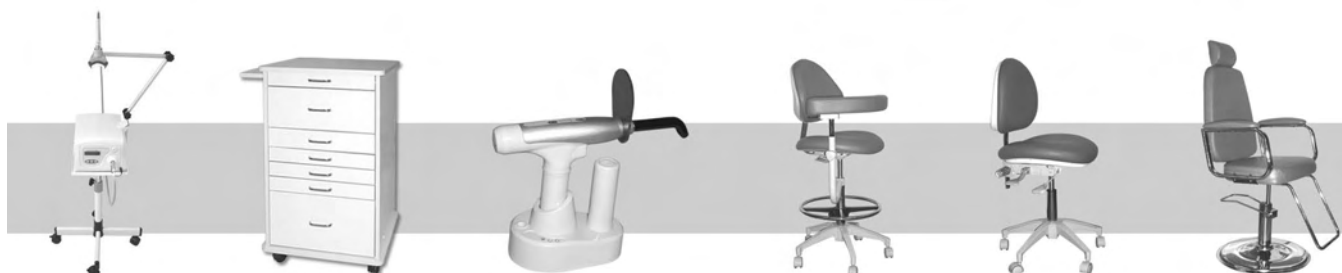


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**FREMONT:** For Sale - Owner is retiring after 36 years in same location. Three treatment rooms. All Endo Perio and Oral Surgery is routinely referred out. This practice is ideal for the new graduate or as a satellite practice. Very attractive lease available for the office space.

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**MINDEN, NEVADA:** For Sale - This practice will do over 900K in 2005. The practice was acquired in 1987 and has been in its present location for 17 years. There are 31 new patients a month seen in this 5 op 2000 sq. ft. office. There are 6 days of hygiene. The building is also available for sale with room for expansion.

**TWAIN HARTE:** For Sale - General dentistry practice. Patient receipts were \$501K in 2005. The owner occupied bldg sits the corner of the major thoroughfare with high visibility. Practice was started in 1974. Four days of hygiene. Located just above Sonora. This mountain community offers fishing, hiking, and other recreational outdoor activities. Only 20 minutes from snow skiing resort. Owner willing to work back one or two days a week. Owner would consider selling bldg.

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**VALLEJO:** For Sale - General Dentistry Practice. This practice is located in a highly visible area in a growing area of Vallejo. Owner works 3 days a week. 2005 receipts were \$185K. Practice located in same location since 1989. Approximately 900 active patients. Doctor is retiring.

**SAN FRANCISCO (Chinatown):** For Sale - 2005 patient receipts were \$356K on 3 days a week. Owner has another practice in the East Bay. No Medical, HMO or PPO plans except for straight Delta Dental Plan. Office on ground floor on busy street.

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**SANTA BARBARA:** For Sale - General Dentistry Practice. 2005 Gross Receipts were \$899K with a \$258K adjusted net income. There are 1600 sq. ft. in this 4 operator practice. The office has recently been remodeled and new equipment added. There are 5 days of hygiene. The practice was acquired by its present owner in 1973 and has been in its present location since 1986. The owner is retiring and moving out of the area.

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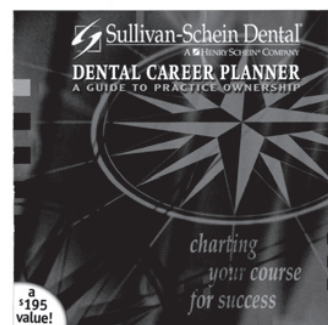
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**ORTHODONTIST (P/T)** needed for a busy Pedito practice in Redwood City. Excellent terms. Pl. fax resume: 650-369-4622 Email: [sivasch@hotmail.com](mailto:sivasch@hotmail.com).

**PRACTICE FOR SALE** #J-375 FRESNO AREA - Charming desirable community south of Fresno. Fee for Service. 4 ops, Beautiful leaseholds, granite countertops, maple floors. Collect in \$770K Range. Priced to Sell! Seller extremely motivated! FP \$350K TIM GIROUX, DDS/ BROKER 800-641-4179.

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**CENTRAL COAST** #2 - (3) op computerized G.P. for sale. (2) ops eq't'd. Mostly Cash/Ins w small amount of PPO. Ave. Gross Collections \$500K+/yr. PRICE REDUCTION. D&M PRACTICE SALES AND LEASING (818) 591-1401.

**DENTAL GROUP** Seeking specialists for OS, Pero, Pedito, & Endo (NO. Cal. only) Good Sal. on or multiple locations NO/SO Cal. 310-903-7610 or 818-502-3660.

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- *Know what to say when the insurance company says you have "dual occupations."*
- *Know how to handle a request for your signature when a company field investigator asks you to read & sign a statement they have prepared.*
- *Know how "your age" influences your claim.*
- *Know how to respond to a request to Photocopy every page of your office appointment book going back one year or more or a detailed request for code numbers related to your practice.*
- *Know how to prepare for an independent medical and functional capacity evaluation.*
- *Know how to understand policy language regarding pre-existing conditions, fraudulent misstatements, prudent man clauses, incontestability, rehab and presumption of disability.*
- *Know what to do if your claim is terminated.*

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**GLENDAL**-practice for sale. Gross 141K on 3 days. Asking 120K. All equipment and charts. Call 213-300-8029.

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**REDDING:** For Sale- General Dentistry Practice. Gross Receipts 922K in 2004, with adjusted net income of \$395K. Owner retiring. HENRY SCHEIN PROFESSIONAL PRACTICE TRANSITIONS BROKER DENNIS HOOVER, D.D.S. 800-730-8883.

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**PRACTICE FOR SALE** #H-311 NORTH SHORE, LAKE  
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Long established practice. Collections of \$588k in '04.  
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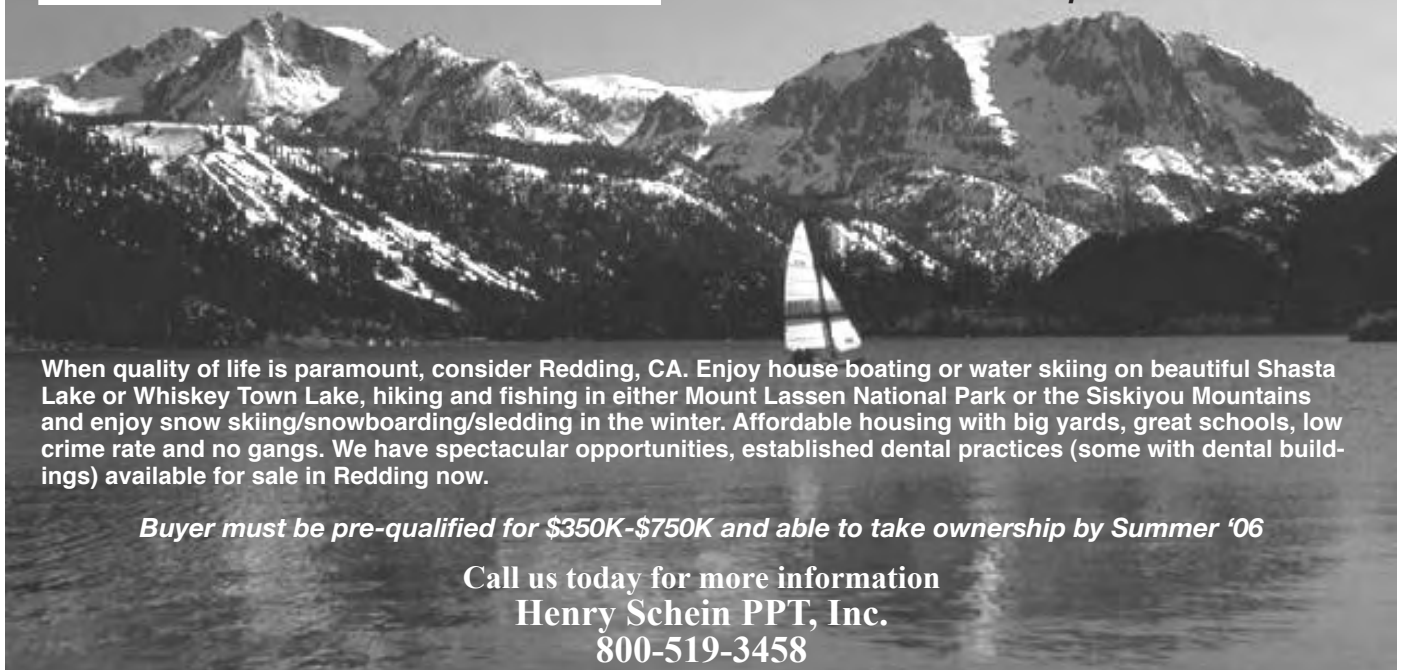
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# Western Practice Sales

## 800-641-4179

### General Dentistry Practices

#### BAY AREA

**#B-382 CONCORD**— GP, Beautiful office Great Location! 6 ops 3-4 days of Hygiene, Gross receipts in the \$700k range. **Call for Details!**

**#B-388 ANTIOCH**— Seller retiring. Collections of approximately \$480K in '05. Insured/Cash Patients. 3 ops, plumbed for 4th op. Office condo avail for w/ practice. **Call for Details!**

**NEW! #B-409 EAST BAY**—GP, group in large 10 op practice. Fee-for-service with gross revenues in the \$1.5 million. **FP \$1.2 million**

**NEW! #B-408 HAYWARD**— 2+ op office. Practice averages \$250k gross. Call for further details! **FP \$215K**

**#C-373 NAPA**— GP, Seller retiring. Part-Time practice w/ collections of \$142K in '04. 2 op office, plumbed for 3rd. Seller owns 1/4 interest in 4,426 sq ft office bldg. Sellers practice along w/ interest in bldg for sale as a package. **Call For Details**

**#D-332 NORTH SUNNYVALE AREA**— One of the best locations in North Sunnyvale area. Consistent collections of 1.1 million w/room to grow in this 11 operator office. Price includes accounts receivable. **Call for Details!**

**#D-399 SANTA CLARA**— GP, located in a retail shopping center on busy thoroughfare. 1571 sq ft w/4 ops. Practice grosses in the \$450k range. **FP \$325K**

**#D-403 SAN JOSE**— GP, Modern shopping center location, new equipment 3 ops plumbed for additional. Nice office located in prime commercial area. **FP \$225K**

**NEW! #D-424 APTOS/SANTA CRUZ AREA**— GP, Long Established practice, Seller retiring. Nicely appointed 3 office. Collections of \$554K in '05. **FP \$365K**

#### NORTHERN CALIFORNIA

**#E-287 FOOTHILLS**— GP, long estab. Seller retiring. Refers out most specialties, nicely equipped 5 op office. Gorgeous picturesque views! **Only \$175K!**

**#E-300 SACRAMENTO**— GP, long estab. practice. Great opportunity to own your own building, lab and practice. **Practice and Building \$400K!**

**#E-406 SACRAMENTO**— Long Established practice. Collections of approximately \$300K in '05. Prime mid-town location. Fully equipped 4 op office. **FP \$185K**

**#E-383 SACRAMENTO**—GP Leasehold practice w/ some residual patient base. Fully equipped 5 op office. Insured/Cash patients only. Price to sell! **FP \$300K**

**#E-391 SACRAMENTO**— GP in prime downtown location. Collections of \$925K in 2005. 2700 sq ft 6 op office. Mix of HMO, PPO and private pay. **FP \$650K**

**#E-394 SACRAMENTO**— Long Est. GP w/ collections of \$607K in 2005. 5 ops in busy commercial area near major shopping center. **FP \$400K**

**#E-401 SIERRA FOOTHILLS**— GP, Located Between Sacramento and Lake Tahoe. Relaxed work week produces over 600K and over \$260K Profit! Located in a 2-story free standing prof. Bldg. 1,000 sq ft w/ 3 ops reasonable rent. **Hurry this won't last long! FP \$425K**

#### NORTHERN CAL CONT.

**NEW! #E-418 SACRAMENTO**— GP Long estab practice, Seller retiring. Modern equipped 2 op office, plumbed for 3rd op. Mostly insured/cash patients. Collections avg \$200K + over last 3 years. **FP \$125K**

**NEW! #E-419 WOODLAND**— GP, Collections in excess of \$500k over last 3 years. Modern 4 op office. Mixture of insured/private pay and PPO patients. **Call for Details**

**NEW! #E-420 SACRAMENTO**— GP, Prime W. Sac shopping center location. Mixture of private pay, indemnity and PPO Plans. 4 ops, collections of \$485k. **FP \$300K**

**NEW! #E-421 CARMICHAEL**— GP, Long estab practice, Seller retiring Collections of \$701k in '05. Fully equipped 4 op office Seller refers out most specialties. **FP \$450K**

**NEW! #E-422 CARMICHAEL**— GP, Seller retiring. Fully equipped 4 op office, Collections of \$551K. **FP \$358K**

**NEW! #E-423 CARMICHAEL**— GP, Long estab. Practice, Seller retiring. Collections of \$447K in '05. Fully equipped 4 op office. **FP \$300K**

**NEW! #E-424 SACRAMENTO**— Group practice, gross totals approx. \$1.7 million range. **Call for Details**

**#F-326 EUREKA AREA**— GP, long estab. Practice. Seller Retiring. Nicely appointed 1,250 sq ft w/ 3 ops. Insured/cash pts only. Collected \$604K in '04 w/ taking 5-6 weeks vacation. **FP \$345K**

**#G-360 REDDING AREA**—GP, Seller retiring from this quality fee-for-service practice. Office is 1440 sq ft w/ 3 ops. **FP \$325K**

**#G-395 CHICO**— Long Est. GP w/ collections averaging \$500K. Modern equipped 4 op office. Seller refers out most specialties. **FP \$300K**

**#F-344 HUMBOLDT COUNTY**— GP, Seller retiring. Practice located in high quality area. Mostly insured/cash patients. Collections of \$332K in '04. **FP for practice \$175K. FP For Building \$425K**

**#H-224 CHESTER/LAKE ALMANOR**— Long Estab. GP in beautiful 4 season resort area. Office is 1400 sq ft w/ 3 fully equipped ops. Office bldg avail w/ purchase of practice.

**#H-311 NORTH SHORE LAKE TAHOE**— Work and Play in beautiful Tahoe! GP Long established practice. Collections of \$588k in '04. Modern equipped 4 op office. **FP \$325K**

**#H-392 CENTRAL SIERRA/MURPHYS AREA**— GP Seller Retiring. Collections of \$300k. Insured/Cash patients, 3 ops. **Practice \$135K Real Estate \$175K**

**#H-353 NORTH SHORE LAKE TAHOE**—GP, long established practice, w/ collections of \$507K in '04 w/ higher projected revenues for '05. Insured/cash patients only. Fully equipped 3 op office. Beautiful, scenic views of Lake Tahoe. **Call for Details!**

*Visit our website for a current list of practice's for sale.*

#### CENTRAL CALIFORNIA

**#H-386 GOLD COUNTRY**— GP, in beautiful 2200 sq ft 6 op completely computerized office w/digital x-ray. Collections avg 1.13 million over past 4 years. Option to purchase building. **FP \$825K**

**REDUCED! #I-358 MERCED**— GP, Seller retiring. Part-time practice with collections of \$164K in 2004. Office condo avail. to purchase with practice. **Practice: \$75K; Office/Condo \$200K**

**#I-374 MODESTO**— Estab. practice w/collections of approx 1 million in '04. Modern equipped 6 op office. Mostly insured/private pay w/ PPO plans. **FP \$650K**

**#I-404 TURLOCK**— GP, Modern equipped 5 op office. Collections in the \$500K range. **Call for Details!**

**#I-407 MERCED**— Long Established practice. Collections of \$745K in '05. Beautifully equipped 4 op office. Insured/Cash patients only. High-end restorative practice. **Call for Details!**

**#J-315 FRESNO**— GP, Modern equipped 5 op office plumbed for 6th. Mix of insured/PPO/Denti-cal patients. **Call for Details!**

**REDUCED! #J-341 FRESNO AREA**—GP, Long Estab. Coll'd \$307K in '04. Fully equipped 3 ops, plumbed for add'l ops. New prison under construction. **Call for Details.**

**#J-371 EXETER**—GP, in heart of San Joaquin Valley Basin. Fee-For-Service practice, refers out most specialties. **FP \$150K**

**#J-375 FRESNO AREA**— Charming desirable community south of Fresno. Fee-for-Service. 4 ops, Beautiful leaseholds, granite countertops, maple floors. Collect in \$770K Range. **Priced to Sell! Seller extremely motivated! FP \$350K**

**#J-389 TULARE**— Fee-for-service, GP in beautiful 4125 sq ft, 9 op practice. Collections in the million dollar range. **FP \$530K**

**#J-402 FRESNO**— GP located in single story prof bldg. 1100 sq ft w/ 3 ops Reasonable rent! Collections avg \$500K. **FP \$325K**

**NEW! #J-414 SANTA MARIA**— Long Est. Central Coast GP. Office is 1250 sq ft w/ 4 ops. Grosses in \$550k Range. **Priced to SELL! FP \$395K**

#### SOUTHERN CALIFORNIA

**#K-319 WHITTIER**— GP in shopping center. Practice has 2 ops with plumbing for 1 more. **Call for Details!**

**#K-321 ANGOURA HILLS**—GP, **Call for Details!**  
**#K-347 ENCINO**— GP Located in new office on main street. All new equipment! Great Potential **Only \$365K!**

**REDUCED! #K-349 TORRANCE**— Great practice in professional building on a main street. Doctor will stay on as needed. **FP \$499K**

**#K-384 IRVINE**—Leasehold improvement 1700 sq ft, 4 ops, 2 chairs, w/ x-ray. **FP \$95K**

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# Western Practice Sales

## 800-641-4179

### Specialty and Out-of-State Practices

#### NEVADA

**#R-359 RENO**—GP, Estab. practice with collections of \$608K in 2004. Modern equipment, 5 op practice located in upscale area. Mostly insured/cash patients. **FP \$450K**

**#LV-263 LAS VEGAS** - GP Estab. 24 years. Beautiful 3000 sf, 6 op practice w/ gross in \$900K range! Portion of Bldg for Sale. **FP \$550K**

**#LV-335 LAS VEGAS** - Seller Retiring. Modern equipped 2700 sf 5 op office. Over 1 Million in Collections. **Call for Details!**

**#LV-378 LAS VEGAS** -GP, located in highly desirable northwest area of LV. Beautiful build outs shows nice! Practice on track to gross in the 1.6 million range **FP \$950K**

**#LV-379 LAS VEGAS**—GP, located in professional building in prime west LV area. Large newly decorated office with 9 ops. Gross in 600k range. Call for Details!

**#LV-380 LAS VEGAS** - GP in west LV location. Fee For Service practice. On track for \$450K in collections for '05. **Call For Details!**

**#LV-381 LAS VEGAS** - GP in 5 op, 1800 sq ft office. Building possibly available for purchase. **Call For Details!**

**#LV-398 LAS VEGAS** - GP, family orientated practice. Seller retiring! Practice grosses in the \$900k range. **Call for Details!**

**NEW #LV-415 LAS VEGAS** - Beautiful Leasehold 5 op practice located in desirable "Lakes", West LV area. Lease is negotiable and currently below market value. **Call for Details!!**

#### ARIZONA

**#Az-345 PHOENIX**—Punkie practice philosophy. Approx 2300 sf w/ 5 ops. Practice grosses in 600K range. **FP \$350K**

**#Az-405 TEMPE**—Leasehold Improvement/Equipment Sale. Won't last long! **FP \$39,500!**

**NEW #Az-412 PHOENIX**—Large 7 op practice, plumbed for one additional. Real Estate is also available for purchase.

**NEW #Az-417 PHOENIX**—GP, would make a good satellite office. Good location, 2 ops. **MAKE AN OFFER!**

**NEW #Az-425 PHOENIX**—GP, in nice 1272 sf 4 op office. Practice grosses in the \$400k range. **Call for Details!**

**NEW #Az-426 SCOTTSDALE**—GP in beautiful 2500 sf 8 op office. Practice grosses in the 1.2 million range. Possibly selling interest in building. **FP \$950K**

**NEW #Az-427 PHOENIX**—Leasehold improvement practice. Office is 1000 sf w/ 3 ops. Reasonable rent. **Asking Only \$45K!**

#### SPECIALITY PRACTICES

**#D-365 TRI-VALLEY AREA**—Perio, Family orientated bread and butter practices that production could easily be increased due to doctor currently not doing implants. **FP \$295K**

**#D-322 SOUTH BAY, NO CAL** - Ortho, Long Estab practice, 3 open bay ops with updated equipment. Coll'd in the high \$300k. **Call for Details!**

#### SPECIALITY PRACTICES CONT.

**#E-387 ROSEVILLE** Perio located in one of the fastest growing areas of California. Practice grosses in the \$400K+ range. **Full Price: \$195,000**

**#H-328 GREATER SOUTH LAKE TAHOE AREA** - Ortho practices with a combined Collection of \$620K+ in '04. Modern equipped 4 op office. **Call for Details!**

**#I-355 CENTRAL VALLEY**—Ortho, Estab practice. Modern equip 6 op office. Collections projected at \$460K on part time schedule avg 10-12 new starts per month. **FP \$360K**

**#I-356 CENTRAL VALLEY**—Ortho, Long Estab practice. Excellent Location. Modern equipped w/ 8 ops. Averages 22-24 new starts/month. **FP \$890K**

**#D-372 SAN JOSE, CA**—Perio, Well respected for personalized care. 1400 sf 5 op office. Strong referral base. **Call for Details!**

**#D-354 ALAMEDA COUNTY**—Ortho, newly remodeled office. Modern equipped w/ 1 open bay, new patient exam room. Collections projected @ \$600K for '05. **FP \$550K**

**#Az-369 CHANDLER, AZ** - Oral Surgery, located in one of the fastest growing suburbs of Phoenix! 1700 sf w/ 2 fully equipped ops, plumbed for additional. **Call for Details!**

**NEW #Az-390 PINETOP AREA**—Ortho, Escape to the beauty of the cool country and tall pines! Easily accessible from Highway 260. Office is 1,500 sf with 3 fully equipped ops. **Call for Details!**

**NEW #Az-411 PHOENIX AREA**—Oral Surgery, Well-established, upscale practice, 1350 sf w/ 4ops. Gross receipts in the \$850k range. **Call for Details!**

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Dr. Tim Giroux established and sold a highly successful dental practice in Scottsdale, Arizona. His personal experience in dental associateships, sales and workback situations enhances Western Practice Sales' commitment to excellent service.

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**Jon B. Noble, M.B.A.**  
Broker

Mr. Jon Noble received his MBA from California State University, Chico. Jon was one of the founders of WPS over 25 years ago and has been involved in over 300 practice sales. He adds a wealth of knowledge and experience to serve you during the transition of your practice.

**Frank X. Farry, M.B.A.**  
Broker

Frank Farry received his MBA from California State University, Long Beach. Frank brings extensive knowledge from his years of Commercial Real Estate and Dental Brokerage Sales. Residing in Laguna Niguel, Frank is our impressive local presence and our commitment to serve our Southern California Sellers and Buyers.

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**SIMI VALLEY FEE FOR SERVICE GENERAL PRACTICE FOR SALE:** Over thirty years of goodwill in Simi Valley. Practice collects \$715,000+ per year with no welfare and no capitation. Seller works four days per week and has six days per week of hygiene. Seller refers all endo, all oral surgery, all perio surgery and all ortho. Five equipped operatories located in a smaller professional building. Asking \$620,000. **PENDING**

**TARZANA GENERAL PRACTICE FOR SALE:** Located in a shopping center with excellent visibility, this practice collects \$700,000 per year on four days per week. No Denti-Cal. Capitation checks of \$3,000/month. Net income of \$400,000 per year. Seller refers most endo, most oral surgery and all perio surgery. 3 equipped operatories with room to add one more. Asking \$575,000. **PENDING**

**SAN FRANCISCO BAY AREA ORTHODONTIC PRACTICE FOR SALE:** Collects \$2,368,000 per year on three days per week with a net income of over \$1,000,000 per year. Seller sees 160 patients per day, starts 30-40 patients per month. Six chairs in a bay arrangement with a single chair in a private exam room. Average fee per case is \$4,500 with over 1,200 patients in bands. Must sell. Motivated. Asking \$1,600,000. **PENDING**

**WEST LOS ANGELES FEE FOR SERVICE GENERAL PRACTICE FOR SALE:** High quality practice collects \$2.0 million per year with a net income of just over \$1.0 million per year. No Denti-Cal, no capitation, no PPO's, no advertising, no evenings, and no weekends. Seller works an average of four days per week and has nine days per week of hygiene. Six equipped operatories with state of the art equipment. Beautiful building with excellent exposure. Unique opportunity for the right practitioner. Asking \$2,000,000.

**SAN FERNANDO VALLEY ENDODONTIC PRACTICE FOR SALE:** Over 40 years of goodwill. Central valley location with five equipped operatories and one additional plumbed but not equipped. Gross collections of \$550,000 per year with 50% net income. Solid referral base. Seller will consider staying for a transition. Make offer. Motivated! Asking \$289,000.

**SANTA BARBARA SOLO GROUP PRACTICE FOR SALE:** Gross collections of \$600,000 per year on four days per week with a net income of over \$260,000 per year. No welfare or capitation. Six operator office is shared with another general dentist. Practices are totally separate. Highly desired location. Motivated. Asking \$495,000.

**LOS ANGELES ENDODONTIC PRACTICE FOR SALE:** Collects \$365,000 per year on less than two days per week. Three operatories in large professional building with many referral sources. Net income of more than fifty percent. Asking price \$200,000. **PENDING**

**LA MIRADA MANAGED CARE PRACTICE FOR SALE:** Collects \$1,125,000 per year on an absentee basis. Mostly managed care patients-HMO & PPO. Capitation checks are \$9,500 per month. 35 patients per day, 60 new patients per month. Eleven operatories. **MOTIVATED! MAKE OFFER, BOUGHT ANOTHER.**

**CANYON COUNTRY/SANTA CLARITA VALLEY PARTNERSHIP PRACTICE FOR SALE:** Eight operator facility located in a free standing professional building. Selling partner collects over \$700,000 per year and nets over \$350,000 per year on three and one-half days per week. No advertising, no capitation and no welfare. Seller refers molar endo, perio surgery and impactions. Asking \$550,000. **PENDING**

**MARINA DEL REY MANAGED CARE PRACTICE FOR SALE:** Gross collections in excess of \$2.9 million per year with no welfare. Strong net income and over 200 new patients per month. Seller works six months of the year with associates working in the practice six days per week. Three locations with a total of nineteen equipped operatories. No specialists. Asking \$2,800,000. **PENDING**

**LANCASTER MANAGED CARE PRACTICE FOR SALE:** Practice collects over \$1.2 million per year on an absentee basis with \$20,000 per month in capitation checks. No Denti-Cal and no advertising. Seven equipped operatories. Motivated seller. Asking \$900,000. **PENDING**

**SOUTH BAY AREA STARTER PERIO PRACTICE FOR SALE:** Long established perio practice is the only periodontist within a ten mile radius. Two equipped operatories in a large professional complex. Seller does no implants and no marketing. Collects \$85,000 per year. Asking \$35,000.

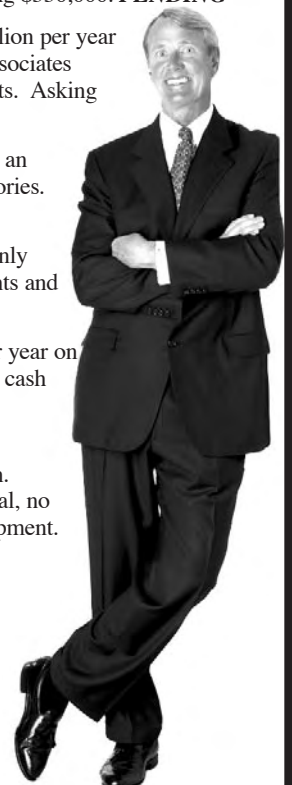
**CANOGA PARK CLINIC PRACTICE FOR SALE:** Long established clinic practice grosses \$1.0 million per year on an absentee basis. Eight chairs with room to expand. Exceptional signage. Predominantly Hispanic patient base. 70% cash or insurance and 30% Denti-Cal. Unique opportunity for the right buyer. Buyer must be able to put down 50% of the purchase price in cash. Motivated. Asking \$500,000.

**SAN BERNARDINO PRIVATE PRACTICE FOR SALE:** Thirty four years of goodwill in the same location. Located in a one-story professional building, this practice consistently collects over \$325,000 per year with no Denti-Cal, no HMO and only Delta PPO patients. Seller refers all endo, all surgery and all perio. Three operatories with newer equipment. Call for details.

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**GENERAL DENTIST** and Hygienist wanted near Downtown LA. Top \$\$\$\$. No Medical. Great staff! Fax Resume (323)264-0885, call (310) 915-1817.

**HEY DOCTOR!** If you know of someone who would do well to advertise in the Dental Trader...please refer them to us. Thanks for spreading the word!  
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**PRACTICE FOR SALE** San Diego (El Cajon) NEW LISTING! Owner retiring from 3 1/2 day GP established 1979. 3 Ops, 1100 sq.ft. in Prof. Bldg, Only 130K. SDPS: 760-599-7828.

**LCT 100%** dental practice loans typically do not require real estate as collateral, practice is normally the only collateral. See display on Pg 5 or call 800 550 9228.

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**PRIVATE PRACTICE FOR SALE** in Turlock, California. Office located in a busy retail shopping center with national tenants. Prime location. Built in 2005, the office is all digital with new equipment and brand new gorgeous island cabinets. Three operatories expandable to 4. Patients are mostly Insurance & Fee for Service - No Denti-Cal or HMO. Asking \$149,950, or best offer. Contact (510)676-5659.

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**PRACTICE FOR SALE** #J-402 FRESNO – GP in popular North West Fresno. Nice office with reasonable rent. Practice grosses in the \$500K range. FP \$350K TIM GIROUX, DDS/BROKER 800-641-4179.

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**BLOOMINGTON, CA** New Retail Center on busy corner with heavy auto/foot traffic. Next to Taco Bell and Subway. (2300 sf at \$1.85 per sf) Call Thomas at (909)224-4595.

**DENTAL OFFICE** to share in Marina del Rey- 4 ops, large lab, storage, great views, 1600 sq ft. 310 577-5888.

**SOUTH ORANGE COUNTY** Practice for Sale. Established since 1967 Computerized in ops, digital pan. Dentist retiring willing to work to transition. FAX resume to 949 582-5991.

**SACRAMENTO DENTAL OFFICE** for sale(rush).leasehold improvements, nice condition, gross income 330.000 per year. 4 operatories. (916)879-2956.

**ASSOCIATE** Long Beach. Ethical GP, Tuesday, Wednesday or Wednesday, Thursday. Owner present, long established, great staff. Fax resume: to 562-427-5199.

**THOUSAND OAKS** dental office has three operatories to rent to a specialist 1-3 days a week. excellent location. call 818-657-9357.

**FOR LEASE** High-end office in Orange, excellent location. Oral surgeon, Endodontist or Periodontist only. 714 785 7141.

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# Gone Fishin'



The Dental Trader does not publish a July edition and our office will be closed in June. You will receive your next issue in August.

*Have an enjoyable summer!*

## The Dental Trader

**WANTED ALL SPECIALISTS** For very busy, long established office near Downtown LA. No Medi-Cal. Explosive growth. Fax resume (323)264-0885, and call (310) 915-1817.

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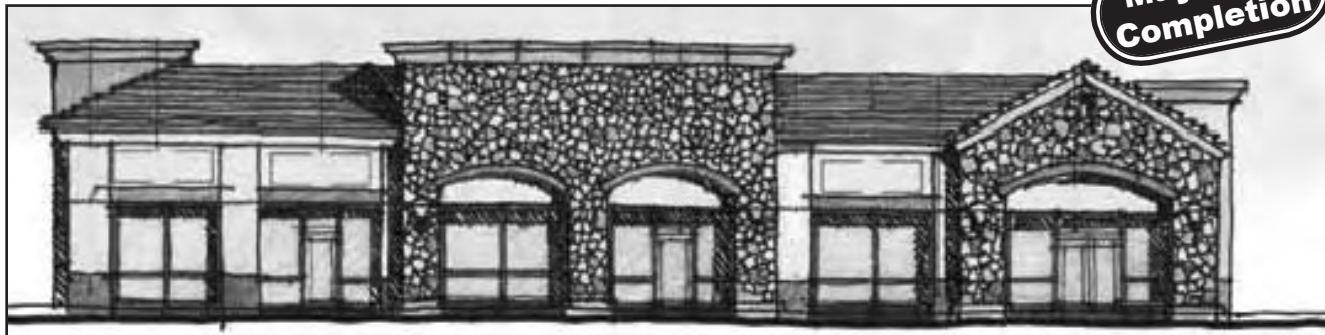
**WANTED ALL DENTAL OFFICE POSITIONS** Top pay. Very successful, modern practice near Downtown LA. Warm and supportive working environment. Call now, (310) 915-1817.

**PRACTICE FOR SALE** #H-392 CENTRAL SIERRA/ MURPHYS AREA - GP Seller Retiring. Collections of \$300k. Insured/Cash patients, 3 ops. Practice \$135K Real Estate \$175K TIM GIROUX, DDS/BROKER 800-641-4179.

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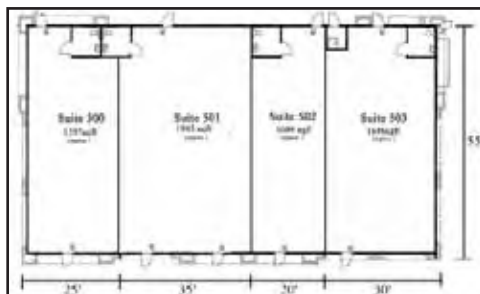
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**GENERAL DENTIST & HYGIENIST WANTED** near Downtown LA. Top pay. Very busy office. No Medi-Cal. Great Opportunity for explosive growth. Fax Resume to (323)264-0885 & call (310)915-1817.

**PRACTICE FOR SALE** #LV-263 LAS VEGAS - GP Estab. 24 years. Beautiful 3000 sf, 6 op practice w/ gross in \$900K range! Portion of Bldg for Sale. SELLER WILL CONSIDER ALL REASONABLE OFFERS TIM GIROUX, DDS/BROKER 800-641-4179.



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**PORTERVILLE G.P.** Seller relocating. Part-time estab. practice w/average collection of 140K. Insured/cash patients. 3 fully equipped ops. A lot of potential! Only 70K: negotiable. Call 559-781-2770.

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**FOR SALE** General Practice in Beverly Hills, ground floor corner, 1100 square feet, 4 operatories, 310-552-1441 PRIME of the PRIME.

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**ENTRY FORM ON NEXT PAGE** →



To enter, complete this entry form and fax it to The Dental Trader at **949-498-1198**

# DO VEGAS IN STYLE!

## Entry Form

Name \_\_\_\_\_ Dental License Number \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

Signature \_\_\_\_\_

Rules for the drawing are simple. Entrant must be an active California state licensed dentist whose status as such will be confirmed using his California Dental Board license number. Entrants need not purchase anything nor be present at the drawing to win. Winner to be notified by phone & Certified Mail. If for any reason the winner cannot make use of the winning stay, The Dental Trader will select another winner. Doctors entering the drawing will agree to the following terms:

*As a California licensed dentist, I agree to indemnify and hold harmless The Dental Trader and the MGM Grand Hotel, LLC, their respective parents, subsidiaries, affiliates and their respective officers, directors, employees and/or agents from any and all claims arising from my participation in this drawing. If I win, I understand the winning prize is a two night luxury MGM Grand Skyloft suite on October 16-17, 2006 (during the ADA national convention) which includes a \$500.00 gratuity to be divided among the MGM's concierge, butler & housekeeping staff. If I win, I further understand I am responsible for all purchases I make (meals, liquor, etc) during my stay. If for any reason I am unable to make use of the winning stay on October 16 & 17, 2006, I understand I forfeit all winnings and agree that The Dental Trader may select another winner.*

*By entering, each participant agrees to be bound by the Official Rules and the decisions of The Dental Trader, which shall be final. The Dental Trader, agents and representatives of The Dental Trader, its parent company, affiliates, subsidiaries, advertising, promotion, prize providers (including MGM Grand Hotel, LLC) and fulfillment agencies, and legal advisors are not responsible for and shall not be liable for: (i) telephone, electronic, hardware or software program, network, Internet, or computer malfunctions, failures, or difficulties of any kind; (ii) failed, incomplete, garbled, or delayed mail responses; (iii) any condition caused by events beyond the control of the The Dental Trader or prize providers that may cause the Drawing to be disrupted or corrupted or the prize to be unavailable; (iv) any injuries, losses, or damages of any kind arising in connection with or as a result of the prize, or acceptance, possession, or use of the prize, or from participation in the Drawing; or (v) any printing or typographical errors in any materials associated with the Drawing. The Dental Trader reserves the right, in its sole discretion, to suspend or cancel Drawing at any time.*

*By participating in the Drawing, each participant agrees to release and indemnify, defend and hold The Dental Trader and the employees, officers, directors, agents, representatives of The Dental Trader, its advertising, promotion, prize providers (including MGM Grand Hotel, LLC, its parents, subsidiaries, affiliates, officers, directors and employees) and fulfillment agencies, and legal advisors, harmless from any and all losses, damages, rights, claims and actions of any kind in connection with the Drawing or resulting from acceptance, possession, or use of any prize, including without limitation, personal injury, death, and property damage, and claims based on publicity rights, defamation, or invasion of privacy.*

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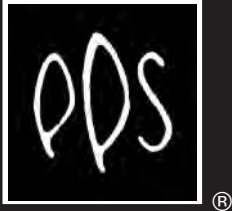
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### 5887 MARIN COUNTY'S SAN RAFAEL

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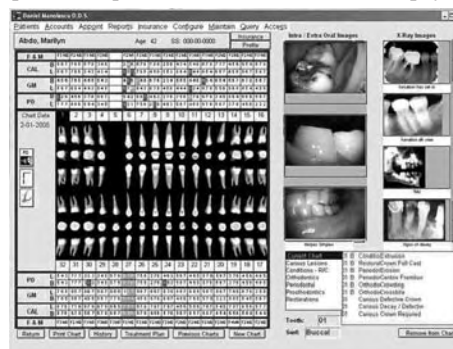
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