

THE Dental Trader

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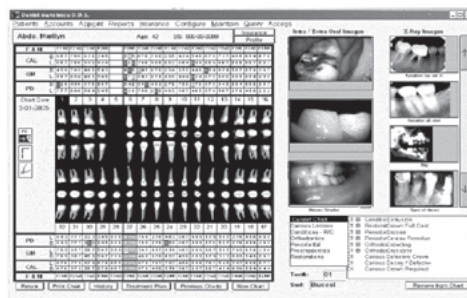
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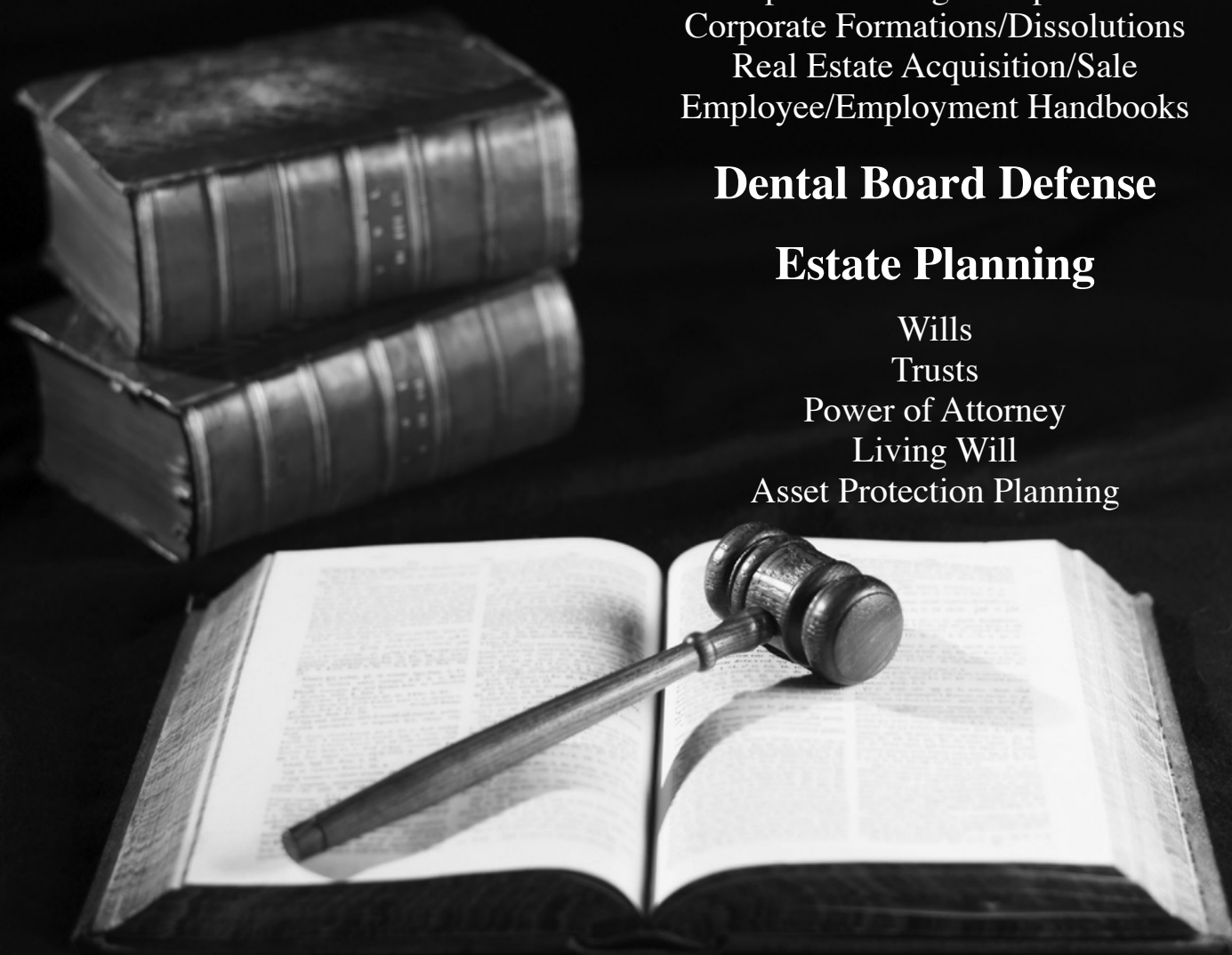
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YOU WILL RECEIVE YOUR NEXT DENTAL TRADER in August. We do not mail a July edition because it is the slowest time of the year and there just isn't a lot of shopping being done in July. You can read ads submitted for August daily on our Ad Board at <http://thedentaltrader.com/showads.php>.

PROMA UNIT "over the patient delivery" (2X) \$700./each. 916-624-3119 share lease 2200 sq. ft., 1/2 office, must have own practice. 6 ops, 2 receptions, E. Beverly Hills, Oct.'08. Call 310-489-5346.

PRACTICE PRICED TO SELL QUICKLY 40k. Collections for 2007 were 500k, four ops. two xray cones, 1540 sq. ft. digital xray sensors, computerized. Call Dr. K.J. 559-287-7887. located in Tulare County.

DENTAL PRACTICE IN MODESTO FOR SALE Asking \$95000. Call Keith 916 613.8271 for details. Approximately 10 yrs old. Dentist Retiring.

ORTHODONTIST AND GP needed for private office in SAN JOSE. Please call (408) 363-6464 or fax resume to (408) 363-6463.

MIDMARK M550 ULTRASONIC CLEANER w/Safety Basket. BRAND NEW. Couldn't use it. \$2300+ shipping/obo. San Francisco, CA Email: oralsurgeon@gmail.com.

MURRIETA/TEMECULA A GEM! State-of-the-art office 4 SALE! 2 yrs new, NO HMO/DENTICAL! VERY high collection! Dr. can't handle two offices. Email: elcajon2006@yahoo.com.

BIOLASE-WATERLASE used one time. Brand new - Make offer. 714 315 3433.

EXPERIENCED FEMALE DDS looking to purchase or to join a restorative/ family driven practice within Berkeley area (20 min driving max). Please contact at fzouani66@yahoo.com.

BURBANK GREAT LOCATION!!! With few patients, START PRACTICE from scratch part-time!... RELOCATE YOUR OFFICE??? Many days available. 1440 sf. 818-848-5619.

PANOREX Gendex Orthoralix 9000 w/ceph attachment. Pristine condition. \$10,000. harbordental@baymoon.com.

FOR SALE X-Ray Developer A/T-2000, works good (switching to digital). Price negotiable, pick up only 310/859-2432.



PRACTICE SALES AND LEASING

Paul Maimone
Broker/Owner**FRESNO COUNTY**

FRESNO COUNTY #1 - (3) op G.P. Only private dentist in smaller town. 2007 collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD IMMEDIATELY!**

KERN COUNTY

BAKERSFIELD #18 - (5) op computerized G.P. (3) eqt'd/4th op has chair/x-ray, 5th is plumbed not eqt'd. Retail location. Excellent exposure/visibility/signage. Denti-Cal/Cash/Ins/PPO. Gross Collections \$350K/yr. **PENDING**

BAKERSFIELD SUBURB - (3) op computerized G.P. and free standing bldg. Limited competition. Cash/Ins/PPO/Denti-Cal pt. base. Some newer eqt. Gross Collections \$350K - \$400K/yr. Seller retiring.

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

BAKERSFIELD #21 - (7) op computerized G.P. & free stand bldg. Located on a well known, heavily traveled street. Cash/Ins/PPO/Dent-Cal pt. base. Collect. \$550K+/yr. **NEW**

LOS ANGELES COUNTY

ANTELOPE VALLEY #2 - (6) op computerized G.P. (4) ops eqt'd w (3) year old eqt. (2) ops plumbed not eqt'd. Shop Ctr. location w excel exposure/visibility/signage. Intra oral camera, pano, and digital x-ray eqt'd. Cash/Ins/PPO/HMO/Denti-Cal patient base. 2007 gross collections \$339K+. **NEW**

BALDWIN PARK - (3) op computerized G.P. Strip center location with exposure, visibility & signage. Cash/Ins/PPO/HMO/Denti-Cal patient base. Approx (50) new pts/mos. Cap check approx \$4K/mos. 2007 gross collect. projected at \$370K+. Sale includes account receivables for cash flow. **PENDING**

BELL - (4) op computerized G.P. in a strip ctr. Exposure/Visibility. Cash/Ins/PPO/HMO/Denti-Cal pt. base. Collect approx. \$300K/yr. **NEW**

BELFLOWER - (5) op computerized G.P. in a strip center. (4) eqt'd ops. (1) yr new Belmont eqt. Intra oral camera, & Zoom. Mixed pt base. Mos. Cap ck is approx. \$1,000/mos. **PRICE REDUCTION**

EAST SAN FERNANDO VALLEY - (3) op computerized G.P. in a small medical/dental bldg. Digital X-Rays, Intra Oral Camera & Dentrix S/W. Cash/Ins/PPO & small % of Denti-Cal. Gross Collect approx. \$200K/yr p.t. **NEW**

GLENDALE - (4) op computerized G.P. (2) ops eqt'd, (2) plumbed not eqt'd. Free standing bldg location with exposure and visibility. Cash/Ins/PPO/Denti-Cal pts base. Annual Gross collect. approx \$140K p.t.

HAWTHORNE - (4) op G.P. in a strip ctr. Exposure/Visibility. Cash/Ins/PPO/Denti-Cal pt base. Collect approx \$300K/yr. **NEW**

INGLEWOOD - (3) op computerized G.P. in a medical/dental bldg. Only DDS in bldg. Cash/Ins/PPO/HMO patient base. \$3K-\$4K/mos in Cap checks. Annual gross collections \$250K-\$300K on 2-3days/wk. Digital x-rays. **NEW**

LOS ANGELES - (5) op computerized G.P. and free standing bldg. for sale. (3) ops of new eqt. and (2) ops of older eqt. Cash/Ins/PPO/HMO patient base. Annual Gross Collections approx. \$300K. **PENDING**

PASADENA - (8) op computerized G.P. and free standing bldg. for sale. Cash/Ins/PPO/Denti-Cal. pt. base. Gross collect \$750K/yr. **PENDING**

WOODLAND HILLS - (3) ops/(2) eqt'd. Computerized G.P. Strip ctr. location on a main blvd. w exposure/visibility/signage. New eqt. Newly opened. Cash/Ins/PPO/HMO pt. base. Includes approx. (100) charts (per Seller). Seller moving. **SOLD**

VALENCIA - 1,200+ sq ft (3) op fully eqt'd Turnkey in a smaller shop ctr. Excellent exposure/visibility. Adec eqt. Also eqt'd with an intra oral camera system, (2) x-rays, & a pano. Expandable to (4) ops. **PENDING**

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RIVERSIDE COUNTY

NORCO - (3) op turnkey office with some patients. Shop Ctr. location with exposure/signage. (2) year old eqt. Ready for f.t. DDS to take over & grow. **NEW**

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

ORANGE COUNTY

IRVINE - (5) op computerized G.P. (2) ops fully eqt'd/(3) plumbed not eqt'd. Digital x-rays. Cash/Ins/PPO. Gross Collect \$450K-\$500K/yr. **SOLD**

SANTA BARBARA COUNTY

SANTA BARBARA ORTHO PRACTICE & CONDO - (3) op open bay Ortho office & light and bright office condo for sale. Computerized office. Pano/ Seph eqt'd. Annual Collections approx. \$360K/yr on a (2) day week. (7-9) new starts/mos. Low overhead/high net. Seller transition available.

SAN BERNARDINO COUNTY

SOLD OUT - Room for your San Bernardino Cty listing available.

SAN DIEGO COUNTY

LA MESA #3 - (5) op computerized G.P. (4) ops eqt'd w newer eqt. 5th op plumbed not eqt'd. In a one story garden style medical/dental complex. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2007 Gross Collect \$552K. 2008 Projected Gross Collect \$700K+. **NEW**

POWAY - (3) op computerized G.P. in a freestanding bldg. in a shop ctr. Turnkey office (no charts) w brand new eqt including digital x-rays, Zoom light, computerized ops, intra oral camera system w docking stations, ADEC free standing steril system, etc. Includes an active phone # & yellow page ad. **REDUCED**

SAN LUIS OBISPO COUNTY

CENTRAL COAST BEACH TOWN - (3) op computerized G.P. in a very desirable beach community. Cash/Ins/PPO pt. base. 2007 Gross Collect \$355K on 3 days/wk. Seller refers all speciality work. Seller retiring. **NEW**

SAN LUIS OBISPO - (3) op computerized G.P. in a garden style prof. bldg. Cash/Ins/PPO pt. base. Gross Collect \$375K-\$400K/yr.

VENTURA COUNTY

THOUSAND OAKS #2 - (3) op computerized G.P. Cash/Ins/PPO. Digital x-rays, cerc, intra oral camera, Dentrix s/w, and new chairs. 2007 Gross Collections \$700K+. **BACK ON THE MARKET**

OXNARD #5 - (3) op computerized G.P. Cash/Ins/PPO. Dentrix s/w, pano and intra oral camera eqt'd. Annual gross collect. \$440K-\$480K on a (4) day wk. Approx (24) new pts/mos. Seller moving.

VENTURA - Computerized G.P. (2) ops + x-ray rm. Cash/Ins/PPO pt. base. Annual Gross Collect. \$175K on 2-2 1/2 days/wk. Very low overhead.

TULARE COUNTY

SMALLER TOWN TULARE CTY (NEAR VISALIA) - (4) op computerized G.P. and free standing bldg. for sale. Located on a main street. Limited competition. Cash/Ins/PPO and limited Denti-Cal. No HMO's. Projected 2007 Gross Collect of \$525K+. 15-20 new pts/mos. Seller retiring.

NORTHERN CA *NEW*****

LODI - (3) op G.P. 2008 Projected Gross Collect \$375K.

PETALUMA - (2) op G.P. 2008 Projected Gross Collect \$450K.

STOCKTON - (7) op G.P. 2008 Projected Gross Collect \$1.42M.

See additional Ad on page 38 for more details!

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EXCELLENT VENTURA G.P. FOR SALE Well-established, computerized, in a prof. bldg. in a great location. Two large, sunny ops, x-ray room. Very low overhead. Dr. is ready to retire & has reduced his workload to two days/wk. Refers out all Endo, O.S., Perio & Ortho. Excellent potential for growth. Only PPO, Ins. and Cash patients. Collections \$175K/yr. (818) 591-1401.

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DA-MODESTO, CA office seeking for Part Time, possible Full Time DA min. 2 yrs exp. Please fax resume to (209) 524-0178.

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DENTALEZE E2000 gray for sale. \$1200. Call 916-624-3119.

RDA-MODESTO, CA office seeking Part Time, possible Full Time RDA with min. 5 yrs exp. Please fax resume to (209) 524-0178.

GP OR PEDIATRIC DENTIST NEEDED in Santa Barbara. Great benefits and work environment. Contact: Dr Nguyen at quynh@sbclinics.com, Fax:805-884-1875.

LOOKING FOR Pedodontist Los Angeles location (Gardena) 1-2 days each week. Recent grad okay. Contact 714 606 9194.

GP ORTHODONTIST POSITION avail. LA. County. Large base of patients. EXCELLENT compensation. Call (562) 253-2353 or (562)633-5070.

FOR SALE Gendex 770 X-ray \$1500. Call 916-624-3119.

SEEKING PERIODONTIST IN CHINO HILLS AND RANCHO CUCAMONGA AREA: MON-SAT, call 909-677-8767. GET PAID ON PERCENTAGE OF PRODUCTION.

SANTA BARBARA CITY AREA GENERAL DENTIST WANTED. 1-3 days/wk (4-6 hrs/day), short/long term? CALL 805-965-8141 M-F 10-6 POSSIBLE BUY-IN.

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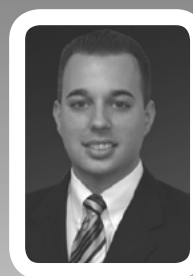
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PRACTICES FOR SALE — June, 2008

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

SAN DIEGO—PACIFIC BEACH—NEW LISTING!! General Practice operated 2 days per week as second office. Collected approx 350K in 2007. Ins/PPO/Cash. Great Starter!!

SAN DIEGO—ENCINITAS – Very well-established indemnity Insurance/Cash **GENERAL** Practice situated in Professional Bldg on hospital campus. 5 Ops in 1500 sq. ft. Hi Tech Office! Restorative and cosmetic emphasis. Easy freeway access. Offered for 725K.

SAN DIEGO—LA COSTA – ORTHODONTIC Practice available in beautiful 2 year-old office. Satellite practice with excellent growth and unlimited potential! 5 chairs and Pan-Ceph. Buyer can simply assume the existing loan!! **ACCEPTED OFFER**

SAN DIEGO—VISTA—JUST LISTED!! Great starter/part-time General practice available. Established 15+ years, Doctor is retiring due to health reasons. 2 equipped Ops in 1200 sq. ft. (room for an additional Op). Situated in strip mall along busy thoroughfare. Asking only \$120K for quick sale!! **SOLD!!**

SAN DIEGO—CARMEL MOUNTAIN – Tenant Improvements and Equipment (no charts) 3 fully-equipped plus 2 Hygiene Ops, Much More!! 150K. **ACCEPTED OFFER**

SAN DIEGO—LA MESA—GENERAL Practice established 25+ years, situated in busy strip mall. Private/PPO. 4 Ops in approx 1100 sq. ft. Asking 580K.

SAN DIEGO—LA MESA – Two Doctors are retiring from this well-established **GENERAL** Practice. One of the Doctors offers sedation and oral surgery. The office is near freeway I-8 and has excellent parking. This beautiful facility is comprised of 12 equipped Ops in 3600 sq. ft. Patients from union contract, PPO, Private.

SAN DIEGO—LEMON GROVE – Long-established **GENERAL** Practice situated in free standing building along main street. Approx 1800 sq. ft. and contains 6 Ops. 2006 collections of 223K. PRICE REDUCED!! Retiring owner asking ONLY 110K for quick sale!

SAN DIEGO—CARLSBAD – Satellite Practice of 2 1/2 yrs. Projecting Collections of over 300K on 2 days/wk. All Tenant Improvements completed for 6 Ops. in 1500 sq. ft. 5 Ops equipped. Situated in retail center at intersection of 2 Major Freeways.

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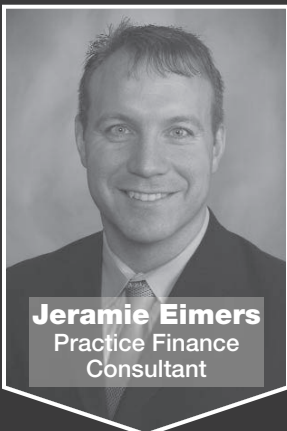
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EFFECTIVE AND EFFICIENT SERVICE Very prompt in returning phone calls and emails. Yes, Pat Wood was a key factor in fair negotiations of a very difficult buy/sell. I could not have done it without him! Thanks. Glen Warganich-Stiles, D.D.S., Woodland, California. (Wood and Delgado, 1-800-499-1474).

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DENTALWORKERS.COM is a really great web site with excellent customer service. I will use DentalWorkers.com again in the future! Mike S. Dental Lab owner Concord, CA.

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BAY AREA DENTAL OFFICE FOR SALE in downtown San Leandro. 1300 sq ft (4) ops (1) equipped. New remodel, low rent, excellent for starters. \$85K OBO. Contact (510)851-1290 or email sah25@yahoo.com.

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Current Listings

SOUTH ORANGE COUNTY (Ortho/Pedo)

New Listing! Beautiful, seven op (six open bay) ortho/pedo practice located in a nice area with unlimited potential. The spacious 2,500 square foot office is located in a two-story medical/dental building with ample parking for staff and patients.

SOUTH GATE AREA (Dental Building)

New Listing! Great opportunity to acquire an 1,854 square foot, one-story dental building which is conveniently located on a busy street. The building is comprised of two suites: a 3 operatory (2 equipped) GP and a beauty salon.

EAST SAN FERNANDO VALLEY

Well established, 5 op GP with an emphasis on cosmetic dentistry. Seller is relocating. Collections in 2007 exceeded \$930,000.

SOUTHERN SAN DIEGO (Perio)

3 op periodontal practice with a convenient, easily accessible medical/dental building location. Seller is retiring. Collections in 2007 exceeded \$299,000 on two doctor days per week.

NORTHERN SAN DIEGO

Wonderful, 10 op GP in a beautiful professional medical building, only minutes from the ocean. Collections \$962k+ on 3 1/2 days/week.

RIVERSIDE COUNTY - Price Reduction!

Spacious, 7 op GP in a new medical/dental building. Strong patient flow & well trained staff. 2007 collections over \$1,200,000.

LAGUNA NIGUEL (Facility Only)

Three operatory, 1,119 square foot dental facility located in a strip mall. Exceptional opportunity to establish your own practice in an ideal location.

CENTRAL SAN DIEGO

Well established, four op GP located in a medical professional building. Strong patient flow and a dedicated staff. Collections in 2007 \$900,000+.

SOUTH SAN DIEGO

Growing, 7 op (4 equipped) GP with an excellent reputation. **SALE PENDING**. Recent annual collections exceeded \$535,000.

NORTH SAN DIEGO COASTAL COMMUNITY

Price Reduction! Spectacular four op GP in a high-end medical/dental building. Practice enjoys state-of-the-art equipment & plasma televisions. Collections exceeded \$959,000.

EAST CONTRA COSTA COUNTY

Four operatory (3 equipped) general practice. 2007 collections over \$340,000.

ARTESIA (Facility Only)

Three operatory, 920 square foot dental facility located in a strip mall along a very busy street.

NORTH ORANGE COUNTY

3 op GP located in a free standing building which is also available for purchase.

MONTEREY COUNTY

Efficiently designed 3 op office with a convenient location and great accessibility.

CARLSBAD / OCEANSIDE AREA

Very high production dental practice with collections exceeding \$1.5 million.

NORTHERN CENTRAL COAST

Well established, 3 op GP located in a popular medical complex. Gross \$619k+.

NORTHERN CALIFORNIA COAST

Five op GP with collections in 2007 exceeding \$1 million. Building is also available for purchase.

NORTH HOLLYWOOD

Three op GP in a shopping center. **SOLD**. Collections exceeded \$456,000.

SAN GABRIEL VALLEY

Four op, start-up dental practice opportunity.

* * * * *

"For a few years I was thinking of selling my practice in order to relocate but I was afraid to do it. Last year I got a job offer outside the San Diego area and all of a sudden I had to sell my practice. I learned about PTP through the San Diego Dental Society and it was a big relief. When PTP/Don Stanley told me they could work with my time limitation, I was flying! Only two days after the listing Don Stanley called me to advise a dentist couple wanted to see my office. Still today I cannot believe the sale went through so easily in a record time. Of course a lot of information, documents, numbers etc. needed to be exchanged, but all went very smoothly. I didn't know to be happy or sad; I had tears in my eyes. After 15 years it was hard to say goodbye to my "Baby" and to my staff! I called my office my "Baby," I spent a lot of time there. My staff was like my family. I like to say special thanks to Don Stanley and Sue Peterson in the PTP staff. They made the sale process very easy and pleasant for me and the buyers. I strongly recommend their services."

~ Margaret Alai, DMD

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► *"Thank you all for the successful transition of my dental practice. Only after it was completed, could one truly appreciate the amount of time, effort and expertise required to accomplish the objective. Your company met or exceeded my expectations in all the key facets of the transition."*

—Dave Reynaud, DDS

► *"Thank you for all your exceptional expertise with the sale of my endo practice. The skill and knowledge you demonstrated during the entire transaction was extremely impressive. Your ability to take care of the business as well as the personal aspects of the sale exceeded my expectations. ...I would highly recommend your staff to anyone who is buying or selling a dental practice."*

—Alan Cooperman, DDS

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ROBERT STANBERY, OWNER

Specializing exclusively in dental practice transitions since 1997, Robert possesses a thorough knowledge of the complexities involved in the sale or purchase of a dental business. He expertly guides negotiations and understands the intricacies of handling an important asset. His background and experience in dental practice sales have given him the ability to facilitate smooth transitions, which allow the incoming and outgoing dentists, as well as the patients and staff, to feel comfortable. In addition to his extensive knowledge of dental practice sales, Robert also has over 20 years experience in commercial and residential real estate sales.



BOB AFFLECK, DIRECTOR OF BUSINESS DEVELOPMENT/PARTNER

Bob Affleck joined our team in January of 2008 as the Director of Business Development. Working in dental industry financing since 1989 and serving the past several years as a Regional Sales Manager for Matsco, Bob has helped hundreds of dentists to buy and start-up their dental practices. Bob possesses a very strong business background and is a sought after speaker for many Dental Societies and the American Dental Association. With Practice Transition Partners Bob will continue to pursue his greatest professional passion of educating dentists regarding the business of dentistry, ultimately helping them get where they want to be.



DONALD STANLEY, SO. CAL. REPRESENTATIVE

Currently residing in the San Diego area Don has over 13 years of experience in the dental industry as a Field Representative for 1201 Financial, a subsidiary of the CDA. During that time, Don opened up the Central Valley and Coast Territory, and after three years, transferred to the San Diego and Tri-County area. Don has a strong business background and a thorough knowledge of the dental practice transition process. Don will offer supportive, professional and expert guidance throughout your practice transition.



KERRI MATZ MCCULLOUGH, SO. CAL. REPRESENTATIVE

Serving in the dental industry since 1988, Kerri possesses a broad range of experience from owning a dental lab to having a comprehensive background in dental practice financing and transitions. Kerri joined Practice Transition Partners in 2002 and shares the same professional, confidential, responsive dedication to excellence that Practice Transition Partners has been committed to over the years. Kerri will carefully handle your dental practice transition from the initial practice valuation to the final closing meeting.

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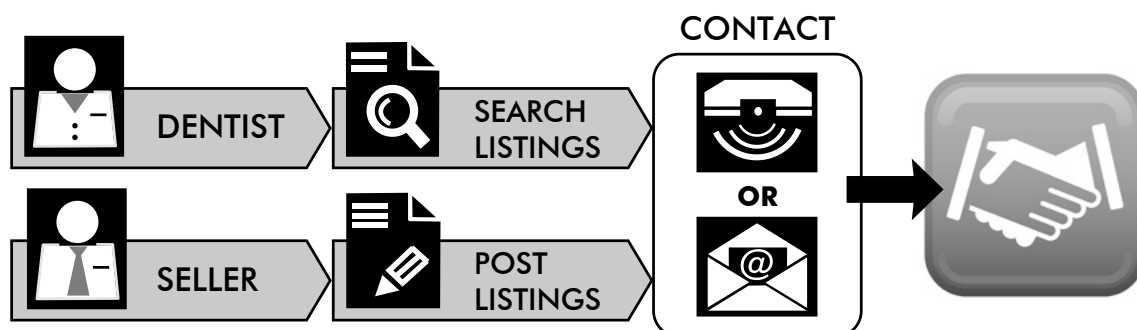
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Advertising Tips for Doctors

*Make your advertising more effective,
follow these simple tips!*

1. **Don't start** your ad with "For Sale;" instead, begin it with the item you are selling. Example: **HEMET GP PRACTICE** for sale.
2. **Avoid using only an email address** for contact, using a phone number increases response dramatically. Sending email takes too much time & effort.
3. **Don't repeat the same ad** over & over...it is better to change it or, if running multiple ads in a single issue, avoid repeating them. Doctors dislike redundancies (they tell us this all the time).
4. **Use spell check** and check your contact info to make sure it's right. Many ads are submitted online w/ typos, incorrect phone numbers or lack contact information completely.
5. **Follow the guidelines** on our tutorial when submitting ads online. If you wish to run an ad more than once, please use the Commercial Reader Ad Form and pay for the redundant ads. It is Dental Trader policy to delete redundant free reader ads. You may run one free reader per need/item per month (up to 20 words). **Habitual violators get banned.**
6. **Select the appropriate area for your ad.** If you are seeking part time staff in Los Angeles, don't submit the ad for our Northern Calif. edition. Many doctors do this. Just because you can advertise statewide doesn't mean you should.
7. **Be exact in your language.** It is difficult to understand a vague ad. Example of a bad ad: **DA for busy downtown practice** Call 555.123.4567. Example of a good ad: **DA SOUGHT** for downtown LA practice. Call 555.123.4567.
8. **Paint a mental picture.** Be descriptive. Example of a bad ad: **PRACTICE FOR SALE** LA grosses 250K/yr, sell for \$180K. Call 555.123.4567. Example of a good ad: **STUNNING LOS ANGELES GP PRACTICE** in new medical bldg for sale. 3 ops w/ amazing views of city. Grossing 250K on 3 day work week, room for growth/expansion. Recently redecorated, equipment looks new. Call 555.123.4567.

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SOUTHERN SANTA CLARA VALLEY'S HOLLISTER Phenomenal visibility in busy retail center. Well designed and equipped. Collected \$425,000 in 2005 with profits of \$215,000. Owner reduced work schedule to 2.5-days which stymied growth yet 2007 collected \$290,000 with profits of \$146,000. 2008 projects \$370,000+. Practice begs to be open full time. Phone PPS of The Great West at 415-899-8580 or go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

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A-543 SAN FRANCISCO - Bordering Chinatown by Union Square, remarkable FFS, family oriented practice now available. 3 ops w/ 1000 sf. **Price Reduced to only \$199k!**

A-5581 SAN FRANCISCO - Beautiful corner Suite - Facility only (no patients) - on 25th floor w/ great accessibility. 4 ops in 990 sf. **\$300k**

A-630 SAN FRANCISCO - Easy access from I-280 & Hwy 101. 14 yrs goodwill in this bright, well appointed practice. 640 sf, 3 ops along with nearly 400 sf of storage! Only minutes from Monster Park and Pac Bell Stadium. **\$320k**

NEW! A-6501 SAN FRANCISCO - Assoc Dr avgs 6-10 pats per day. Prof Bldg in busy well estab. Area. 3 ops 800 sf **\$225k**

B-6061 CTRL CONTRA COSTA CO - Well Respected, family oriented w/generations of goodwill! Attractive 2 story bldg in heart of town. Approx 1200 sf, 3 ops. Partial interest in Real Property also available \$335k / **Practice: \$380k**

NEW! B-6511 CENTRAL CONTRA COSTA COUNTY- GP and Cosmetic dentistry is the focus in this exceptional practice. 22 yrs of goodwill, 1500 sf, 2 ops, plumbed for 1 add'l. Located in well maintained dental/medical professional building. **\$180k**

B-5931 HAYWARD - Pediatric/GP offers gentle family care for all ages! Seller relocating from this well maintained 4 story medical prof. building. 1050 sf & 3 ops. **\$275k**

B-6201 LAMORINDA - Quality, GP in highly desirable location. Wonderful, well established patient base. Well maintained Med/Dent Bldg. 1310 sf 5 ops. **\$950k**

NEW! B-660 SAN LEANDRO - Be the ONLY dentist in this medical community! 1 op with plumbing for additional ops. 1264 sf office. Equipment less than 10 years old! **\$100k**

C-5741 SANTA ROSA/FACILITY - Located on Hwy 12, this converted Victorian home has many amenities. Highly visible w/ easy access offering 1177 sf, 3 ops, fireplace in reception area & great charm. Call for details.

NEW! C-665 VALLEJO - 1350sf & 4 fully equipped ops. Newly painted. Over 16 yrs goodwill. Practice offered at **\$235k**

D-474 LOS ALTOS- Facility/asset sale. 2100 sf 6 ops. **Reduced to only \$48,500**

D-581 MONTEREY - GP, 3 ops in attractive Prof. Bldg. Close to Beach/Wharf. Insured/Private Pay/ PPO Patient Base **REDUCED \$190k**

BAY AREA CONT.

D-588 MORGAN HILL - Upscale Community. Facility in Excellent Condition. 1638 sf & 4 ops. Call for full list of equipment and details! Only Asking **\$125k**

D-616 LIVERMORE - Busy bustling commercial neighborhood. ~ 1000 sf w/ 3 ops. Call for more information **\$360k**

D-6461 PLEASANTON - FACILITY - Located in desirable area w/close proximity to 580 & 680 freeways. 2105sf, 6 ops & plumbed for 1 add'l. **\$125k**

D-647 SAN JOSE - Over 18 yrs of goodwill at the attractive GP. Located in Prof Bldg complex. Solid practice. Occupies 1075 sf w/ 2 ops and plumbing for 3 add'l ops. **\$120k**

NEW! D-656 MID PENINSULA- Quality FFS practice w/seasoned staff! 15-20 patients per day. Located in highly visible prof bldg near major shopping ctr in desirable downtown area. 6 ops, 1700 sf. Net Profit of \$325k annually. **\$590k**

NEW! D-6691 DUBLIN—FACILITY ONLY - 2 story Prof Bldg. 850 sf, 3 fully equipped ops. Add'l 350sf across hall for storage & staff lounge. Ready to Move in! **\$125k**

NEW! D-671 SAN JOSE—FACILITY ONLY Easy access to 2 major freeways. Desirable Silicon Valley. 4 ops, 1 hygiene op, 1200 sf. **\$85k**

NEW! D-672 SAN JOSE - GP with focus on Prosthodontics. 1080 sf, 3 ops. Easily accessible by major freeways in Prof Med/Dental Bldg. Seller Retiring & passing along 40 yrs of goodwill to you! **\$120k**

NORTHERN CALIFORNIA

E-523 PLACERVILLE - FACILITY ONLY - GP, Stunning Modern Office, Excellent Location, 4 ops. Price Reduced **\$69k**

E-532 AUBURN - GP, long established practice in beautiful foothills. Close to Sacramento. 3 fully equipped ops, 1100 sf. Close to major roadways. Seller Retiring **\$125k**

E-550 SACRAMENTO - GP in medical professional bldg with potential for growth. 2 ops in 820 sf office. **REDUCED TO ONLY \$95K**

E-600 LINCOLN - Quality preventative practice w/ huge opportunity for growth! 1600 sf, 2 ops, plumbed for 2 add'l. Heart of Downtown. Phenomenal location has attracted over 700 new patients in past 2 yrs!! Would cost over \$300k to duplicate! Final Price Reduction! **Only \$195k**

NORTHERN CALIFORNIA CONT.

E-636 CARMICHAEL - GP with strong focus on Crown & Bridge. 2000 sf, 6 op office with collections in excess of \$2m annually. Call for more information **\$1.2m**

NEW! E-654 ELK GROVE/SACRAMENTO - Quality FFS GP. New practice in popular retail shopping center. Large spacious 3225 sf office w/6 ops & plumbed for 1 add'l. Call for details! **\$795k**

NEW! E-655 LINCOLN - New spacious GP/ 1370 sf 2ops plumbed for add'l ops in great downtown location **\$215k**

NEW! E-661 SACRAMENTO - GP, 2 ops in approx 2000 sf office. Plumbed for additional ops. Seller Relocating. Great potential by increasing office hours! **\$325k**

F-542 HUMBOLDT COUNTY - FFS GP, 3 ops, 1500 sf. Highly esteemed. Exc. Reputation. Seller Retiring. **Seller Highly Motivated! \$200k**

F-547 EUREKA - GP in Scenic Coastal Community. 1195sf & 4 ops in well known medical neighborhood. **Reduced to only \$200k**

F-589 EUREKA - FFS GP, est. 25 yrs, 1600+ sf, 4 ops, phenomenal visibility on busy corner! Warm, unique reception. Real Estate also available for \$325k. Practice reduced to only **\$320k**

F-640 EUREKA - 1500 sf, 3 ops in this beautiful GP situated among the Giant Redwoods of Humboldt Bay. LONG ESTABLISHED practice in ground floor suite. **\$160k**

F-648 EUREKA - Nearly 40 yrs of goodwill. GP in well maintained Dental Prof Bldg. 1100 sf 3 fully equipped ops. **\$265k**

G-456 YUBA CITY— GP with approx gross \$400k. FFS retiring, 4 ops. Seller owns building. **\$200k**

NEW! G-658 YUBA CITY - GP in growing Yuba City Community! 4 ops, 1500 sf office remodeled in the past few years. Located in upscale professional neighborhood. Seller Retiring and passing along over 30 years of goodwill to you! **\$425k**

NEW! G-664 PARADISE/CHICO AREA - GP, FFS in charming community. Highly esteemed, well respected family oriented practice. Contemporary cosmetics & full mouth reconstruction are married to the family relationships and general dentistry that make this practice such a gem. Over 25 years of goodwill are yours! This 4 ops practice has gross receipts in excess of \$690k annually. Priced to sell at **\$425k**

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CENTRAL VALLEY

H-481 NORTHERN CALIFORNIA - Gp, seller retiring, collections of \$549k in 2005. 2200 sf w/3 fully equipped ops, plumbed for 1 add'l. Real Estate (2 bldgs) also available for \$500k. **\$300k**

H-634 WEST OF RENO—GP on the Feather River in Plumas County surrounded by natural beauty. 1500 sf office offers 4 ops, continued growth, excellent location, and a lease below market value. Offered at **\$250k**

H-570 SACRAMENTO/STOCKTON/ EAST FOOTHILLS AREA - High-tech GP w/ Cerec, soft tissue laser, 2000sf & 5ops ready to move in! Stable Staff and Lg patient base just add to this incredible opportunity. Collections ~ \$800k annually. Priced to sell at **\$575k**

NEW! H-652 SIERRA FOOTHILLS - 8 year old GP in charming unique community. Stable patient base & seasoned staff w/strong mgt skills. 1665 sf, 5 ops, w/avg of 20 new patients per month **\$425k Real Estate also available!!**

NEW! H-668 NORTHEASTERN CA— GP with over 30 yrs goodwill. 4 ops in spacious 1600sf office. On major thoroughfare on way to hospital & college. 2007 gr rcpts exceed \$650k Practice priced to sell at **\$395k**

I-575 MADERA-Practice & Building - Long established GP, 2 ops & plumbed for 1 add'l 1350sf, great highly visible location. Single Story Bldg close to downtown. Seller will be Retiring. **Practice: \$38k - Real Property: \$265k**

I-586 MERCED - Revitalized area w/ easy access to foothills, major cities & the coast! GP offers ~1450 sf & 4 ops in newer Professional neighborhood. **SELLER MOTIVATED! Price Reduced to only \$195k**

I-6121 TRACY - FACILITY - High growth area, near Mountainhouse. State of the Art facility, completely paperless. Near West Valley Mall and I-205. Prof. Bldg w/plentiful parking. 1600 sf & 3 ops. Also plumbed for 3 add'l. **\$600k**

I-619 LODI - In the heart of the wine country and close to Bay and Sierras! Spacious 2700 sf office, 5 ops, plumbed for 2 add'l. Gross Receipts over \$720k annually. **\$450k**

CENTRAL VALLEY CONT.

I-625 MERCED - Highly esteemed, well respected practice offers broad spectrum of care. Spacious & beautifully decorated 2100 sf office offers 6 fully equipped ops. Call Now! **\$680k**

I-644 LODI - Spacious 1730sf GP with 7 fully equipped ops. New Flooring, Digital X-rays in highly visible mixed tenant Professional Bldg. Over 21 years of goodwill. **\$850k**

NEW! I-662 MERCED - Quality GP with 4 ops in spacious 1360 sf office. Over 30 new patients per month in this expertly located, attractive Professional Bldg. Desirable Area. Grs Rcpts over \$845k in 2007 **\$525k**

J-580 CLOVIS/NORTHEAST FRESNO - Practice & Building Most stable patient base we've seen in a practice this size. Dentist & Hygienist booked months in advance. 1,475 sf, 3 ops. Gross Receipts over \$450k. **Practice reduced to \$340k Real Property offered at \$370k**

J-603 FRESNO—GP focusing on cosmetic dentistry & relationships w/patients! Reputable practice w/customized appointments. Located in affluent neighborhood. 1420 sf, 4 ops, state of the art equipment. **\$490k**

SOUTHERN CALIFORNIA

K-602 SANTA BARBARA - GP in well maintained Professional Bldg. Exc. street visibility in popular shopping center. 940 sf & 3 ops **\$265k**

NEW! K-663 RAMONA - Seller Retiring from this GP practice and passing along over 18 years of goodwill to you! 2 ops in 1260 sf office. **\$275k**

ARIZONA

AZ-486 TUCSON - Unique & Remarkable Opportunity. Beautiful 3 op, 1000 sf office. Gross Receipts in the \$400k range. **\$175K**

AZ-584 EASTERN AZ - GP near busy Post Office, ~ 1,300sf, 3 op office. Real Estate also available! Practice offered at **\$350k**

NEW! AZ-667 PHOENIX - GP with 2 ops and 1900 sf. Located on busy street with outdoor views from all ops. Tastefully decorated, clean and crisp. **\$310k**

NEVADA

R-553 LAUGHLIN - Remarkable practice w/ great visibility & signage. Convenient location in area of new growth. Seller Motivated **\$195k**

LV-529 LAS VEGAS - NW Rainbow Curve area near Summerlin. Aprx 2300 sf, 4 fully equipped ops. Plumbed for 1 add'l op. **SELLER HIGHLY MOTIVATED - REDUCED TO ONLY \$175k**

LV-565 LAS VEGAS - Practice dentistry in this nice professional bldg. offering 3200 sf w/8 ops in growing Rainbow/Sahara Area. Great Area w/ lots of potential. **REDUCED TO ONLY \$495k**

LV-639 LAS VEGAS - Centrally located in attractive Retail Center and surrounded by restaurants, grocery store, pharmacy & drug store provides ample parking and spacious 2000 sf office along with 4 fully equipped ops. Call for more information. **\$250k**

SPECIALTY PRACTICES

D-5271 SF EAST BAY—ENDO, 1270 sf, 4 op office. Stable patient base. Well respected. Building & Condo also available for purchase. Practice offered at **\$275k**

LV-622 HENDERSON - PEDO - FFS, well respected, modern curb appeal, 1800sf, 5 ops w/ plumbing for 1 add'l op. Offered at **\$345k**

E-6311 CARMICHAEL - ORTHO - 35 yrs goodwill, 20-30 patients per day in 4 chair open bay with 1100 sf office **\$125k**

J-638 SAN LUIS OBISPO—PEDO -

Located between San Francisco and L.A in beautiful coastal community, this well established 2000 sf 4 op practice awaits your talent & skill **\$275k**

K-653 GARDEN GROVE—ORTHO - single story professional bldg. Desirable area. 2200 sf 4 chairs in open bay. 2 private ops. **\$285k**



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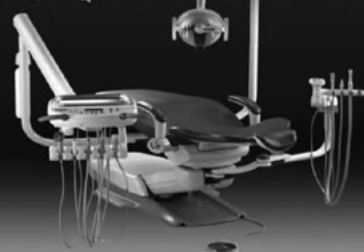
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CASTRO VALLEY: For Sale or Merger: General Dentistry Practice: 2006 collections were \$824K with \$250K adjusted net income. In this 1800 sq ft office there are 5 treatment rooms with room to expand an additional operator. Intra-oral camera, Cerac and Eaglesoft software. Office refers out all ortho and endo. Owner would like to merge her practice with another or sell 1/2 interest.

FAIRFIELD: - For Sale - Endodontic Practice and Condominium Unit. This endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq. ft. There are 4 equipped treatment rooms with an additional 5th room available. The 2006 gross receipts were \$885K with \$423 adjusted net income or profit. Owner will stay for transition to introduce buyer. Owner is retiring.

FRESNO: - For Sale - General Dentistry IV Sedation Practice. 2006 collections were \$1,445,18 with a \$628,376 adjusted net income. Seller is looking for either an outright sale or a buyer to purchase 1/2 of the practice. Buyer will need IV sedation skills or have been trained to provide IV sedation. The facility is 1,500 sq. ft. with 5 equipped operatories and 7 days of hygiene. New patients are referred by the existing patients and other dentists. Call for details regarding this excellent opportunity.

FRESNO: For Sale- General Dentistry Practice. 2007 Gross Receipts \$999K with adjusted net income of \$421K. The practice is located in North Fresno area. There is 1,550 sq ft with 8 operatories. There are 8 days of hygiene with 28 new patients per month. Owner is retiring after 43 years.

HILMAR: For Sale - General Dentistry Practice. 2006 gross receipts \$214K one day a week as a satellite practice. Adjusted net income of \$110K with an overhead of 48%, 2 hygiene days. 2 1/2 operatories in 1000 sq ft. Equipped with Intra-oral camera, 2 new Pelton & Crane delivery units and chairs. Office recently remodeled. Free standing building on a main throughfare.

LINDSAY/TULARE: For Sale - General Dentistry Practice. Both Lindsay & Tulare practices are being sold together. Tulare: 4 ops., 1650 sq. ft., 1 hygiene day, 70% Medi-Cal, 5 1/2 years in same location. Lindsay: 5 ops., 3600 sq. ft., 1 hygiene day, 34% Medi-Cal, 6 1/2 years in same location. Combined Gross Receipts \$1.4 Million with 48% overhead. Adjusted net income \$745K. Both offices have intra-oral camera, and easy dental software. Owner willing to consider selling buildings also.

LOS BANOS: - Building for sale. Ideal for a 3 op 1000 sq. ft. start up practice or satellite practice. All leaseholds in place. Existing dentist purchased practice several years ago and has done so well that doctor has built and owns new building in new location and is moving in November.

MADERA: - For Sale - General Dentistry Practice. 2,500 sq. ft. owner occupied building. 7 equipped operatories, Laser, Intra-Oral camera, Dentrix Software, with 12 days of hygiene per week. 2006 gross receipts \$1,102,942 with adjusted net income of \$455K. Owner would like to sell and work back a couple of days a week. **Building also for sale.**

MODESTO: - For Sale- General Dentistry Practice 1,568 sq ft office. Panoramic X-ray, 4 hygiene days, Intra oral camera, Eaglesoft software purchased in '04. Practice has been its same location for over the past 20 years. Collections 2006 \$630K, with an adjusted income of \$245,894, 61% overhead Owner Is Looking For Associate Buy-In, Will Consider a Walk Away Sale.

OROVILLE: For Sale- General Dentistry Practice. If you are a new Graduate or are looking to get away from the big city, you should look at this practice. Doctor has worked three days a week for many years and is ready to retire. 2007 Gross Production was \$343K with 98% collect. Office is modern, attractive, efficient, and computerized. 3 Ops-chairs, lights, and units are three years old. No HMO's or Govt. programs. All endo, perio, and most surgery referred out. Dr. reports over 1800 active patients with three days of Hygiene. Seller's interest in building is also available for sale. Eighteen mile away from Chico State University.

RED BLUFF: - For Sale - General Dentistry Practice. This practice is located in a freestanding building on a bluff overlooking the Sacramento River. There are 8 ops. With 10 days of hygiene. Seller has practiced in Red Bluff for 36 years. 2006 collections were over \$1 Million with adjusted net income of \$336K. Bldg is also for sale with 100% financing available. Owner is retiring.

REDDING: For Sale -General-This practice is located on the Sacramento River in Redding. 2007 Gross Receipts were 1 million with \$315K adjusted net income. There are five operatories in this 2,500 sq. ft. building. The practice reports 1,731 patients and 14 new patients per month with 8 days of hygiene per month. The practice features Dentrix software, digital X-ray and digital Panolypse. In January 2008 the Record Searchlight publication "Best of the North State" acclaimed this to be the areas Best Dentist. Pictures are available. Doctor is retiring.

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NORTHERN AND CENTRAL CALIFORNIA (Con't)

REDDING: - For Sale- General Dentistry Practice. This 2,000 sq ft office has 5 operatories with digital radiography and intraoral cameras. The 2007 collections were \$850K with a 50% adjusted net overhead. There are 7 days of hygiene with approximately 2,700 active patients. The office is located in a multistory office building providing privacy while allowing all operatories to have beautiful outside views. Owner is retiring.

REDDING: For Sale - General Dentistry Practice. Office space is 1,950 sq ft with 5 ops, Eagle soft software, 5 hygiene day. 2006 Gross Receipts 593K, with adjusted net income of \$241K. Owner doctor to retire.

RIO DELL: For Sale - General Dentistry Practice. A wonderful opportunity for buyer looking to advance their implant skills. 1,300 Sq. ft., 2 equipped operatories, Intra oral camera, and Panorex. 2006 Gross Receipts \$498K with adjusted net income of \$211K. Seller is owner and founder of Pacific Implant Inc. and is a noted Implantologist, Author, and Lecturer. Owner will stay to train buyer in implant techniques.

ROSEVILLE: - For Sale- Prosthodontic Office. The practice collections for 2006 were \$1,133,221.00 with adjusted net income of \$432K. There are 16 new patients per month. The practice occupies 1,933 sq ft with 5 operatories, and includes Eaglesoft dental software, Intra-Oral camera, and Digital x-ray. Owner is relocating.

TRACY: - For Sale - General Dentistry Practice. Gross Receipts \$832K adjusted net income \$504K. 3 Operatories, Pano, Patient Base Software, Leased office space 1100 sq. ft. Practice in same location for 33 years. 22 new patients seen a month. Owner would be willing to come back 1-2 days a week.

SOUTHERN CALIFORNIA

BAKERSFIELD: - For Sale- General Dentistry, Practice Available for Immediate Sale due to health reasons. 10 Hygiene Tx rooms, Laser, Intra Oral Camera, Pano, and Digital X-ray. Leased office space 3,400 Sq. Ft. Practice has been in existing for the past 22 years 18 years at previous location and 7 in its present location. Collections approximately \$1,500,000.00.

CAMARILLO: - For Sale - General Dentistry Practice in upscale community. 1495 sq. ft., 4op, intraoral camera, pano and digital x-rays; 4 hygiene days/wk; 2006 gross receipts \$422K; Owner to retire.

CARLSBAD: - For Sale - General Dentistry Practice. 1403 sq. ft. with 3 ops in a highly desirable area. There are 4 days of hygiene per week. Gross receipts were 247K for 2005. Practice has been in its present location for 24 years. Molar Endo, Implants, referred out.

GLENDORA: - For Sale- General Dentistry Practice; Practice Priced To Sell, 1000 square feet, 3 equipped ops with 4 days hygiene booked 6 months in advance; practice is same location for 36 yrs; 2006 gross receipts \$318K. Owner to retire.

GOLETA/SANTA BARBARA: For Sale: General Dentistry Practice. High quality area. Practice has been located in its present location for the past 37 years. The office occupies 900 sq. ft., 3 fully equipped ops, Panorex, digital x-ray, Dentrix software. 2006 gross receipts 400K, adjusted net income of \$164K. Owner retiring.

LA COSTA: - For Sale - General Dentistry Practice. Office currently open 5 days a wk. Twelve years in present upscale location. 2006 Gross Receipts 1.4 Million with an adjusted net income of \$507K 60% overhead. Office has 2,000 sq. ft. Dentrix Software, 7 treatment rooms, Intraoral Camera, Panorex, 5 hygiene days. Owner doctor to work an additional 3-years.

RIDGECREST: For Sale - General Dentistry Practice. This practice is collecting \$795K per year. Owner's adjusted net income was \$416K in 2005 on 3 1/2 says per week schedule. There are 6 ops in this 4000 sq. ft. building that is also for sale. There are 5 days of hygiene. Owner is retiring.

SHERMAN OAKS: For Sale - General Dentistry Practice. High end facility fully equipped with intraoral camera, Panorex, 8 ops., Practice Works software. Non amalgam philosophy, currently open 5 days a week. 2006 Gross Receipts \$854K adjusted net income of \$267K. Building also for SALE- 3,000 sq. ft. Practice has been in its current location for the past 5 years. Owner doctor to retire.

TARZANA: For Sale - General Dentistry Practice. This seven operator practice is located in an office space of 2000 sq. ft. The 2006 gross receipts were \$626K with an adjusted net income (profit) of \$264K. There are 4 days of hygiene. Owner is planning to spend more time with her family as a full time mom. The practice is an excellent opportunity as it is but has the potential due to its size to add additional partners or associates in the future.

VENTURA: - For Sale - General Dentistry Practice. 2005 Gross Receipts 976,965 with adjusted net income of \$382,576. Located in large shopping center. Office space is 1.350 sq ft it has 4 operatories, Kodak Softdent software, intra-oral camera, Panorex and five hygiene days.

WESTLAKE: - For Sale - General Dentistry Practice in affluent master planned community. Practice has 6 ops, 1800 sq. ft. One hygiene day a week seeing 8-10 patients. Dentrix software, 3 intra-oral cameras, digital pano x-ray. There is an abundance of parking. Practice has been in same location for the past 24 years. Owner to retire.

YORBA LINDA: - For Sale General Dentistry Practice. 2006 Gross Receipts \$773K with adjusted net income of \$287K 22% overhead. 2000 sq ft with 5 equipped treatment rooms, Dentrix software, laser, intra-oral camera, and pano. Entire staff certified in Invisalign.

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Robert P. Mueller, DDS

"...thank you both very much for the supremely professional, effective and caring way in which you marketed and sold my dental practice. Your empathy and understanding of my sense of vulnerability, as well as your patience were very much appreciated. I am now your biggest supporter!" **Lary W. Breitbarth, D.D.S., Retired**

Dear Mike and Bob,

"Thank you very much for the outstanding service that you provided in the sale of my practice. I had always thought that I could do this transaction on my own. I had no idea of the complexities of the dental practice sale. Dr. Fleming's hands on dental experience and Mike Hostler's extensive equipment background gave both me and the buyer confidence throughout the sale process. The transition has taken place beautifully. The approach was with a win-win objective, and that is how it worked out. I certainly would recommend any dentist that is buying or selling to seriously consider using your services. Again thank you very much for a job well done." **Donald Saba, D.D.S.**

Dear Mike and Bob,

I want to take this time to thank you both for an amazing "buyers" experience in the purchase of my practice in Hillcrest.. Moving across the country and buying a Dental Practice is a very stressful event for anyone but because of all your support and professional help my experience was smooth and effortless. I really felt like I could trust you both with any and all questions. I couldn't have been more fortunate to do business with you both and I would not hesitate to recommend your services to any other Dentist who may be going through a similar transition. It's not everyday that you meet such an honest and professional team as San Diego Practice Sales. My sincerest thanks, **Rod Strober DDS**

"I have known Bob and Mike for almost 20 years and they were the logical choice for me. They did a FANTASTIC job in selling my Vista practice. I sold my practice for a great price and they answered all of my questions before and after the sale. They have really helped me in my transition to a new situation. They are ethical, honest and hard working. Thanks for making my life so much easier!" **Paul C. Simeteys, D.D.S.**



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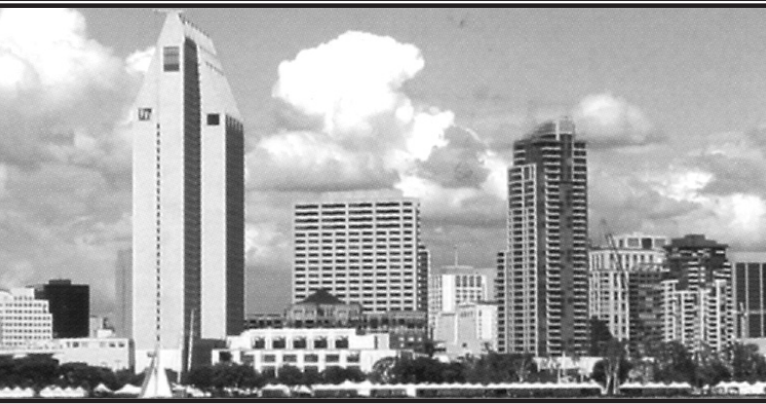
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Dear Mike and Bob,

I would like to thank the team at San Diego Practice Sales for their patience and understanding in the sale of my practice. I now realize the great challenge it can be to achieve the agreements of both parties in a practice transaction. It was clear that the skills honed from many years of practice sales experience, gave Mr. Hostler and Dr. Fleming the ability to facilitate a smooth and timely sale. Thank You, **Dr. Garnel Martin**

Dear San Diego Practice Sales,

"I wish to thank you and tell you how pleased I was with the sale of my practice as brokered by Dr. Bob Fleming. He handled the entire transaction in a very professional manner and was empathetic to my least concerns. There were some tough negotiations with the building owner, but Dr. Fleming handled them with skill and determination for the best possible lease for my buyer. It was very comforting to have a fellow dentist working on my behalf."

William J. Devlin, D.D.S.

"My practice was sold rapidly, for a good price, and with very little inconvenience to me. They went out of their way to make themselves available, and were courteous and helpful in every respect. These guys deserve a five star rating!" **Clay M. Nichols, D.D.S**

Dear Mike and Bob,

Thank you so much for your assistance in the sale of my practice. When I decided to sell the practice, I looked no further than the man responsible for helping me set up my practice, Mike Hostler. Mike, I have always appreciated your honesty and integrity and I knew that I could not go wrong when choosing you to help me sell my practice. I sincerely appreciated the time that you and Bob spent and the knowledge that you both imparted as the sale progressed. I would be more than happy to provide recommendations on your behalf to any dentist that is contemplating the sale of their practice. You guys are the BEST! Thank you so very much, **Thomas J. Gass, D.D.S.**

"My experience with Mike Hostler and Dr. Bob Fleming was excellent. After years of negotiations the sale was stalled until Mike and Bob became involved. With their assistance, we completed the sale in just a few short months, a "win-win" for each of us."

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LA MESA #3 - (5) op computerized G.P. (4) ops eqt'd w newer eqt. 5th op plumbed not eqt'd. In a one story garden style medical/dental complex. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2007 Gross Collect \$552K. 2008 Projected Gross Collect \$700K+. Absentee owner. Will produce & net more with owner/operator. **NEW**

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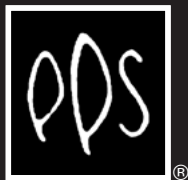
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Buying or Selling a Dental Practice?

5935 SAN JOAQUIN COUNTY'S ESCALON

Enjoy captive market in growing community rich in family values coupled with highly regarded school system. Produced \$588,000 and collected \$575,000 in 2007. 4-days of Hygiene. Great equipment. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

5936 SIERRA FOOTHILLS' HIGHWAY 50 - JUST EAST OF PLACERVILLE

Great country practice near many delightful communities. Only dental office draws from wide area. Produced \$578,000 and collected \$563,000 in 2007. Strong profits, low AR Balance and 4-days of Hygiene. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

5937 EL DORADO COUNTY'S FOLSOM

Located in Broadstone Marketplace. Beautiful "drive-up" office is not getting attention it deserves due to Owner's other practices. Produced \$94,000 during 3-month period in 2007 with just a little attention. Purchase for fraction of what it would cost to duplicate office today. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

5938 SOUTHERN HUMBOLDT COUNTY'S HIGHWAY 101

Practice in beautiful forested environment. Consistent \$300,000/year performer on Owner's 3-day week. Wants to do more! 4-days of Hygiene. FP \$100,000. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

5939 FREMONT

Well established practice Produced \$647,000 and collected \$637,000 on 3.5 day week on a patient foundation maintained by 6+ days of Hygiene. Great 4-op office with 5th op ready to go.

5940 BERKELEY'S ALTA BATES MEDICAL VILLAGE

Well-managed and efficient practice produced \$690,000 and collected \$667,000 in 2007 with profits of \$375,000. 4-days of Hygiene.

5941 STOCKTON

Central location adjacent to Weberstown Mall. Collected \$465,000+ with Profits of \$240,000 in 2007. Brand new 3-op dental suite with great exposure has increased new patient flow. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

5942 SANTA ROSA

Female-owned practice centrally located in Montgomery Village Area. Has averaged \$530,000+ in collections each of last 4-years. 4-days of Hygiene. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

5943 ROSEVILLE

5-year old practice produced \$983,000 and collected \$960,000 in 2007 with part-time Owner. Attractive office designed for large scale operation. Perfect for Husband and Wife, or Dental Organization seeking next location. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

5944 SANTA CLARA VALLEY'S HOLLISTER

Enjoys phenomenal visibility in busiest retail center. Well designed and equipped. Great history. New patient flow of 30/month and 1,000+ active patients. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

5945 SANTA ROSA

Best technology, best facility, best 2,000 sq.ft. free-standing dental building. Phenomenal opportunity for Dentist wanting perfect environment. Collected \$695,500 in 2007. Package sale of practice and building. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

5946 SIERRA FOOTHILLS - JACKSON AREA

Located on Highway 49. Collected \$265,000 in 2007 with Profits of \$146,000. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

5947 SOUTHERN HUMBOLDT COUNTY

3-days per week collected \$369,000 in 2007. 2-days of Hygiene. Attractive 4-op office. Great location. Full price \$95,000. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

5948 CALIFORNIA'S LAKE TAHOE

"Big City" practice in Sierra Wonderland. Produced and collected \$1 Million in 2007. 25+ new patients/month. Beautiful facility. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

5949 LOWER SIERRA FOOTHILLS - NOT FAR FROM I-80

This well established practice enjoys 6+ days of Hygiene per week. Attractive facility with room to grow. Collected \$950,000 in 2007. Located in fast growing area. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.

5950 SOUTH OAKLAND

Highly respected Inner City practice. Surrounding area consists of diverse cultural mix and make-up of blue and white collar. Practice is housed in its own 2,200 sq.ft. building which enjoys great visibility on corner of stop-light intersection and is adjacent to neighborhood elementary school. Beautiful 6-op office collected \$550,000 in 2007. Rock solid foundation with no competition. Insurance and private pay only. Go to www.PPSsellsDDS.com and view under CURRENT LISTINGS.



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