

THE Dental Trader

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So. Calif. Edition

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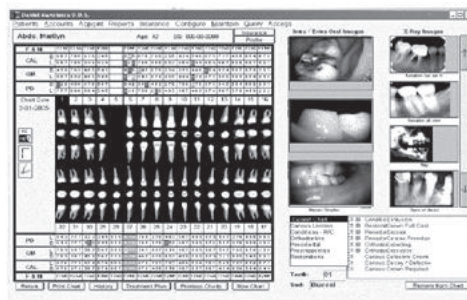
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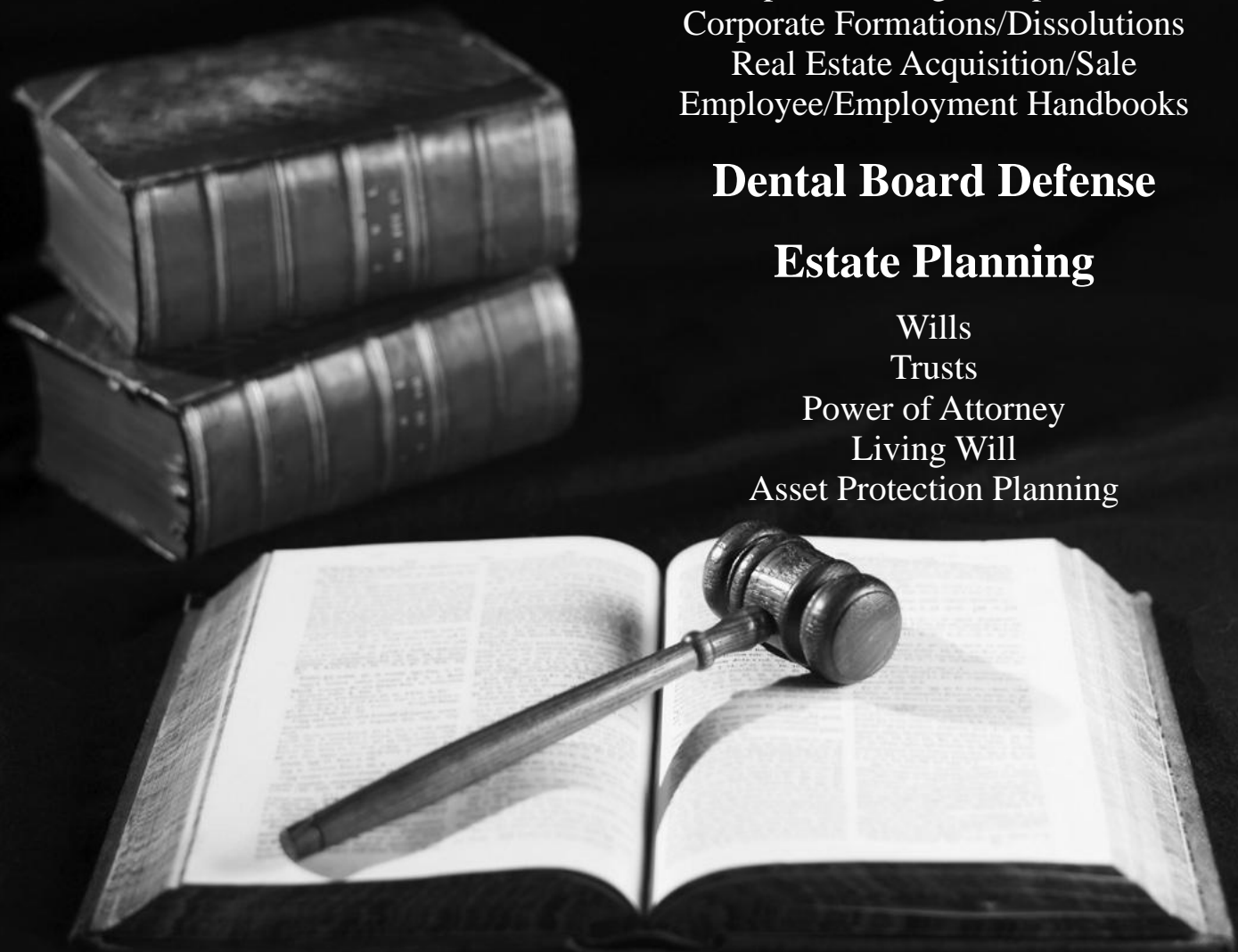
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- Transition Consulting
- Practice Purchase Agreements
- Partnership Agreements
- Shareholder Agreements
- Associate Agreements
- Associate Buy-ins
- MSO's
- Space Sharing/Group Solo
- Corporate Formations/Dissolutions
- Real Estate Acquisition/Sale
- Employee/Employment Handbooks

Dental Board Defense

Estate Planning

- Wills
- Trusts
- Power of Attorney
- Living Will
- Asset Protection Planning



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SELLING PATIENT BASE 25 yr. Costa Mesa private practice, due to lost lease Dr. Edward Hakim, 949-306-3543 web: eedds.com.

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

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

ORTHODONTIST Saturdays. Base + Bonus SFV. Group practice. Excellent opportunity. Resume: mysmilemakeover@aol.com.

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ZOOM ADVANCED POWER LIGHT and 2 patient kits. \$1200 OBO. Call Janice at 818-998-1851.

ORTHODONTIST NEEDED Certified orthodontist for Huntington Park, one day per month, please leave your information: 310-663-6631.

DENTAL EQUIPMENT FOR SALE! Please call for list @ (310) 479-7852.

IRVINE DENTAL OFFICE sublease 2 rooms rent \$2500, utility included, royatoomarian@yahoo.com.

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>.

PRIVATE DENTAL OFFICE in Phoenix, AZ is looking for a General Dentist. Please fax your CV to (602) 973-8399.

1986 JAGUAR VANDEN PLAS Black w/ creme interior, wire wheels, less than 18K miles. Garaged entire time owned-one owner/dealership serviced. Call 949 499 5855 (leave message).

BALDOR LATHE Peri-Pro III developer with Day-loader (needs motor). Dr. B 626-494-5711.

ASSOCIATE DENTIST WANTED with expectation of becoming managing dentist in near future. Comfortable with most procedures. Busy practice near downtown LA. Saturdays required. Fax 213-484-8001.

DENTAL ASSISTANT NEEDED with front/back experience for LA dental practice...fax your resume at 323-656-5621 or email to gmmdds@yahoo.com.

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

D&M

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 & Dentrrix 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, Dentrrix s/w, and new chairs. 2007 Gross Collections \$700K+. **BACK ON THE MARKET**

OXNARD #5 - (3) op computerized G.P. Cash/Ins/PPO. Dentrrix 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 58 for more details!

OTHERS

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ORTHO ASSISTANT (DA or RDA) NEEDED for orthodontic office in Murrieta/Temecula. Please respond to email: bracesinfo@gmail.com.

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

MOVING DENTAL OFFICE Lg. Brass mirror 41X32,2 brass lamps, 3 chrome/upholstry chairs and swivel chair, blue; dark wood wall shelves, used 14.2 cu ft. refrigerator. Much more. See other add. Yorba Linda CA. burnhamdds@gmail.com. Priced to sell quickly.

PRACTICE FOR SALE #3047-Korean G.P. - @ (101) and Vermont. Est. 30 plus years. Senior Seller refers out a lot. Full Price \$220k. Call P.P.S. (714) 832-0230.

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I AM LOOKING TO BUY a medium size practise in Ontario or surrounding areas. Plz call 626.641.2862.

OPERATORY AVAILABLE TO LEASE beautiful new office in Carson, opportunity for general practitioner or specialist. digital monitors. Contact: (310) 538-3333.

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

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

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.

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

RECENTLY GRADUATED PERIODONTIST seeking for PT/FT position in Southern Cal. Please contact me at periopop@yahoo.com.

PART TIME D.A. NEEDED in Redlands, Ca. Dental Office. Please Fax Resume to 909-874-6585.

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DENTAL ASSISTANT bilingual Spanish/Eng Covina. Fax resume 626-938 0193.

PRACTICE FOR SALE #3101 – South Orange County. HMO – GP – State of art Equipped paperless office. Grossing \$1,037,000. Absentee Seller. Owner Operator adding Ortho only will do \$1,500,000 first year. Net \$400k to \$500k first year. Call P.P.S., (714) 832-0230.

ENDODONTIST Well-established LA Multi-Specialty practice seeking part-time Endodontist as associate. Great staff and patients. 310)386-8246, Fax 626)446-9774, huntingtonparkdental@yahoo.com.

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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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7. Do you know options to reduce employee and other liabilities?
8. Do you know options to reduce needless liability in practice/lease/employment/contracts?
9. Is your practice Dental Board compliant?

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SEEKING ASSOCIATE POSITION in North SLO area, Paso Robles, Templeton, Atascadero. Call me 661-755-6353.

PRACTICE FOR SALE #3131 – Anaheim – GP – Established 40 years. 6 Ops plumbed, 5 equipped. Rent \$2,100/mo for 1,800 sq.ft., Ball Rd. at busy intersection,; Grosses \$360k in a 2 day week, 50 patients per week, Grossed \$460k when Seller gave 3 to 4 days. Can book 3 to 4 days within 30 days. To do Panograph and Cepth paid \$50k. Total Price \$300k. A Bargain for a busy practice. Call P.P.S. (714) 832-0230.

PRACTICE FOR SALE IN HUNTINGTON PARK Successful practice for sale, dentist retiring, busy Spanish area, leave message: 310-663-6631.



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ANAHEIM – Like new 3 fully equipped ops; 1st floor site; shopping center visibility. Starter opportunity with equipment and leasehold only. Call now – don't be late!

ATASCADERO – Can't ask for more than this...great area...low overhead...private only practice...building ownership potential...extensive hygiene program...revenues exceed \$950k on part-time schedule...amazing opportunity with tremendous upside potential.

CERRITOS / LONG BEACH AREA – Shopping center on major intersection. 5 ops fully equipped. Excellent visibility. Priced for immediate sale.

CULVER CITY – 1st floor location. Private only patients. Established over 30 yrs. Growth potential. Conservative owner. Full 4-day hygiene program. You ready?

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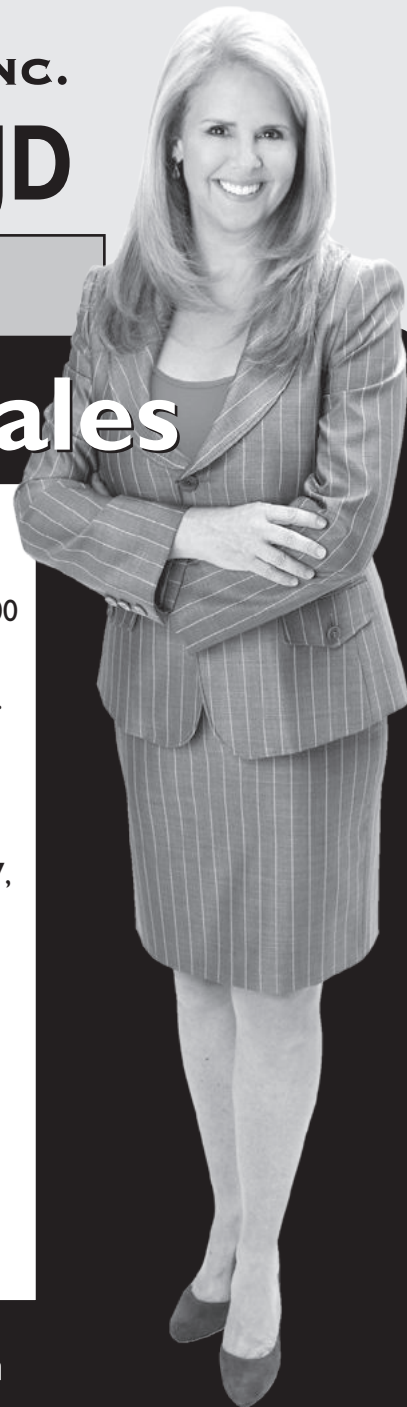
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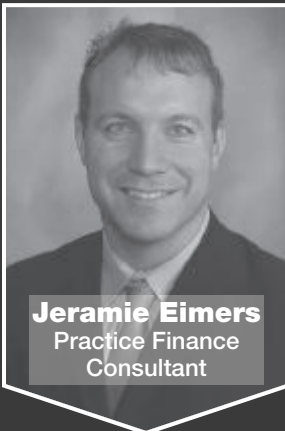
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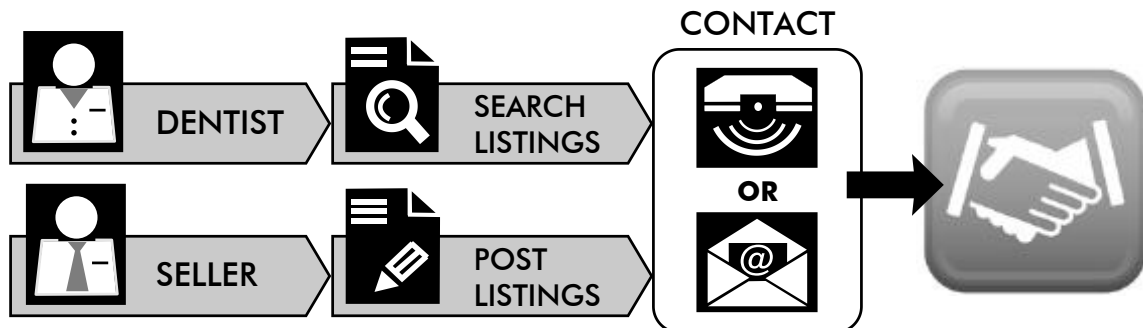
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CONEJO VALLEY MANAGED CARE PRACTICE FOR SALE: Excellent location with a total of 11 operatories. Gross collections in excess of \$1.8 million with over \$14,000/month in capitation checks. Specialty group also included. Seller does not work in the practice and is only present two and one-half days per week. Net income for an owner/operator is in excess of \$530,000 per year. Retiring. Asking \$1,485,000. **SALE PENDING**

CARPINTERIA GENERAL PRACTICE FOR SALE: Fee for service practice has been established for over thirty years in the community. Collects \$650,000 per year on four days per week with a net income of \$260,000 per year. No welfare, no cap, no advertising, no evenings, and no weekends. Six days of hygiene per week. Well established, stable general practice. Live and work at the beach! Asking \$515,000. **SOLD**

SANTA MARIA FEE FOR SERVICE PRACTICE FOR SALE: Collects over \$500,000 per year with a net income of over \$200,000 per year with no Denti-Cal and no capitation. Solid hygiene program with four days of hygiene per week. Seller refers all endo, all perio surgery, all ortho and difficult oral surgery. Quality office building with newer equipment. Asking \$335,000. Motivated.

CAMARILLO GENERAL PRACTICE FOR SALE: Retail location in a major commercial center in town. Newer practice with seven equipped operatories with digital x-rays, digital panoramic x-ray, and full computerization including chairside data entry. Collected \$400,000 in 2007 on three days per week. 40 new patients per month with \$2,000/month in capitation. No Denti-Cal and no weekends. Absentee owner. Great potential for growth. Asking \$375,000.

SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE: Established for 30 years in the same location, this practice collected \$716,000 in 2007 on four days per week. Lots of potential as Seller refers all endo, all oral surgery, all perio surgery, all full dentures, all full mouth reconstruction cases and all ortho. Seller does no advertising, no HMO's, and no PPO's and does not work evenings or weekends. Four equipped operatories. Six days of hygiene per week. Asking \$575,000. **SALE PENDING/FULL PRICE**

SANTA BARBARA FEE FOR SERVICE GENERAL PRACTICE FOR SALE: Almost 40 years of goodwill with the same owner! Consistently collects over \$450,000/year with an average net income of \$180,000/year on 3 1/2 days per week. Two days of hygiene per week. No evenings, no weekends, no advertising, no Denti-Cal and no PPO's. Seller refers all endo, all oral surgery, all perio, all ortho and most pedo. Three equipped operatories with a 4th that is plumbed but not equipped. Retiring. Asking \$375,000. **SALE PENDING**

DOWNEY GENERAL PRACTICE FOR SALE: Stable, well established fee for service practice collects \$1.1 million per year with a net income of \$400,000 per year on four and one-half days per week. No Denti-Cal, no capitation, no evenings, no weekends. Eight and one-half days per week of hygiene. Five equipped operatories with one additional operatory that is plumbed but not equipped. Fully computerized with digital x-rays. Seller is leaving the State. Asking \$825,000.

THOUSAND OAKS FEE FOR SERVICE PRACTICE FOR SALE: This is a gold mine! Almost 40 years of goodwill. Located in a one-story professional building, this practice collects \$1.0 million per year on four days per week with no Denti-Cal, no HMO, no PPO, no advertising, no evenings and no weekends. Six plus days per week of hygiene. Seller refers all endo, all perio, all oral surgery, all pedo, and all ortho. Tons of potential! You would have to be blind not to recognize it. Retiring. Motivated. Asking \$750,000. **SOLD ABOVE FULL PRICE**

GLENDALE ORTHODONTIC PRACTICE FOR SALE: Consistent collections in excess of \$300,000 per year on three days per week. Over 260 patients in bands with contract receivables in excess of \$300,000. 6-8 new patient starts per month. 3 chairs in a bay configuration. Low overhead. Asking \$200,000. **SALE PENDING/FULL PRICE**

BAKERSFIELD GENERAL PRACTICE FOR SALE: Collects \$525,000 per year on 27 hours per week with a net income of over \$250,000 per year. Located near the hospital, the practice has no Denti-Cal and does no advertising. No evenings, no weekends. Capitation payments are about \$1,500 per month. Five equipped operatories with a sixth operatory that is plumbed but not equipped. Good potential for growth as Seller works just three days per week and still receives 44 new patients per month. Motivated Seller. Asking \$380,000. **MAKE OFFER!**

CAMARILLO FEE FOR SERVICE GENERAL PRACTICE FOR SALE: Over 30 years of goodwill. Very nice facility with five equipped operatories. Practice collects over \$700,000 per year with no Denti-Cal, no HMO, no advertising and no weekends. Six days per week of hygiene. Stable, recall based practice. Seller refers perio surgery, molar endo, ortho and difficult oral surgery. Retiring. Asking \$600,000. **SALE PENDING/FULL PRICE**

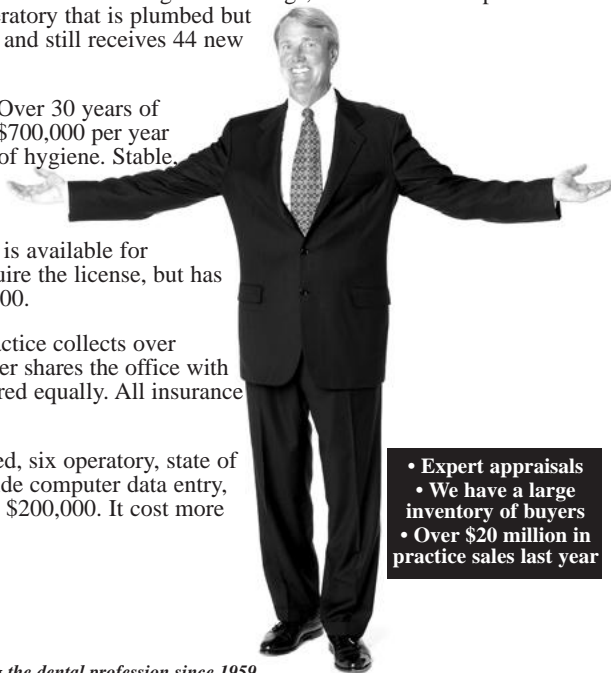
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BEVERLY HILLS PRIVATE PRACTICE FOR SALE: Long established practice collects over \$200,000 per year on three days per week with 1-2 days per week of hygiene. Seller shares the office with another general dentist - each owns and uses three operatories and the rent is shared equally. All insurance and cash patients. Asking \$145,000.

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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 operatory. 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 4 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 in 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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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 12% 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 days, 8 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 operatory 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 willing 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 locaion for the past 24 years. Owner to retire.

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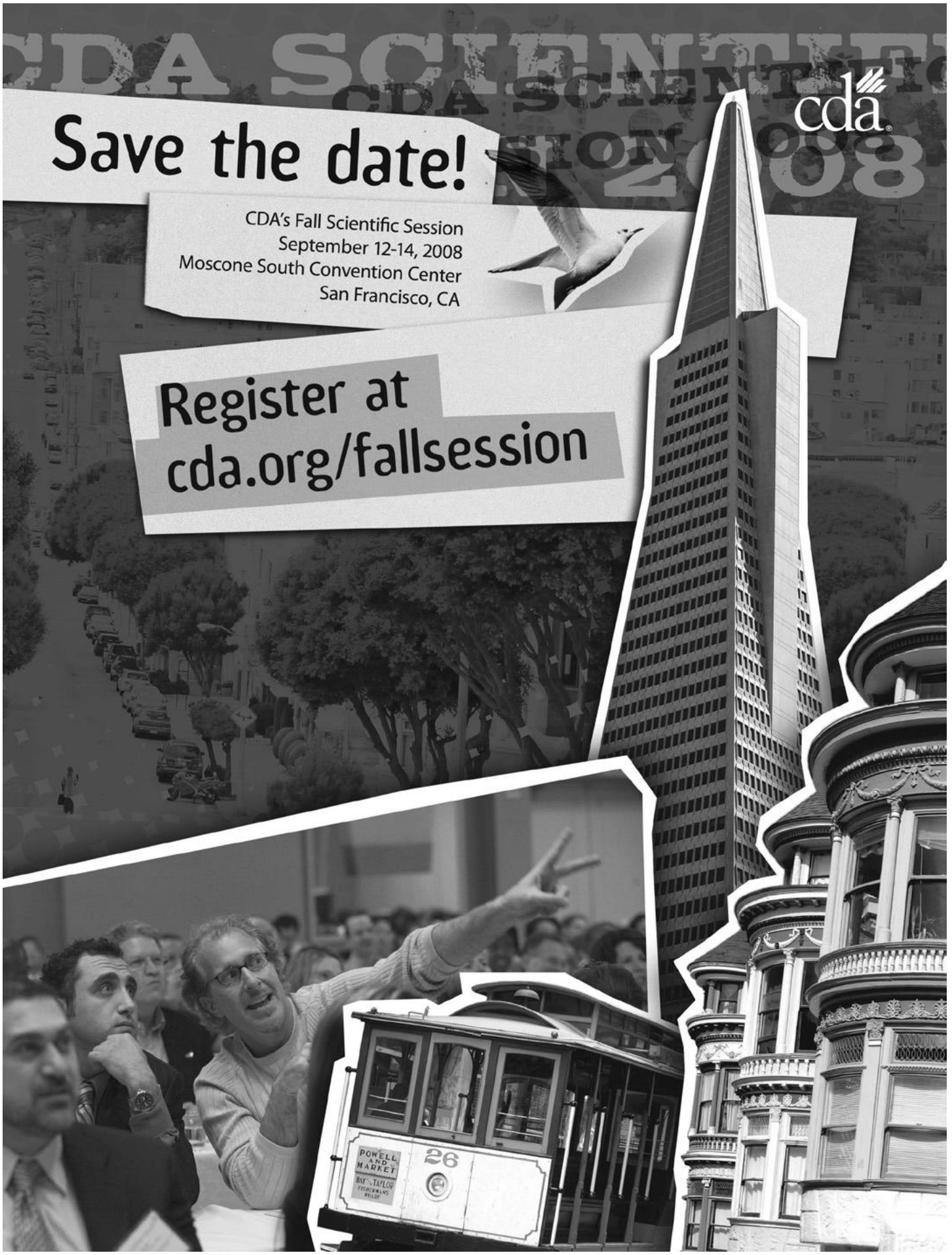
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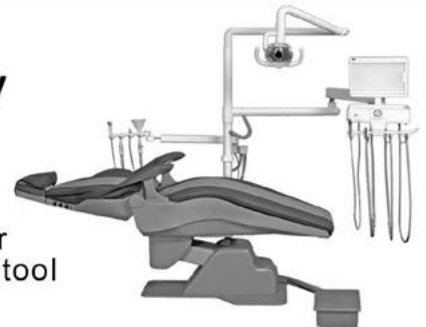
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GREATER LOS ANGELES COUNTY

BELLFLOWER – DENTAL PRACTICE & BUILDING 5 eq. ops., 1,875 sq. ft. suite located in a single story, three suite building. Computerized office with Intra Oral camera. 40% ins., 40% cash and 20% Cap. Seller works 3 ½ days/wk. Projecting approx. \$487,947 for 2008. **BUYER'S NET OF \$80,984.** Property ID #1001.

BURBANK GP – 3 eq. ops., 1,050 sq. ft. office in two-story medical/dental building. Computerized, intra-oral camera & digital x-ray. 65% insur. (20 PPO's), 25% cash & 10% medi-cal. Pretty office building has covered parking. Perfect first practice, satellite office or opportunity to merge with another practice. **BUYER'S NET OF \$59,418.** Property ID #1171.

CANOGA PARK GP – 4 eq. ops. in a 1,700 sq. ft. office located in a free standing building. Computerized office with Intra Oral Camera & Digital X-ray. 70% insurance, 20% cash & 10% capitation. Seller works 2 1/2 days/wk & Assoc. works 1 day/wk. Collected approx. \$593,791 for 2007. Projecting approx. \$511,800 for 2008. **BUYER'S NET OF \$124,446.** Property ID #1251.

COVINA GP/SPEC – 4 eq. ops., 1 plumbed, not eq., 1,486 sq. ft. in single story, medical/dental building; large rear parking. Approx. 43 years goodwill. 3 day/wk practice. 80% insur. (50% PPO/30% priv.) & 20% cash practice; refers all endo. Beautiful office with lots of granite. Projecting approx. \$221,958 for 2008. Property ID #1151.

COVINA GP – 6 eq. ops., 2,225 sq. ft. office in free-standing dental building available for sale with practice. Retiring Seller works 3 ½ days/wk; 3 hygienists work a total of 5 hyg. days/wk. Approx. 37 yrs. of goodwill. 5 long term staff members. Collections for the last fiscal year were approx. \$675,339. **BUYER'S NET OF \$158,554.** Property ID #1371.

DOWNEY – 6 eq. ops., 1 plumbed not eq. op. in a 1,960 sq. ft. office located in a free standing building/duplex. Computerized office with Intra Oral Camera. 80% insurance and 20% cash. Seller work 4 days a week. 21 new patients per month. Projecting approx. \$679,040 for 2008. **BUYER'S NET OF \$200,244.** Property ID # 1281.

DOWNEY GP – 3 eq. ops., 1 plumbed, not equipped, located in single story medical/dental building. Digital x-ray, intra-oral camera. 50% insurance & 50% cash. 20 years of goodwill. Seller purchased in 1999. 4 day/wk practice. Projecting approx. \$288,000 for 2008. **BUYER'S NET OF \$88,100.** Property ID #1381.

EL MONTE GP – 4 eq. ops, 2 plumbed not eq. in a 1,700 sq. ft. office. Office was established since 1957 – Seller passed away in February 2008 - Currently 2 associates are working the office. (1) works 3 days and (1) works 1 days per week – Office is open 5 days per week- Office is 80% Insurance / 20% Cash – Great Location – Great Exposure Building is for sale. Projecting approx. \$334,828 for 2008. **BUYER'S NET OF \$74,000.** Property ID #1231.

EL MONTE GP – 3 eq. ops., 1 plumbed, not equipped., 1,200 sq. ft. office in shopping center. 14 yr old equipment. Leasehold improvements, equipment & patient charts, approx. 50% are medi-cal patients. Est. 1994. Property ID #1391.

ENCINO – LEASEHOLD IMPROVEMENTS & EQUIPMENT 2 eq. ops in a 720 sq. ft suite located in a three story building. Leaving charts as bonus. Excellent Location. Turn-key office. Property ID # 1271.

ENCINO PEDO – 3 eq. ops., 1,000 sq. ft. office in multi-story medical/dental building. Approx. 3 yr. old equipment. 3 day/wk office. 60% insur., 20% cash & 20% medi-cal. Estab. 2005. Seller retiring. Property ID #1401.

GRANADA HILLS – 3 eq. ops., 1 plumbed not eq op. in a 1,400 sq. ft. suite located in a two story medical/dental building. Computerized suite with Intra Oral Camera. Seller works 2 1/2 days a week. Collected approx. \$217,240 for 2007. Projecting approx. \$189,156 for 2008. **BUYER'S NET OF \$47, 883.** Property ID # 1311.

LAWDALE – 3 eq. ops., 1 partially equipped op; 1,500 sq. ft. store-front office. Approx. 38 years goodwill. Seller works part time, has two offices. Long term staff. Middle class, blue collar area. 3 yrs. left on lease with five year option. Low rent. Turn-key office with less than start-up price. Property ID #1331.

PRACTICE SALES, INC.

and Appraising of Dental Practices



Maria Silva, V.P.

LONG BEACH GP – 4 eq. ops., plumbed staff lounge, 1,490 sq. ft. office in multi-suite, two story building for sale with practice. Good location near downtown area with room to expand to a multi-specialty office or have rental income. 3 yr old equip. with digital x-ray. 70% insur. (PPO's), 30% cash practice & one cap plan. 3 day/wk practice. Projecting approx. \$481,440 for 2008. **BUYER'S NET OF \$85,516.** Property ID #1321.

NORTH HOLLYWOOD GP – 3 eq. ops., 1 plumbed, not equipped, 1,350 sq. ft. office in one story shopping center location. Approx. \$6,000/month cap.; 9-10 plans. 15 new HMO & 15 new private patients/mon. Seller works 3 days/wk & assoc. works 1 /day/wk. Projecting approx. \$831,664 for 2008. **BUYER'S NET OF \$351,276.** Property ID #1181.

NORTHRIDGE GP – 3 eq. ops., 1 plumbed not eq. in a 1,400 sq. ft. suite located in a one story medical/dental building. Computerized suite with Intra Oral Camera & Digital X-ray. 60% insurance and 40% cash. Seller works 3 days/wk. Collected approx. \$252,310 for 2007. Projecting approx. \$222,564 for 2008. Property ID #1291.

REDONDO BEACH GP – COSMETIC/FEE FOR SERVICE – 6 eq. ops., 2,900 sq. ft. office located in professional complex by the water. 2 yr. old equip. 20 – 40 new patients/month. Absolutely beautiful office, well-designed. 50% insur/50% cash; no PPO's. Collected approx. \$829,000 in 2007. Projecting approx. \$639,476 for 2008. Property ID #1351.

RESEDA – 4 eq. ops, approx. 1,400 sq. ft. office located in four-story, medical/dental building. Equipment is approx. 3 yrs. old. Reasonable lease includes utilities and cleaning; Seller is relocating practice. Very busy medical/dental center located on corner of major Cross Street. Property ID #701.

THOUSAND OAKS GP or SPEC – 3 eq. ops., 1,235 sq. ft. office in free-standing medical/dental building. 2 – 5 year old equipment. Rent includes utilities. Seller relocating to larger office. Leasehold Improvements and Equipment only! Property ID #1411.

WALNUT - GP/SPEC – LEASEHOLD IMPROVEMENTS & EQUIPMENT ONLY! 2 eq. ops., private office plumbed for 3rd. 1,000 sq. ft. office in busy shopping center with anchor stores. Excellent location. Seller moving practice to nearby community. Property ID #1161.

ORANGE COUNTY

ANAHEIM – 4 eq. ops., 1,200 sq. ft. office located in strip retail center near freeway. Reasonable rent. Newly remodeled with digital x-ray & computerized ops. TURN-KEY office. Property ID #631.

ANAHEIM GP – LEASEHOLD IMPROVEMENTS & EQUIPMENT ONLY! 3 eq. ops., 1 plumbed, not equipped; approx. 1,635 sq. ft. building; medical/dental complex with large parking lot. Part-time practice. Property ID #621.

GARDEN GROVE – 3 eq. ops., 1,260 sq. ft. shopping center location. Approx. 30 new patients/month. 4½ day/week practice. 37% insurance, 50% cash, 13% medi-cal. Collected approx. \$331,225 for 2007. Projecting approx. \$376,340 for 2008. **BUYER'S NET OF \$125,732.** Property ID #931.

GARDEN GROVE – 5 eq. ops., 1,300 sq. ft. suite located in a free standing building. Computerized office with Intra Oral Camera & Digital X-ray, 55% insurance 45% cash. Seller works 4 days per week. Average of 9-10 new patients per month. Projecting approx. \$603,639 for 2008. **BUYER'S NET OF \$223,856.** Property ID #1461.

IRVINE – 3 eq. ops., 1 plumbed, not equipped op., approx. 1,100 sq. ft. office in busy, strip retail center near Irvine Spectrum. 1 yr old equip; Great starter location; lots of foot traffic Mon – Fri. Leasehold Improvements and Equipment only! Executive location. Property ID #831.

IRVINE – 4 eq. ops., 1,195 sq. ft. office in large, busy shopping center. Well established, approx. 12 yrs. 50% Ins/PPO, 40% cash & 10% Cap. Computerized, digital office. Long term staff. Projecting approx. \$565,377 for 2008. **BUYER'S NET OF \$166,476.** Property ID #111.

LAGUNA HILLS GP – 4 eq. ops., 1,300 sq. ft. office located on ground floor in a two story medical/dental building. Equipment 1 year and older. Seller works 4 ½ days/wk. 32 years of Goodwill. Property ID #1081.

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



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ORANGE – Leasehold Improvements & Equipment Only! 3 fully eq. ops. and 1 plumbed not eq. in a 1,000 sq. ft. suite. Located in a one story medical / dental building. Great location. Property ID #1421.

RANCHO SANTA MARGARITA – Leasehold Improvements & Equipment Only! 5 fully eq. ops. and 5 plumed not eq., in a 2,800 sq. ft. office. Located in a busy shopping center. Great Location. Great exposure. Great opportunity for startup. Property ID #1071.

SANTA ANA – Leasehold Improvements & Equipment Only! 4 fully eq. ops. and 1 plumbed/not eq. in a 1,000 sq. ft. office. Good Location. Large rear parking and good street visibility. Digital X-rays. Leaving bonus Medi-Cal patients (approx. \$80,000/yr). Property ID #1141.

TUSTIN GP OR SPEC LOCATION – 4 eq. ops., 1,300 sq. ft. office located on first floor of two-story, medical- dental building with large rear parking lot. Seller moving to larger office. Upscale area of Tustin. Property ID #1341.

RIVERSIDE & SAN BERNARDINO COUNTIES

CORONA – Leasehold Improvements & Equipment Only! 4 fully eq. ops., in a 1,104 sq. ft. suite located in a one story dental building. Computerized office with Intra Oral Camera & Digital X-ray. Seller moving to a larger office. Property ID #1431.

CORONA – Leasehold Improvements & Equipment Only! 2 fully eq. ops., in a 1,000 sq. ft. suite located in a Dental / Medical Building. Inactive Medi-cal chart will stay. Seller moving to a larger office. Property ID #1441.

HEMET GP – 4 eq. ops. in a 1,252 sq. ft. office located in a one story medical/dental building. 38% insurance and 62% cash. 37 years of Goodwill. Projecting approx. \$382,656 for 2008. **BUYER'S NET OF \$88,002.** Property ID #1301.

HEMET GP – 3 eq. ops., in a 1,920 sq. ft. office located in a one story free standing building. Computerized office with Intra Oral Camera & Digital X-ray. 50% insurance and 50% cash. Seller works 3 ½ day/wk. Projecting approx. \$382,736 for 2008. Property ID #1261.

LA QUINTA - 6 eq ops., in a 2,000 sq. ft. office located in one story strip shopping center. Computerized office with Intra Oral Camera. 8% insurance & 92% cash. 5 day/wk practice with 4 day/wk hygiene. Approx. 80 new patients/mo. Projecting approx. \$1,354,170 for 2008. **BUYER'S NET OF \$350,142.** Property ID #1491.

MORENO VALLEY – Leasehold Improvements & Equipment, 2 eq. ops, 1 plumbed not eq., in a 900 sq. ft. office located in single story shopping center. 40-50 New Patients per month. 20 years of Goodwill. Property ID #1241.

PALM DESERT GP – 4 eq. ops., in a 1,550 sq. ft. suite located in a one story shopping center. 3 year old equipment. Computerized suite with Intra Oral Camera & Digital X-ray. 40% insurance and 60% cash. Average 20-21 new patients/month. Projecting approx. \$1,147,672 for 2008. **BUYER'S NET OF \$263,564.** Property ID #1091.

PALM DESERT GP – 5 fully eq. ops., in a 1,665 sq. ft. office located one story strip shopping center. Computerized office with Intra Oral camera & Digital X-ray. Income stream 24% insurance, 68% cash & 8% capitation. 3 to 6 year old equip. 2 days/wk practice with 2 days/wk of hygiene. Projecting approx. \$494,611 for 2008. **BUYER'S NET OF \$155,266.** Property ID #1481

PALM DESERT GP – A rare to find ,highly reputable and profitable dental practice is available for partial or full ownership. 3 eq. ops in a 2,000 sq. ft. office located in a prestigious Medical/Dental Complex. 5 star luxury dental practice presents state of the art decor with Digital X-ray. Seller works 2 ½ days/wk with 2 full days of hygiene. Income stream 100% cash with 24 new patients/mo. 5 yr. old equip. Full-service, Cosmetic, Restorative, Implant Practice. Projecting approx. \$1,365,696 in 2008. **BUYER'S NET OF 634,416.** Seller requests to work back in the practice up to 4 days per month while expanding his dental laboratory and training facility in Orange County. Very trained and highly motivated dental team welcomes the new doctor. Truly a dream practice! Property ID #1121.

PALM SPRINGS – 4 eq. ops. in a 1,300 sq. ft office located in a one story, free standing building. Computerized office with Intra Oral camera & Digital X-ray. Seller works 3 days/wk. Income stream 25% ins., 50% cash and 25% Medi-Call with 15-20 new patients/mo. 3 yr. old equip. Long term lease. Projecting approx. \$292,084 for 2008. **BUYER'S NET OF \$123,438.** Property ID #1131.

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RANCHO CUCAMONGA GP – 3 eq. ops., 1,100 sq. ft. office in strip shopping center. Two yr. old equipment. Seller working part-time; collected approx. \$144,000 in 2007 and collection approx Jan-March \$63,870 for 2008. Turn-key office for motivated Buyer. Replacement price with patients and goodwill. Property ID #502.

TEMECULA – 4 eq. ops., 1,500 sq. ft. office. Located in a three story professional building. Good Location. Great view of mountains from back operatory. 3-4 year old equipment. Leasehold Improvements & Equipment only! Property ID #1031.

SAN DIEGO COUNTY

ESCONDIDO – 5 eq. ops. in a 2,200 sq. ft. suite located in a free-standing building, corner location. Computerized office with a Intra Oral Camera. Sellers work 1 day a week with an associate working 1 day a week. Income stream is 48% cash 40% insurance 12% capitation practice. Good location and upside potential. Property ID #991.

FALLBROOK GP & BUILDING – 4 eq. ops., 1,800 sq. ft. office in free-standing, two suite dental building. Seller's ½ interest in building to be sold with practice. 60% insur., 40% cash practice, only 5 – 8 PPO's. 4 day/wk practice with 4 hygiene days/wk. 38 years of goodwill. Collected approx. \$1,033,000 in 2007. Projecting approx. \$977,964 for 2008. BUYER'S NET OF \$309,150. Property ID #1201.

SAN MARCOS GP – 4 eq. ops., 1,184 sq. ft. office in well-established shopping center. Seller Relocating practice to a larger space. Equipment is approx. 5 yrs. old; modern, well-designed office, easy access to freeway. Property ID #1361.

VENTURA, SANTA BARBARA & SAN LUIS OBISPO COUNTY

CAMARILLO GP – 3 eq. ops., shopping center location. Busy center with lots of parking. Seller shares office with a podiatrist; rent and utilities shared proportionately. Seller is retiring. Turn-key opportunity; Less than start-up price! Property ID #1191.

SAN LUIS OBISPO GP – 3 eq. ops., 1,400 sq. ft. office in free-standing building. 4 day/wk practice with 3 ½ days/wk of hygiene. Approx. 60 new patients/month. 64% insur., 35% cash and 1% Capitation. 4 ½ yr. old equip. with digital x-ray & intra-oral camera. Projecting \$720,672 for 2008. BUYER'S NET OF \$221,126. Property ID #1451.

SANTA BARBARA – 4 eq. ops. in a 1,450 sq. ft. suite located in a two story medical/dental building. Computerized suite with Intra Oral Camera & Digital X-ray. 70% insurance and 30% cash. Average 20-25 new patient/month. Collected approx. \$299,225 for 2007. BUYER'S NET OF \$89,099. Property ID #1211.

N.W. VENTURA-DENTAL PRACTICE & CONDO - 4 eq. ops., 1,525 sq. ft. office. Computerized suite with Intra Oral Camera & Digital X-ray. 75% insurance & 25% cash. Approx. 10-15 new patients/month. 5 day/wk practice with 3 days/wk of hygiene. Projecting approx. \$539,404 for 2008. BUYER'S NET OF \$192,452. Property ID #1471.

WEB SITE: WWW.CALPRACTICESALES.COM

DIRECT E-MAIL ADDRESS TO BROKER/AGENTS

Alice King- aking@calpracticesales.com

Greg Beamer- gbeamer@calpracticesales.com

Tina Ochoa- tochoa@calpracticesales.com

Maria Silva- msilva@calpracticesales.com

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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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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 buildings 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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LODI - (4) op computerized G.P. (3) ops eqt'd w new Belmont eqt & 4th op plumbed not eqt'd. Free stand bldg on a main street w exposure/visibility & signage. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2007 Gross Collections \$309K+. 2008 Projected Gross Collect \$375K+. Absentee owner. Will produce/net more w owner/operator. **NEW**



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**

PETALUMA - Newly opened in late 2006 and growing like a weed! (2) op computerized G.P. eqt'd w new Belmont eqt. In a one story prof. bldg. Cash/Ins/PPO & HMO pts. Also has a (700) member Smile Saver Contract. No Denti-Cal. Cap check approx. \$3K/mos. Easy Dental software. 2007 Gross Collect \$225K. 2008 Projected Gross Collect \$450K. Absentee owner. Will produce/net more with owner/operator. **NEW**

BAKERSFIELD #20 - (3) op computerized G.P. & a duplex bldg. (2) ops eqt'd with 1 1/2 year old eqt. 3rd op plumbed not eqt'd. Located on a very busy city street. Excellent exposure/visibility and signage. Cash/Ins/PPO with some regional center reimbursements. No HMO's or Denti-Cal! Gross collect \$450K/yr. 35 years of goodwill. Approx. 25 new pts/mos. The bldg is approx 2,000 sq ft. & has a large rear parking lot. The dental office is 1,200 sq ft & the other unit is 800 sq ft. It is presently being used for a medical application. The dental office could be easily expanded into 5-7 ops. Seller is retiring, but will assist transition, & could possibly work back part time. **NEW**

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##### Friday, May 16

Hands-on Restorative/Implants  
Tulsa Dental

##### Friday, June 6

Periodontics  
Moderator: Daniel Kunihira, DDS

##### Tuesday, May 20

“Good to Great: Can Your Practice Make the Leap?”  
Sherry Blair

##### Friday, September 5

CPR  
\$75.00 per person

##### Wednesday, September 17

Prosthodontics  
Moderator: Tony Daher, DDS

##### Thursday, September 25

“A Practical Guide to Participating Provider Contracts”  
Richard Sarhaddi, Esq.

##### Friday, October 10

Infection Control:  
Joyce Galligan, BSN, DDS  
Dental Practice Act:  
Bette Robin, DDS, JD

##### Wednesday, November 5

Orthodontics  
Moderator: Thomas Bietsch, DDS

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**Friday, May 16**

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**Tuesday, May 20**

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**Friday, June 6**

Periodontics

**Wednesday, September 17**

Prosthodontics

**Wednesday, November 5**

Orthodontics

**Thursday, September 25**

“A Practical Guide to Participating Provider Contracts”

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### 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.



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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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## WIRELESS TELEPHONE LAWS FAQs

Two new laws dealing with the use of wireless telephones while driving go into effect July 1, 2008. Below is a list of Frequently Asked Questions concerning these new laws.

**Q: When do the new wireless telephone laws take effect?**

A: The new laws take effect July 1, 2008.

**Q: What is the difference between the two laws?**

A: The first prohibits all drivers from using a handheld wireless telephone while operating a motor vehicle. (Vehicle Code (VC) §23123). Motorists 18 and over may use a hands-free device. Drivers under the age of 18 may NOT use a wireless telephone or hands-free device while operating a motor vehicle (VC §23124).

**Q: What if I need to use my telephone during an emergency, and I do not have a hands-free device?**

A: The law allows a driver to use a wireless telephone to make emergency calls to a law enforcement agency, a medical provider, the fire department, or other emergency services agency.

**Q: What are the fines if I'm convicted?**

A: The base fine for the FIRST offense is \$20 and \$50 for subsequent convictions. According to the Uniform Bail and Penalty Schedule, with the addition of penalty assessments, a first offense is \$76 and a second offense is \$190.

**Q: Will I receive a point on my drivers license if I'm convicted for a violation of the wireless telephone law?**

A: NO. The violation is a reportable offense: however, DMV will not assign a violation point.

**Q: Will the conviction appear on my driving record?**

A: Yes, but the violation point will not be added.

**Q: Will there be a grace period when motorists will only get a warning?**

A: NO. The law becomes in effect on July 1, 2008. Whether a citation is issued is always at the discretion of the officer based upon his or her determination of the most appropriate remedy for the situation.

**Q: Are passengers affected by this law?**

A: No. This law only applies to the person driving a motor vehicle.

**Q: Do these laws apply to out-of-state drivers whose home states do not have such laws?**

A: Yes

**Q: Can I be pulled over by a law enforcement officer for using my handheld wireless telephone?**

A: YES. A law enforcement officer can pull you over just for this infraction.

**Q: What if my phone has a push-to-talk feature, can I use that?**

A: No. The law does provide an exception for those operating a commercial motor truck or truck tractor (excluding pickups), implements of husbandry, farm vehicle or tow truck, to use a two-way radio operated by a "push-to-talk" feature.

**Q: What other exceptions are there?**

A: Operators of an authorized emergency vehicle during the course of employment are exempt as are those motorists operating a vehicle on private property.

### **DRIVERS 18 AND OVER**

Drivers 18 and over will be allowed to use a hands-free-device to talk on their wireless telephone while driving. The following FAQs apply to those motorists 18 and over.

**Q: Does the new "hands-free" law prohibit you from dialing a wireless telephone while driving or just talking on it?**

A: The new law does not prohibit dialing, but drivers are strongly urged not to dial while driving.

**Q: Will it be legal to use a Blue Tooth or other earpiece?**

A: Yes, however you cannot have BOTH ears covered.

**Q: Does the new hands-free law allow you to use the speaker phone function of your wireless telephone while driving?**

A: Yes.

**Q: Does the new "hands-free" law allow drivers 18 and over to text page while driving?**

A: The law does not specifically prohibit that, but an officer can pull over and issue a citation to a driver of any age if, in the officer's opinion, the driver was distracted and not operating the vehicle safely. Text paging while driving is unsafe at any speed and is strongly discouraged.

### **DRIVERS UNDER 18**

**Q: Am I allowed to use my wireless telephone hands free?**

A: NO. Drivers under the age of 18 may not use a wireless telephone, pager, laptop or any other electronic communication or mobile services device to speak or text while driving in any manner, even hands free. EXCEPTION: Permitted in emergency situations to call police, fire or medical authorities. (VC §23124).

**Q: Why is the law stricter for provisional drivers?**

A: Statistics show that teen drivers are more likely than older drivers to be involved in crashes because they lack driving experience and tend to take greater risks. Teen drivers are vulnerable to driving distractions such as talking with passengers, eating or drinking and talking or texting on wireless phones, which increase the chance of getting involved in serious vehicle crashes.

**Q: Can my parents give me permission to allow me to use my wireless telephone while driving?**

A: NO. The only exception is an emergency situation that requires you to call a law enforcement agency, a health care provider, the fire department or other emergency agency entity.

**Q: Does the law apply to me if I'm an emancipated minor?**

A: Yes. The restriction applies to all licenses drivers who are under the age of 18.

**Q: If I have my parent(s) or someone age 25 years or older in the car with me, may I use my wireless telephone while driving?**

A: NO. You may only use your wireless telephone in an emergency situation.

**Q: Will the restriction appear on my provisional license?**

A: No

**Q: May I use the hands-free feature while driving if my car has the feature built in?**

A: NO. The law prohibits anyone under the age of 18 from using any type of wireless device while driving, except in an emergency situation.

**Q: Can a law enforcement officer stop me for using my hands-free device while driving?**

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**PRACTICE FOR SALE** Garden Grove/Lakewood/Hawaiian Gardens area. Shopping Center location on major intersection with excellent visibility. Priced right. Call Practice Sales & Appraisals (818) 999-9595.

**PRACTICE FOR SALE** #3094 – Santa Monica/Palisades – Grossing \$400k+ in 3 days. Established many years. Seller will stay on 2 more years to achieve a smooth transfer. \$275,000. Call PPS (714) 832-0230.

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# READER AD FORM FOR DENTIST & STAFF ONLY

## The Dental Trader

*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

**Submit this form online at:  
www.thedentaltrader.com or Fax: 949-498-1198**

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This ad is for (check one):  So. Calif.  No. Calif.  So. & No. Calif.

### Reader Ad Rates:

- 20 words or less- \*FREE (\$1. per word thereafter-65 words maximum) \_\_\_\_\_
- All Bold Type: Add \$10. ....(add option: \$10) \_\_\_\_\_
- All Bold Type with Bold Border: Add \$15. ....(add option: \$15) \_\_\_\_\_
- Black Box with Bold White Lettering: Add \$20. ....(add option: \$20) \_\_\_\_\_

Total # of words (first 20 words free-add \$1. per word after first 20 words) \_\_\_\_\_

Total: \_\_\_\_\_

**FREE Reader Ads** offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc) **For Commercial Reader Ad Rates**, (to promote a business) please use form below.

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Total: \_\_\_\_\_

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- 5918 - Metro Sacramento – Highly recognized practice. Located near upscale neighborhood. Beautiful office. Averaged \$1.5 mil/yr. Seller will work back for Buyer.
- 5928 - Oakland's Pill Hill – Seeks Female DDS – Relaxed practice collects \$250k/yr Since 2000. Ideal part time practice.
- 5929 - Southern Sonoma County. 6 days of Hygiene. Great staff. Shall collect \$1.1+ mil in 07' with profits of \$430k+
- 5930 - Berkeley's Alta Bates Medical Village– Beautiful new dental suite. Computerized ops and digitized radiography. 2007 shall collect \$1mil with Profits of \$430k+
- 5932 - Monterey. 3 day week practice shall collect \$375k+ in 2007. Previous 3 years have averaged \$454,500/yr
- 5933 - Santa Cruz Soquel – Practice & Building. Phenomenal location on Soquel Drive. Nearby Dentist should buy practice and building, and relocate here, Building has rental income and suite can be expanded.
- 5934 - San Francisco's 450 Sutter Street – Young practice shall collect \$300k+ in 2007 with profits of \$100k+. 3 ops. Great views.
- 5935 - San Joaquin County – This is a special opportunity. No competition, growing community and great school system. Shall collect \$570k in 07.
- 5936 - Sierra Foothills Highway 50 – Placerville area. Lifestyle opportunity to acquire busy practice in country setting. 2007 collected \$560k, with profits of \$260k, 4 days of Hygiene.
- 5937 - Folsom – Located in Broadstone Marketplace. Turnkey office includes Safeguard DMO plan, and new patient flow of 10+/month.
- 5938 - So. Humboldt County Hwy 101 – Great opportunity in beautiful NO. CA setting and far away from busy cities. Consistent \$300k+/yr on a 3 day week with 4 days of Hygiene. Wants to do more.
- 5939 - Fremont – Prime location off Mission Blvd. 6+ days of Hygiene per week. Great office design w/4 Ops & 5th available. Collected \$637k in 07.
- 5940 - San Francisco East Bay – Highly desirable location. Well managed & efficient, produced \$690k and collected \$667k in 07. Profits exceed 50%.
- 5941 - Stockton – Located next to Weberstown mall. 15 yr old practice in new 3 Op dental suite with great exposure. Collected \$465k+ in 07. F.P. \$250k.

Prospective Buyers – For Hot Releases Submit  
your Resume by facsimile mail (714) 832-7858 or

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

PPS SO. CALIFORNIA - (714) 832-0230

Website - So. CA [www.PPSdental.com](http://www.PPSdental.com)

- 1005 - Hemet – Beautiful office–F.P.\$285k. Shopping ctr. Some HMO. Great opp
- 1017 - Palm Springs/La Quinta area- Estab 40 yrs. New owner 14 yrs. Like new 9 Ops. Hi tech office. Grosses \$180k+/mo. Seller to work back for Buyer. Adding new DDS can achieve \$2.5mil first year.
- 1069 - Irvine G.P. Grossing \$190k–Cap cks \$2k+/month. Lowest rent in Irvine
- 1094 - 2 Practices near Bakersfield. Gross \$1,000,000+. Bargain.
- 2038 - San Bernardino shopping center location. 1,500 sq.ft. 4 Ops. Collects \$300k annually. Absentee run. A Bargain
- 3007 - Lamont/Arvin- Practice with RE. Newly renovated. Beautiful bargain. 3012 - Apple Valley area – HMO - \$20k Cap checks per month. R.E. in newly renovated office available at \$1.5k. Practice \$950k.
- 3022 - Riverside – G.P. Professional bldg. Grossing \$400K plus. 4 Ops. FP \$350k
- 3029 - Montebello/Whittier/Pico Rivera – Super hi identity location within super market shopping center with low rent. 6 Ops, 4 equipped.

ORTHODONTIC BUYERS NEEDED 4 SO. CALIFORNIA

- 3034 - San Diego – Hi Identity – 3,000 sq.ft.. Newly est. \$2,500/mo. HMO cks. Absolutely gorgeous. 9 ops, 6 equipped. Now grossing \$30k/mo.
- 3042 - O.C – Strip center – Part time Seller. \$6k to \$8k/mo. 1 day p/week.
- 3047 - Korean G.P.@ 101 & Vermont. Est 30+ yrs. Senior Seller refers out a lot.
- 3057 - Riverside HMO/GP. State of art office. Grossing \$1mil+. Great opportunity to grow to \$2mil. R.E. available.
- 3058 - San Bernardino area Practice. Across from large local hospital. 1,316 sq. ft., 3 operatories, 2 equipped. Office is modern with digital X-ray and camera.
- 3059 - Sacramento –North West area. Known as Ton and Country. GP. Est. 23 yrs. Grossing \$330k with over 50% Net profit. F.P. \$250k.
- 3071 - No. San Diego. G.P. Est. '90's. 85% PPO & Ins. Booked ahead, 6 Hygiene days.
- 3082 - Escondido Area– DDS Partnership on Sure – fire success.
- 3084 - Gardena–Location – 5 Ops equipped. Hi identity bldg. F.P. \$150k.
- 3087 - No. Hollywood – Valley Village. Emergency sale. 3 Ops. Free standing building. Established many years. Gross \$400k+, F.P. \$260k. Make offer
- 3094 - Santa Monica/Palisades – Grossing \$400k+ in 3 days. FP \$350k.
- 3097 - Korean GP. Seller will stay to do Ortho. Shopping center 4 Op office.
- 3098 - South San Diego – GP. State of art. 3 ops, room for more. Grossing \$647k. 4 day hygiene. Upscale office and clientel. Net \$200k plus.
- 3099 - San Diego ORTHO. High fees. Upscale office. Low overhead. Gross \$450k.
- 3101 - South Orange County. HMO/GP. State of art equipped paperless office. Grossing \$,1037,000. Absentee Seller.
- 3108 - Palm Springs/Palm Desert GP. Grossing \$1.2mil. 4 Ops. F.P. 50% \$600k
- 3109 - Pico/Wilshire near Hoover. GP Grossing \$100k. Hispanic area. 4 Ops.
- 3112 - Lancaster/Palmdale. GP – Est. 40 yrs Grossing \$600k+. 6 Ops in 3,000 sq. ft. Rent \$2,500/month. Full Price \$550k
- 3113 - Corona – GP. Grossing \$400k+.
- 3114 - Orthodontist – Grossing \$800k, net \$400k. LA area.
- 3118 - Santa Monica. Estab 1940. Grosses \$260k in 3 days. Very conservative.
- 3119 - Riverside - HMO \$8k/mo. Grossing \$1,1mil in 9 Ops. State of art.
- 3120 - Riverside/Corona –Hi visibility. New location 8 – 9 Ops grossing \$300k
- 3121 - Riverside –HMO. \$6k-\$8k/mo. Valuable RE. Hi identity corner. Est 30+ yrs
- 3125 - Redlands. Hi visibility Shopping ctr. Beautiful 4 Ops. Grossing \$60k/mo.
- 3127 - Bakersfield-GP. Net profit \$500k plus first year.
- 3129 - San Clemente – GP. Est. low key office. 3 Ops. Great Exposure.
- 3130 - Covina/Azusa – GP. Est many yrs. Shopping center. 1,500 sq.ft. 6 Ops.
- 3131 - Anaheim. Est 40 yrs. 1,800 sq.ft., Grossing \$400k+
- #111 - \$10,000,000 Possible. Starting 18 months from now. 2 Large Group practices within 15 miles of each other in LA. Now Grossing \$7.5 mil. Register your interest with your bank statement – Tom Fitterer.

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Tom Fitterer, Dean George & Wally Murray

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Everything you've built, dreamed about and worked for will be riding on the successful sale of your practice. We can steer you around the pitfalls, guide you through the legal and tax snares, and help you get more for your future from the business you have built over your career. When you take on the task of selling your practice, there are unseen roadblocks that can turn what appears to be a straight-forward business transition into a drawn out ordeal. This costs you money and can erode the equity you have been building in your practice. Our process is geared for a smooth and prompt transition.

**California Practice Sales** has helped hundreds of dentists with practices just like yours to maximize their profits. We have lenders that will finance 100% of the sales price of your practice - lenders that perform professionally and timely. We provide third party assistance in the negotiation process and assist you in addressing all facets of the transition. We have over 10,000 potential buyers in our system, and advertise nationally.

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