

THE Dental Trader

FREE ADS FOR DENTISTS & STAFF!

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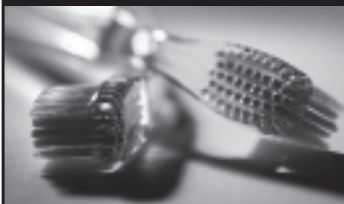
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PRACTICE FOR SALE/LOS ANGELES Turn-Key 3 eq ops w/ amazing views. California Practice Sales, Inc. Phone: 714-639-2775.

Perio Pro x-ray developer \$500. Please contact njydds620@yahoo.com.

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Midmark M11 sterilizer Used and works perfectly \$2000 obo 949-307-8448.

GP AVAILABLE 2-4 days a week, good at molar RCT and surgical procedures. Please call (818)568-3279 for resume.

Irvine __ Irvine leasehold with partnership option. royatoomarian@yahoo.com.

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GP w/ some pedo exp Located in LA and Huntington Park. P/T or F/T. email at drjohn219@yahoo.com.

endodontist needed in culver city for a general practice. call 3104531484.

RDH/ORTHO Assistant needed in Valencia. Part time. Please fax resume to (661)222-7464.

Visit WWW.DHPDENTAL.COM for American Made Operatories with 10 Year Warranties Starting at \$4795.

dentist needed Fountain Valley 4 days, experienced with hmo 714 557-8492.

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Paul Maimone Broker/Owner
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FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. Only private dentist in smaller town. Annual collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD IMMEDIATELY!** **PENDING**
FRESNO - (3) op G.P. in single story prof. bldg. in downtown. (4) yr old eqt. Cash/Ins/PPO/Denti-Cal pt. base. 2009 Gross Collections ~ \$250K. Great starter practice or 2nd location. Many referrals from M.D. neighbor. Priced to sell! **NEW**

KERN COUNTY

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. **SOLD**
BAKERSFIELD #22 - (5) op computerized G.P. (3) ops fully eqt'd, 4th eqt'd with chair and x-ray, 5th plumbed. Retail location with exposure/visibility and signage. Cash/Ins/PPO/Denti-Cal. Gross Collect approx \$200K/yr on (2) days/wk. Seller to concentrate on other practice. **NEW**
BAKERSFIELD #23 - PARTNER WANTED! 50% OWNERSHIP FOR SALE. (12) op computerized G.P. Prime retail location with excellent exposure & visibility. Cash/Ins/PPO pts. No HMO & no Denti-Cal. Annual Gross Collections \$2M+. Digital X-rays & Pano, paperless office, fully networked, & efficient, modern design. Seller is overworked & needs help. Equity partner is more desirable than an Associate. Must have excellent credit & strong desire to succeed. **NEW**

LOS ANGELES COUNTY

ALHAMBRA #2 - (2) op G.P. located on the street front side of a small one story medical/dental building. Some exposure and signage. Mostly cash pts with some Ins and PPO. 2009 Collections of \$140K on a very limited schedule due to seller's health. Seller quotes 1,200 active pts. Seller retiring but will assist in the transition. **NEW**
ARCADIA - (4) op computerized G.P. located in a well known, easily accessible medical dental bldg. on a main blvd. Cash/Ins/PPO with no HMO's or Denti-Cal. Gross Collect \$315K+/yr on a (4) day wk. **SOLD**
CALABASAS - DDS office Build to Suit opportunity for long term lease in a prestigious two story prof. bldg. Bldg. is conveniently located just off the fwy. near the center of town. 1,200 to 3,600 sq. ft. available. **NEW**
LOS ANGELES (KOREA TOWN) - Computerized G.P. located in the Korea Town area of Los Angeles. Store front location with excellent exposure, visibility & signage. State of the art facility with (7) ops of newer Belmont equip, Cerec 3, (2) lasers, fully equipped lab, (6) digital x-rays, Dextrix s/w, PRP System, Jaw Tracs, and 3D ICAT Imaging System. Annual Gross Collections of **\$1.4M+ with an annual net of approx \$450K!** Cash/Ins/PPO pt. base. No HMO's & no Denti-Cal. Approx 20 new pts./mos. 30+ years of Goodwill. Seller retiring but will assist with transition or could stay on part time.
SANTA CLARITA VALLEY - HERE'S THE ONE YOU'VE BEEN WAITING FOR!! (11) op computerized G.P. (10) ops eqt'd, 11th op plumbed. In a well known prof. bldg. with great signage! Cash/Ins/PPO/HMO and small amt of Denti-Cal. Gross Collect of \$1.6M+/yr. **with an annual net of approx \$600K!** Cap Cks of \$13K-\$15K/mos. Refers out Diff. O.S., Perio & Ortho. Pract can be easily grown to \$2.5M+/yr by adding more hygiene, specialists, and advertising. **NEW TERMS**
SOUTHGATE - completely built out dental office for lease in a free standing bldg on a major blvd. Excellent exposure/visibility and signage. Location has been a dental office for 20+ years. Highly recognizable Govt. Center across the street. **NEW**
VALLEY VILLAGE (SHERMAN OAKS) - (4) op computerized G.P. located in a free standing bldg. on a major boulevard. Cash/Ins/PPO patient base. Annual gross collections \$475K+ on a 3 1/2 day/week. Seller is a 1-800 DENTIST Provider. Seller retiring but will assist in transition. **PRICE REDUCED.**
WOODLAND HILLS - (3) op computerized G.P. in a strip center on a main blvd. **w** excell exposure, visibility & signage. Digital x-rays & intra oral camera. Dextrix software. Cash/Ins/PPO only. No HMO's & no Denti-Cal. 1-800 Dentist provider. 2009 projected Gross Collect. of \$700K+. Seller is taking an academic position but will transition. **SOLD**

RIVERSIDE COUNTY

SAN JACINTO (HEMET) - (4) op computerized. G.P. Absentee owned HMO practice with \$6K/mos Cap Check. No Denti-Cal! 2009 Projected Gross Collect \$450K+ on a (3) day week with a projected owner/operator net of ~ \$180K. **PENDING**

ORANGE COUNTY

ANAHEIM - (3) op computerized G.P. Low overhead office. Cash/Ins/PPO/Denti-Cal patient base. Annual Gross Collections exceed \$260K/yr on p.t. schedule. **REDUCED.**
TUSTIN - (4) op turnkey office with newer equipment. No pts. Located on a major blvd. in a smaller prof. bldg. Nicely built out. Reasonable rent. **NEW**

SAN BERNARDINO COUNTY

HIGHLAND #1 - (3) op G.P. 2 ops eqt'd with newer eqt, 3rd op plumbed and eqt'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. No HMO's & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. **SOLD**
HIGHLAND #2 - (3) op computerized G.P. located in a shopping center with exposure, visibility & signage. Room to expand. Newer eqt. & nicely decorated. 2009 Gross Collections \$447K on a (3) day week. 20-25 new pts./mos. Cash/Ins/PPO & small amount of Pdo Denti-Cal. Very low rent. Primed for Growth! **NEW**

VENTURA COUNTY

WESTLAKE VILLAGE - (4) op computerized G.P. in a very desirable upscale area. (3) ops of newer eqt/4th op plumbed. Very upscale office with vaulted ceilings, marble floors and counters, pastel colors etc. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. 2009 Gross Collections \$600K+. **NEW**
VENTURA - MULTI SPECIALITY - (5) op comput. office in a one story prof. bldg. Digital x-rays & pano, paperless office, 3 1/2 yr old Belmont eqt. & (2) ceiling mt'd surgical microscopes. 2 days/wk Pdo, 3 days/mos O.S., 2 days/wk. Endo, & 1+ days/mos Perio. Cash/Ins/PPO/HMO/Healthy Family pt. base. 2009 Gross Collect \$623K+.
VENTURA - (3) op computerized G.P. and free standing bldg. Located in a highly desirable area. Cash/Ins/PPO patient base with (1) HMO that pays \$1,800/mos. Seller is a 1-800-DENTIST Provider. Dextrix software and Pano equipped. Averaging 20-25 new patients per month. Annual Gross Collections \$400K+. **NEW**

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San Diego Family Practice looking for an Oral Surgeon one day per month on a Friday. Please e-mail tinro12@yahoo.com.

Anaheim \$280k, 6-op, full eq, digital-x-ray, intraoral-camera, Dentrax, 330k/yr, 2 days/wk, no Medi-Cal/HMO, low rent, call 626-203-1723.

dental office for sale in bakersfield, collecting 837,000 in 2009, large HMO office, call 661-220-0165.

LAC + USC trained GP limited to OS available. Will bring own instrument. 714-622-9511.

Office space available for Dental Lab adjacent to a busy dental practice. Email requests to marinedds@sbcglobal.net or call 818-547-4949.

Woodland Hills Private office located in a very well known medical building. 35 yrs of goodwill. Collected 570k 2008. PPO and cash only. 4 ops and Digital x-ray. email stevehchadds@gmail.com.

PERIODONTIST NEEDED P/T in Valencia. To organize perio dept. in new practice. Please forward resume to: drkoutosoukos@gmail.com.

looking for part-time GP for hygiene and light operative in san fernando area. may lead to full time. fax(805)230-9212.

2 Orthodontic "DOME" chairs in good working condition, leather, burgundy \$1500.00 each Contact: Shauna 909-599-4000.

ORTHO MANAGER/TREATMENT COORDINATOR NEEDED El Monte. Outgoing and excellent customer service a must. Experience preferred. Excellent working environment. Please e-mail resume to gabby@driliorthodontics.com Or call (323)228-9582.

Lidocaine 2% W/Epin Reg. \$26.95 sell for \$18.50 714-610-6108 Email me your address and will deliver ffh12@hotmail.com.

Implantologist needed in Arcadia, experienced, doing both surgery and restoration, Korean speaking, sending resume to dds898@gmail.com.

Female DDS seeking hygiene position ONLY in fast-paced clinic/HMO office. Will help expand hygiene program. All of SoCal. 7609629842.

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PRACTICE FOR SALE #3224 — San Fernando — Super proven location. Bargain. Call PPS (714) 832-0230.

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Credentials:

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Honors Program in Mathematics
USC Law School (1984),
top 20% graduate
US Tax Court (1989)
Brokers License (1998)
Avvo Rated "**Superb**"
Martindale Rated **since 1994** as
"**Distinguished**" and "**Very Ethical**"

Experience:

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David Buchan, DDS, San Clemente, CA

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KetacSilver Apicaps 50/Pk		\$149.99
Rely-X Luting Cement (3M)		\$76.99
Rely-X Luting Plus Clicker 2Pk (3M)		\$147.99
Temp-Bond (Kerr)		\$27.99
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Denfil Refill 2gm Syr.(Vericom)	3+1 Free	\$36.99
Denfil Refill 20 Comp. (Vericom)	2+1 Free	\$53.99
Filtek Z-250 Syr. (3M)	5+1 Free	\$34.95
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AH Plus (Dentsply)		\$69.99
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K-File with Endo stop 6/Pk	15+10 Free	\$5.99
NiTi K-File with Endo stop	15+10 Free	\$7.99
H-File with Endo stop 6/PK	10+3 Free	\$6.99
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Air Water Seal Tight Tip	200/Pk	\$39.99
Air Water Autoclavable Tip ss 6/Pk		\$14.99
Air Water Multi-Color Tips	250/Pk	\$32.99

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Genie 2Cart. (Sultan)		\$18.49
Impregum F (Double) (Espe)		\$79.99
Impregum Penta (Med.) Red (Espe)		\$164.99
Impregum Penta Soft (Espe)		\$178.99
Mixing Tips or Intraoral Tip 4+1 Free		\$16.99
Ultra Impression (Pac-Dent)4Cart.		\$29.99
VonFex Silicone Putty (vericom) 4 + 1		\$49.99

X-Ray Film

DV-58 Econo 600/Pk, (Flow)	10+1 Free	\$114.99
DF-58 (Kodak)	9+1 Free	\$39.99
D-58 (Same as Kodak)	9+1 Free	\$33.99
DF-57 (Kodak)	9+1 Free	\$42.49
D-57 (Same as Kodak)	9+1 Free	\$38.99

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I-Brite Pow-Liq to Patient		\$104.00

Dent-X

EVA Digital X-Ray Sensor

3 Years warranty



Velopex X-Ray Film Processor

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G.P. Practice for Sale in Marin County Gross Production 2009 – 1.08 million Projected 2010 – 1.25 Seller relocating but will help buyer transition Cerec Machine included in sale, 5 operatories Asking Price: \$900,000, if interested: nocaldds@yahoo.com.

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PRACTICES FOR SALE – June, 2010

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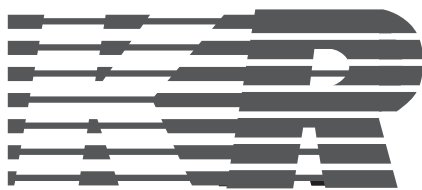
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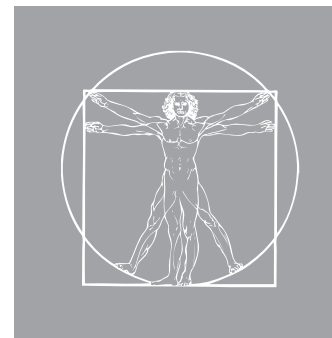
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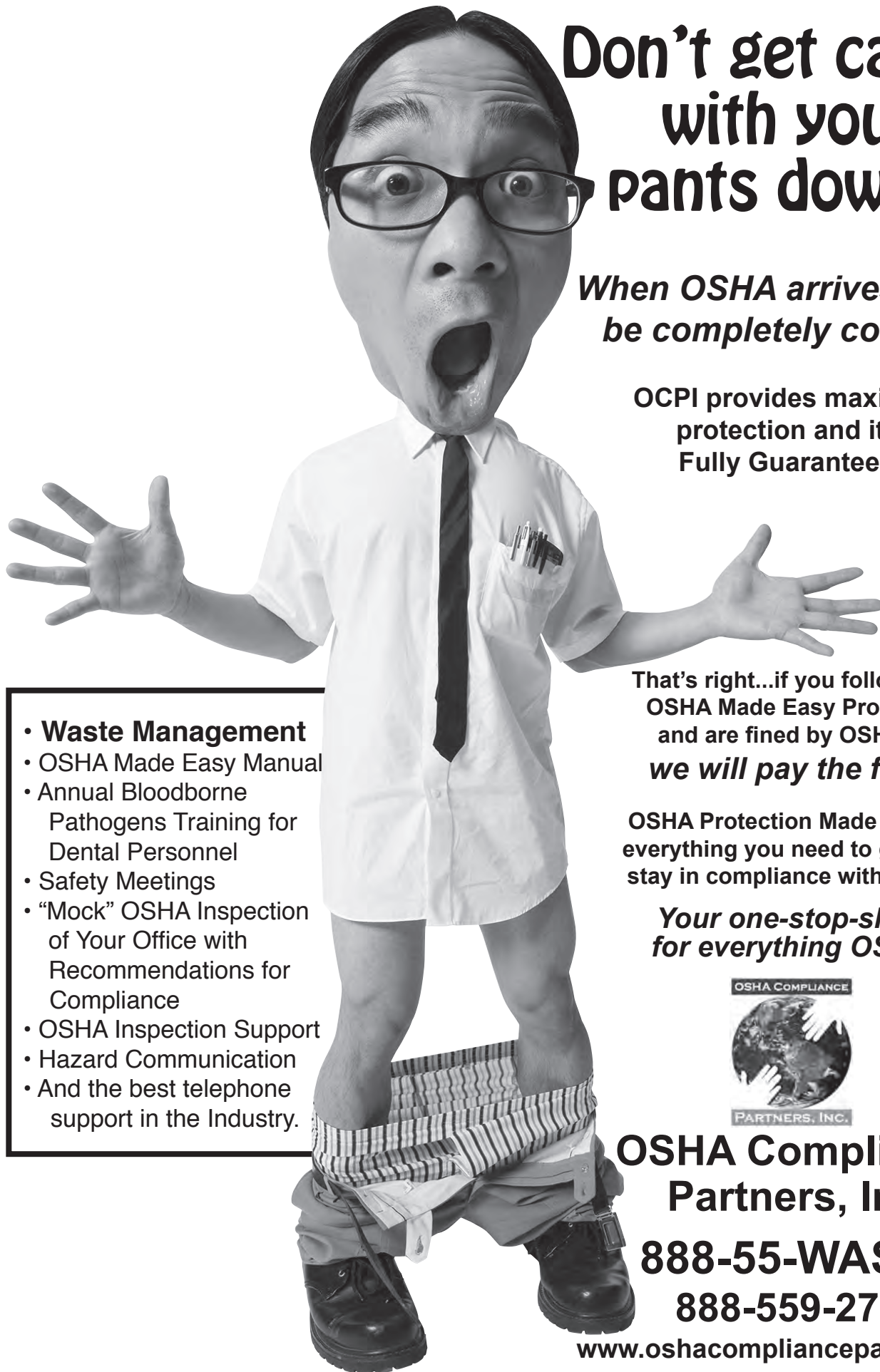
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MONTEREY PARK GENERAL PRACTICE FOR SALE: Established in 1977, this practice is a fee for service practice that consistently collects \$200,000 per year on three days per week. No Denti-Cal, no HMO, and no advertising. Three operatories of older equipment in a one-story professional building with very good visibility and signage. High net income percentage. Seller refers all endo, all perio surgery, most oral surgery, some pedo and all ortho. Good starter practice or satellite office. Retiring. Asking \$130,000.00

HAWTHORNE PRACTICE FOR SALE: Practice collects \$200,000 per year with \$1,250 per month of capitation income. Three equipped operatories in a very visible Hawthorne Blvd. location. Seller works two days per week, no evenings, no weekends. The office could not be built for the asking price. Great opportunity to get started with positive cash flow and a minimal purchase price. Seller is very motivated. Asking \$95,000.

RIVERSIDE COUNTY PRACTICE FOR SALE: Located in a free standing retail building in a heavily populated residential community with little competition for miles, this practice collected over \$2.3 million in 2009 and \$2.1 million in 2008 on ten dentist days per week with eleven days of hygiene per week. The practice has eight equipped operatories in a state of the art facility. No Denti-Cal, no HMO, no evening, no weekends, and minimal advertising. This is a great family community and an outstanding opportunity for a quality practitioner. Asking \$1,500,000.

SANTA MARIA/ORCUTT PRACTICE FOR SALE: Collecting \$280,000 per year on three days per week. Two equipped operatories with two additional operatories that are plumbed but not equipped in a free standing building. Rent is \$3,000 per month for 2,000 square feet. No Denti-Cal, no HMO, no marketing, no evenings and no weekends. Seller refers most specialty procedures. Good potential with the right buyer! Seller is retiring. Asking \$210,000.

LA MESA MANAGED CARE PRACTICE FOR SALE: Located in a one-story smaller professional building, this four operator practice collected \$410,000 in 2009 on four days per week with \$3,500 per month in capitation. The majority of the remaining patients have PPO insurance. The practice does not accept Denti-Cal. This is an absentee operated practice with good potential for a working owner. Asking \$300,000.

LOS ANGELES PERIODONTAL PRACTICE FOR SALE: Forty-two years of goodwill! This practice is located in a prominent medical office building adjacent to a large hospital in downtown Los Angeles. The office has collected \$795,000 per year for each of the last two years on three days per week with four days of hygiene per week. It is a five operator office with one surgical operator and four hygiene/post-op operatories. The practice is 63% implants, 16% perio surgery and 21% hygiene. **PENDING** at full price.

SUNLAND STRIP CENTER PRACTICE FOR SALE: Excellent starter practice with great visibility in a strip shopping center on Foothill Blvd. in Sunland. Collects just over \$200,000 per year, consistently, with a net income of 50%. No Denti-Cal, no advertising, no weekends, no evenings. 3 operatories with room to expand. Seller is retiring. Asking \$140,000.

CANOGA PARK PRACTICE FOR SALE: Located on a busy street with good signage, this practice collects \$15,000-20,000 per month on three days per week with no Denti-Cal and no advertising. Practice has \$4,500+ in monthly capitation checks. Two nicely equipped operatories with a third that is plumbed but not equipped. Granite floors and counters. Asking \$210,000.



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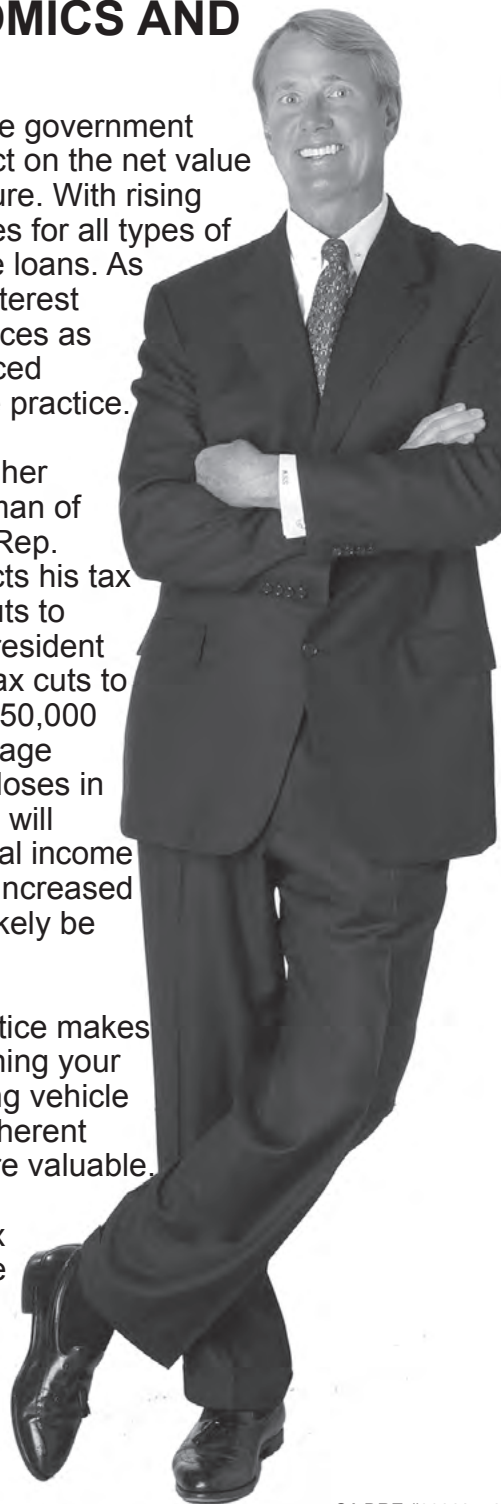
SOCIOPOLITICAL ECONOMICS AND PRACTICE SALES

What is happening at the federal and State government levels is going to have a far reaching affect on the net value of dental practices for the foreseeable future. With rising federal debt comes increased interest rates for all types of lending including dental practice purchase loans. As discussed in last month's article, higher interest rates means lower dental practice sale prices as the increased cost of funds must be serviced with the same net income dollars from the practice.

Higher governmental debt also means higher taxes to service that debt. The new chairman of the House Ways and Means Committee, Rep. Sander Levin, has indicated that he expects his tax writing committee to allow the Bush tax cuts to expire for the wealthier income groups. President Obama has called for allowing the Bush tax cuts to expire for couples who earn more than \$250,000 per year. The Bush tax cuts save the average Seller of a dental practice 5% if the sale closes in 2010. Stated differently, a sale after 2010 will result in a 5% increase in the overall federal income taxes on the sale proceeds. The effect of increased State tax rates is not known, but will not likely be favorable.

For Buyers, the purchase of a dental practice makes even more sense than ever before as owning your own dental practice is the best tax planning vehicle available to you. As taxes increase, the inherent benefits of owning a practice become more valuable.

You may not be able to reduce income tax rates, but you can act now to minimize the effect of what you know is coming. Call Kurt Skarin for the most accurate assessment of your practice value in today's market.



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South Orange County #1038:

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San Diego #1033:

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Motivated Seller!
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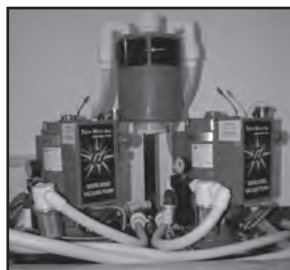
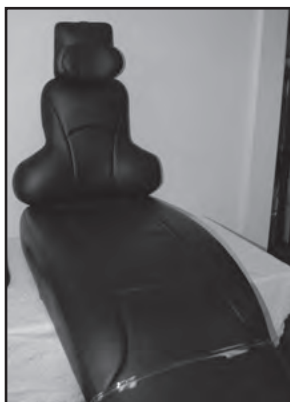
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PRACTICE FOR SALE #3058 - San Bernardino - Located near local hospital on "Healing arts row" - Very nice, state of art facility, lots of referral potential \$110k. Call PPS (714) 832-0230.

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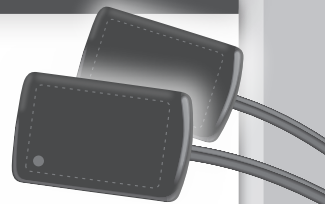
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PRACTICE FOR SALE/ GARDEN GROVE Equip w/ charts in busy strip center. California Practice Sales, Inc. Phone: 714-639-2775.

Anaheim Dental office for lease Newly-remodeled, most tenant improvements done. 3-OPS, nitrous, office, 1350-SQ FT. Plenty parking. 1673 Broadway, Allen 562-787-5558.

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PRACTICE FOR SALE #3219 – South Orange County – Shopping center – GP – 4 Ops plumbed, 3 equipped. State of art. Grossing \$550k 2010. F.P. \$440k. Call PPS (714) 832-0230.

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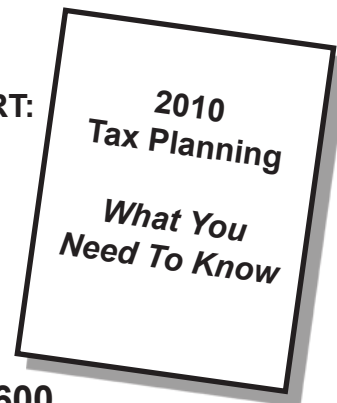
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BAKERSFIELD (GP) - New 2,000 sq. ft. suite in a one story strip center with 6 fully eq. ops. Seller works 3 1/2 days/wk. Approx. 20-30 new patients/day with approx. 40 new patients/mo. Income source: 15% insurance, 15% cash and 70% medi-cal (Pedo). 100% patient referral. Equipment is 4 to 10 years old. 23 years of Goodwill. Sellers own the building but not for sale. Collected approx. \$323,018 for 2009. Projecting approx. \$346,356 for 2010. **BUYER'S NET OF \$124,365.** Property ID #3081.

GLENDORA (GP) - New 4 fully eq. ops., 1,600 sq. ft., located in 2 story building. Computerized office with intra oral camera and Dentrux software. 2-6 year old equipment. Seller works 4 days/wk with 3 days/wk of hygiene.. Approx. 10-15 new patients/mo. Income source: 70% insurance & 30% cash. 43 year of Goodwill. Grossed approx. \$911,768 for 2009. **BUYER'S NET OF \$340K.** Great street visibility. Property ID #3041.

LOS ANGELES - New 1,300 sq. ft. GP practice in strip shopping center with 5 fully eq. ops. Sellers work 3 days/wk. Computerized office with intra oral camera and Dentrux software. Income source: 50% insurance, 29% cash, 20% medi-cal & 1% capitation. Approx. 15 patients/day are seeing with approx. 10 new patients/mo. 17 year of Goodwill. Heavy traffic flow with great street visibility. Collected approx. \$360,151 for 2009. **BUYER'S NET OF \$82,017.** Property ID #2771.

JUAN CAPISTRANO (GP) - New Well designed and modern office – 4 fully eq. ops., 3 plumbed not eq., 1,947 sq. ft. office located in a 2 story professional building. 5 days/wk practice. Approx. 19-20 new patients/mo. Income source: 60% insurance, 30% cash & 10% capitation. 100% patient referral. Computerized office with intra oral camera, digital x-ray and EZ Dental soft. Newer equipment. Very established family practice. Excellent location with great street visibility. Motivated Seller is moving out of state. Grossed \$422,430 for 2009. **BUYER'S NET OF \$106,703.** Property ID #3021.

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SAN GABRIEL GP or Specialists – Leasehold Improvement & Equipment Only– newly remodeled spacious 1,254 sq. ft. suite with 3 fully eq. ops., 1 plumbed not eq. op., located in a prestigious 3 story brick medical professional building. Retiring Seller owns the building and will ensure a smooth transition of the leasing arrangements. Property ID #3161.



SAN JUAN CAPISTRANO (GP) – New Leasehold Improvement & Equipment Only!!! Well design practice in a 2 story professional building in retail story with 3 fully eq. ops. 1,113 sq. ft. suite. Computerized office with digital x-ray and Easy Dental software package. New equipment. Property ID #3071.

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GREATER LOS ANGELES COUNTY

ARCADIA (GP) New – 5 fully eq. ops., 1,465 sq. ft. suite in two story professional medical building. Seller works 4 1/2 days/wk. Approx. 10-20 new patients/mo. Income source: 80% insurance and 20% cash. Computerized office with intra oral camera and Dentrax software. 7 years of Goodwill. Motivated Seller leaving the country. Grossed \$390,420 in 2009. Property ID #3121.

BALDWIN PARK (GP - TURN-KEY OFFICE) - 4 eq. ops., 1 plumbed op., 1,200 sq ft office located in a one story, free standing, medical-dental building. Seller started from scratch in 2006; 3 year old equipment. Property ID #2651.

ENCINO (GP) - Price Reduced!!! 3 fully eq. ops., 1,200 sq. ft. suite, 7 story professional building. Seller works 2 1/2 day/wk. 15-25 new patients/mo. 100% Patient Referral. 75% insurance & 25% cash. Computerized practice with Intra Oral Camera & Digital X-Ray. Denti-soft software package. 2 1/2 year old equipment. Low rent for the area. Collected approx. \$514,348 for 2009. **BUYER'S NET OF \$149,450.** Property ID # 2631.

GLENDORA (GP) – New 4 fully eq. ops., 1,600 sq. ft., located in 2 story building. Computerized office with intra oral camera and Dentrax software. 2-6 year old equipment. Seller works 4 days/wk with 3 days/wk of hygiene.. Approx. 10-15 new patients/mo. Income source: 70% insurance & 30% cash. 43 year of Goodwill. Grossed approx. \$911,768 for 2009. **BUYER'S NET OF \$340K.** Great street visibility. Property ID #3041.

LAWDALE (GP) - 8 eq. ops. & 3 Ortho chairs in an open bay in a 3,000 sq. ft.,. Located less than 1 mile from the 405 freeway in a free standing, single story building. 57 years of Community Goodwill. Absentee owner has qualified GP, Ortho, Oral Surgeon, Perio, and Endo in place. 75% PPO Insurance & 25% Cash. Attracting 25-35 new patients/month. Collected approx. \$919,578 in 2009. Property ID #2901.

LOS ANGELES (GP-TURN-KEY OFFICE) - 3 fully eq. ops., 1,300 sq. ft. suite located in a multi story medical/dental building. 3 1/2 day practice with Perio 1x every 3 wks. Approx. 15-20 new patients/mo. Income source: 30% insurance & 70% cash. Computerized office with Digital X-ray, Intra Oral Camera and Eagle Soft software. Practice in the border of Korea Town. Great office. Amazing view from operatories. 10+ years of Goodwill. Collected approx. \$197,238 for 2009. Property ID # 2831.

LOS ANGELES – New 1,300 sq. ft. GP practice in strip shopping center with 5 fully eq. ops. Sellers work 3 days/wk. Computerized office with intra oral camera and Dentrax software. Income source: 50% insurance, 29% cash, 20% medi-cal & 1% capitation. Approx. 15 patients/day are seeing with approx. 10 new patients/mo. 17 year of Goodwill. Heavy traffic flow with great street visibility. Collected approx. \$360,151 for 2009. **BUYER'S NET OF \$82,017.** Property ID #2771.

MONTEBELLO (GP) – 10 years of goodwill - Leasehold Improvement & Equipment – Charts Included! 2 fully eq. ops., 1 plumbed not eq., 900 sq. ft. practice, located in single story busy shopping center. Computerized office intra oral camera and digital x-ray. 3 Star software package. Equipment 4 years old. Good street visibility. Easy access to freeway. Seller has primary practice in Orange County. Property ID # 2701.

REDONDO BEACH (GP) - South Bay Practice 3 fully eq. ops., 806 sq. ft. office, located in recently remodeled busy shopping center. 2 1/2 day/wk practice. Approx. 12-15 patient/day and approx. 30 new patients/mo. Income Source: 50% insurance, 35% cash & 15% capitation (approx. \$3,000/mo). 14 years of Goodwill. Computerized practice with Suzy Dental software. 1 year old equipment. Great corner location with excellent street visibility. Collected approx. \$272,613 for 2009. **BUYER'S NET OF \$84,004.** Property ID #2821.

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Maria Silva, V.P.

ROLLING HILLS (GP) - Long established practice - 5 fully eq. ops., 1,760 sq. ft. suite located in a two story medical/professional building. 4 days/wk practice with 1 day of hygiene/wk. Approx. 10-15 new patients/mo. Income source: 50% insurance & 50% cash. Computerized practice with intra oral camera and patient base software. Excellent street visibility. All utilities are included in office lease/rent. Collected \$446,073 for 2009. **BUYER'S NET OF \$143,142.** Property ID #2981.

SAN GABRIEL GP or Specialists – Leasehold Improvement & Equipment Only– newly remodeled spacious 1,254 sq. ft. suite with 3 fully eq. ops., 1 plumbed not eq. op., located in a prestigious 3 story brick medical professional building. Retiring Seller owns the building and will ensure a smooth transition of the leasing arrangements. Property ID #3161.

SHERMAN OAKS (GP) - Easy access to freeway practice - 3 fully eq. ops., 950 sq. ft. suite, located in a Medical/Dental building on a busy intersection. 4 day/wk practice with 10 patients/day. Income Source: 70% insurance & 30% cash. 50 years of Goodwill. 100% patient referral. Computerized office with intra oral camera and digital x-ray. Easy Dental software. Great location. Collected approx. \$406,192 for 2009. Projecting approx. \$505,881 for 2010. **BUYER'S NET OF \$312,466.** Property ID #2491.

ORANGE COUNTY

FULLERTON (GP) New – 4 eq. ops., 1,100 sq. ft. office located in downtown Fullerton in a one story free standing historical building. Building for sale. Practice is one block away from Fullerton High School. Seller works 4 days/wk with 4 days of hygiene. Income source: 70% insurance & 30% cash. Computerized office with older intra oral camera and Easy Dental software. Great street visibility with good traffic flow. Grossed \$461,091 in 2009. Property ID #3111.

GARDEN GROVE (GP) – New Leasehold Improvement, Equipment & Charts!! 2 fully eq. ops., 1 plumbed not eq., 1,000 sq. ft. office, located in a 2 story building busy strip center. Long established practice. Motivated Seller moved to San Diego County. Property ID #3091.

SAN JUAN CAPISTRANO (GP) – New Well designed and modern office – 4 fully eq. ops., 3 plumbed not eq., 1,947 sq. ft. office located in a 2 story professional building. 5 days/wk practice. Approx. 19-20 new patients/mo. Income source: 60% insurance, 30% cash & 10% capitation. 100% patient referral. Computerized office with intra oral camera, digital x-ray and EZ Dental soft. Newer equipment. Very established family practice. Excellent location with great street visibility. Motivated Seller is moving out of state. Grossed \$422,430 for 2009. **BUYER'S NET OF \$106,703.** Property ID #3021.

SAN JUAN CAPISTRANO (GP) – New Leasehold Improvement & Equipment Only!!! Well design practice in a 2 story professional building in retail story with 3 fully eq. ops. 1,113 sq. ft. suite. Computerized office with digital x-ray and Easy Dental software package. New equipment. Property ID #3071.

SANTA ANA (GP) – New 2 fully eq. ops., 1 partial eq. op., 2 plumbed not eq., 1,500 sq. ft. in a 3 story medical building in busy intersection. Plenty of parking. Seller works 3 days/wk. Income source: 45% insurance & 55% cash. Computerized office with intra oral camera & Diamond 3 Star software. 36 year of Goodwill. Collected approx. \$353,494. Property ID #3101.

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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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APPLE VALLEY (GP) – 3 eq. ops., 1,000 sq. ft. office, one story building with 6 suites; estab. in 1978. 80% insurance & 20% cash practice. Computerized office with Easy Dental software package. Retiring Seller. 100% patient referral practice. **BUYER'S NET OF \$61K.** Property ID #2461.

INDIAN WELLS (GP) – Long established practice in desirable area – 5 fully eq. ops, 1,400 sq. ft. suite, located in a 2 story professional building with ample parking. 3 day/wk practice with 4 days of Hygiene. Computer office with Data Com software. Approx. 10-12 patients/day & 16-20 new patients/mo. 99% patient referral. Income stream: 70% insurance, 20% cash & 10% capitation approx. \$3,500/mo. 20 years of goodwill. Newly modeled spacious practice. Great Staff. Collected approx. \$580,358 in 2009. **BUYER'S NET OF \$151,585.** Property ID #2801.

LA QUINTA (GP) – Price Reduced!!! One of the fastest growing cities in California - Leasehold Improvements & Equipment Only!! 3 fully eq. ops., 1,000 sq. ft. suite located in a strip shopping center. Computerized office with Dentrix software. Newer equipment. Affluent area World Class Golf, high end resorts and shopping. Practice established since 1995. Motivated Seller is moving out of state. Property ID#3011.

ONTARIO (GP) New – Excellent growth potential office w/ 4 fully eq. ops., 1,395 sq. ft. office, located in a single strip plaza on major intersection. Great street visibility. 3 day/wk practice. 10-12 new patient/mo. Income Source: 72% insurance, 25% cash, 1% medi-cal & 2% capitation. Computerized office with intra oral camera and digital x-ray. New Eagle software package. 100% patient referral. 10+ years of Goodwill. Collected approx. \$267,489 for 2009. Property ID 2971.

PALM SPRINGS GP / SPEC New – Leasehold Improvement & Equipment only – 2 fully eq ops., 1 plumbed not eq., 1,510 sq. ft. office located in a single story free standing building with multiple suites. Practice established in 1997. Seller is semi retiring. Property ID #3151.

RANCHO CUCAMONGA (Endo/GP) – Leasehold improvements & equipment only! 6 equipped ops., 1,800 sq. ft. suite located in 2 story medical / dental professional building. Computerized office with intra oral camera, digital x-ray and Dentrix software. Motivated Seller moving the practice to a new building. Property ID #3191.

SAN BERNARDINO (GP) – Located off freeway with beautiful courtyard in a 3 story glass professional building. 4 fully eq. ops., 1 plumbed not eq. op., 2,085 sq. ft. suite. Computerized office with soft dent software. Long term lease. 15+ year of Goodwill. Seller is concentrating on his primary office in Palm Desert. Great Opportunity!! Collected approx. \$439,409 for 2009. Property ID #3201.

SAN DIEGO COUNTY

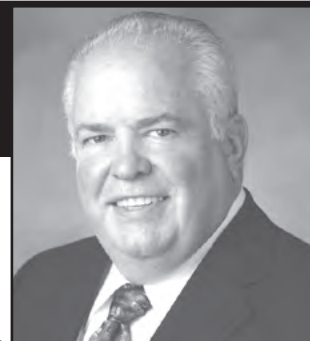
EL CAJON (GP) - New Solo practice. Free standing building with plenty of parking. Seller owns the building. Easy access to freeway. 3 fully eq. ops., 1 plumbed not eq., 2,200 sq. ft. office. 5 days/wk practice. Approx. 20-30 new patients/mo. Computerized office with intra oral camera. Income source: 70% insurance & 30% cash. 10 years of goodwill. Seller retiring. Collected approx. \$499,790 for 2009. Projecting approx. \$492,897 for 2010. **BUYER'S NET OF \$123,129.** Property ID #3031.

OCEANSIDE (GP) - 4 fully eq. ops., 1,500 sq. ft. office located in a one story Medical/Dental building. Spacious ops. w/ large windows and nice flooring. 2 day/wk practice with one day/wk of Hygiene. Approx. 16-20 patients/day. 100% cash; 100% patient referral, no PPO's or HMO's Easy software package. 4-15 year old equipment. Good location. Collected approx. \$345,049 for 2009. Projecting approx. \$ 375,820 for 2010. **BUYER' NET OF \$73,639.** Property ID #1641.

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SAN DIEGO GP or Specialist New – Leasehold improvement with some charts & building for sale!! 5 fully eq. ops., 1,300 sq. ft. office located in a 2 story building with 10 parking spaces. Computerized office with Dentrix software. Good location with heavy traffic flow. Building has vacant 1, 200 sq. ft office next door which was a dental office with 4 ops., for expansion or for specialties. Seller is retiring. Property ID #3141.

VENTURA / SANTA BARBARA / SAN LUIS OBISPO COUNTY

SANTA BARBARA COUNTY GP - Over 35 years of Goodwill - 3 eq. ops., 1,010 sq. ft., suite located in a two story retail center. Seller work 3 ½ days/wk. 12-15 new patients/month. Income Source: 75% insurance & 25% cash. Computerized office with intra oral, digital x-ray and Easy Dental software. 5 yr. old equipment. Great location. Collected approx. \$462,542 in 2009. Projecting approx. \$582,567 for 2010. Property ID #2881.

VENTURA (GP) – Great corner location with excellent street visibility. 2 fully eq. ops., 900 sq. ft. suite, located in a 2 story Medical/Dental building. 4 ½ day/wk practice. Income stream 85% insurance & 15% cash. Approx. 25 new pts/mo. 100% Patient Referral. Computerized office with Practice Web software package. Seller will be initiating a different profession. Property ID #2741.

KERN COUNTY

BAKERSFIELD (GP) - New 2,000 sq. ft. suite in a one story strip center with 6 fully eq. ops. Seller works 3 1/2 days/wk. Approx. 20-30 new patients/day with approx. 40 new patients/mo. Income source: 15% insurance, 15% cash and 70% medi-cal (Pedo). 100% patient referral. Equipment is 4 to 10 years old. 23 years of Goodwill. Sellers own the building but not for sale. Collected approx. \$323,018 for 2009. Projecting approx. \$346,356 for 2010. **BUYER'S NET OF \$124,365.** Property ID #3081.

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- **LOS ANGELES:** For Sale - General Dentistry Practice: This practice 80% Dental and has approximately 2000 active patients. Owner has operated in same location for 31 years. 2009 receipts were \$709,000. 6 equipped tx rms, laser, intra-oral camera Pano and Ceph. Call for details.
- **MODESTO:** For Sale - General Dentistry Practice. 5 operators, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$346. Dextrix, Cerec, and Intra-oral camera. Owner to retire. #14308
- **MURRIETA/TEMECULA:** For Sale - 2009 receipts were \$648,000. This 4 op. 1,100 sq. ft. office space with 4.5 days of hygiene. Average age of Dental Equip is 7 years. #14313
- **NORTHERN CALIFORNIA:** For Sale- Pediatric practice. Owner has operated in same location for 32 years. Approx. 1,760 active patients, 1,160 sq. ft., panoramic X-ray, Dexis Digital and Dextrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for details.
- **NO. CA WINE COUNTRY: ENDO PRACTICE** For Sale-GR 958K adj net \$673K 4 Ops, 1,500 sq ft. Overhead 29% Owner to retire #14296
- **OROVILLE:** For Sale - General Dentistry Practice. Owner dentist recently deceased. 2009 collections \$770K. Very nice stand alone dental building with basement. 7 ops digital x-ray 5 days of hygiene. Bldg 3,000 sq ft Basement 540 sq ft. Temporary Dentist in place. #14310
- **PALM SPRINGS:** For Immediate Sale - General Dentistry Practice. 2008 Gross Receipts \$306K with adj. net income of \$346K. Highly desirable location with 4 ops. Laser, and Intra-oral camera. 5 days of hygiene. Owner recently deceased.
- **PLUMAS COUNTY:** For Sale-3 equipped ops. Space available for 4th op. 1245 sf office in good location. 2009 gross receipts \$475K. Practice in present location over 50 years. Owner is retiring.
- **PORTERVILLE:** For Sale-One of two partners is retiring
- In this highly successful General Dentistry Practice. Receipts \$2Mil. adj. net \$1,257,000. 2,000 sq ft 6 ops. Intra-Oral camera, Pano, Dextrix. 10 days of hygiene. #14291
- **RED BLUFF:** For Sale-General Dental Practice "REDUCED PRICE" Facility overlooks the Sacramento River, 3,500 sq ft, has 8 ops, 10 hygiene days. Appraised Value or Best Offer. Historically Gross Receipts have been over \$1 Mil per year. 100% financing available. Sale of Building (optional) #14252
- **REDDING:** For Sale-Owner looking for Assoc. trans. into Partnership w/Buy-Out. GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- **RENO: FOR IMMEDIATE SALE DECEASED DENTIST** - General Dentistry Practice. 2 Ops, 17yrs. present location '07 GR \$763K with adj. net of \$263K w/65% overhead. Bldg. also for sale. Owner deceased.
- **ROSEVILLE:** For Sale-General Dentistry Practice. 2008 Receipts \$834K with adjusted net income of \$297,218. 64.4% overhead. Practice has been in this present location for the past 7 years. 13-15 New Patients a month. 6-treatment rooms in 2,100 sq ft. Laser, Intra-oral camera, and digital radiography. Owner relocating out of office.
- **SAN FRANCISCO:** Financial District 4 ops, 1,500 sq. ft. MERGER - Buyer needs to bring in Pt. base #14288
- **SAN FRANCISCO:** For Sale-Patient Base for Sale-Owner passed away last June and the practice has continued on 4 days a week with an associate. Lease can't be renewed. There are approx. 1,000 active patients in the practice. The patient base can be purchased at no risk to buyer since the purchase price is paid according to the receipts collected on the patients that transfer. #14312
- **SAN DIEGO:** For Sale-General Dentistry Practice. This office is plumbed for 4 ops. 3 ops. are equipped with Promo Equipment. Lease is \$2,200 per month. 2009 receipts were \$185,645. PPO and Fee for service practice.
- **SAN DIEGO/CITY HEIGHTS:** For Sale-General Dentistry practice. Owner has operated in same location for 12 years. Approx. 1,000 active patients, panoramic X-ray, Intra Oral Camera, in this 3-chair office.
- **SOUTH LAKE TAHOE:** For Sale-General Dentistry Practice. Office is 647 sq ft 3 ops. Practice has been in its present location for the past 26 years. Owner to retire. #14277
- **TORRANCE:** For Sale- General Dentistry Practice: Owner has operated in same location for 20 years. Approx. 1,000 active patients, 1,080 sq. ft., Brican System, and Camsight software in this 2 equipped, 3 available-chair office. 2009 Gross receipts \$434K with 38% overhead. Owner relocating.

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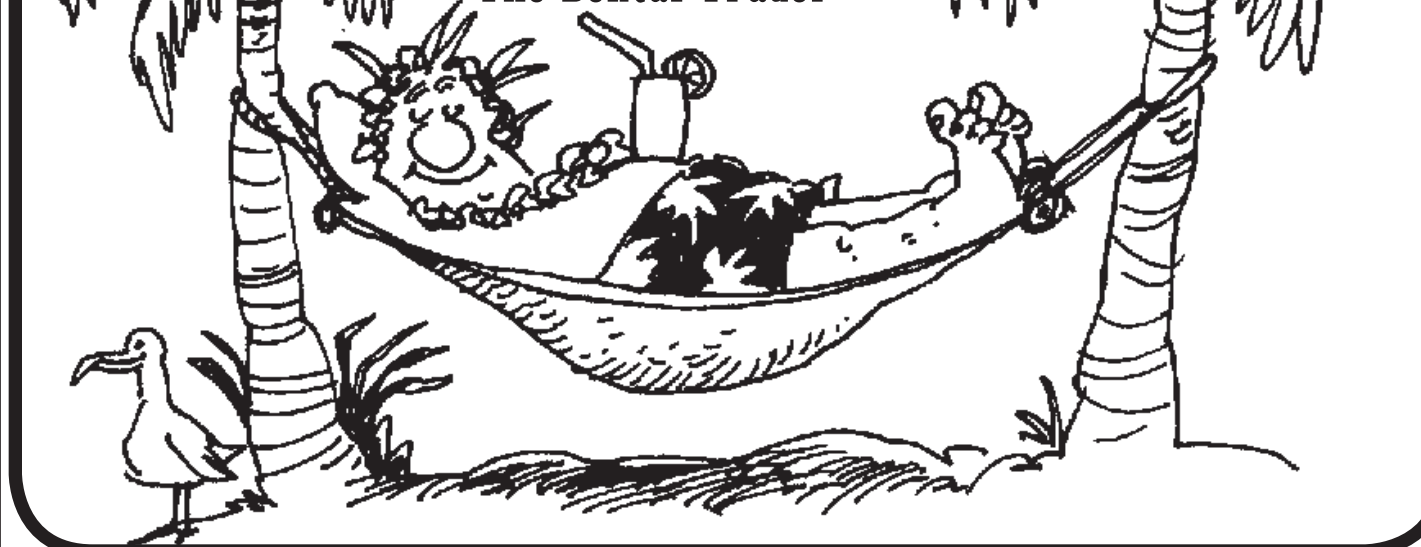
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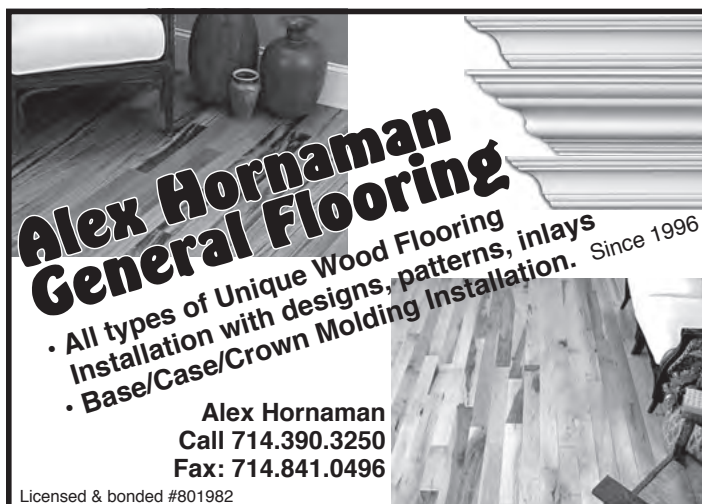
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Established endodontic office for-sale-by-owner 20 miles north LA. 40 minute drive from West-LA/Central-LA. last yr prod >1 mill. email endoforsale@gmail.com.

South Gate Dental Office for sublease. Busy street/heavy foot traffic. GP & Specialists welcome. (323)5678344 or (714)5191892.

MY DENTIST SCHOOL FOR DENTAL ASSISTANTS, OFFERS APPROVED CERTIFIED PIT AND FISSURE SEALANTS, X-RAY AND CORONAL POLISHING LICENSE COURSES. 323-582-1999.

LANCASTER PRACTICE FOR SALE By original owner. 28 years goodwill. No HMO or Denti-cal. 4 ops. Collections \$600K. Asking \$440K. 661-943-2240.

BUYER LOOKING TO BUY ORTHO PRACTICE IN LA Prefer 10-mile radius of Down Town. Avoid 10% Commission Call (310) 617-8525.

Attn: Endodontists looking for an office to share. Nicely equipped GP office available for sublease (in Yucaipa, CA). hkimjr@yahoo.com.

Dental chair available for rent to specialist in Oxnard. Beautiful Marina view. New office. Please call 805 6167102.

Dental assistant/front desk position available for new dental office in Oxnard. 2 years experience required. Marinaviewdentistry@gmail.com.

WANTED KODAK 8000 PANOREX with or without ceph arm. Please call 818-388-2737.

Treatment Coordinator/Biller position available San-Fernando Valley area, FT/PT, Bilingual, familiar with HMO & PPO, good communication skills, Email sarshadnia@yahoo.com.

3-Compartment Plaster Bin \$100. Each compartment holds 25 Lb. of stone or plaster. Please contact NJYDDS620@yahoo.com if interested.

Dental Hygienist needed one day a week in Hesperia Multi Specialty Office. PLS Email CV f.dentistry@yahoo.com Fax 760 947 1331.



ASK THE BROKER

Question:

Do we need an escrow in a practice sale?

James T., DMD

Timothy G. Giroux
DDS/Broker

Great question!!! My personal opinion is that it is generally a good idea, if not a **MUST!** A professional Title Company at "arm's length" is best suited for the job. Title Companies normally perform all the lien searches, clean up all liens, ensure that the employment taxes and personal property taxes are paid, pro-rate taxes and any pre-paid expenses, then produce the "Bill of Sale". The Title Company also gathers all contractual information, deposits the monies, then wires funds or cuts cashier's checks at the close of sale.

This entire process costs approximately \$1,600 to \$1,800. The cost is split equally between Buyer and Seller. I believe this is a very valuable and worthwhile investment because it ensures a clean transaction for the benefit of both parties. Arguably, this is a great benefit to the Buyer because it guarantees that the Buyer does, in fact, own the asset they just purchased "free and clear" of any liens or encumbrances. It also helps the Seller in a future dispute if there is ever a question whether the Seller had the right to liquidate the asset without paying off other debts.

Oftentimes a Lender will "net fund" a dental practice in the course of a sale, acting as the escrow holder themselves. This can work because the Lender will run the lien searches to make sure that the lender is in first position. However, I have personally been involved in at least three transactions over the last five years where escrow services provided by the lender were not thorough enough to provide proper protection for the Buyer or Seller.

At Western Practice Sales, we take great pride on completing "clean" transactions. If I were a Buyer, I would absolutely insist on a professional Title Company completing the escrow, not the broker or attorney. If an issue does arise, you will have a national Title Company that will endorse their Bill of Sale.

Timothy G. Giroux, DDS is currently the Owner & Broker at Western Practice Sales (westernpracticesales.com) and a member of the nationally recognized dental organization, ADS Transitions. A graduate of Creighton University, School of Dentistry (1983), he and his wife, Mona Chang, DDS (LLUSD 1984) were in private practice together for 15 years in Scottsdale, AZ, before establishing their home in northern California.

Questions? Email them directly to *Timothy G. Giroux, DDS* :
wps@succeed.net or Call 800.641.4179

Dentsply Aseptico Endo DTC Torque Control Motor AEU-25T w/ micro head Contra-Angle only \$999 US dollars email drkwon3@gmail.com free shipping.

WANTED: General Dentist Large, successful practice near Down Town L.A. No Medi-cal. Great Compensation. Fax Resume (323) 264-0885 or Email to associatedentist@yahoo.com.

Prosthodontist/Periodontist/General Dentist to join our team - Riverside County. Minimum 2 years experience necessary. Fax CV to 951-672-7878.

A-Dec Dental Chair \$600. Located in Santa Monica. Only needs master cylinder. Please contact NJYDDS620@yahoo.com if interested.

HAWTHORNE BLVD 1300 sf ideal for specialist, next to busy GP practice. Lots of referrals, move in ready, plumbed opts. 310-973-1525.

Endodontist needed in San Gabriel Valley area, Experienced, having own equipment, Fax resume to 626-821-6060 or email to dds898@Gmail.com.

Bite Registration Trays for Impression \$15/box. Includes posterior, anterior, quadrant, and full trays. Please contact NJYDDS620@yahoo.com if interested.

Dental office 5-operator, fully equipped 1800 sq ft facility available in the heart of San Fernando Valley. Excellent leasing terms. Contact: venturadental@yahoo.com.

Dental Office for rent in Tustin. Call for info (714)371-0776.

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WANTED LAB EQUIPMENT I am looking for a model trimmer, suck down machine, a lathe, and a dental cast vibrator. Please call 818-388-2737.

Dental Practice for Sale \$295K Modesto, GP, 1200 s.f., 2009 collect \$438K, no Medi-Cal, no HMO, phone 209-534-6750 or email kmt0533@clearwire.net.

BUYER LOOKING TO PURCHASE DENTAL PRACTICE Prefer 5-mile radius of E.L.A. or Down Town. Will Pay Best price. Avoid 10% commission. (310) 617-8525.

CORONA DENTAL OFFICE FOR SALE Located in a busy shopping center. Equipment and leasehold only. Will leave **MEDICAL** patients (up to the age 21) and **HEALTHY FAMILY** patients. Call Margret (951)273-9477.

Associate Dentist Wanted Palmdale, CA Mondays/Tuesdays, Proficient with OS and Endo, Min. 2yrs experience. Fax Resume 951-346-5570.

TrollByte Size-2 Sensor Positioner Starter Kit \$90 each. Five AMR/4303 and two VB/AF 3305 in each. Contact NJYDDS620@yahoo.com.

WANTED General Dentist, Large, successful practice near Down Town L.A. No Medi-cal. Great Compensation. Fax Resume (323) 264-0885 or Email to associatedentist@yahoo.com.

BUYER LOOKING TO BUY ORTHO PRACTICE IN LA Prefer 10-mile radius of Down Town. Avoid 10% Commission Call (310) 617-8525.

Associate Dentist part-time needed for North Orange County area private dental office. Email resume to mesmaeili@yahoo.com or fax to 909-902-1213.

FAIRLY NEW CEREC/MILLING UNIT WITH SUPPLIES. \$60K OBO INCLUDES DELIVERY. EMAIL: OSORUNKE@SBCGLOBAL.NET OR CALL DR. SORUNKE (707)718-7144.

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Nice Console \$80.00. Stainless sink / X-ray mount. 80" by 28". Lots of storage. U-haul. Upland, CA. 909-948-9333.

Dental Practice for sale in E. LA 4 ops located in shopping center. Collections \$270K, office opens 3 days a week. Call (310)897-0952. No brokers.

Pedodontist and Endodontist to join our offices in Huntington Beach and San Marcos Fax resume 7148475005 or call 7148475100.

Retiring and looking for someone to carry on your reputation? I am interested to buy a practice in LA. csangsur@gmail.com.

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VAN/TRUCK/VEHICLE DONATION NEEDED for Non-profit organization. Receipt for tax deduction available. Call: (714) 772-5590 or email: davidtungche@yahoo.com.

PRACTICE FOR SALE #3205 - Downey - G.P. Grossing \$850k, \$80,000 last month. 4 Ops. Fantastic location. 1-800-Dentist emergency rights. F.P. \$650k. Call PPS (714) 832-0230.

PRACTICE FOR SALE/ LA QUINTA 3 eq ops in strip shopping center / LSHLD. California Practice Sales, Inc. Phone: 714-639-2775.

Legal Tip Failing to complete annual minutes can destroy your corporation's tax breaks. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

DENTAL ASSISTANT NEEDED Bilingual Spanish/English, X-ray License. Will train if necessary. Anaheim/Westminster office. Call: (714)772-5590 or 848-5340.

Curious where the doctor next door is getting all those new patients? He came to us! Get 275 - 400 new patients per year GUARANTEED! Visit www.AttractDentalPatients.com.

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Dental assistant front desk, & biller needed for Reseda & Seaside dental offices. Bilingual in Vietnamese/Spanish helpful. (818)578-9302 & (818)205-8327.

Cozy Seaside dental office for sale 1300 sq. ft. with 2 operatories & 1 plumped. PPO, medical, FFS. (818)578-9302 & (818)205-8327.

Front office receptionist Beverly Hills specialty office looking for professional front desk person. Please email resume/references to periodontics@earthlink.net.

SUN CITY (between Perris and Murrieta on rte 215) PRACTICE FOR SALE - Private General practice with 4 fully equipped operatories in one story professional building - 2009 gross collections of \$573,000 - all cash practice - owner illness forces quick sale- 20 years goodwill - Thomas & Fees Practice Sales (714) 544-4341.

Endodontist wanted Multi-specialty practice with existing endodontist looking for additional 1 day per week. Please call 626-444-2605 or email periodontics@earthlink.net.

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DENTIST ASSOCIATE WANTED Bilingual Dentist with excellent communication skills wanted to assist Orthodontist. Willing to train right person. orthodontistwanted@yahoo.com 310 804 8889.

I WANT TO PURCHASE YOUR SUCCESSFUL PRIVATE DENTAL PRACTICE around Los Angeles! Ambitious and experienced dentist. Call me 818-970-2528 cell.

Caudill & Associates (New Listing) BAKERSFIELD - 8 Ops (6 furnished), 80% pedo (Dental) and 20% cash, busy Shopping Center, Hispanic area, current DDS working it p/t, Gross \$291,409 in 2009, great potential call (951) 314-5542.

Dentist Needed Experienced, Compassionate and Team player for office near LAX. Fax Resume to 310-327-3187.

Periodontist Wanted Every other month. Board Certified. Must do implants. Send resume manager@route66dental.com fax 18887416009. See website www.route66dental.com.

South Orange County practice #1038, 1330 sq ft, 4 ops, great location, Asking \$295,000 714-259-0501 or info@wiedermanpotter.com.

Santa Barbara GP seeks General Dentist with 1+ years experience. 1-2 days/ week including Saturdays. Please submit resumes to apirooz9@gmail.com.

2010 Tri-County Dental Society Continuing Education Meetings



DATES

Friday, Sept. 17:

"The Dental Practice Act", Bette Robin, DDS, JD
 "Infection Control", W. Eugene Rathbun, DDS, PhD
 "Patient Benefits Through Staff Motivation", Debra Quarles

Fri/Sat, Oct. 29-30:

2010 Symposium: "Technology, Science & Leadership;
 Tools for Enhancing the Dental Practice", Morongo.Casino.Resort.Spa
 (For details and fees call Annah at (909) 370-2112 or (800) 287-8237)

Fees: for September 17th only

CDA/ADA Members: (monthly)	\$225
Non-Members: (monthly)	\$325
Auxiliary/Retired: (monthly)	\$95
Dental Students: (monthly)	\$25
DA/RDA/RDH Schools:	N/C
(attendance on availability one-week prior to the meeting).	

TIMES & LOCATION

Time Frame: 8:00 am – 4:30 pm, Registration: 7:30 – 8:00 am,
Breaks: 9:45 – 10:00 am and 2:45 – 3:00 pm, 7 units of CEU's
Lunch: 12 noon – 1:00 p.m., (catered on premises)
Location: The Palms Center, 952 S. Mt. Vernon Ave, Colton,
 CA 92324, ph: (909) 370-2112, email: Annah@tcds.org

REGISTRATION FORM

Date of seminar/topic: _____

Name(s) of those attending: _____

Address: _____

Phone #: _____

Credit Card (Visa): _____ (Master Card): _____ Discover: _____

Expiration Date: _____ 3 digit #: _____ Amount enclosed: _____

Billing Address for Credit Cards if different from above: _____

- Reservations must be received no later than five days prior to the event. Reservations received after this time are subject to a \$ 5.00 per person late registration fee.
- Phone reservations can be made and are accepted as a guaranteed reservation for you; therefore, the cancellation policy listed below applies to phone reservations as well as written reservations.
- Cancellations: If you cancel 48 hours prior to the event, a refund will be issued. There will be no refunds issued after that time due to catering commitments and seating limitations.

Return to TCDS: 952 S. Mt. Vernon Ave., Ste A, Colton, CA 92324. Ph: (909) 370-2112, (800) 287-8237, Fax: (909) 370-4478, or email: Annah@tcds.org

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 REGISTER FOR THE ABOVE MEETINGS

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practice wanted in ventura county no brokers please. 805-403-1216.

REFERRING DENTISTRY OUT? Have your Oral-Surgery and/or Pedo done at your office yby an experienced GP. Cell #: 310-709-5251. www-DrMinoofar-com.

Ortho., OS, Endo., Pedo Perio Needed (Partners multi-specialty office): Near 3 schools, on a very busy 4 way intersection. 562-207-7888.

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

ORTHO RECEPTIONIST NEEDED LAKEWOOD. IMMEDIATE AVAILABILITY AND EXPERIENCE PREFERRED. EXCELLENT WORKING ENVIRONMENT AND ROOM FOR GROWTH. PLEASE CALL CARMEN AT 909-625-1234.

PRACTICE FOR SALE #3194- Irvine – Part time. Established 10 years. \$3,000/HMO checks. Rent \$2,700. F.P. \$165k. Call P.P.S. (714) 832-0230.

Harvey Hydroclave SC8 autoclave for sale. Great condition. Just serviced. (Just purchased a bigger unit) (818)518-7426.

MILLBRAE DENTAL OFFICE PLUMBED FOR 6 WITH 5 OPS. GROSS \$725K. NO HMO. LOC PHAM, BROKER 714-550-7494.

Selling 80 MIS Dental implants in assorted sizes. Office has switched to a new implant system. \$2500 obo (949)307-8448.

Orthodontist Wanted Startup in general practice. Board Certified. Inland Empire. Send resume manager@route66dental.com Fax 18887416009. See website www.route66dental.com.

You won't believe how far implantology has come in recent years. Learn the skills of this simple and profitable procedure and watch your production numbers soar with very little added chairtime. Ask for THE DENTAL TRADER DISCOUNT for additional savings on Implantology Seminars. Visit <http://implantologyseminars.com> or call 888 823 5553.

SPACE SHARE OPPORTUNITY Torrance Spacious contemporary dental office. State of the art equipment and technology. Lower your overhead. (424)237-2057.

SAN JOAQUIN COUNTY, CA Pediatric Dental Practice - Motivated Seller! – Price reduced to expedite the sale. Long established pediatric dental practice in a busy and popular location. The seller is retiring. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

Zoom 2 Chair Side Whitening System Lightly used. Comes with 1 procedure kit, protective eye wear, and light. \$650 BrownDDS@gmail.com.

Wanted DA/Front-Desk for general dentist office located in Pomona. Must be reliable. Email & paste all resume to julin247@hotmail.com.

Oral Surgeon & Periodontist Needed Group Practices in Sherman Oaks and South Bay Seeking Board certified Specialists to join our group. Fax Resume to 310-471-5658.

ORAL SURGEON needed 1-2days/month in private offices in Chino and La Habra. Great Benefits. Email: MESMAEILI@YAHOO.COM; Fax: 909-902-1213.

canoga park dental office buy in or buy me out. 3chairs new equip. digital xrays call 818-371-6266.

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Modesto Dental Practice for Sale \$350K, GP, 1200 sf, 2009 collect 438K, no Medi-Cal, no HMO, Call 209-534-6750 or email kmt0533@clearwire.net.

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During the last 10 years Ken Levi built for me five projects. The recent is a 5000 sq ft. free standing building in North hollywood CA. This is a state of the art dental and medical facility of which I am very proud. Medikbuild fulfilled all my expectations and more. Come and see it with your own eyes. Dr. Afar 310 7705580.

For Sale Introductory Kit for Minor Tooth Movement from Essex. All pliers & organizer. Never used \$1000. 714-257-9200.

Beautiful San Diego dental office for sale digital, 3 ops equipped and 4th plumbed. Pano, selling for health complication. Email: HappyGoLuckyDDS@gmail.com, 909-255-6679.

We are looking for a Board Certified Endodontist to work in our group practices (LA, OC). Fax resume to 310-634-1862.

Sex sells when buying a sports car but common sense wins when purchasing dental supplies - Our toothbrushes are the same quality as the national brands but for 30-50% less. Dental Elite 888.228.7706 (See ad on back page in this edition).

Orthodontist Wanted part-time, long-term position. On a profit sharing basis. Located in Moreno Valley, call Rose 951 697-8888.

PRACTICE FOR SALE #3193 – Palm Desert – Great Shopping center. Grossing \$400k+. Great Location. Call PPS (714) 832-0230.

Million Dollar practice General dentist looking for a large practice in North, Southern California and Phoenix area. Please e-mail tinro12@yahoo.com.

Fantastic dental practice in PALM DESERT. Located right on Hwy 111, this is the practice you always imagined, Cash flow profit around \$300k. 5 ops, 1400+ sf. (K-762) WPS 800-641-4179.

PORTABLE PULSE OXIMETER Monitor Sedations, BCI 3303, Perfect, Sensors A/C cords, New \$750, selling used \$275, 562-430-1013, drljddd@earthlink.net.

IN-HOUSE ORAL SURGERY Female Senior Oral Surgery Resident. Surgical procedures in Your Office. Will Bring Equipment. Call: 310-617-6462 Email: inhouseOMS@gmail.com.

PRACTICE FOR SALE/PALM SPRINGS GP/Spec 2 eq ops EQUIP. California Practice Sales, Inc. Phone: 714-639-2775.

OFFICE SPACE TO SHARE OR LEASE LAGUNA HILLS, adjacent to hospital, across leisure world/mall..3 ops, 1100 sq ft, EAGLESOFT, DIGITAL xrays, plasma tv/ dvd, ADEC chairs..CALL 949-291-3443 OR aidashahangian@yahoo.com.

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kids! can not handle them? losing money? energetic experienced female bilingual sedation license & knows medical & insurance \$\$\$ contact dalia@doctor.com.

A big, fresh new office in Downey is looking for both Orthodontist and Pedodontist. Fax resume 562-803-6369 or email missiondental@live.com.

LOOKING for a multi-specialty office in L.A. or Pasadena... Contact Jay 323-810-6199 or 818-242-4046.

Want to sneak-a-peek at The Dental Trader before everyone else? We upload every edition to our website ten days before it hits the streets in print. Look for it at www.dental-trader.com around the 20th of each month and snap up the best bargains before it arrives in the mail.

Santa Ana practice for sale 3 eq ops. 2 plmbd. busy strip mall location. Motivated. email umstbek@cox.net.

Treatment Coordinator with PPO/HMO experience. Competency at presenting treatment plans/discussing financial arrangements. Dental assisting background preferred. contact@smiledesigndentalgroup.com.

Nomad Portable Digital X-ray for sale Never been used. Purchased price \$7250+ tax. Give me your best offer. (714)5191892.

complete set of 4 operatorial dental office equipment for sale. \$20,000 best offer. (951) 249-1512.

LONG BEACH/PERIO Asking \$135,000. Located on busy street. Low lease rate!! Select Practice Services, 714-421-4407.

Pedodontist Wanted Pedo practice in Lancaster CA, looking for 1-2 days per week. Please call 661-942-6200, or email periodontics@earthlink.net.

FOR RENT Beautiful Santa Monica dental office for rent. Two or 3 days/week. Rate negotiable. Ms.cadds@gmail.com.

I WANT TO BUY a PRACTICE in San Pedro or 5 mile radius of San Pedro/ Rancho Palos Verdes. 310-993-4474.

10 yr. orthodontist looking to PURCHASE/TRANSITION. Resides out of state, licensed in CA. Cash offer available. Dr.'s representative (480) 650 7128.

DENTAL ASSISTANTS PIT AND FISSURE SEALANT COURSE APPROVED BY CALIFORNIA DENTAL BOARD. OFFERED BY SCHOOL FOR DENTAL ASSISTANTS. 323-582-3205.

SUB-LEASE DENTAL OFFICE Downtown Los Angeles or Lake Forest (Orange County) Call (949) 400-4677 or shaneetamad@gmail.com.

GP 2 yrs experience available PT/FT, very motivated, gentle, with great clinical and people skills. 424-241-8475.

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Rancho Cucamonga Sell me your practice. Ready to retire? Looking to merge my practice with yours. 909-257-8565.

PERIODONTIST, ORTHODONTIST ORAL SURGEON WANTED to share office in Orange County. Adec 500, Eaglesoft, Digital Xrays. 1-3 days a week. gaw1177@gmail.com.

Part-time Female Dentist wanted for La Mirada and Santa Ana Office. Fax resume to 714-850-9217.

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ORTHODONTISTS = BIG \$\$\$ Join Orange County's newest business model for orthodontists. Send resume to orthofranchise@gmail.com.

NEWPORT BEACH space sharing needed. Looking to rent space at existing office when not being utilized. politedds@gmail.com.

GREAT FOR SPECIALIST to share our beautiful, state-of-the-art office in Apple Valley. Check www.pipkindental.com (818)568-3279/(760)961-0050.

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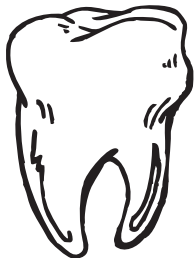
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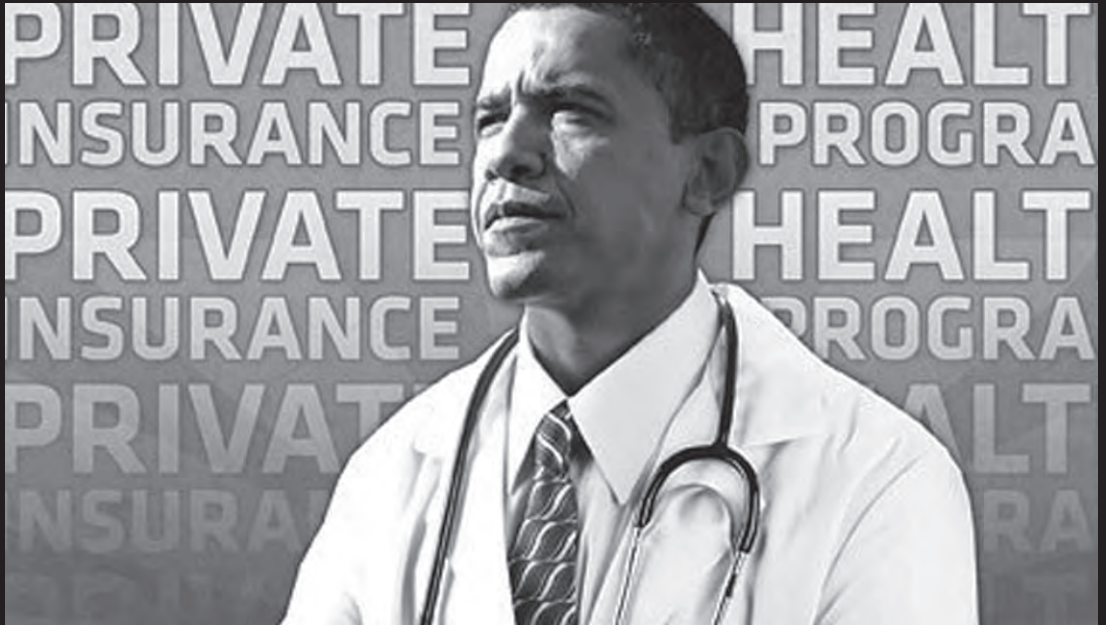
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Since a typical dental practice sale is at least fifty percent capital gain or “unearned” income, the new legislation means that there will be an additional, new tax of 3.8% on that portion and an additional 2.35% on the balance. Assuming an equal division between capital gain assets and ordinary income assets on the allocation of the purchase price, the net result is a 3.075% increase in overall taxes on the sale of a dental practice. When this is combined with the loss of the Bush tax cuts for the upper income groups at the end of 2010 as discussed in the previous Dental Trader article, the total increase in federal taxes alone will be over 8% of the total sale proceeds. State taxes will surely increase as well, but, as yet, by an unknown percentage.

For Buyers, the ownership of a dental practice provides greater tax benefits than ever as practice ownership is the best legal means to protect your income and minimize taxes. With rising taxes, providing for pre-tax adjustments in income and benefits reduces the ultimate reported income and resulting tax that will be paid.

For the best results, call Kurt Skarin at Lee Skarin and Associates.

800-SKARIN #1 • 805-777-7707 • Fax: 805-777-0051

Email: lsainc@aol.com

www.LeeSkarinandAssociates.com



Brand New Dental office for lease no reimbursements for the tenant improvement, in Long Beach, CA. Call Dr. Sam 310-666-3910.

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Digital Amalgamator \$150 Brand new surgical 45 degree handpiece \$199 Call Dr. Ray 310-44-smile.

PRACTICE FOR SALE IN IRVINE 1800 sq ft, 5 ops/chairs, great for multi-specialty practice. Great Potential for Growth. Call (909)630-8766.

PRACTICE FOR SALE/ROLLING HILLS Long estab. off. w/ 5 eq ops, 1,750 sq ft. California Practice Sales, Inc. Phone: 714-639-2775.

LOOKING FOR ENDODONTIST PERIODONTIST AND ORAL SURGEON IN REDWOOD CITY. GENERAL DENTISTS WITH EXPERIENCE CONSIDERED. PLEASE FAX RESUME: 650-369-4622.

Wanted: Slightly used AR10 or bolt action .308 email smile-center@hotmail.com.

GP subleasing space for specialists part time in Laguna Beach. Beautiful cottage setting w/ ocean views contact Jodie 949-497-8655.

DENTAL ASSISTANT/RECEPTIONIST NEEDED New office close to Cerritos, Buena Park. Experience and team work a plus. Fax resume: 562.865.3999.

PRACTICE FOR SALE #3172 – BUENA PARK – 3 Ops. Beautiful office. New shopping center. Full Price \$385,000. Call PPS (714) 832-0230.

new dental office for sublease or share 2630 San Gabriel blvd. Rosemead--digital x-ray, excellent location, plenty parking space call 626-675-5005.

Experienced Front Office Manager/Coordinator with a positive attitude? Have Dentrix experience? Garden GROVE, CA plz email JLV8096@AOL.COM.

Male general dentist with 8 years experience looking for part time position around la area. Friendly, efficient, and experienced in RCT MOLAR, ALL EXTRACTIONS, IMPLANTS. email konviserdds@yahoo.com or cell 3232039737.

Practice For Sale. Glendale 445K collected in '08 and '09. No dental patients. Digital xrays. Serious buyers only. 818-645-6565.

GENERAL DENTIST WANTED PRIVATE PRACTICE MID-OC SEEKING EXPERIENCED DDS WITH OWNERSHIP EXPERIENCE BUT NOW WANT TO DO DENTISTRY ONLY. dralexchang@yahoo.com.

looking for front office manager, biller at least 5 yrs dental exp, small private office in marina del rey familiar with ez 2000, eaglesoft. Fax resume to 3109882839.

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FOR SALE-Biolase Millenium Hard and Soft Tissue Cutting Laser Unit. \$7000.00 Negotiable. 310-245-5768/hsleedds@yahoo.com.

BARELY USED CEREC/MILLING UNITS WITH FREE SUPPLIES \$60,000.00 OBO. CALL (707)718-7144 OR Email: osorunke@sbcglobal.net.

The Dental Trader publishes 11 times each year we do not publish a July edition. Ads placed after May 7th will appear in print in the August edition. Ads submitted online post instantly to our website at dentaltrader.com. ENJOY YOUR SUMMER!!! We'll reopen in July.

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- 5980 - CA Sierras. Big city Practice sited in desirable location. On 4 days w/6 wks off, practice produced \$980k in '08, collected \$972k & realized Profits of \$388k. Beautiful facility.
- 5985 - Picturesque Norcal Coast- Busy practice in community serving 25,000 people. Topped \$675k on Owners 3 day week. Busy Hygiene
- 5987 - Pediatric Practice - North Sacramento Valley. Best location, phenomenal facility. 2009 Collected \$514k on limited schedule. FP \$260k
- 5988 - Southern Sonoma County - 3 Day week collected \$375k in 2009. 3 days of Hygiene
- 5989 - San Francisco's Avenues - Great sidewalk location on busy boulevard. Consistent \$400k/yr performer. Nice facility.
- 5990 - Central Marin County - \$400k+ per year performer on 3 day week. Efficient with low overhead.
- 5991 - San Francisco's Financial District - Rare opportunity to acquire practice with THE PERFECT facility. Topped \$600k in revenues in 2009. Busy Hygiene schedule.
- 5992 - Santa Rosa - Centrally located. Revenues grew from \$550k in 2008 to \$695k in 2009. Attractive 3 Op office.
- 5993 - San Francisco's Financial District - Great opportunity to practice in lucrative area. Attractive 3 Op office. 3 days of Hygiene. Collected \$325k in 2009.

HOT RELEASE SOUTHERN CA SELLERS - PACK YOUR BAGS

- 3189 - Temecula/Murrieta - 8 Ops. 3,000 sq.ft.. Grossing \$750k. 25% Ortho. Seller would stay on to do Ortho. State of art.
- 3190 - Booming Garden Grove - Location Location Location. Grossing \$10k part time. Has potential to do \$500k within 36 months. Full Price \$125k. Bargain

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- 3058 - San Bernardino - Located near local hospital on "Healing arts row" - Very nice, state of art facility. Lots of referral potential \$110k
- 3137 - Chino Hills-New shopping center. Absolutely gorgeous. \$450k.
- 3164 - GP. Temecula/Murrieta area. Currently collecting \$30k/mo. Ins & cash only. 1,700 sq.ft., 5 Ops. Located in shopping center with AAA tenants. F.P. \$385,000. Super Bargain. Best Buy.
- 3172 - Buena Park. 3 Ops. Beautiful office. New shopping ctr.F.P. \$385k
- 3180 - Pack your Bags go to NO. CA. Santa Rosa. Senior Seller. Grossing \$700k+ 2009; Live and work in a very desirable area. F.P. \$385k.
- 3189 - Murrieta/Temecula - GP Established 10 yrs. Landmark building practice. Grossing \$750k. HI tech new office. 4 GP Ops, plus 4 chair open Pedo Ortho Bay.
- 3190 - Booming Garden Grove. Location Location. Grossing \$10k part time. Only \$125k
- 3193 - Palm Desert. Grossing \$400k+. Great Location.
- 3194 - Irvine. Part time. Established 10 yrs. \$3,000/mo HMO cks. F.P. \$165k.
- 3205 - Downey - Established 20 plus years. Grossing \$850k. 4 Ops. Great location. 1-800-Dentists emergency rights. F.P. \$650k.

ORTHODONTIC BUYERS NEEDED 4 SO. CALIFORNIA

- 3208 - Rowland Heights. Senior Korean G.P. Incapacitated. Associate run now. Shopping center. 1,200 sq. ft. Gross \$200k. 3 Ops. Was doing \$300k. F.P. \$225k
- 3209 - Orange - Senior Seller- Gross \$250k. Estb 30 yrs. Near Historic Circle on Chapman. Rent \$985. Low overhead. 3 Ops. F.P. \$250k.
- 3212 - Fontana - GP Estb 30 yrs. HI IDENTITY SHOPPING CTR. Gross \$400k+ Hi end equipment. Low overhead.
- 3213 - Professional building in San Bernardino county. More details
- 3215 - Booming Beaumont Gross \$300k. Low overheard. 3 Ops.
- 3217 - Montebello - Est 20 years. Great location. 2,500 sq. ft. Rent \$3,500. Beautiful office. Gross \$470k
- Norco/Corona - Hi identity Dental building and practice. Absentee Seller Grossing \$600k due to illness - 2008 \$1million. Bargain. Will do \$1 million under new owner.
- 3219 - So. Orange County. Great office in very active center in very attractive area. Collect \$550k/yr. 1,300 sq. ft. 3 Ops.
- 3220 - Group or Entrepreneur DDS. Merger candidate Temecula. Spacious office grossing \$1 mil - \$6k/mo Cap checks. Great opportunity to develop contiguous specialty center.
- 3221 - Canoga Park - Est 50 yrs. 2 Ops. Renovated recently. Grossing \$200k+
- 3222 - Downtown GP Near convention center. HMO cks \$5k/mo. Hi identity location. 5 Ops plumbed, 4 equipped. FP. \$250k
- 3223 - So. Orange county. Super super shopping center Location. Proven \$2.5 million. Seller requires more space. 5 modern Ops.
- 3224 - San Fernando - Super proven Location. Bargain.
- 3226 - Corona - New Hi identity. New shopping center. Grossing \$400k. HMO \$3k - \$4k/month and growing. 4 Ops room for more. Bargain price.

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