

# THE Dental

VOL. 2 NO. 3  
MARCH 2005  
No. California Edition

Ph: 877-888-4237  
Fax: 949-498-1198  
TheDentalTrader.com

# Trader

*Buy, Sell or Trade all things Dental*

Anaheim CDA Convention  
May 12-15

FREE ADS FOR DENTISTS & STAFF!

## 20<sup>TH</sup> ANNIVERSARY SPECIAL

Go for the best - Get the Highest Rated Software by the ADA\*

### New Add-on modules Released for 2005!



**EZ-PERIO-CHARTING** makes perio-charting quicker, smoother, and more accurate. Record information including bone loss, plaque, probing depths, gingival margins, bleeding points, and furcation grades.

**EZ-IMAGING** allows capture of intra-oral images, digital x-rays, patient photos directly into patients chart.

When integrated with **EZ-IMAGING** and **EZ-PERIO-CHARTING**, the dentist is provided with a comprehensive database of dental information for each patient. (\$500 extra for each or \$750 for both).

#### *Complete systems also available:*

**Single User Power System:** Dell Pentium 4 Computer, 2.8 GHz, 80 GB Hard disk, 256 Ram, CD burner for backing up your data, Dell 15" Flat Panel Color Monitor, HP Laser Printer, EZ2005 (#1 Rated Dental Software) Training & Support: Reg. \$3,995. Special: \$3,495 (lease at \$135/mo. for 36 mos.); **2 Station Network:** Reg. \$5,995. Special \$5,495. (\$132/mo. for 60 mos.); **3 Station Network Setup:** Reg. \$7,495. Special \$6,995. (\$168/mo. for 60/mos.)

Online demo @ [www.ez2005.com](http://www.ez2005.com)

800-273-5033



**#1 Rated  
Dental Software**

only **\$1,895.00**  
reg. **\$2,395.00**

- Free Training in your own office (full day)
- Free Updates & Free Support for an entire year
- No monthly support fees - No forms to buy
- Includes new Mandatory CDT-5 Codes for 2005
- Electronic Claims or plain paper (your choice)
- Appointment Scheduling, Day Sheets
- Pre-Determination of Benefits
- Show Patient vs. Insurance Due on Bills
- Treatment Plans, Routing Slips, Recall
- Walkout Statements, Patient eMailing
- Password protection, Embezzle-Proof Repts.
- Dential, HMOs, PPOs, Multiple fee schedules
- Monthly patient statements, Receivable Reports
- Production/Collection & Practice Analysis Repts.
- Word Processing w/Mailmerge

\*ADA Directory of Practice Management Software. (category: under \$2,500: having over 5,000 clients)

# WOOD & DELGADO

## *Attorneys At Law*

**REPRESENTING DENTISTS FOR  
OVER 20 YEARS IN THE FOLLOWING AREAS:**

**Real Estate  
MSOs  
Practice Purchase Agreements  
Partnership Agreements  
Leases  
Space Sharing/Group-Solo  
Associate Agreements  
Corporate Formations/Dissolutions  
Partnership Disputes  
Estate Planning**



*Pat Wood is knowledgeable, fair and a nice guy!"*

**Ari Rosenblatt, DDS, DMD,  
Beverly Hills, California**

*"I highly recommend that you use his legal services!"*

**Betty Robin, DDS, Select Practice Sales & Atty**

*"Thank you for all your kind efforts. You are the best!"*

**Masoud Fanaian, DDS and  
Behzad Fareid, DDS, Kingsburg, California**

*"Patrick Wood is not your typical dental attorney. I have seen Mr. Wood interact with other attorneys and I can say with a great deal of confidence, Mr. Wood is an attorney you want on your side."*

**Chris Go, DDS, Valencia**

*"California Practice Sales has referred clients to Pat Wood for 20 years. Pat has been timely in contacting the clients, is very up-front in describing and delivering his services and is very skilled in completing negotiations for his clients. I highly recommend him!"*

**John W. Knipf, President  
California Practice Sales Inc.**

*"Mr. Wood provides incredibly prompt, five star service you only dream of in an attorney."*

**Mark Weiser, DDS, Santa Barbara**

*"★★★★★(Five Star Service) I liked their expertise in dental practice sales."*

**Don S. Kaneoka, DDS, Los Angeles**

*"I highly recommend Wood and Delgado to all dentists."*

**Victor E. Israel, DDS, Downey, California**

*"I would recommend Wood and Delgado because of their familiarity with dental practices, and promptness in returning phone calls."*

**John R. Stewart, DDS, Orange**

*"Wood and Delgado have been representing me for many years. I would highly recommend their firm to my friends and colleagues."*

**Saman Habibi, DDS, South El Monte**

*"Great service. I just like him, a knowledgeable guy."*

**Ramin Sadighi, DDS, Anaheim, California**

*"Efficient! Professional! Knowledgeable!"*

**Phil Sales, DDS, Rancho Cucamonga**

*"I am impressed with all the knowledge Mr. Wood has in the dental field. Very knowledgeable and experienced, nice to work with."*

**Will Wong, DDS, Irvine**

*"Pat Wood is a principal, ethical, interesting, knowledgeable and impressive attorney."*

**George Koerber, DDS, Concord, California**

*"I liked everything about Mr. Wood's representation of me."*

**David S. Han, DMD, MS, Vista, California**

**Patrick J. Wood, Attorney at Law  
Charles X. Delgado, Attorney at Law**

*Offices in Irvine, San Francisco & Temecula*  
**Toll Free: 800-499-1474 • FAX: 800-511-2138**  
Visit our website at: [www.dentalattorneys.com](http://www.dentalattorneys.com)

**EXPERIENCED PERIODONTIST** board-certified, good people skills, seeking position in Orange or San Diego County. Call at 949-338-7103.

**PORTERVILLE** (4) op computerized G.P. for sale. Newer equipt. Cash/INS/PPO. Gross Collections \$575K+/yr. D&M PRACTICE SALES AND LEASING (818) 591-1401.

**BURBANK LOCATION, LOCATION** Move your office? Partnership/Sale? Don't retire; bring your patients. 1500 sf. Low volume presently. No HMO. 818-848-5619.

**WASCO NEAR BAKERSFIELD** General practice for sale. Framing, Hispanic, peaceful. Cash and Ins. No cap or welfare. Minimum overhead. 661-665-8519 after 6 pm.

**ADEC TRAY-TROL** Mobile Delivery Cart with Air/Water Syringe, also assorted older Hydrocolloid equipment & American Sterilizer Autoclave. Best offer 818-342-8300.

**PANORAMIC X-RAY** Planmeca 2002 CC with Cephalostat and Admark autoprint. Excellent condition. \$12,000. (310) 657-6363.

**LEGAL TIP: BUYERS:** Have you conducted a UCC search on the Seller? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

**WHITTIER STARTER PRACTICE** Collects \$105,000 per year on two days per week with a 50% net income. Asking \$70,000. Kurt Skarin 1-800 SKARIN #1.

# DENTAL PRACTICE FINANCING

## Great products with great service.

We are known for our commitment to providing the right solutions and superior Customer service.



- Equipment Financing
- Practice Equity Loans\*
- Practice Sales and Acquisitions
- New Practice Start-Ups
- Practice Improvement Financing
- Demographic Site Analysis^



State Association Member Benefits when you finance with MBNA



Call today  
**866-CDA-LEND**  
Source code: 8U3H3

ENHANCE YOUR PRACTICE. EXPLORE YOUR OPTIONS.<sup>SM</sup>

All programs are subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply. MBNA, the MBNA logo, the tree design, "Enhance Your Practice. Explore Your Options." and MBNA America are service marks of MBNA America Bank, N.A.  
\*MBNA may prohibit use of a practice finance account to pay off or pay down another MBNA account.  
^MBNA engages Scott McDonald & Associates, a national marketing research firm specializing in demographic research, site analysis and profile reports for dental professionals, to produce a demographic report to assist dentists in evaluating where to locate their dental practices. Scott McDonald & Associates charges a fee for this service, which is passed on to the customer.



**The Only Dental Broker in Southern CA. Who Personally Shows Every Listing, Every Time!**

### FRESNO COUNTY

**FRESNO COUNTY #1** - (3) op G.P. located in smaller town. Only private dentist in town. Annual gross collections \$315K+ on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Near Fresno County #2. Buy one or both.

**FRESNO COUNTY #2** - (3) op G.P. located in smaller town. (2) ops eqt. 3rd plumbed not eqt. Store front location with signage/visibility. Annual gross collections \$150K+ p.t. Cash/Ins/PPO/Denti-Cal/Cap. Cap check \$2,600/mos. Near Fresno County #1. Buy one or both.

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

### KERN COUNTY

**BAKERSFIELD #9** - (3) op G.P. Office & Bldg. for sale. Gross \$600K+/yr. \$14K/mos cap. **SOLD**

**BAKERSFIELD #11** - This one has it all! An absentee owner run. True money maker! (11) fully equipped ops. Paperless office, Dentrix S/W, digital x-rays, Pano equipped General Practice with (1) full day a week of Ortho. Ins/Cash/Denti-Cal/CAP patient base. Mos. Cap. Checks \$12K+/mos. Bldg. also for sale! **SOLD**

**BAKERSFIELD #12** - Fully built out dental office condo for sale. 2,158 sq. ft. 5 plumbed ops. Includes some equipment. Seller motivated. **SOLD**

**SO. EAST KERN CTY. #2** - (2) op part time G.P. practice. Gross approx. \$150K/yr. Mixed patient base. **SOLD**

### LOS ANGELES COUNTY

**AZUSA/COVINA** - 1,700 sq. ft. single use freestanding dental building for sale. Located on main street with excellent exposure, visibility and parking. **PENDING**

**BELLFLOWER** - (5) op G.P. for sale. On Main street with visibility/exposure/signage. Like new equipment. Cash/Ins/PPO/CAP. Monthly CAP. Check \$7,000+. Annual gross collections \$550K+. **SOLD**

**CANOGA PARK** - (4) op G.P. (3) ops eqt. signage and visibility. Cash/Ins/PPO patient base, gross collections \$120K+/yr. P.T. can do much more with additional hours. **SOLD**

**GLENDALE #3** - (2) op G.P. 3rd op plumbd. Attractive bldg. out. Ave. Annual Gross \$120K p.t. Can do more full time. **PENDING**

**GLENDALE #4** - (2) op G.P. 3rd op plumbed. Nicely appointed. Cash/Ins. Annual gross \$220K+ P.T. Can do more.

**HOLLYWOOD** - (6) op G.P. (4) ops eqt'd located in store front with excellent signage, exposure and visibility. Average annual gross collect. \$369K+ on 4 1/2 days/wk. Cash/Ins/PPO/Denti-Cal/CAP patient base. Many walk-ins. Approx. 50-60 new patients/mos. **SOLD**

**LOS ANGELES** - Bldg. and (4) op G.P. office for sale. Exposure/visibility/signage. Gross collections in 2003 were \$556K; Previous years collections in 2002 were \$839K prior to seller illness. Potential to take it to \$1M. Account receivables include in sale to help with cash flow. Cash/Ins/PPO/Cap/Denti-Cal patient base. Here's your chance to own your own bldg. and million dollar practice!

**PARAMOUNT** - (5) op G.P. Located in store front with exposure and visibility. (3) equipped ops. (2) additional plumbed not equipped. Cash/Ins/PPO/Denti-Cal/Healthy Families Patient Base. 2004 Gross Collections \$215K+ p.t. due to new baby. Did \$332K prior to pregnancy on (4) day week. Seller Motivated. Priced to Sell! **NEW**

### D&M SERVICES:

- Practice Sales & Appraisals
- Practice Search & Matching Services
- Practice & Equipment Financing
- Locate & Negotiate Dental Lease Space
- Expert Witness Court Testimony
- Medical/Dental Bldg. Sales & Leasing

**VISIT US AT THE 2005 ANAHEIM CDA CONVENTION BOOTH #1692**

**RESEDA** - (3) op G.P. located in remodeled professional bldg. 2004 Gross collections projected at \$210K. Mixed patient base. **NEW**

**SAN GABRIEL VALLEY** - 1,755 s.f. single use freestanding dental building for sale. Near center of town. (5) plumbed ops. Busy Hispanic area. No patient charts or equipt. are included in the sale. **NEW**

**WEST SAN FERNANDO VALLEY** - (4) op Fee for Service General Practice. (3) ops equipped 4th plumbed partially equipped. Crown and Bridge and Restorative Practice. Well maintained equipment; Dentrix s/w. Annual gross collect approx. \$400K/yr. **ON HOLD**

### ORANGE COUNTY

**NEWPORT BEACH** - (3) op Private Fee for Service General Practice. Located in one story professional building. Computerized office with mostly new equipment. 2004 Gross Collections \$527K+. Restorative/Crown and Bridge/Cosmetics with active Hygiene Program. Seller Retiring.

### RIVERSIDE COUNTY

**SUN CITY** - (6) op G.P. for sale. Located in free standing smaller Medical/Dental bldg. Waiting room is shared with large medical group who refers many patients. Gross collections \$260K+ on 2 1/2 days per week. Can do much more. Cash/Ins/PPO patient base. Seller wishes to stay on as an associate one day per week. Will mentor and introduce. Excellent opp. for DDS just starting out.

### SANTA BARBARA COUNTY

**SANTA MARIA** - (3) op G.P. located in free standing bldg. with exposure/visibility/signage. Gross Collect. \$275K+/yr. Cash/Ins/PPO. **SOLD**

### SAN BERNARDINO COUNTY

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

### SAN DIEGO COUNTY

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

### SAN LUIS OBISPO

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

### TULARE COUNTY

**PORTERVILLE** - (4) op G.P. Newer equipment. Cash/Ins/PPO. Ave. annual gross collections \$600K+. (30) new patients/mos. Growing area. **NEW**

### VENTURA COUNTY

**WEST VENTURA CTY #2** - (8) op G.P. on main street with excellent visibility/exposure/signage. Cash/Ins/PPO/CAP. Cap check = \$9K+/mos. Computerized office, digital x-rays, ave. annual gross collections \$850K. **Reduced Sales Price.**

### UPCOMING PRACTICES FOR SALE

Bakersfield, Beverly Hills, Camarillo, Central Coast, Culver City, Downey, El Monte, High Desert, Huntington Park, La Puente, Los Angeles, Palmdale, Pasadena, Pico Rivera, Santa Barbara, San Fernando Valley, San Gabriel, Santa Maria, South Gate, Ventura Cty. & Westchester.

### EXISTING DENTAL OFFICES FOR LEASE

Various Amenities. Kern, Los Angeles, Orange, Ventura, Santa Barbara and San Bernardino Counties. Call for details!

**D&M "The Personalized Service Dental Broker"®**

P.O. Box #6681, WOODLAND HILLS, CA. 91365  
PHONE/FAX: (818) 591-1401 www.dmppractice.com

03/05

Buy it! Sell it! Trade it!!!



# Financing With A Visible Difference

**One call will change the way you look at lending.  
Our Personable and Professional Staff will create  
the loan you want and secure your approval quickly.  
See the difference for yourself Doctor.**

Quick & Simple Phone-In Applications • Start-Ups  
Expansions • Working Capital • Construction • Consolidation  
Real Estate • Equipment Financing • Practice Acquisition  
Low Rates • Flexible Terms • No Hidden Fees  
12 Month Deferral • Step Payments • Up to 15 Year Financing

For Fast & Friendly Service Call

**800-550-9228**

**LCF Financial Services**

**www.lcffin.com**

—Seeing Is Believing—

**PRACTICE FOR SALE:** North San Diego, built 2003. 7 fully equipped Adec ops/Dentrix/Schick digital x-rays/11 fully networked computer stations with flat screen monitors in each op. Private doctor office with bath/shower. consult room, staff lounge, laundry room, large lab, large sterilization, ZOOM whitening system, unbelievable growth potential. Maternity forces sale. R.E. also available. 619-517-6245 or 702-499-4632.

**REDUCED! #LV-266 LAS VEGAS** Turn Key facility with state of the art equipment. Would cost twice as much to duplicate. Great retail location near Rainbow & Sahara. \$195k Western Practice Sales 800-641-4179.

**SYSTEMATIC APPROACH** to incorporate advanced dentistry with confidence while you achieve prestigious Fellowship, Mastership. SCAGD offers \$100 tuition credit if you join by March 13, 2005. Call 800-762-2511.

**CABO BEACH FRONT AND BIG BEAR LAKE VIEW** luxury vacation rentals. One to three bedrooms fully furnished with the highest quality granite, tile & amenities. Private resorts at Villa La Estancia in Cabo & The Club at Big Bear Lake. Call Dr. @ 310-502-4619.

**FRESNO COUNTY #2** G.P. for sale. (3) ops (2) eq't'd (1) plumbed. Located in store front with exposure/visibility. Gross collect. \$150K+/yr p.t. Cash/Ins/PPO/Denti-Cal/CAP. Cap = \$2,600+/mos. D&M PRACTICE SALES AND LEASING (818) 591-1401.

**THE POPULAR WEBSITE** [www.dentalauction.com](http://www.dentalauction.com) is now for sale. Become the next Dental-Ebay with this successful business. Call Dr. Rabi @ (310)722-2022.

**PRACTICE FOR SALE** NEW! San Diego (North County)-PERIODONTAL Practice estab 1972. Highly respected Perio/Implant Practice. Retirement. SDPS 760-599-7828.

**PANORAMIC X-RAY MACHINE** Belmont X-Caliber Ex-1000 60-90 kVp, 10 MA, 6x12 inch film size \$7000.00 949-645-8222.

**LOOKING TO REFINANCE YOUR PRACTICE LOAN?** Professional Practice Capital has great rates. Call (800) 456-2779 or visit [www.ppcloan.com](http://www.ppcloan.com) for details.

**GENERAL PRACTICE BY OWNER:** NORTH SD COUNTY/INLAND. 5 ops, 6 days hygiene. 3 1/2 workday week. \$780K/2004 & growing. Net/to buyer \$180K. Great place to work & live! 760-749-9322/760-212-1093.

**4 TREATMENT CARTS** with hoses \$400 each plus shipping 530 242-6017.

**DON'T MAKE AN EXPENSIVE MISTAKE!** Get a full Dental Demographic Report on your practice area. [DentalDemographics.com](http://DentalDemographics.com) or call (800) 424-6222, Scott McDonald & Associates. Competition ratios, projected growth, distribution of specialists, etc.

# PROMPT AND PERSONALIZED SERVICE

*Guaranteed*

## Flat Rate Legal Services:

no surprise costs; comparison shop for full service packages.

**\$1,350**

California Incorporations

**\$3,500**

Dental Practice Sales

**\$1,350**

Shareholder Agreements

**All Inclusive Packages:** EVERYTHING included in price:  
legal consultation, overnight filing, and all fees/expenses/costs.

### Experienced and Knowledgeable:

USC Law School, 1984  
Dartmouth College, 1981  
CA Broker License, 1998

### Free Services at Website:

Practice Appraisals  
Practice Sale Marketing Tips  
Tax Comparison of C vs S corporations



**Robert W. Olson, Jr.**  
a Professional Corporation  
Business, Corporate & Real Estate Law

**805.963.1120**

**[www.transdental.com](http://www.transdental.com)**

[RWO@transdental.com](mailto:RWO@transdental.com)

831 State Street, Santa Barbara, CA 93101

“Only four days before signing my practice purchase and lease documents, I called Mr. Olson for help. His quick response and practical advice protected my interests and saved me money in ways I never even considered.”

**Larry Cao, DDS, Orangevale, CA**

“Mr. Olson's help with my incorporation and two practice purchases has been prompt, thorough, knowledgeable, and ethical. I highly recommend his services.”

**Warren Gerosa, DDS, Los Angeles, CA**

“I didn't realize the crucial decisions involved in incorporating until I hired Mr. Olson. He took the time to explain these issues, and saved me thousands of dollars in the process!”

**Ruth Shifman, DDS, Thousand Oaks, CA**

**Cosmetics**

Optibond Solo Btl	\$ 69.95
Prime & Bond (2)	\$ 125.00
Miracle Mix Kit	\$ 119.95
Herculite XRV	\$ 39.95
Luxatemp Plus	\$ 98.95
Prophy angles (500)	\$ 98.95
Temp bond	\$ 19.75
Clearfil se bond	\$ 88.99

**Lidocaine 2% \$ 11.95**

**X-Ray Film**

Kodak DF-58	\$31.75
Kodak DF-57	\$41.95
Kodak DF-54	\$26.50
Kodak DF-53	\$36.95
Flow 57	\$33.95
Agfa 58	\$25.95

**Disposables**

Gauze 2x2	\$19.95
Gauze 4x4	\$34.00
Cotton Rolls	\$ 9.95
Earloop Mask	\$ 2.50
Tray Sleeves	\$12.00
Syringe Sleeves	\$ 6.99

**Leasing/Financing**

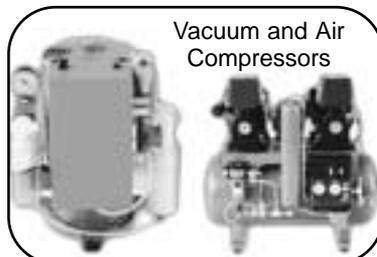
**Electric Handpieces Available**



Digital Pano now available



Autoclaves & Dry Sterilizers available



Vacuum and Air Compressors



Starting at: **\$4950**



Digital x-ray w/software \$4795

**Allied Health Products**  
888-818-9696

**DENTAL SUPPLIES AND EQUIPMENT**  
Savings • Service • Quality

**PEDODONTIST?** N. Orange County starter practice in La Habra professional plaza. Leasehold, equipment and Tenant improvements. Will refer. (714)225-2340.

**FOR SALE:** Casting Machine \$350.00. Contact fatbilly-bob@yahoo.com or 310-346-5081.

**WHY CAUDILL AND ASSOCIATES?** REAL ESTATE NEGOTIATOR FOR 25 YRS. DENTIST EXCLUSIVELY FOR 15 YEARS. CAUDILL AND ASSOCIATES - (909) 337-0466.

**25TH ANNIVERSARY SPECIAL** thanks to all our wonderful customers over the years! Handpiece repair, most high-speeds, \$49. Handpiece Trading Post, 800-445-6719.

**QUALITY-MINDED DENTIST** Seeking full-time/part-time associate position in Central Coast area with possible buy-in potential. Positive, team-oriented, dedicated. volare1@charter.net 619-507-3500.

**"BASIC AND ADVANCED** Provisionalization and Tissue response" by Dr. David Federick and Master clinicians. 8 Hrs CE on Sunday March 13,2005 for only \$79 for dentists, \$ 49 for dental assistants. Lunch included , Free parking. Call 800-762-2511.

**WE BUILD DENTAL OFFICES** at View Line Construction. Let us build your dream dental office! View Line Construction 661-510-5045.

# Wanna Take A Bite...

## ... Of Those Juicy Smile MakeOver Cases ?

### Learn How Now !

#### AT Over The Shoulder Course

#### "Anterior Aesthetics Made Simple"

- March 18 & 19 Orange, CA • • Early Reg Feb. 15th
- July 22 & 23 Orange, CA • • Early Reg May 1st

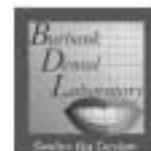


Dr. Tarun Agarwal  
Dr. Sameer Puri

Experience & Learn  
The Whole Process  
From Consult  
to

Glamour Shoot After

Register Today • • • 800-336-3053  
Burbank Dental Laboratory • Ask For Dave  
Early Registration Receives \$1000 in Lab Services Offers



**SANTA BARBARA PRACTICE** Grossing \$760,000 with absentee owner, 6 fully plumbed operatories, denture lab, 20 years goodwill, general and orthodontics, store front on State St., great staff. Dentalops@aol.com.

**U.S. BANCORP HEALTHCARE** Finance Services provides financing for dental practice acquisitions, start - ups and expansions! Call us today at 1-877-336-8346 to discuss a finance solution that meets your needs.

**HAVE PATIENTS BUT NO OFFICE?** 4 fully equipped ops in professional plaza in La Habra. Easy Dental software! 714-225-2340

**PRACTICE WANTED** Any location or condition. Good credit for loan or owner-carry. Real estate preferred. No agent/commission. Call 626-277-8828.

**NEW OFFICE** set up consults call 310-464-8989.

**SUN CITY** (6) op G.P. for sale. Gross collections \$260K+ 2 1/2 days per week. Cash/INS/PPO. Seller will stay on as an associate one - two days/week. D&M PRACTICE SALES AND LEASING (818) 591-1401.

**#1-280 MANTECA** GP, Long Est. practice, Seller retiring. Collections of approx. \$650k in '04. 5 fully equipped ops, w/digital x-rays and intraoral camera. FP \$450K Western Practice Sales 800-641-4179.

**REFINANCE YOUR HIGH INTEREST** rate practice loan! Call (800) 456-2779 or visit [www.ppcloan.com](http://www.ppcloan.com) for details.

**GENERAL DENTIST** On-Call.5+yrs. Can perform all phases of Dentistry, including molar endo,3rd molar surgery. Call 650-996-6770.Randy.

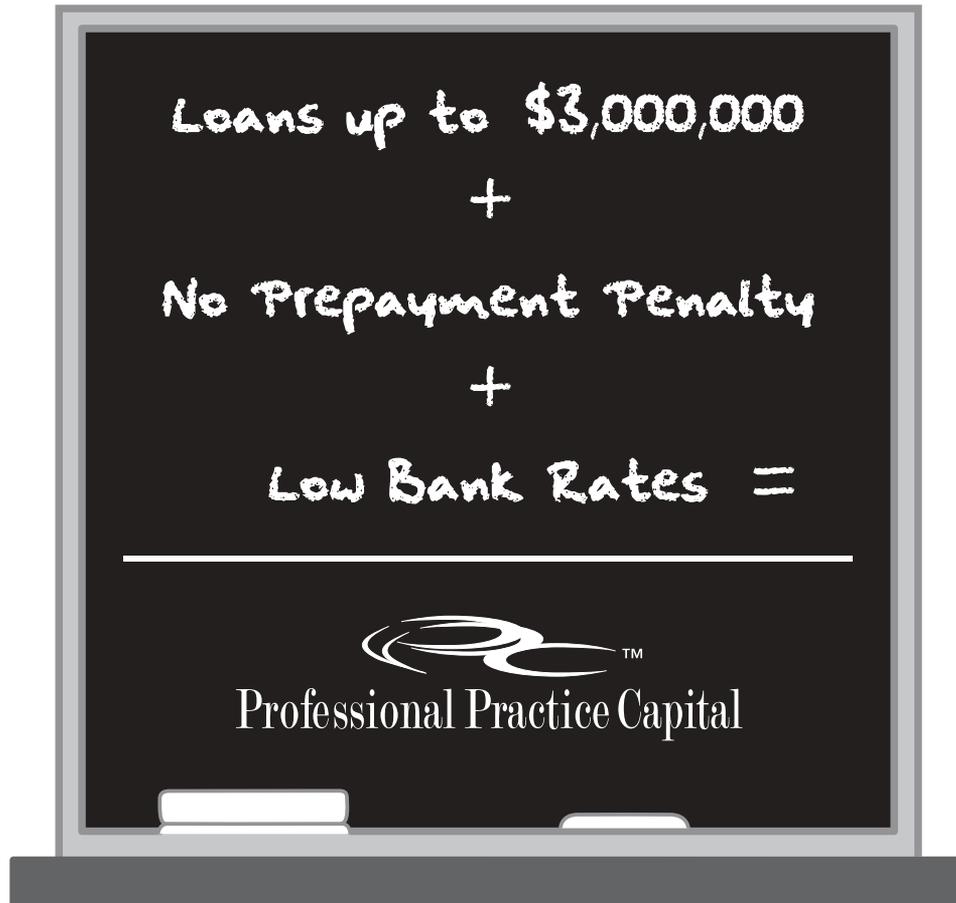
**BUFFALOW VACUFORM** good condition \$190 plus shipping 530 242-6017.

**NEED HELP BRIDGING THE GAP?** EZ-2005 provides a smart alternative for patients that do not qualify for traditional finance programs. Call EZ 2005 #1 Rated Dental Software at 800-273-5033.

**WANT TO PURCHASE A PRACTICE?** Remodel? Add equipment? Check out the low rates waiting for you at LCF Financial 800-550-9228 (see ad pg. 5).

**TELLURIDE COLORADO EXECUTIVE HOME** 6500 square feet on 38 acres. 4 bedroom, 4 1/2 baths, "wall of glass" living room, gourmet kitchen, gym, media room, game room, spa. For sale or rental, 619 2228275 or [jaymorg590@aol.com](mailto:jaymorg590@aol.com).

**DIVERSIFIED UPHOLSTERY & DENTAL SERVICES** is committed to providing quality at affordable prices. Call for a quote (800)707-3449 or (714) 827-8515.



## The obvious answer for Practice Financing.

No need to bone-up for this one. If you're looking for practice financing make sure your lender has all the right products.

Find out more at [www.ppcloan.com](http://www.ppcloan.com) or call 800.456.2779

Financing for:

Acquisitions, working capital, expansion, buy-ins or buy-outs, refinancing, real estate, construction, leasehold improvements, and retirement

**EXPERIENCED BOARD CERTIFIED** (ABO) Orthodontist seeks PT/Fill-in/FT position in San Diego or Orange County. (858)573-1501 orthodock@yahoo.com.

**ANY OLD DENTAL EQUIPMENT IN STORAGE?** Cash it in and stop paying storage fees! We buy and trade used equipment, Handpiece Trading Post. 800-445-6719.

**ORAL SURGERY - WHY REFER OUT?** Experienced DDS will do wisdoms, implants, apicos in your office. Call Dr. Ray (310) 264-5084

**#D-278 - SANTA CRUZ AREA** Nice office, 5 ops with a mix of Fee-For-Service and some PPO's. Gross receipts in the 500K range Building Also Available with Purchase of Practice. Western Practice Sales 800-641-4179.

**TEETHLOVER.COM** Advertise your office on the internet!!! Just \$15/mo. Great exposure. [www.teethlover.com](http://www.teethlover.com). Call (951) 333-7060.

**WANTED** The Wand - Local Anesthetic Syringe-contact [cameronfred2@msn.com](mailto:cameronfred2@msn.com).

**NEED A PAYMENT PLAN WITH TEETH IN IT?** EZ-2005 provides a smart alternative for patients that do not qualify for traditional finance programs. Call EZ 2005 #1 Rated Dental Software at 800-273-5033.

**RESEDA** (3) op G.P. for sale. Nice Starter or 2nd office. 2004 Gross Collections approx. \$210K. Nicer equipt., Dentrax S/W, mixed patient base. D&M PRACTICE SALES AND LEASING (818) 591-1401.



# San Diego Practice Sales

- *represents Sellers and Buyers*
- *exclusively in San Diego County*
- *more than 28 years of experience with the San Diego Dental Community*

## PRACTICES FOR SALE — March, 2005

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

**SAN DIEGO-NORTH COUNTY COASTAL-PERIODONTAL-NEW LISTING!!** 6 fully-equipped ADEC Ops. in 2200 sq.ft. Very attractive single story Professional Bldg. 32 years of GOODWILL!! **This Practice has been PRE-APPROVED by Lender.**

**SAN DIEGO-PACIFIC BEACH-JUST LISTED!!** Owner retiring from **GENERAL** Practice established in 1990. 3 Ops. in approx 900 sq.ft., situated in Medical Bldg. Easy access to 5 Freeway.

**SAN DIEGO-CHULA VISTA (North) NEW LISTING!!** 38 years of GOODWILL! Owner retiring from Fee-for-Service **GENERAL** Practice situated in Professional Bldg. Doctor shares 9 Ops. in approx 3100 sq.ft. with other GP. Offered for 375K.

**SAN DIEGO-LA JOLLA-GENERAL** Practice established in 1980. 4 fully-equipped Operatories in approximately 1200 sq.ft.. Situated in attractive and well-known Professional Bldg. Outstanding Location. Owner retiring due to disability. All **SERIOUS** offers considered for quick transition! **IN ESCROW**

**SAN DIEGO-OCEANSIDE** 18 year established **GENERAL** Practice with excellent visibility. 2 blocks from freeway 5. Six spacious and fully-equipped Ops in approx. 2400 sq.ft. Approx 40% Cash, 30% Insurance, 20% Healthy Families, 10% Dentical. 260K. **ACCEPTED OFFER**

**SAN DIEGO-EL CAJON** Dentist retiring from 40 year established **GENERAL** Practice. 5 equipped Ops. (1 additional plumbed) in approx. 1350 sq.ft. Freestanding Building in shopping center. Approx. 70% FFS/30%DentiCAL. Offered at only 175K.

**SAN DIEGO-ESCONDIDO GENERAL** Practice with 30+ years of GOODWILL. Owner practices 1 day/wk and has associate 2 days/wk. 4 equipped Ops with room for 2 more. Approx. 85% PPO. Practice offered for 100K!

\*\*\*\*\***BUILDING ALSO FOR SALE:** 1312 SQ.FT. ON LARGE LOT. Within blocks of Hospital. 10+ parking spaces on property. Rare Opportunity available for 410K. **SALE PENDING!**

**SAN DIEGO-OCEAN BEACH-PERIODONTAL** Practice established 13 years. 3 Operatories with room for expansion. Situated in Professional Bldg. along major thoroughfare. 2003 collections approx. 360K.

**SAN DIEGO-MISSION VALLEY**—Centrally located **GENERAL** Practice established 35+ years (8 yrs at present location). On 1st floor of attractive office bldg., 4 VIEW Ops in 1200 sq.ft. Great staff expected to stay. Revenue approx. 700K. Offered for 520K.

for updates, visit us at: **WWW.SDPRACTICESALES.COM**

**SAN DIEGO PRACTICE SALES can also assist you with PRACTICE APPRAISALS, BUY-IN BUY-OUT TRANSACTIONS and LEASE NEGOTIATIONS.**

**For More Information Call:**

**Mike Hostler (760) 599-7828 Bob Fleming, D.D.S.**  
(voice mail)

**SERVICE — INTEGRITY**

Buy it! Sell it! Trade it!!!

**LANCASTER MANAGED CARE CLINIC** Collects \$2.2 million /year. Monthly capitation checks of \$18,000+. Asking \$1,760,000. Kurt Skarin 818-991-6552.

**FOR SALE:** Thermafil Endo Obturator Oven and Obturator Kit \$300.00. Contact fatbillybob@yahoo.com or 310-346-5081.

**WANTED:** White Knight Investment Partner. For Revolutionary New Dental Product. Contact rmartindental@hotmail.com for details.

**BEVERLY HILLS PRIME** Ground Floor Corner General Practice, 1100 sq ft, 4 chairs; move your practice & share rent & buy out; 310-552-1441, m@911dentistry.com.

**MARKETING YOUR PRACTICE?** Demographics and Dental Psychographics will help you target just the patient-types you want. DentalDemographics.com or call (800) 424-6222, Scott McDonald & Associates, Inc.

**PRACTICE FOR SALE** in So. Orange county. Lease hold improvements only, no patient charts. Call 949 661-5213.

# Superior DENTAL LABORATORY, INC.

*Great Savings For The Month*

FMC  
**\$45.50**

CLEAR CLASP TOOTH SHADING  
**\$75.00**

VALPLAST PARTIAL + TEETH  
**\$205.00**

PORCELAIN JACKET or VENEER  
**\$95.00**

PFM  
**\$56.00**

FULL UPPER or LOWER + TEETH  
**\$98.00**

**NEW CUSTOMERS  
TAKE \$5.00 OFF  
YOUR FIRST  
ORDER WITH US**



EXISTING CUSTOMERS NOT ELIGIBLE

*Call Today For A Free Starter Package  
We Pay Shipping Both Ways and Checks Are Always Appreciated*

**818-366-5583 • 877-366-5583**

P.O. BOX 9440, GRANADA HILLS, CA 91394

Dentsply/Midwest



Standard  
FG Carbides  
Clinic Pack (100)

**\$ 99.99**



**1-866  
SKY-DENTAL  
(759-3368)**

Se Habla Español.  
Hours 9am to 6pm (PT)

**DENTAL SUPPLY**  
Your Full Service Dental Supply Company

Cook-Waite  
Lidocaine 2% 1:100,000  
Red Can 50



**\$ 14.99**

Dentsply/Caulk  
IRM Pwd & Liq  
Standard Kit



**\$ 29.99**

Kerr  
Herculite XRV  
Unidose or Syringe



**\$ 42.99**

Earloop Face Masks  
Pink or Blue Box (50)



**\$ 4.99**

Kendall  
Monoject Needles  
Any Size Box 100



**\$ 8.25**

J. Morita USA  
Root ZX



**\$ 799.00**

Dentsply/Caulk  
Prime & Bond<sup>®</sup> NT<sup>™</sup>  
Refill Pack (2/4.5 ml)



**\$ 129.99**

Eastman Kodak  
DF-58 Film  
Refill Pack (2/4.5 ml)



**\$ 31.99**

Sky Disposable  
Prophy Angles  
w/Gray Soft Cup (500)  
Net cost 20¢ each



**\$ 105.99**

2 x 2 Gauze Sponges  
Case 5000



**\$ 24.99**

Cotton Rolls  
#2 Medium N/S 1-1/2"  
Box 2000



**\$ 11.99**

SDI  
GS-80  
Alloy  
2 Spill  
Capsules  
(500)



**\$ 279.99**

Saliva Ejectors  
White or Clear Bag 100



1- \$ 2.25  
10+ \$ 1.99 each

**New Construction/Remodel/Expansion?  
FREE Consultation**

We offer:

- Dental Office Design
- Dental Office Construction
- Leasing and Financing



**DCI-Pro Unit Package:**

- Chair
- Unit - 3 HP Auto
- Assistant Arm - 1 HVE and 1 SE
- Duo-Light

**\$ 4,999.00**

Sky Dental provides a wide selection of equipment and supplies to meet the needs of your busy practice. We offer only top quality products. With our "Low Price Guarantee" we will match or beat any competitor's price.

Prices subject to change without notice. Limited to quantities on hand. Not responsible for typographical errors.

Buy it! Sell it! Trade it!!!

# THE ROAD TO RICHES

*"Life is short... you might as well win"*

Astonishing Growth Rate  
Experienced Senior Management  
Set by Leaders on a Mission

A Better Plan  
Profits Better Than Wages  
Passive Income



[www.theroadtoriches4you.com](http://www.theroadtoriches4you.com)

**LEGAL TIP:** Has your CPA reviewed the proposed tax allocations for the sale? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**AIR TECHNIQUES AT200XR DEVELOPER** Excellent condition; Cleaning kit, supplies; some X-ray film; 2 years old; Can deliver; \$3000.00.

**BEVERLY HILLS PRIME GROUND FLOOR CORNER** General Office 1100 Square Feet, 4 Operatories, Move-in, Share Space, Buy-out, 310-552-1441, [dds@911dentistry.com](mailto:dds@911dentistry.com).

**"WHY DO DENTAL REPS RECOMMEND CAUDILL AND ASSOCIATES"** "Because Mr. Caudill personally handles all negotiations, personally. CAUDILL AND ASSOCIATES (909) 337-0466 - (See ad in Dental Directory).

**FRESNO COUNTY** #3 South County location. This one has it all! G. P. & condo for sale. (4) op computerized office. Nice equipt. Mixed patient base. Gross \$500K+/yr. D&M PRACTICE SALES AND LEASING (818) 591-1401.

**LANCASTER MANAGED CARE CLINIC** Collects \$2.2 million /year. Monthly capitation checks of \$18,000+. Asking \$1,760,000. Kurt Skarin 818-991-6552.

**QUALITY-MINDED DENTIST** Seeking FT/PT associate position in Central Coast area with possible buy-in potential. Positive, team-oriented, dedicated. [volare1@charter.net](mailto:volare1@charter.net) 805-929-8494.

**STARTING FROM SCRATCH?** Older La Habra practice with 4 fully equipped ops, equipment & computer system. Inexpensive way to start! 714-225-2340.

**#LV-263 LAS VEGAS** Long Estab. 6 op practice. Beautiful 3000 sf office. Mostly FFS. Collections usually @ 1.2 Million! Steal at \$725K. Western Practice Sales 800-641-4179.

**PRACTICE FOR SALE** San Diego (Escondido)-PRACTICE & BUILDING For Sale! Established GP. 4 Ops, room for expansion. SDPS 760-599-7828.

**SANTA BARBARA** 6 eq. ops in 2000 sq. ft. Grossing \$750,000. Building for sale with 30 yr. goodwill. [dentalops@aol.com](mailto:dentalops@aol.com).

**NEED A PRACTICE ACQUISITION LOAN?** See our ad in this issue, or contact us at (800) 456-2779 ([www.ppcloan.com](http://www.ppcloan.com) on the web).

**DENTIST ASSOCIATE** w/experience needed for quality FFS Sacramento practice. EXCELLENT staff and patient base. Long term only. Fax 916.331.4785.

**FOR SALE** Proma XL Dental unit Complete with chair, operating light, and hoses. Picture on request. 950.00 (310) 642-6575.

**EXPANDING YOUR PRACTICE?** U.S. Bancorp Healthcare Finance Services can help! Contact us at (877) 336-8346 to apply today.



# Western Practice Sales

## 800-641-4179

### BAY AREA

**#A-273 DALY CITY** - GP, Long Est practice w/ collections of \$581K in '03. Insured/Cash patients only. Modern equipped 4 op office, plumbed for 5th. **Call for Details.**

**#C-288 SANTA ROSA** - Great Location, Previous Collections avgs \$550K. **FP \$250K**

**#D-250 CUPERTINO** - Turn-key facility off Stevens Creek, less than two years old! Great location! Great Build Outs! Won't last! **Call for Details.**

**#D-217 MONTEREY** - GP Long estab. practice. Prime location. Collections of \$954K in '03. Fully equipped 4 op office. Insured/cash pts only. Seller refers out most specialties. **Call for Details!**

**NEW #D-219 SAN JOSE** - Turnkey facility in desirable Samaritan Hospital area. Dr. relocating to larger space in the area and leaving behind all the major equipment for 3 fully equipped ops. No patient base. **REDUCE!!! \$135K**

**#D-278 SANTA CRUZ COUNTY** - GP, Seller retiring. Modern equipped 5 op office. Insured/Cash patients only. Collections of \$523K in '03. Office bldg/real estate available for purchase with practice.

**#D-279 SANTA CRUZ AREA** - GP in great Surfing/Beach community. Nice office, 5 operatories, a mix of Fee-For-Service and some PPO's. Gross receipts in the \$50K range. **Call for Details!**

**#D-277 SANTA CLARA** - GP, 2 ops Plumbed for additional. Nice area of Santa Clara. **Call for Details.**

**NEW! #D-283 MONTEREY AREA** - GP, fee for service practice. Office is 2700 sf with 5 ops. Great Opportunity in Great Area! **Call for Details**

### NORTHERN CALIFORNIA

**#E-122 YOLO COUNTY** - Long Estab. GP, Coll'd \$760K in '03. Ins/cash only, 2,100 sf w/5 ops, plumbed for 1 more. **FP \$460K**

**#E-268 SACRAMENTO** - GP, Est. 24yrs. Seller retiring from this fee-for-service practice. Office is 1300 sq ft 4 ops. **BUILDING IS ALSO AVAILABLE FOR PURCHASE! FP \$210K**

**NEW! #E-281 SACRAMENTO** - GP, Fee for Service Practice. Won't last! **Call for Details!**

**REDUCED! #E-149 MENDICINO COAST** - Great opportunity for dentist who would like to own their own bldg in beautiful beach community. **Only \$75K!**

**#G-230 OROVILLE** - GP, Long Estab. practice. SELLER retiring Coll'd \$289k in '03. Seller refers out all specialties. 3 op office w/all new dental chairs. Seller was office bldg, may consider selling. **FP \$185K**

**REDUCED! #H-224 CHESTER/LAKE ALMANOR** - Long Established GP in Beautiful 4 Season Resort area. Office is 1400 sq ft office with 3 fully equipped ops. Insured/Cash pts only. Coll'd approx. \$300K in '04 on a 3 day work week! Office bldg avail w/purchase of practice. **Real Estate \$350K, Practice \$195K**

### NORTHERN CAL CONT

**REDUCED! #H-210 MOTHERLODE** - Live and Practice in Beautiful Gold Country! Rich in Recreational possibilities, Fishing, Hunting & Skiing. GP Long Estab. practice. Coll'd \$332K in '02. Low overhead office, netting 50% of collections. **FP \$195K.**

**#H-253 GRASS VALLEY** - GP in Awesome growing community. Office is adjacent to Lake Wildwood. 3 Fully equipped ops, 1000 sq ft office with beautiful leaseholds and newer equipment. Great start-up or satellite office. **Call for Details.**

**NEW #E-281 CLEARLAKE AREA** - GP in Awesome fast growing Lake Community. Newly remodeled w/ equip, less than 7 years ago. Avgs 20 new pts per month. This one won't last! Only an hour from the wine country! **FP \$145K**

### CENTRAL CALIFORNIA

**#I-249 STOCKTON** - GP Estab practice Seller retiring. Office is located in single story prof bldg in prime downtown area. 1300 sf 2 ops & plumbed for 3rd. **Call for Details!**

**#I-246 FRESNO AREA** - GP Collections of \$522k in '03. 5 fully equipped ops, w/all the latest technology. Patient base is a mixture of insured, private pay and Denti-Cal. **FP \$340K Call for Details!**

**#I-264 STOCKTON** - Long-established GP, quality practice in the desirable March Lane neighborhood of this family-oriented community. Dr. avgs 10 pts/day and with approx 10 new pts/month. 1214 sq ft, 3 op office is conveniently located in a highly visible, single-story Med/Dental Bldg. **Call for Details!**

**#I-272 CENTRAL CAL.** - Awesome, Busy and still growing family oriented practice in desirable area of town. Over 3000 active Fee-For-Service parties. 5 operatories w/room for one more. 2,000 sq ft of beautiful space. This is a practice anyone would be proud of. **Call For Details!**

**#J-270 FRESNO** - Brand New Beautiful office!! 1300 sq ft, 2 ops plumbed for 4 with even more room for expansion. Top of the line equipment. **FP \$175K**

**#J-271 FRESNO AREA** - Charming desirable community south of Fresno. Fee for Service. 4 ops, Beautiful leaseholds, granite countertops, maple floors. Collect in \$770K Range. **FP \$450K**

**NEW #I-280 MANTECA** - GP, Long Est. practice, Seller retiring. Collections of approx. \$650K in '04. Insured/cash patients only. This hi-tech office has 5 fully equipped ops, w/digital x-rays and intraoral camera. Seller refers out most specialties. **FP \$450K**

**NEW! #D-286 SAN LUIS OBISPO COUNTY** - GP, Est. 4 op practice in single story prof. bldg. Ins/Cash pts only. 4 1/2 days of byg. Coll'd \$500k in '04! **FP \$350K**

### ARIZONA

**#Az-245 TUCSON** - Estab. GP of 13 years. Office is 2400 sf located in free standing bldg w/4 ops. Great location! Collects in range of \$350K. **FP \$220K.**

**#Az-247 CENTRAL ARIZONA** - GP Long Estab. practice. Dr. avgs 12-15 pts/day with 30 new pts per day w/ 30 new patients per month. Office is 1450 sq ft w/ 4 fully equipped ops. Practice \$220K Building Also Available for Purchase. **Call For Details.**

### NEVADA

**REDUCED! #R-128 RENO** - Long Estab. Fee-for-service GP. 5 ops office near hospital. Coll'd over \$600K in 2001. FP is only 50% of Gross! **FP \$175K**

**#R-142 RENO** - Long Estab. GP. Seller retiring. 1,540 sf w/5 equipped ops, ofc is centrally located. Coll'd \$373K in 2002. Ins/cash pts. **Call for Details!**

**#R-233 RENO** - Long Estab. practice. Modern equipped 4 op office. Collections of \$795K in '03. Mostly Insured/cash patients. Excellent location with reasonable rent. **Call for Details. FP \$400K**

**NEW #R-276 MINDON** - Turn-Key Facility with lots to offer! 1700 sq ft office w/4 ops. don't pass this one up! **Call for Details!**

**#LV-240 LAS VEGAS** - Awesome 10 op practice in free standing building on West Flamingo. Mostly fee for service practice w/gross about 2 million. **Call for Details!**

**#LV-248 LAS VEGAS** - GP, Estab 4 years, Seller is retiring. Dr avgs 20 pts w/ 10 Hyg pts per day & approx 80 new pts/month. 1,950 ft, w/5 ops. **FP \$635K**

**#LV-263 LAS VEGAS** - GP Estab. 24 years. Beautiful 3000 sf, 6 op practice w/ gross in Million Dollar range! **Call for Details!**

**#LV-266 LAS VEGAS** - Turn Key facility with state of the art equipment. Would cost twice as much to duplicate. Stunning office with beautiful decor. **Call for Details!**

**#LV-275 LAS VEGAS** - GP, Beautiful new 5 op office. Has everything you would want in a dental office. Grosses over 1 million! Desirable location. **Call for Details!**

### HAWAII

**#HI-257 MAUI** - GP Beautifully decorated, beautiful views. One of the only dentists between Lahaina and Kapalua. On high traffic corner lot in professional bldg. Gross over \$650K on relaxed schedule. **Call for Details!**

### SPECIALTY PRACTICES

**#C-256 EAST BAY** - Endo, Long Estab practice. Ins/ Cash pts only. Modern equip'd 3 op office. Coll'd \$504K in '03 on 4 day schedule. **FP \$300K**

**NEW! #D-283 SAN JOSE** - Oral Surgery, Absolutely beautiful located in very desirable area of SJ !! New equipment, Gross over 1 Million. **Call for Details!**

**NEW! #LV-286** - Ortho, Great practice, gross over 1 Million on only 70 Dr. Days a Year!! **Call for Details!**

Discover the secret to a successful transition and make  
Western Practice Sales your dental brokerage team of choice.

www.westernpracticesales.com

Buy it! Sell it! Trade it!!!

**3 CHAIRS - 1 DENTAL** E-Z,2-health Co. w/delivery systems  
Excellent condition. 925-899-3415, 925-689-8800.

**HYGIENIST NEEDED** for great, quality FFS Sacramento  
practice. EXCELLENT staff and patient base. Long term  
only. Fax 916.331.4785.

**QUICK & SIMPLE PHONE IN APPLICATIONS** fast approvals  
with no hidden fees. Get your money the fast & friendly  
way. Call LCF Financial 800-550-9228 (see ad pg. 5).

**#D-279 SANTA CRUZ AREA** GP in great Surfing/Beach  
community. Nice office, 5 operatories, a mix of Fee-For-  
Service and some PPO's. Gross receipts in the 500K  
range. Western Practice Sales 800-641-4179.

**BUFFALOW VACUFORM** good condition \$190 plus shipping  
530 242-6017.

**BEFORE YOU PURCHASE** new dental equipment, call us we  
can give you information without an agenda. For 25  
years, Handpiece Trading Post. 800-445-6719.

**RE-UPHOLSTER** your dental chairs \$499.95 each. Ergo  
Dental Inc. 800-680-1644.

**WEST VENTURA COUNTY** Reduced Sales Price - (8) op G.P.  
for sale. On main street with excellent visibility.  
Cash/INS/PPO/CAP. CAP = \$9K+/mos. Ave. Gross  
Collections \$800K+/yr. D&M PRACTICE SALES AND  
LEASING (818) 591-1401.

**GOT COMPUTER PROBLEMS?**  
**WANT TO GO DIGITAL?**  
**INTERESTED IN AN INTRA ORAL CAMERA?**



**\$ 8995**



**\$ 5500**



**\$ 4995**



**\$ 4500**



**\$ 1795**



**\$ 995**



**CALL FOR DETAILS**  
**866.274.8351**



(800) 560-8222  
Fax (626) 810-4245

# Buy Direct. It Pays

INNOVATION • RELIABILITY • QUALITY



**NEW!!**  
• Hi Resolution  
• Auto focus  
• Memory  
• Full or quad screen

Starts as low as  
**\$950<sup>00</sup>**

## AdvanceCAM Intraoral Camera System

**\*\* Purchase AdvanceCAM w/Docking Station and receive LED 5 Cordless Curing Light FREE**  
(value: \$460.00)



**\$2,295<sup>00</sup>** (w/o cuspidor)  
**\$2,595<sup>00</sup>** (w/ cuspidor)

## Mirage Chair-Mounted Delivery System

**\*\* Purchase (3) Delivery Systems, receive (1) AdvanceCAM Intraoral Camera FREE**



Sunliten R2510 Ultrasonic Cleaner  
w/Basket  
**\$279.00**



Advance 500 Turbo Curing  
& Bleaching Light  
**\$495.00**



WIC840  
Post Mount Swing Mounting Bracket  
**\$195.00**



Advance 750  
Piezo Scaler  
**\$395.00**



TMC-218-120  
North Carolina Mobile Cabinet  
**\$360.00**



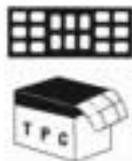
Advance 3000 Plasma Arc Curing  
& Bleaching System  
**\$2,495.00**



LED 5  
Cordless Curing Light  
**\$460.00**



N7  
Micromotor & Handpiece  
**\$345.00**



Film Mounts  
Open Window • Notched • Clear Pocket  
**Buy 5, get 1 FREE**



Lucent Operatory Light  
**\$625.00** (w/sensor)  
**\$525.00** (w/o sensor)



15" Deluxe LCD Monitor  
w/Xray Viewer  
**\$1,495.00**



Advance 1500  
Bleaching System  
**\$1,495.00**

**www.buytpcdirect.com**

**(FREE shipping online if order exceeds \$500\*)**

\*Excludes dental delivery systems and cabinetry.

Buy it! Sell it! Trade it!!!

**COVINA** 1,700+ sq ft freestanding single use dental building for sale. Priced to sell. D&M PRACTICE SALES AND LEASING (818) 591-1401.

**THOUSAND OAKS** For sale, Thousand Oaks Blvd, beautiful 3 ops, newer equipment, 2 x-rays, nitrous, low rent, growing area, leasehold only with some charts. 818.985.1848.

**CLOVIS** 5 op equipped 1650 sq. ft. Equipment and leaseholds only. Only 40K. 559-299-9556 or 559-347-8486.

**HUNTINGTON BEACH FEE FOR SERVICE PRACTICE** Grosses \$350,000+/year. Refers EVERYTHING. Three days of hygiene. Asking \$300,000. Kurt Skarin 818-991-6552.

**EQUIPMENT** supplies, and office set ups call 310-464-8989.

**GARDEN GROVE** office for sale in Little Saigon, 3 ops, 75% cash, 25% PPO, motivated seller moving, 98K/obo, 619-733-0990.

**PRACTICE FOR SALE** in San Francisco. Three operatories. Great Mission Street location. New sterilization room, new equipment, instruments. 95K. kellyy@hotmail.com.

**CAUDILL AND ASSOCIATES** (909) 337-0466 - (See ad in Dental Directory).

**HUNTINGTON BEACH FEE FOR SERVICE PRACTICE** Grosses \$350,000+/year. Refers EVERYTHING. Three days of hygiene. Asking \$300,000. Kurt Skarin 818-991-6552.

**SEEKING ENDODONTIST 2 DAYS/WEEK** Expanding office in beautiful Palm Desert. Great opportunity. Message (760) 341-6642 fax resume (760) 340-2448.

**LEGAL TIP:** Sellers: Does your non-competition agreement waive bond for injunctive relief? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

**JOIN AGD** enhance your knowledge & skills. Achieve prestigious Fellowship, Mastership, Board certification in General Dentistry. Join by March 13, get \$100 tuition credit. Call SCAGD: 800-762-2511.

**SMILE - HELP IS ON THE WAY** EZ-2005 provides a smart alternative for patients that do not qualify for traditional finance programs. Call EZ 2005 #1 Rated Dental Software at 800-273-5033.

**LANCASTER FEE FOR SERVICE PRACTICE** Collects \$750,000/year with net income of \$270,000+/year. Asking \$500,000. Kurt Skarin 818-991-6552.

**FRESNO COUNTY #1** (3) op G.P. for sale. Annual Gross Collect. \$315K+ on 4 days/wk. Cash/INS/PPO/Denti-Cal. Low overhead/high net. D&M PRACTICE SALES AND LEASING (818) 591-1401.

**EAGLESOFT/PATTERSON VERSION** 10.0 - license for sale. Top of the line software includes all modules available \$7000. 510-420-1717.

**LEGAL TIP:** Will your attorney represent both parties in a friendly sale? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.



**Purchase Equipment Now**  
Save On Your Tax Bill Later

**Finance with Matsco**

- Competitive interest rates with terms to fit your budget\*
  - Preferred rates for ADA members
- Free business planning tools and resources
- More than 20 years of dedicated service to the dental industry

\*All practice financing is subject to credit approval.

Call Wendee Bren today. 888.874.1590

ADA MEMBER ADVANTAGE™



matsco®

A Member of the General Bay Bancorp Family

www.matsco.com

ADA Member Advantage™ is a service mark of the American Dental Association. ADA Member Advantage is a program brought to you by ADA Business Enterprises, Inc., a for-profit subsidiary of the American Dental Association.



# Professional Practice Transitions

*You Practice Dentistry...  
We'll Do The Rest!*

*Dedicated to Professionalism and High Ethical  
Standards with Experience and Reliability.*

**MARIN:** For Sale - General Dentistry practice located in a desirable medical dental complex. Owner is retiring after 40 years in the same location. Adj. net income of the practice was \$140K in 2004 with Gross receipts averaging \$320K per year. Staff will stay.

**FOLSOM:** For Sale - This beautiful state of art dental practice located close to Intel had gross receipts last year of \$1,327,000, with only a 63% overhead. There are 6 operatories and 8 days of hygiene. New facility with new equipment. Although this beautiful office offering cosmetic and restorative dentistry was just listed, it won't last long. Call for details today.

**VENTURA COUNTY:** For Sale - Pediatric practice. Grossing close to \$1M per year with less than 50% overhead offers any buyer an excellent opportunity to make approximately \$300K net income per year after paying all expenses and principal and interest on acquisition loan. Practice has operated at this location for 24 years. Nicely equipped with intra-oral camera, panoramic x-ray and Dentrix software.

**CARSON CITY, NEVADA:** For Sale - This practice is has gross receipts of over 1 million a year with a 50% overhead. Owner would like associate to join him and transition into ownership equity position. Area is experiencing high growth. Office is an attractive free standing building located in a very desirable area on a main through-fare.

**SACRAMENTO:** For Sale - This practice located in the Land Park Area. Net Receipts of 619K in 2003 and adjusted net income of 334K. This fee for service practice is well established. Owner would like to continue working two days a week. Patient base is large enough to accommodate this type of transition.

**CORCORAN:** For Sale - Average Adjusted Income \$117K, 2003 GR were 288K. 3 treatment rooms. 2 days of hygiene. Doctor works approximately 33 hours per week.

**NORTHERN CALIFORNIA SIERRA FOOTHILLS:** For Sale - This practice located on historic Highway 49 and its satellite practice located in Orangetown offers a great opportunity for any dentist wanting to go into partnership with the owner with eventual buyout. 2003 Gross Receipts were 622K with a low overhead of 53%. 8 days of hygiene with 7 operatories.

**WHITTIER:** For Sale - Owner looking for associate to become a 50% partner in his dental corporation with the obligation to purchase the 2nd half in 3 years. The practice Gross Receipts were 999K in 2003. There are 10 day of hygiene with 7 operatories. Practice includes Intra-oral camera, Digital X-Rays and Dentrix software.

**COVINA:** For Sale - Pediatric Practice: Office space in 1,900 sq. ft. Total Gross Receipts for 2003 were 365K. Practice was acquired by the present owner in 1978 and has operated in its present location for over 50 years.

**PALOS VERDE ESTATES:** For Sale - This excellent fee for service practice has operated in its present location for over 30 years. The area is stable and affluent. There are five days of hygiene. The practice has four operatories, laser, intra-oral camera, and digital x-rays. The 2003 Gross Receipts were 403K.

**TAFT:** For Sale - Looking for an ideal satellite or start up practice? This 1,400 sq. ft. office has 4 equiped operatories. Practice to be sold as is for the price of \$72,000. Price includes 1,200 active patients. Building is also for sale for \$210K.

**CARMICHAEL:** For Sale - General Dentistry Practice. Owner moving out of area. Gross receipts \$502K with \$230K adjusted net income. Practice has been in same location for 17 years. Office is updated and attractive and in a good location. It is anticipated that all the staff will stay. Four days of hygiene.

**SAN LUIS OBISPO COUNTY:** For Sale - General Dentistry Practice. This excellent practice is grossing \$824K per year with only a 54% overhead. Owner will stay or leave depending on the need of the buyer. Practice has been in its present location for 10 years. There are 7 days of hygiene.

**BAKERSFIELD:** For Sale - General Dentistry Practice. Gross Receipts are \$368K with approximately \$109K adj. net income. Seller is retiring 28 years in same location and practice started in 1962. Three and half days of hygiene.

**TULARE COUNTY:** Partnership available. This outstanding valley general dentistry practice did nearly 2 million dollars in gross receipts in 2004 with approximately 63% overhead. Practice was purchased in 1985. Owner wants to expand into new facility but would like to have a partner on board first. Eight days of hygiene.

**FRESNO COUNTY:** For Sale - General Dentistry Practice - This practice did \$889K in gross receipts in 2003 and averaged \$852K for the last 5 years. 1998 remodel. Practice has operated in present location for over 23 years. 5 equiped treatment rooms and 7 days of hygiene.

**MERCED:** For Sale - General Dentistry Practice - Gross receipts for 2004 were \$590K with only a 57.6% overhead. practice has operated in present location for over 10 years. Staff will stay.

**UPCOMING PRACTICES:** Modesto - Practice doing over one million dollars annually. Atwater - Priced to sell immediately.

## PRACTICE BROKERAGE

## APPRAISAL/ VALUATION

## CONTRACT SERVICES

## PURCHASE FINANCING

## ASSOCIATESHIPS

## PARTNERSHIPS

## MERGERS

Real Estate Licensee  
PPT Consultants:

- Steven Riser D.D.S.  
S. Cal. • 805-405-6568
- Mario Molina  
S. Cal. • 323-974-4592
- Jay Harter  
N. Cal. • 916-812-0500

### Contact: Corporate Broker

Dr. Dennis Hoover 1-800-519-3458  
161 South Vasco Road, Ste. E. Livermore, CA 94550

For other listings and upcoming practices for sale contact  
our California office or our Corporate Headquarters.

### Corporate Headquarters:

1-800-730-8883  
10920 West Lincoln Avenue West Allis, WI 53227

a subsidiary of  Sullivan-Schein Dental  
A Division of Sullivan-Schein Company



**Looking for Honest Answers  
and Flexible Solutions to  
Grow Your Practice?**

U.S. Bancorp® Healthcare Finance Services, a proven leader in Dental Practice Financing, provides solutions for dentists. Our products and services provide flexibility to develop solutions which helps your practice grow.

Whatever your plans entail, U.S. Bancorp can help!

- Practice Acquisitions
- New Practice Start-up
- Expansions
- Equipment Finance
- Refinancing
- Multiple Practice Finance

Contact us today!  
Lance Bialas or  
Jeramie Eimers,  
Practice Consultants  
(877) 336-8346



**WHY PAY \$10,000.00** for Island Cabinetry when you can get it for \$4895.00 with your choice of colors (formica only). Ergo Dental Inc. 800-680-1644.

**NO PREPAYMENT PENALTY** Professional Practice Capital makes dental practice loans with no prepayment penalties. Call (800) 456-2779 or visit [www.ppcloan.com](http://www.ppcloan.com) for details.

**BUYING A PRACTICE OR SELLING AN EXISTING PRACTICE?** U.S. Bancorp Healthcare Finance Services can help you find a solution for your dental practice. Contact us at 877-336-8346.

**DONT RENEW YOUR LEASE** WITHOUT CALLING CAUDILL AND ASSOCIATES" You have nothing to loose and everything to gain. Tell me your situation and I will let you know how if I can help. The call could save you thousands of dollars in your pocket. Call CAUDILL AND ASSOCIATES (909) 337-0466.

**TAKE A BITE OUT OF WRITE-OFFS** from in-house financing...EZ-2005 provides a smart alternative for patients that do not qualify for traditional finance programs. Call EZ 2005 #1 Rated Dental Software at 800-273-5033.

**PARAMOUNT** (5) op G.P. for sale. (3) equipped ops. (2) plumbed. Cash/Ins/PPO/Denti-Cal. 2004 Gross Collections \$215K+ p.t. due to new baby. Did \$332K before baby. D&M PRACTICE SALES AND LEASING (818) 591-1401.

**PRACTICE WANTED** SACRAMENTO Area  
[hwayoun\\_kim@yahoo.com](mailto:hwayoun_kim@yahoo.com).

**WASCO NEAR BAKERSFIELD** GP for sale. Farming, Hispanic, Cash and Ins only. No cap, Medical. Minimum overhead. 661 665 8519 after 6PM.

**MUCH AWAITED FELLOWSHIP** Review Course and Review of 10 Disciplines of Dentistry on April 9th and 10th, 2005. 45Hrs of CE units. To register Call SCAGD: 800-762-2511. Hurry!!! Limited attendance!

**AN ENTHUSIASTIC GENERAL DENTIST** looking for part-time job at an office to eventually buy later on. Tel# (909)633-8917.

**SAN DIEGO PRACTICE SALES** Looking to BUY or SELL a practice in San Diego County?? Call the area experts for prompt personal service with integrity. We can also assist you with PRACTICE APPRAISALS, BUY-IN/BUY-OUT TRANSACTIONS, and LEASE NEGOTIATIONS. Call for complimentary consultation. 760-599-7828.

**DENTAL PRACTICE FOR SALE** Large office, great receipts. Many insurance plans. Please call for more information. 909-973-2346.

**2 PELTON CRANE** rear delivery cabinets with PC dental units, (including draws and shelves,) white, 4 years old, great shape. \$1,200.each, OBO, tel: (310) 829-5181, fax: (310) 451-8828.

**EXPERIENCED RESTORATIVE** Cosmetic DDS, with excellent patient management, seeking employment FT/PT associate position for FFS practice in 6 months. Roger.Thai@kadana.af.mil.

# Diversified Dental & Upholstery

## Upholstery - Equipment - Service

---



**Your old units can be  
Refurbished to look just  
like new!**

**New Operatory  
Packages are also  
available!**

**Sterilizers  
Autoclaves & Dry Heat**



**Compressors**



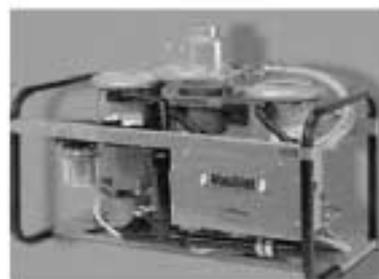
**Services Available:**

Machanical Chair  
&  
Compressor Repairs  
Dental Unit Painting  
New & Reconditioned  
Handpieces & Sterilizers  
Special Upholstery for Long Procedures  
Using Ultra Leather & Memory Foam

FRIDAY NIGHT PICKUP  
&  
MONDAY MORNING DELIVERY  
BEFORE YOU OPEN!



**Film Processors  
Many Makes & Models**



**VACUUM PUMPS**

**Call us today for a quote or Free Estimate!**

**(800) 707-3449 or (714) 827-8515**

**LEGAL TIP:** Inadequate liability insurance can destroy your corporation's limited liability protection. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

**WANTED** General Dentist wants to purchase quality dental practice near San Jose or Fresno area. No middle man, 408-608-4269.

**PLASMA CURING LIGHT** still in box \$2495.00 with warranty. Ergo Dental Inc. 800-680-1644.

**MIDMARK APOLLO** Dual Air Compressor 2HP total on 20 gallon tank, 4-6 ops, w/dryer, used but runs well. \$895. 510-541-1473.

**FOR SALE:** Rebuilt Dentsply Vacuum Pump 115V 1HP. \$450.00. Contact fatbillybob@yahoo.com or 310-346-5081.

**SAN CLEMENTE:** dental office for lease. 3 ops. 1100 sq. ft. \$2500.00/mo. 949-498-5750 leave message.

**IDYLLWILD, MT. COMMUNITY** 1800 s.f, house, 3 beds, 2 bths, new with large deck. 620 s.f.office 1 op, lg. lab, bath. extra room, 188 s.f. shop, 3 seperate bldgs all on .4 ac. gross 150K working only 1/3 time. 20% overhead. \$590K. 951-659-4984, 951-285-8337 cell.

**GENERAL DENTIST** seeking quality practice to purchase in O.C., also Pasadena, San Marino, Palos Verdes. Call 626-375-3225.

**AIR ABRASION** Dentsply floor tower. Seldom used. Self-contained vacuum, so it won't ruin your vacuum pump! Best offer.626-355-2391.

**DENTAL SPACE AVAILABLE FOR LEASE IN SILICON VALLEY-The Los Gatos Professional Center, a brand-new 3 suite dental building has one remaining 1670 sq. ft. suite for lease. Prime location, high visibility with excellent signage, vacuum and compressed air provided. The two existing tenants include well-established general dental and orthodontic practices. Great opportunity for a pediatric practice or another specialty. (408)839-0158**

**SANTA ANA (EAST)** Turnkey office. Equipment and leasehold only.1392sq.ft.Freestanding building with street signage.60k OBO. 714-667-5945.

**BAKERSFIELD PRACTICE FOR SALE** Retail location with 7 ops. Grosses over \$250,000/year with great potential. Asking \$190,000. Kurt Skarin 1-800-SKARIN #1.

**DENTAL PRACTICE FOR SALE** San Diego Area- Ramona. Gross \$340K on 3-day week. Two operatories, General Practice. 1-760-315-3713.

**THE POPULAR WEBSITE** www.dentalauction.com is now for sale. Become the next Dental-Ebay with this successful business. Call Dr. Rabi @ (310)722-2022.

Handpiece Repair two day turnaround \$89 EA three or more \$79 EA. on most model.



**DENT-X**

DENT-X Panoramic ultra \$10,891  
Panoramic ultra ceph \$16,669



X-Ray AC \$2524  
X-Ray ACP \$2652  
Digital DC \$3293



EVA Size #2 complete system \$4800.00  
Additional digital sensor \$4133.00



810 basic auto film Processor \$3326.00



Small Equipment At Low Prices



**ERGO DENTAL INC.**

**ERGO DENTAL INC.COM**

**Dental Office Design**



**Interior Design**



1 800 680-1644



Dental EZ Electric Handpiece less Attachments \$1119.00

Dental EZ High Speed Handpiece Solara Push Button # 263718 \$675.00  
430SWL #262054 \$611.00



**CABINETS**  
Island cabinet special \$4999.00



**Sterilizers**  
Statim 5000 \$4648.00  
Statim 2000 \$3195.00  
Quantim 16 \$4355.00



**LOWEST PRICES ON DENTAL EQUIPMENT, OFFICES FURNITURE WATERFALLS.**



CHECK OUT ARE DENTAL SERVICE REPAIR PRICES UNBELIEVABLE

# DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS** Bakersfield, Brentwood, Eagle Rock, Huntington Beach, Lancaster, Long Beach, Los Angeles, Moreno Valley, Oxnard, Rosemead, Santa Ana, Santa Monica, Tarzana, West Los Angeles, and Whittier. Call Lee Skarin and Associates at 818-991-6552, 805-373-5585, 562-592-5232, or 1-800-SKARIN #1.

**MORENO VALLEY EQUIPMENT AND LEASEHOLDS FOR SALE** Three operatory office in a professional building with 1,200 square feet has one fully equipped operatory and two partially equipped operatories. Good opportunity for someone to get started in practice with a low overhead and minimal debt. Asking \$55,000.

**SANTA ANA GENERAL PRACTICE FOR SALE** Gross collections of \$240,000+ per year with 50% net income on three days per week. Four operatories; two fully equipped and newer, one used as an x-ray room and one plumbed but not equipped. No welfare, no capitation, no advertising, no evenings, no weekends. Motivated seller. Asking \$160,000.

**OXNARD STARTER PRACTICE FOR SALE** Gross collections of \$200,000/year on three days per week with net income of 50%. Four operatories in small professional building on a busy street. Seller does no marketing. Predominantly Hispanic patients. Some capitation and about 25% Denti-Cal. Excellent potential for growth through availability and marketing. Asking \$120,000. Motivated Seller. *PENDING*

**BRENTWOOD/SANTA MONICA FEE FOR SERVICE PRACTICE** Unique opportunity for the right individual. Seller is in a subleased professional building suite and does not own any equipment. Seller will consider financing based on collections with a solid commitment. Low risk opportunity to build a "sweat equity" practice. *PENDING*

**HUNTINGTON BEACH GENERAL PRACTICE FOR SALE** Established in 1972, practice grosses \$350,000-375,000/year consistently. Three equipped operatories with two additional plumbed but not equipped. Three full days of hygiene. Seller refers all endo, all perio, all surgery, all veneers, all operative pedo and all ortho. Retail location. No advertising, no welfare and no capitation. Asking \$300,000.

**BAKERSFIELD PRACTICE FOR SALE** Retail location with excellent visibility and marketing potential. Four equipped operatories plus three additional plumbed but not equipped. Gross collections have always been over \$250,000/year. Seller does no marketing. Seller is returning to school. Asking \$190,000.

**TARZANA GENERAL PRACTICE FOR SALE** Two operatories located in a shopping center. Absentee owner. Gross collections over \$100,000/year with two day per week associate. Mostly Denti-Cal patients. Motivated Seller.

**EAGLE ROCK STARTER PRACTICE FOR SALE** Long established general practice located on Eagle Rock Blvd. in Eagle Rock collects \$110,000 per year on two to three days per week. Net income is 45% of collections. No Denti-Cal or capitation. No advertising. Location has good visibility. Three equipped operatories. Good potential for growth. Asking \$70,000.00.

**LANCASTER FEE FOR SERVICE PRACTICE FOR SALE** Established fee for service practice located in a professional building collects \$750,000 per year on a four day work week with a net income of \$270,000+ per year. No Denti-Cal or capitation. Family relocation necessitates sale. Motivated. Asking \$500,000.00.

**WHITTIER STARTER PRACTICE FOR SALE** Fee-for-service practice collects \$105,000/year on two days per week with a 50% net income. No marketing. Four operatories available with one fully equipped. Low risk starter practice with good upside potential. Motivated seller. Asking \$70,000.00. *PENDING*

**LANCASTER MANAGED CARE CLINIC FOR SALE** Practice collects \$2.2 million plus per year with a net income of \$650,000 + per year on five days per week. Capitation checks exceed \$18,000/month. Patient base is 40% capitation, 40% Denti-Cal and 20% PPO/cash. Nine operatories, three associates, no specialists, no weekends. Great potential for revenue growth with marketing, specialists and adding Saturdays. Asking \$1,760,000.00.



## LEE SKARIN and ASSOCIATES, INC.

29364 Castlehill Drive  
Agoura Hills, CA 91301  
800-SKARIN #1 Ph: 818-991-6552  
Fax: 818-991-1346 Email: lsainc@aol.com  
www.LeeSkarinandAssociates.com

*Serving the dental profession since 1959*



- Expert appraisals
- We have a large inventory of buyers
- Over \$12 million in practice sales last year

**#H-253 GRASS VALLEY** GP in Awesome growing community. Office is adjacent to Lake Wildwood. 3 Fully equipped ops, 1000 sq ft office with beautiful leaseholds and newer equipment. Great start-up/satellite office. Call for Details. FP \$450K Western Practice Sales 800-641-4179.

**ATTENTION:** Please do not fall for the general dentists posing as IN HOUSE ORAL SURGEONS! Make sure oral surgery is done by oral and maxillofacial surgeons. We provide full scope of our specialty including general anesthesia and minimally invasive cosmetic facial surgery (Botox, lip enhancement; M.D., D.D.S. surgeon) in your office. Our record of success speaks for itself. Call: 949-716-5949.

**SABRA SURGICAL HANDPIECE** lightly used, \$350 or best offer 530-242-6017.

**PRACTICE FOR SALE** San Diego (Oceanside) -18 yr year estab. GENERAL Practice 2 blks from freeway 5. Six Ops in 2400 sq.ft. 40% Cash, 30% Ins. SDPS 760-599-7828.

**BELMONT CHAIR** mounted lights, good condition \$400 or best offer plus shipping 530 242-6017.

**NEED EXPERT ADVISE ON DENTAL REAL ESTATE** Southern Ca., Northern Ca. or anywhere in the Nation - Call the expert CAUDILL AND ASSOCIATES. Serving California and the Nation since 1989. Lease a Suite, buy a building or buy land, Whatever your need contact CAUDILL AND ASSOCIATES @ (909) 337-0466.



***Caudill and Associates***  
**DENTAL REAL ESTATE ADVISORS**

- Leases
- Practice Sales
- Lease Renewals
- Office Relocations
- Buyer Representation

*The #1 Negotiator in Dental Office real estate nationally*

**(909) 337-0466 (direct)**

**Web: [www.ddsrenegotr.com](http://www.ddsrenegotr.com)**

**Email: [caudassoc@aol.com](mailto:caudassoc@aol.com)**

# Pacific

**Pacific Management Consultants**  
***"Lunch and Learn"***

## Dental Practice Workshops

We are offering **FREE** dental practice workshops that cover key topics to help you run a more successful practice. The following are the upcoming topics and dates.

*Be our guests, and enjoy lunch on us!*

***How to Insure you Have Sufficient New Patients***

March 4, 2005

***How to Create a Great Staff***

March 11, 2005

***How to Make Your Schedule Really Work***

March 18, 2005

***7 Steps of Treatment Acceptance***

March 25, 2005

***10 Points of Practice Management***

April 1, 2005

***Each workshop runs from 12-2pm. Don't miss this FREE workshop with lunch on us!***

**Call 800-818-1515, ext. 110, ask for Megan**

Pacific Management Consultants  
2055 Hamilton Ave. San Jose, CA 95125

**PROFESSIONAL PRACTICE CAPITAL** provides financing for dental practice acquisitions, refinance, equipment, expansion, buy-ins, start-ups, retirement funding, and more. Call (800) 456-2779 or visit us on the web at [www.ppcloan.com](http://www.ppcloan.com).

**2 PELTON CRANE** rear delivery cabinets with PC dental units, (including draws and shelves,) white, 4 years old, great shape. \$1,200 ea., obo. Tel: 310-829-5181, fax: 310-451-8828.

**BAKERSFIELD PRACTICE FOR SALE** Retail location with 7 ops. Grosses over \$250,000/year with great potential. Asking \$190,000. Kurt Skarin 1-800-SKARIN #1.

**MOBILE DENTAL DELIVERY SYSTEM** CABINET/CART FOR SALE Used. In working condition. 3-handpiece connections. 3 suction. 3-way-syringe. \$599 OBO. 626-823-1243.

**2 RITTER X-RAY MACHINE FOR SALE** \$399 each OBO. Non-working condition. Buyer needs to remove the device. Pomona CA. 626-823-1243.

**ON HOLD - \$\$\$** Get professionally made OGMs about your practice for callers on hold. Starting \$175. 310 823 6189 <http://www.vectorstudios.com>.

**CHEW ON THIS...** EZ-2005 provides a smart alternative for patients that do not qualify for traditional finance programs. Call EZ 2005 #1 Rated Dental Software at 800-273-5033.

**EASTMAN KODAK  
LIDOCAINE 2% 1:100  
50/ CAN**



**TCDS PRICE \$ 15.95**



**TOLL FREE: 877.767.8237  
TEL: 909.880.9555  
SE HABLA ESPANOL  
HOURS 9AM TO 5PM (PT)  
CALL US FOR DETAILS  
FAX US TOLL FREE: 877.312.4970**

**PDI DISPOSABLE  
PROPHY ANGLES  
500 / PK**



**TCDS PRICE: \$ 95.00**

**J. MORITA USA  
ROOT ZX**



**TCDS PRICE:  
\$ 749.00**

**EASTMAN KODAK  
DF- 58 FILM**



**TCDS PRICE: \$ 30.99**

**SEPTODONT  
LIDOCAINE 2%  
1:100,000 (RED)**



**TCDS PRICE: \$ 13.95**

**FLOW X-RAY  
DV - 58 FILM**



**ECONOPACK/ 600  
TCDS PRICE:  
\$ 99.80**

**KENDALL  
MONOJECT  
NEEDLES**



**TCDS PRICE: \$ 7.75**

**ZENITH  
LUXATEMP AUTOMIX  
PLUS ( REFILL)**



**TCDS PRICE: \$ 99.95**

**DENTSPLY/MIDWEST  
STANDARD FG  
CARBIDES BURS**



**CLINIC PACK (100)  
TCDS PRICE: \$ 89.95**

**SDI  
GS-80 ALLOY**



**2 SPILL CAPSULES  
(500)  
ASK FOR SPECIAL**

**SEPTODONT  
SEPTOCAINE 4% 1:100**



**TCDS PRICE: \$ 24.95  
BUY 10 OR MORE**

**SULTAN  
TOPEX PROPH PASTE**



**BOX (200)  
TCDS PRICE: \$ 39.95**

**TCDS POUCHES W/2  
INDICATOR**



**2 1/4 "x 5" \$5.95/200  
2 3/4"x 10" \$ 6.75/200  
3 1/4"x6 1/2" \$ 6.75/200  
3 1/2"x10" \$ 6.75/200  
3 1/4"x12" \$ 9.95/200  
4 1/4"x12" \$ 10.50/200  
5 1/4"x11" \$ 10.95/200  
7"x13" \$ 18.95/200  
BUY 7 GET 3 FREE NO MIX AND MATCH**

**AGFA**

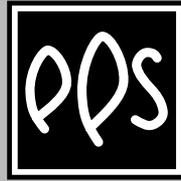
**M2-53 (DOUBLE FILM) \$36.75/100  
M5-54 (SINGLE FILM) \$26.75/100  
M2-57 (DOUBLE FILM) \$38.95/150  
M2-58 (SINGLE FILM) \$ 29.95/150  
5X12 DUP FILM \$124.95/100  
6X12 DUP FILM \$149.95/100  
5X12 PAN FILM \$104.95/100  
6X12 PAN FILM \$119.95/100  
8X10 PAN FILM \$129.95/100**

**SPECIAL PROMOTION  
BUY 10 GET 1 FREE  
BUY 20 GET 3 FREE  
BUY 100 GET 24 FREE**



**VISIT US AT  
CDA SPRING SCIENTIFIC  
SESSION  
ANAHEIM, CALIFORNIA  
MAY 12-15, 2005  
BOOTH NO. 864**

PRICES ARE SUBJECT TO CHANGE WITHOUT NOTICE. LIMITED QUANTITIES ON HAND. NOT RESPONSIBLE FOR TYPOGRAPHICAL ERRORS



## Professional Practice Sales

*of The Great West*

"Are you contemplating  
the sale of your practice?"

*You've spent great care and attention concerning the manner in which you operate your practice. Now that you have decided to sell, you need to spend the same care and attention concerning which brokerage firm you shall engage for this very important event.*

*Professional Practice Sales has spent five decades in carefully crafting the business of brokering dental practices into a practiced art. We truly understand the issues at stake.*

*Talk to us. In this manner you shall come to learn and appreciate that Professional Practice Sales operates at a higher standard. Expect it, demand it! Our reputation depends upon it. Do not settle for less.*

**415.899.8580      www.PPSsellsDDS.com**

**GIVE US YOUR PRICE** on your supplies & equipment, and let us beat it. 310-464-8989.

**WANT BIGGER NET PROFITS?** Free, one day in-office consultation will show you how to increase your bottom without increasing overhead. Offer limited to first 20 callers. Contact Evelyn Consultant at (818)788-9779 [evelynconsultant@aol.com](mailto:evelynconsultant@aol.com).

**LOOKING FOR FINANCING FOR YOUR PRACTICE?** U.S. Bancorp Healthcare Finance Services provide equipment financing, practice acquisitions, expansions and new start-ups. Contact us today to discuss your practice needs at (877) 336-8346.

**FOR SALE X-RAY PROCESSOR:** Air Techniques Perio ProIII with daylight loader. Like new. \$1200 Call (909) 386-7878

**ASSOCIATE WANTED** Oakley, CA F/T associate for a fee for service private practice. Experienced. Possible buy-in-potential. [pkarbassi@yahoo.com](mailto:pkarbassi@yahoo.com) 510-414-4737.

**PERIODONTIST** excellent clinical skills! Compassionate, personable female practitioner. Seeking work in G.P./Pros practice for 1-2 days/wk in Bay Area. Implants, IV sedation, 12 yrs exp. (415) 420-3197.

**SAN FRANCISCO MISSION DISTRICT** practice for sale. Three operatories, new equipment, instruments included. Low rent. 95K. 415-672-7377 or [iky101@wmconnect.com](mailto:iky101@wmconnect.com).

**BALANCED TYPODONTS** ready for Board Exam at any location (w/mounting kit for manikin). Columbia Dentiform SM-PVR-860. Call (818)621-0050.

**NEW - KELSEYVILLE/CLEARLAKE AREA** GP in Awesome fast growing Lake Community. Newly remodeled w/ equip. less than 7 years ago. Avgs 20 new pts per month. This one won't last! Only an hour from the wine country! Call for Details! Western Practice Sales 800-641-4179.

**ASSISTANT FOR STATE BOARD** (EXPER.) AVAILABLE FOR NORTHERN CALIF. 12 YRS. EXP. RDA, REFS (916)-961-2108.

**PRACTICE WANTED** Sacramento Area FAX me at 916-362-0626. email me at [hwayoun\\_kim@yahoo.com](mailto:hwayoun_kim@yahoo.com).

**FOR SALE** used peripro I, price 250.00., call 661-726-4504.

**AESTHETIC DENTISTRY** and Dental Photography by Dr. Mark Friedman and Dr. James Dunn and Master clinician, AGD on Sunday, June 12, 2005. Only \$79 for dentists, \$49 for dental assistants. Lunch included, Free parking. Call 800-762-2511.

**SANTA BARBARA CITY AREA** GENERAL DENTIST WANTED. 1-2 days/wk (4-6 hrs/day), short/long term? CALL 805-965-8141 M-F 10-6.

**OSOPURE 10 GAL/MIN** water sterilizer for the whole office \$4000 plus shipping, never used, 530 242-6017 (new \$6900).

**DIGITAL X-RAY** w/pan-ceph, call for best prices 310-464-8989.

"The Answer to Where to Put or Build a Practice,"

**Scott McDonald**  
ASSOCIATES

- Site Analysis & Recommendations
- Customized Demographic Reports
- Competition Ratios in All Neighborhoods

Avoid A Huge Mistake

For a Scratch, Purchase, or Expansion:  
[www.DentalDemographics.com](http://www.DentalDemographics.com) or  
(800) 424-6222

# Handpiece Trading Post

*Celebrating our 25th Anniversary!*

*"We welcome trade-ins on equipment and supplies!  
Since 1980 family owned and operated!"*

**2005 is a special year for getting 100% tax write-offs on equipment.** If you are thinking about replacing those old chairs or units now is the time!!! We specialize in rebuilt Adec chairs and units, and other brands also. All of our rebuilt chairs and units come with a 1 year guarantee. Please call for referrals in your area! We also invite you to **trade-in your old equipment or make us an offer and we will consider it.**

**Cavitron and "Jet" Repair**  
Speedy, professional repair with factory parts!(30 to 50% less!)Free estimates! 1 yr. war!  
(Rebuilt units available!)

## **Rebuilt/new HandpieceSpecials!**

Kavo, NEW! p/b, multi, f/o.....	\$599
Kavo Klone, new, multi, f/o.....	\$399
Kavo Klone, new, multi.....	\$299
Tradition, power lever, reb.....	\$225
Tradition clone, new, p/b.....	\$299
Traditon p/l, f/o, reb.....	\$350
Tradition clone, new, p/b, f/o.....	\$399
NSK, p/b, f/o, reb.....	\$279
NSK clone, new, p/b, f/o.....	\$399
Titan L motor, f/o w/latch hd. new.....	\$695
Star 430 SWL, no-lube, reb.....	\$399
Star 430 SWL clone, new p/b, f/o.....	\$399
Lares, F/O, P/b reb. 6 mo. war.....	\$275
Quiet Air, rebuilt, 6 mo. war.....	\$149
Shorty,reb,w/ nosecone or sheath/head...\$399	
Titan S or SW scaler w/tip, reb.....	\$299
Kavo 2307L or 2320L with contra head....	\$899
Little Guy, demo, 5k.....	\$325
Tru-Torq, reb. 1 or 2 speed, w/sheath.....	\$299
Titan generic latch heads, new.....	\$59
Shorty generic latch heads,new.....	\$69

We also have W&H, Adec, Bien Aire, etc.  
Call us we just might have it!

Purchased a new practice?  
Expanding or downsizing?  
Call us! Our 30 years of experience can save you thousands!



## Handpiece Repair

**Anniversary Special**  
Hi speed repair.....\$49!!!!  
Rebuild, Midwest, NSK, etc.

**We can fix the unfixable!**  
Send us those handpieces that your current repair guy said aren't worth fixing or "can't " be repaired! We have lots of extra parts and the experience! We'll give you free estimates!

**The Super Bearings are Here!!!!!**  
4 month Warranty for Midwest Tradition, Quiet Air, and NSK, etc.\$49, will run like new, no vibration, quiet!  
Kavo, Ceramic Euro-Bearings!  
Super quiet, 10 mo. warranty.....\$149  
Star 430 no-lube, 10 mo. war.....\$149  
Low speed overhaul....1 yr. war...\$169  
Our tech. has over 15 yrs. experience!  
**Speedy, same day in- out repair!**

## **Big Equipment too!!**

We now do mobile repairs in Orange and L.A counties!  
Professional techs. with over 20 years experience!

*We also can design and build your new office or addition!  
Re-built dental chairs, units, x-rays, lights, pumps, compressors, small equipment, etc.*

CALL US WE CAN HELP.

## Handpiece Trading Post

18627 Brookhurst St. #351  
Fountain Valley, CA 92708

We like trade-ins! Visit us at:  
[www.handpiecetradingpost.com](http://www.handpiecetradingpost.com)

**800-445-6719**

**NEW DENTAL CHAIR** mounted light (5) still in box \$475.00 each with warranty. Ergo Dental Inc. 800-680-1644.

**DENTIST NEEDED FOR PT POSITION** 3 year experience minimum. No HMO. Possible buy-in in 3 years. Pomona CA. Fax: 909-397-4007.

**MERCED, CA:** busy practice for sale. DentiCal & insur/cash. no HMO. Low rent. Motivated sell, price negot. Email to MercedDental@yahoo.com.

**PRACTICE FOR SALE** San Diego (Mission Valley) 35 yrs Established. 4 Ops. Approx 700K Collections. SDPS: 760-599-7828.

**SLO CO PRACTICE 4 SALE!** 400,000.+per yr. on 4 day wk. No caps/medi-cal. 5 ops. CCuniforms@aol.com.

**SACRAMENTO ASSOCIATE** Seeking p/t associate interested in learning to place and restore Mini Dental Implants. No implant experience necessary. Excellent communication and clinical skills a must! High Income & Growth Potential. Call (916) 363-6885 extension 209.

**FOR SALE** Four Dome orthodontic chairs and one ( almost new )Velopex xray developer. All in great condition 323 589-3438.

**GX-770 INTRA-ORAL X-RAY UNIT** 1989 model: Works great. Only \$700 if picked up San Jose. Call Dr. Emerson at 408-252-7980.

**VACATION • VACATION • VACATION • VACATION • VACATION**

**CABO BEACH FRONT AND  
BIG BEAR LAKE VIEW**  
*Luxury Vacation Rentals*

One to three bedrooms fully furnished with the highest quality granite, tile & amenities.

Private resorts at Villa La Estancia in Cabo & The Club at Big Bear Lake.

**Call Dr. @ 310-502-4619**

**VACATION • VACATION • VACATION • VACATION • VACATION**

**SAN DIEGO NORTH COUNTY** private practice for sale - work for a year then buy in. Call 760-944-7646.

**BEL-20 X-CALIBUR** Dental Chair(Beige)with Forest Delivery System and Belmont Light For Sale \$2,000. (209)832-8883.Hardly Used.

**SPRING SPECIALS** Fuji +, 50 caps/box, \$95. Demetron 501, \$595!! Diagnoston \$2200! Handpiece Trading Post, 800-445-6719.

**DID YOU KNOW** you could change the mailing address of your Dental Trader online? Just visit [www.thedentaltrader.com](http://www.thedentaltrader.com) and complete the Change of Address form.

**"I GOT TIRED** of the runaround and Landlord excuses, I hired an EXPERT to work for me" CAUDILL AND ASSOCIATES - (909) 337-0466 (See directory ad).

**WASCO NEAR BAKERSFIELD** GP for sale . seller retiring. cash and ins patients only. minimum overhead 661 665 8518 after 6PM.

**DEN-TAL-EZE CHAIR** 2 Adec Excellence 4300 wall-mounted delivery systems,2 Pelton Crane lights one post one ceiling mount,2 Adec ceiling mount lights, 2 Adec cart frames. All in good condition. 650-961-7636 Fax 650-938-8542.

**SUCCESSFUL EARLY RETIRED DENTIST** looking for part-time position 2days/week or locum in San Diego N/County.Call 858 245 6888.

**PROFESSIONAL PRACTICE CAPITAL** can now provide loans to help you fund your retirement plan! Call (800) 456-2779 or visit [www.ppcloan.com](http://www.ppcloan.com) for details.

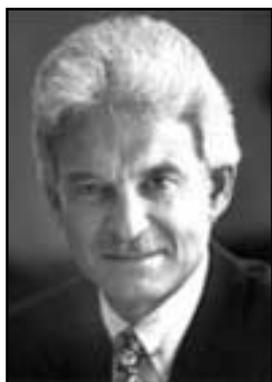
**APOLLO DENTAL** dry vacume 4 \$3000 plus shipping used for 1 year great condition 530 242-6017.

**GET TOP DOLLARS** FOR YOUR PRACTICE. DO NOT PAY BROKAGE FEE. INTERESTED IN PPO, CASH, HMO GENERAL PRACTICE. 310-926-5040.

**BEVERLY HILLS PRIME** ground floor corner GP, 1100 sq. ft. 4 operatories, move your practice, share rent, buy out; 310-552-1441, dds@911dentistry.com.

## DISABILITY CLAIMS CONSULTANT

ADVICE provided on initial individual disability claim OR if insurance company stops monthly payments on existing claim.



Background: 30 plus years individual disability sales. Consultant/expert witness, national author/speaker.

**ART FRIES, RHU**

1-800-567-1911 • [www.afries.com](http://www.afries.com)

**SAVE THIS AD FOR FUTURE**

# DENTAL DIRECTORY

## WOOD & DELGADO *Attorneys At Law*

Representing Dentists for over 20 Years in the Areas of:

- Real Estate • MSOs • Practice Purchase Agreements
- Partnership Agreements • Leases
- Space Sharing/Group-Solo • Associate Agreements
- Corporate Formations/Dissolutions
- Partnership Disputes • Estate Planning

Patrick J. Wood, Attorney at Law  
Charles X. Delgado, Attorney at Law  
Toll Free: 800-499-1474 • Fax: 800-511-2138  
Visit our website at: [www.dentalattorneys.com](http://www.dentalattorneys.com)



## Caudill and Associates DENTAL REAL ESTATE ADVISORS

The #1 Negotiator in Dental office real estate nationally

- Leases
- Practice Sales
- Lease Renewals
- Office Relocations
- Buyer Representation

Web: [www.ddsrenegotr.com](http://www.ddsrenegotr.com)  
Email: [caudassoc@aol.com](mailto:caudassoc@aol.com)

(909) 337-0466 (direct)

*Treatment Acceptance Made Easy*

## Dental Workshop:

Call 800-818-1515, ext 110

Pacific Management Consultants  
2055 Hamilton Avenue • San Jose, CA95125



## Professional Practice Sales

*Buying or Selling a Dental Practice?*  
Know Your Options

Talk to the Professionals

Contact: Ray Irving  
San Francisco: (415) 899-8580  
Sacramento: (530) 894-0700  
[www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)



PRACTICE SALES AND LEASING

"THE  
PERSONALIZED  
SERVICE  
DENTAL BROKER"®

P.O. Box #6681, Woodland Hills, CA 91365  
Phone/Fax: (818) 591-1401  
[www.dmpractice.com](http://www.dmpractice.com)

Dental Practice Sales: \$3,500 flat fee  
Incorporation: \$1,350 rush, all inclusive  
Free Practice Valuations, Free Online Practice Sale Ads

## Robert W. Olson, Jr., P.C., Attorney

Business, Corporate & Real Estate Law  
RWOlsonJr@aol.com - (805) 963-1120

<http://www.transdental.com/rates.htm>



1-866  
SKY-DENTAL  
(759-3368)

Se Habla Español  
Your Full Service Dental  
Supply Company



San Diego Practice Sales

760-599-7828

- ALL aspects of Practice Sales & Purchases
- Appraisals • Financing • Contract Preparation

Bob Fleming, D.D.S. Mike Hostler  
*Experience - Integrity - Service*

YOUR AD  
COULD BE HERE!!!



[www.TheDentalTrader.com](http://www.TheDentalTrader.com)



ASHTELSTUDIOS  
SMALL BUSINESS SOLUTIONS  
[www.ashtelstudios.com](http://www.ashtelstudios.com)

Printing Solutions  
Web Solutions  
Software Solutions  
Computer Solutions  
Networking Solutions

866-ASHTEL.1  
909-484-2727

**SPECIALISTS/OFFICE** FOR LEASE/SPACE SHARING. ORANGECOUNTY. General working 4 days. State of the art facility in Premier location. 714-813-7713.

**PRACTICE FOR SALE** Auburn nice office 7 operatories 2000sq' collections 270K in 2003 Asking 150,000 Phone 530-368-0461 Fax 530-885-2335.

**GET THE FACTS** on what your patients are thinking. Compete In-Office Patient Survey Kit for GPs and Specialists. Call (800) 424-6222 for details. Scott McDonald & Associates, Inc.

**ASSOCIATE NEEDED** Santa Maria, Central Coast, CA- possible ownership transition. Cash/Ins. office. No MediCal/HMO. Contact Suhaydee Fuentes 805-925-4051.

**ENDODONTIST WANTED** for newly expanded specialty practice office in Palm Desert, CA. Call Dr. Anne Nicholas @ (760)272-6292 palmdesertimplantdentist.com.

**ASSOCIATE DENTIST** Growing South Gate office needs experienced DDS P/T. Modern office, great staff. Call for interview (310)886-0606.

**PRACTICE GP FOR SALE** 3 OP in Los Angeles. 35 Years Goodwill. Digital X-Rays, Eglesoft 3 Room computerized. (310)-3849510.

**PRACTICE FOR SALE** NEW! San Diego (Mission Bay)-GP estab 1990. 3 Ops in 900 sq.ft. in Prof. Bldg. Easy Freeway access. SDPS 760-599-7828.

**TAKE ADVANTAGE** of record low interest rates with U.S. Bancorp Healthcare Finance Services practice finance programs. Call 1-877-336-8346 to learn about financing solutions today!

**NEWPORT BEACH** (3) op Private G. P. for sale. New equipt. in (2) ops. 2004 Gross Collections \$527K+. D&M PRACTICE SALES AND LEASING (818) 591-1401.

**LANCASTER FEE FOR SERVICE PRACTICE** Collects \$750,000/year with net income of \$270,000+/year. Asking \$500,000. Kurt Skarin 818-991-6552.

**ARE YOU READY TO RETIRE?** Call Professional Practice Capital to find out how to accelerate your retirement savings today. (800) 456-2779 or www.ppcloan.com on the web.

**SAN GABRIEL VALLEY** 1,755 sq. ft. freestanding single use dental bldg. for sale. No patients/equipment. D&M PRACTICE SALES AND LEASING (818) 591-1401.

**PRACTICE FOR SALE** San Diego-PERIODONTAL. Situated in Prof. Bldg. along major thoroughfare in Ocean Beach. 3 Ops with room for expansion. SDPS: 760-599-7828.

**DENTAL STERILIZATION CABINETRY** for a 10 ft. sterilization system \$4299.00. Ergo Dental Inc. 800-680-1644

**INTEREST RATES HAVEN'T BEEN THIS LOW** in decades! Now is the time to apply for the practice acquisition loan you need. Call LCF Financial 800-550-9228. (see ad pg. 5).

# THE Dental Trader

*Buy, Sell or Trade all things Dental*

## CHANGE OF ADDRESS FORM

Post Office Box 2631 • Capistrano Beach, CA • 92624

Fax 949 498 1198 • E-mail: tradestaff@cox.net

Web: [www.thedentaltrader.com](http://www.thedentaltrader.com)

### Old Address

Dentist's Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

### New Address

Dentist's Name: \_\_\_\_\_

Calif. Dental License #: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Authorizing signature: \_\_\_\_\_

**Please mail to above address or fax this form to 949-498-1198 on or before the 1st of the month.**

**For faster filing, submit this form online at [www.thedentaltrader.com](http://www.thedentaltrader.com)**

**WHITTIER STARTER PRACTICE** Collects \$105,000 per year on two days per week with a 50% net income. Asking \$70,000. Kurt Skarin 1-800 SKARIN #1.

**DENTAL DEMOGRAPHICS AND ANALYSIS** Too much competition? Changes in the population? Get the facts. DentalDemographics.com or call (800) 424-6222, Scott McDonald & Associates, Inc.

**"IS YOU LEASE COMING UP** for RENEWAL, NEED TO EXPAND then get the best negotiator to handle the job this time. Hire CAUDILL AND ASSOCIATES. (909) 337-0466 (See directory ad).

**CAUDILL AND ASSOCIATES** LOCATION LOCATION LOCATION, CAUDILL AND ASSOCIATES, Dental Real Estate since 1989 (909) 337-0466 (SEE AD IN DENTAL DIRECTORY).

**GLENDAL #4** (3) op G.P. for sale. (2) ops eqt. 3rd plumbed. Nicely appointed. 2004 Gross Collections \$193K p.t. Cash/INS. Motivated. D&M PRACTICE SALES AND LEASING (818) 591-1401.

**HANDPIECES R' US** we have lots of rebuilt and new high and low speeds, we even take trade-ins and purchase handpieces! Handpiece Trading Post, 800-445-6719.

Copyright 2004 THE DENTAL TRADER. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any storage of information and retrieval system.

# READER AD FORM FOR DENTIST & STAFF ONLY

## The Dental Trader

*Buy, Sell or Trade all things Dental*

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

Type or print ad copy clearly: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

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

**Reader Ad Rates:**

- 20 words of 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.

Advertiser's Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
 E-mail: \_\_\_\_\_  
 Authorizing signature: \_\_\_\_\_

**PAYMENT MUST BE SUBMITTED WITH THE AD**

**Form of Payment:**

Check enclosed  Visa/MC   
 American Exp.   
 Card# \_\_\_\_\_  
 3 Digit Security Code (on back of card) \_\_\_\_\_  
 Exp. Date \_\_\_\_\_

**Ads accepted by fax until the the 1st of the month. Ads submitted online accepted until the 7th of the month**

# COMMERCIAL AD FORM FOR BUSINESSES

## The Dental Trader

*Buy, Sell or Trade all things Dental*

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

Type or print ad copy clearly: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

This ad is for:  So. Calif.  No. Calif.  So. & No. Calif.

**Bonus Feature Reader Ad Rates:**

- 20 words or less \$20. - (\$1. per word thereafter-65 words maximum)....\_\_\_\_\_
  - All Bold Type: ....(add option: \$10) \_\_\_\_\_
  - All Bold Type with Bold Border: ..... (add option: \$15) \_\_\_\_\_
  - Black Box with Bold White Lettering: ..... (add option: \$20) \_\_\_\_\_
  - Total # of words (first 20 words \$20. - add \$1. per word after first 20 words): \_\_\_\_\_
- Total: \_\_\_\_\_

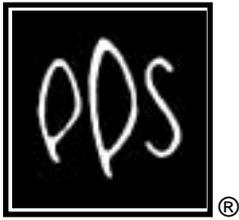
Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Tel No.: \_\_\_\_\_ Fax No.: \_\_\_\_\_  
 E-mail: \_\_\_\_\_

**PAYMENT MUST BE SUBMITTED WITH THE AD**

**Form of Payment:**

Check enclosed  Visa/MC   
 American Exp.   
 Card# \_\_\_\_\_  
 3 Digit Security Code (on back of card) \_\_\_\_\_  
 Exp. Date \_\_\_\_\_

**Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month.**



# Professional Practice Sales

## *Buying or Selling a Dental Practice?*

### Know Your Options

Talk to  the Professionals

#### **5843 SOUTHERN HUMBOLDT COUNTY'S HIGHWAY 101**

Would you like to make a major change in your life? Would you like to simply practice dentistry without the headaches of dealing with erratic economic swings (i.e. dot.com meltdowns, stock market drops, corporate downsizing and offshore outsourcing), overly competitive dental markets and patients dictating what they want to pay. Would you like to be as busy as you want! 2,000 active patients, 6-days of Hygiene/ week, great staff and attractive 5-op suite. High percentage of cash paying patients. No Welfare, no HMO. Terrific country setting. On Dentist's 4-day week, current performance is tracking \$750,000+ in both production and collections for 2004. Still, practice wants to do more. This opportunity warrants your moving to the country. Secure your financial future. Full price \$275,000. Well maintained single purpose building is also available or obtain a long-term lease, your choice. Learn more at [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

#### **5847 SAN FRANCISCO'S STONESTOWN GALLERIA CENTER**

Extremely rare opportunity to practice in desirable locale. Collections in 2002 and 2003 were \$490,000+/year. Collections the first 7-months totaled \$252,000 with 2004 out January. 4-Op suite with \$160,000 invested. Full price \$300,000. For full particulars, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**5851 WEST SACRAMENTO** - If you thought you knew West Sacramento, you should see it now. Area is going through considerable development with practice sandwiched between hundreds of new homes (completed and under construction), with many being very high end. Collected \$615,000 in 2003 with Profits of \$230,000. Collections for 8-months ended 8/31/04 totaled \$405,000 with Profits of \$175,000. Beautiful 4-op office is centrally located in drive-up retail location. For full particulars, visit [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

#### **5853 GRAEAGLE'S PORTOLA - QUALITY OF LIFE IN GOLFER'S & SPORT PERSON'S PARADISE**

This busy Northern Sierra practice is only minutes away from the golfing paradise of Graeagle and the Dragon Golf Course at Gold Mountain. Great fishing and outdoor activities abound, with Reno only 49-miles away. This well established practice collected \$583,000 in 2004 on 4-day week with 4-weeks off. 2003 collected \$616,000 with Profits of \$252,000. Practice wants to do more! Averages 25 new patients/month. 2,000+ active patients. Well equipped 4-op, 1,500 sq.ft. office enjoys best location in town and rents for \$1,400/month. Great lifestyle purchase. Build your dream home in beautiful country environment. For complete details, visit [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

#### **5855 SACRAMENTO METROPLEX ORTHO**

Great platform for ambitious Successor. Growing practice exceeded \$540,000+ in collections the last 2-years of 3.5 day week with 6-weeks off. Owner does not court GP referrals. Excellent upside for Successor who does. Approximately \$280,000 invested in this beautiful and extensive office. 4-Chair Bay and 2 private Exam Rooms. Contracts Receivable exceed \$615,000. Future is very exciting as new Master Planned Community shall create thousands of new residences in this practice's backyard. Great location. For complete details, visit [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

#### **5856 NORTH COAST ORTHO**

Attractive setting in small urban community which is the service hub for large draw area. This young practice has averaged \$644,000 in collections the last 2-years. Approximately 600 active cases with 50+ ready to start. Booked 2-months in advance. For complete details, visit [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

#### **5857 WALNUT CREEK**

High exposure location, beautiful facility and well staffed office. 2004 produced \$1 Million and collected \$900,000. Excellent new patient flow. Opportunity being offered is to acquire incremental interests in this practice over a period of time as Owner phases out.

#### **5858 BERKELEY'S ALTA BATES MEDICAL VILLAGE**

Highly desirable Berkeley Hill's location right off Highways 13 and 24. Prevention-themed with 3-day/week Hygiene schedule. No PPO's, no Delta Dental. There is just one single Fee Schedule here! Very sound cash flow management as Accounts Receivable balance is typically 2-weeks' production. On 4-day week with 4-weeks off a year, Production totaled \$343,000 with Collections of \$345,000 in 2004. Prior year's performance reflected Production of \$395,000 and Collections of \$385,000. Lots of areas to realize upside here. Comfortable 3-chair office. Current tenancy through 8/31/13. Learn more at [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).



*Specialists in the Sale & Appraisal of Professional Practices Since 1966*

**San Francisco**  
(415) 899-8580

**Sacramento**  
(530) 894-0700

**Los Angeles**  
(714) 832-0230

**Visit [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)**



With an order  
of \$100  
or more

**Interested in Placing Implants?  
Attend the Crash Course Implant Seminar  
at the Las Vegas Implant Institute  
April 1-2nd**

Cost of Seminar \$1949 - Profit from first implant placed \$2000  
FREE Surgical Kit (over \$1300) with 1st implant order

**March Specials 3/01-3/3 1-800-290-4405**

**Impregum Penta Standard Pack**

- Polyether Impression Material
- For use with Pentamix machine
- 2 polybags each base & catalyst

**Only  
\$195**

Pearson price\* \$252.35 SAVE 20%  
Schein price\* \$265.99 SAVE 27%  
Darby price\* \$249.83 SAVE 12%

**Herculite XRV  
Buy 4 Get 1 FREE**

- Syringe or Unidose
- All Shades Available

**NET PRICE OF \$31.96!!**

**Only  
\$39.95**

Pearson price\* \$59.75 SAVE 31%  
Schein price\* \$61.95 SAVE 45%  
Darby price\* \$63.49 SAVE 41%

**Impregum Penta Mixing Tips  
BUY 3 GET 1 FREE!!!**

- For use with Pentamix machine
- Old & New Styles available

**NET PRICE OF \$29.96!!**

**Only  
\$39.95**

Pearson price\* \$43.20 SAVE 44%  
Schein price\* \$52.49 SAVE 74%  
Darby price\* \$47.95 SAVE 72%

\* - all Pearson, Schein, & Darby prices are from their website as of 2/10/05

PRSRT.STD  
U.S. POSTAGE  
**PAID**  
LOS ANGELES, CA  
PERMIT #30391