

THE Dental

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So. California Edition

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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
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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 plumbed. 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**

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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.**

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"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

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

PRACTICE FOR SALE #1007 - Central L.A. - Small G.P. collects \$80,000/year. Retiring. Call Professional Practice Sales, Inc., (714) 832-0230.

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

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#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.

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

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Temp bond	\$ 19.75
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Kodak DF-58	\$31.75
Kodak DF-57	\$41.95
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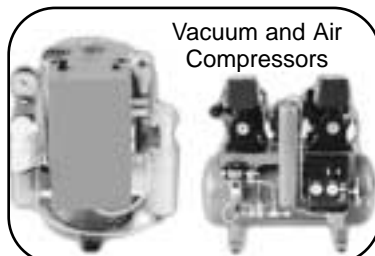
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Dentalex Distinction (R)	5995	5795
LSM Portland (New)	6250	5995
Ampco 21000 (New)	5750	5550
Belmont/TPC (New)	5950	5750
Engle Sequoia AS2 (New)	5750	5550
Forest 8400 (New)	8950	8750
Coastal/Ampco/PC (R)	2995	2750
MDT/Aidex/PC (Renewed)	2995	2750
Dentalex /Aidex/Ritter (R)	2450	2250

CHAIRS	INSTALL	SHIP
Dentalex E3000 (R)	2995	2795
Aidex Priority (R)	2550	2250
Dentalex JSA (R)	1995	1895
MDT Aseptrol (R)	1495	1395
Dentalex/Ritter base (R)	950	850
Coastal Medallion (R)	1000	900
Chayes Virginia (R)	1000	900
Vacudent (R)	1000	900
Ritter Vega (R)	1000	900
Forest 6100 (New)	3995	3895
Forest 6010 (New)	3150	2995
LSM Hydraulic (New)	3495	3395

DELIVERY SYSTEMS (Dr. & Assistant's)	INSTALL	SHIP
Aidex Decade Aseptic (R)	1850	1750
Aidex Excellence Cont. (R)	2495	2395
Forest Euro (R)	2495	2395
Aidex Decade or 4200 (R)	1550	1450
Ampco OTP (R)	1550	1450
Aidex 2021 De/Hygiene (R)	1295	1195
Aidex 400 & 4090 (R)	1250	1150
Forest Euro 8800 (New)	4895	4395
Beverstate S-4150 Cart (N)	1425	1352
Beverstate S-4250 Cart (N)	1995	1895

LIGHTS	INSTALL	SHIP
Aidex 6300 (Renewed)	850	750
Forest 9010 & 9000 (R)	850	750
Dentalex Distinction (R)	850	750
Pelon & Crane LFI (R)	695	595
Pelon & Crane LFI (R)	650	525
Ritter/Knight (R)	650	550
Proma Dary II (R)	695	595
Ritter/Knight Track (R)	1025	825
Pelon & Crane LFI -T (R)	1075	875
Dentalex Dary I (R)	650	550

COMPRESSORS	INSTALL	SHIP
Matrix 3.2HP Oilless w/D (N)	3750	3550
Matrix 2HP Oil w/D (N)	3450	3250
Matrix 1HP w/D (N)	2495	2295
Tech West 2HP Oil w/D (N)	3175	2975
Tech West 1HP Oil w/D (N)	2450	2250

FILM PROCESSORS

Velopex Intra-X,L (New)	1650	1525
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Steve provided excellent legal services for me. He was reliable, fast and efficient, and I was very pleased with his ability to get to the heart of the matter and reach a resolution.

Hoang Minh Nguyen, D.D.S. (Riverside)

Steve's performance was outstanding and professional. His logical approach and reasoning are unbeatable.

Jasleen Brar, D.D.S. (Tustin)

I have retained Mr. McNamara's services in the past and have found him to be very thorough, responsive and focused to your needs. Great Attorney!

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Thanks for an outstanding and worry-free process. I'll definitely recommend you to other dentists looking for professional advice. I could not have chosen a better attorney.

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Steve McNamara is an outstanding attorney, the rare type who matches a high degree of professionalism with objectivity and aggressive representation. I was very pleased with his work and with the outcome.

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#202 North Hollywood - G.P. Great crnr. loc. Coll. \$955K in 04, 6+ ops in 3000 SF. Room to expand w/ 100+ new patients per/mo. **NEW**

#203 Wilshire Miracle Mile/L.A. - G.P. Leaseholds only. 4 ops, 1200 SF. Landlord to give tenant money for tenant improvements.

#204 Torrance - G.P. 5 ops, 4 chrs, int. cam. Dentrux. Pano, 1500 SF Coll. 22/26K mo. **NEW**

#206 Woodland Hills - G.P. Shopping center location. Great starter practice. Submit offer.

#209 Torrance - G.P. Shop ctr. 15 yrs. goodwill. Absentee seller w/ 2 assoc. Coll. \$18/21K mo.

#210 Hacienda Heights - G.P. Shop. ctr. loc. Office sees 30 pat./day. CAP/ck \$15K/mo.

#212 Mid-Wilshire - G.P. Near Korean cultural center. HMO plans & Delta Dental patients w/ L.A. School Dist. 4 ops, 1200 SF.

#216 Mission Hills - G.P. Call for info. **NEW**

#222 Thousand Oaks - Call for info. **NEW**

#224 South El Monte - G.P. Store front location. 5 ops, 3 x-rays, Int. cam. Pano and Software in 1600 SF. 2003 Collections \$270K. Projected to do over 300K for 2004. **NEW**

#227 Valley Village - G.P. & HMO practice. Corner visibility. 4 ops, 2 x-rays in 1400 SF. Collections \$550K in 2003. **NEW**

#228 Montebello - G.P. New retail ctr. Both practice leaseholds & ctr. for sale. Rent free & have tenants pay the mortgage & build equity in practice and real estate. **NEW**

#235 Gardena - New corner center. Developer will build out 1200 SF dental office for dentist with OAC. **NEW**

#236 Wilmington/San Pedro - New retail ctr. Both practice leaseholds & ctr. for sale. 4 ops, 2 x-rays in 1100 SF. Next to busy med. clinic; Lots of walk-in's & referrals. Great potential. Food for Less Plus More. **NEW**

#238 Huntington Park - G.P./Pedo. 50/62 new patients/mo. High net/low overhead. Seller has some HMO plans. Should be a 7 day practice. Has collected over \$600K. **NEW**

#239 Pasadena - G.P. Call for info. **NEW**

#244 Maywood - G.P. New retail ctr. Practice leaseholds only. Buy both leaseholds & center. High density Hispanic population.

#248 Lancaster - G.P. 4 ops, 4 x-rays, 2 int. cam., pano, Computer Age. 21 yrs. goodwill. Collected over \$700K for last 3 yrs. Seller will

Orange County

#502 Santa Ana - G.P./HMO practice & REAL ESTATE for sale. 3 chrs. \$445K-04. **NEW**

#504 Rancho Santa Margarita - G.P. Great center location. Call for more info. **NEW**

#503 Irvine - G.P. Coll. \$255K in 03 with some HMO plans. 5 ops, x-rays in 1175 SF.

#505 South Coast Plaza - G.P. Prime location. 4 ops, 3 x-rays, 2 int. cam., in 1200 SF.

#506 Huntington Beach - G.P. **SOLD!**

#507 Santa Ana - G.P. Newer shop. center 4 ops, x-ray, 1200 SF. 2 yrs. in 1400 SF.

#509 West Santa Ana - G.P. Retail ctr. Coll. \$30/35K mo. Lots of upside. 4 ops, 1237 SF.

#517 Huntington Beach - G.P. 3 ops, x-ray, 1000 SF. Retail ctr. 3 blocks from beach. **NEW**

#518 Rancho Santa Margarita - Specialist wanted for this prime location. **NEW**

#521 So. Orange Co. - 12+ yrs. goodwill, 12+ ops, x-rays. Coll. \$1,405M in 04. Jan 05 coll. \$135K proj. to \$1.6M for 05. **NEW**

#535 Ranch Santa Margarita - G.P. Coll. \$527K in 04. 4 ops. Nice office. **NEW**

#543 Anaheim - G.P. New ctr. 4 ops in approx. 1200 SF. Both leaseholds & ctr. for sale. **NEW**

#549 Fountain Valley - G.P. Dental condo for sale. 4 ops, x-ray in 1500 SF. No charts.

Riverside/SanBernadino

#300 Colton - HMO office. 9+ops, 3 x-rays, pano. Coll. \$1.12 Mil. CAP approx. 16K mo.

#301 Rialto - G.P. 10 yrs. goodwill. Coll. \$10K

#303 Chino - G.P. Call for more info. **NEW**

#304 Colton - Leaseholds/no charts & center for sale. Yield 7.40% free rent + equity.

#305 Temecula - G.P. 5 ops, x-rays, int. cam., software in 1384 SF. Coll. \$356K in 03.

#306 San Bernardino - G.P. Corner loc. 5+ ops in 1800 SF. Seller wants offer now.

#308 Upland - G.P. 4 ops, 3 x-rays, approx. 1000 SF. Just added Guardian which insures all employees at Claremont College. **NEW**

#311 Rancho Cucamonga - G.P. 5+ ops. 15/17 HMO plans. Proj. \$550K for 04.

#312 Rialto - G.P. Shop ctr. 4 ops, 2 x-rays, pano (new equip.) Coll. \$240K in 03 on 3 days.

#314 Colton - G.P. 3 ops, x-rays in 1000 SF. Coll. \$15K mo. Landlord may sell real estate.

#316 Temecula - **In Escrow!**

#318 Indio - HMO 18 yr. goodwill. CAP ck. \$23K+. 5 ops, 3 x-rays, 1550 SF. **NEW**

San Diego County

#401 Alpine - G.P. 3 ops, x-rays, in approx. 1000 SF. Coll. \$14/16K. Seller wants it sold.

#406 El Cajon - G.P. Freestanding building and practice for sale. Call for info. **NEW**

#408 Poway - G.P. Seller wants to retire. HMO plans, CAP chk \$4/5K mo. 6 ops, 2 x-rays.

#410 El Cajon - G.P. Great shop. ctr. loc. Seller needs to sell, relocating. Submit offer!

#414 Escondido - G.P. Practice and real estate - buliding for sale. Call for info. **NEW**

#419 Mira Mesa - G.P. Shop. ctr. 4 ops, 2 x-rays, in 1200 SF. Coll. \$4/45K mo. Seller avg. coll. for last 3 yrs. \$531K. Seller relocating.

#420 La Jolla - G.P. Seller to retire. 4+ ops, 3 x-rays, Dentrux software, 1700 SF. Coll. \$451K. Seller will transition if buyer wants. **NEW**

#422 Oceanside - G.P. Retail ctr. 4 ops, x-rays, 2 monitors, & software (all new). Coll. \$21/22K mo. on 3 days & growing. **NEW**

Sacramento County

#800 South Sacramento - Ortho practice. 3 yr. new office. Shop ctr. Coll. \$50/55 K mo.

#803 Fair Oaks - G.P. 15 yrs. goodwill. Great crnr. visibility. Coll. \$436K on 3 days. 5 ops, 3-xrays, pano, int. cam. + software in 1700 SF.

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#228 Montebello - New shopping center with many walk-ins. Lease up to 3500 SF. **SOLD!**

#236 Wilmington - G.P. Leaseholds & new ctr. for sale. 4 ops, in approx. 1200 SF. Great loc. near Food 4 Less plus more.

#242 Gardena - Retail center, newly built with 4 ops in 1293 SF. Great corner visibility. **SOLD!**

#309 Rialto - New shopping ctr. location on busy street corner. 4 ops in approx. 1100 SF. **SOLD!**

#518 Rancho Santa Margarita - Prime spot for a specialist in the heart of growing area!

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LOS ANGELES GP—3 eq. ops. in a 974 sq. ft. suite located in a seven story building. Only Dental office in the building! The only Dental Office within a half mile radius! Chairs, deliveries, lights, X-rays and more stays. Projecting \$235,859 for 2004.
BUYER'S NET OF \$62,414.



PALM DESERT—4 eq. ops. and 2 plumbed eq. ops with delivery units in a 2,050 sq. ft. suite located in a single story free standing building. Building not for sale. Computer system, Intra Oral camera, software package, chairs, lights, deliveries and much more included! Projecting \$408,009 for 2004.
BUYER'S NET OF \$132,732.

RANCHO SANTA MARGARITA—3 eq. ops. and 7 not eq. ops. in a 1,900 sq. ft. single story free standing building. Great location, has contracts with 16 providers, and is a great opportunity to start a large dental practice. Leasehold Improvements, Equipment and Few Charts Only.



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GREATER LOS ANGELES & VENTURA COUNTY

BEVERLY HILLS—3 eq. ops. in a 1,122 sq. ft. suite located in a four story medical dental building. Great location. Chairs, lights, X-rays and more stays. 18 years of Goodwill. Leasehold Improvements and Equipment only.

BEVERLY HILLS—4 eq. ops. in a 1,198 sq. ft. suite located in an 11 story medical/dental building. Great area of Beverly Hills, great staff, good patients, and 25 years of Goodwill. Two Intra Oral Camera units, computer system, software package and much more is included! Projecting \$650,728 for 2004. **BUYER'S NET OF \$248,970.**

CERRITOS—3 eq. ops. in a 950 sq. ft. suite located in a three story medical/dental building. Great location in Cerritos. Chairs, lights, X-rays and more stays. Leasehold Improvements and Equipment only.

DOWNEY—3 eq. ops. in a 690 sq. ft. suite located in a four story medical/business building. Plus a 400 sq. ft. area for storage! Great area & 36 years of Goodwill. Chairs, lights, deliveries and much more included! Projecting \$250,000 for 2004. **BUYER'S NET OF \$72,540.**

DOWNEY—6 eq. ops. in a 1,960 sq. ft. free standing building/duplex. Great location, three rooms with Intra Oral Cameras & practice has a BriteSmile machine, computer system and Software program included. Projecting \$559,310 for 2004. **BUYER'S NET OF \$122,675.**

EL SEGUNDO—2 eq. ops. in a 1,800 sq. ft. suite located in a single story duplex. Great location. 41 years of Goodwill! Chairs, lights, X-rays and more stays. Intra Oral Camera, computer system and more! Projecting \$566,774 for 2004. **BUYER'S NET OF \$212,688.**

ENCINO—5 eq. ops. in a 1,600 sq. ft. suite located in a three story medical/dental building. Great office location in Encino, modern, high tech, one of a kind office. Computer/TV's in every room, x-rays, chairs, lights and deliveries included! Leasehold Improvements and Equipment only.

ENCINO—3 eq. ops. in a 1,025 sq. ft. suite located in a 20 story business building. Great location and there is only one other dentist in the entire 20 story building. Intra Oral Camera, computer system, software package and much more is included! Leasehold Improvements and Equipment only.

GLENDORA—3 eq. ops. in an 880 sq. ft. suite located in a single story shopping center. Great location, good dentist, good staff and 20 years of Goodwill. Intra Oral Camera, computer system and much more included. Projecting \$367,020 for 2004. **BUYER'S NET OF \$158,297.**

HAWAIIAN GARDENS—4 eq. ops. and 1 not eq. op. in a 1,000 sq. ft. suite. Located in a great location of a busy Von's shopping center. TV monitor in every room, 15-20 PPO Plans, and much more! Projecting \$833,220 for 2004. **BUYER'S NET OF \$375,540.**

HAWTHORNE—2 eq. ops. and 2 plumbed not eq. ops. in a 1,200 sq. ft. medical/dental building. Chairs, deliveries, lights, X-rays, and more stays. Leasehold Improvements, Equipment and Some patient charts included!

**REMINDER: Net Income is Buyer's Net Income after Debt Service
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LOS ALAMITOS—3 eq. ops. in a 1,103 sq. ft. suite located in a two story medical/dental building. Great location, Intra Oral Camera, chairs, light deliveries and much more included! Projecting \$172,049 for 2004. **BUYER'S NET OF \$61,609.**

LOS ANGELES GP—3 eq. ops. in a 974 sq. ft. suite located in a seven story building. Only Dental office in the building! The only Dental Office within a half mile radius! Chairs, deliveries, lights, X-rays, and more stays. Projecting \$235,859 for 2004. **BUYER'S NET OF \$62,414.**

LOS ANGELES—4 eq. ops. in a 1,100 sq. ft. suite located in a single story building. Good location, computer system and software package included. Projecting \$309,134 for 2004. **BUYER'S NET OF \$106,446.**

LYNWOOD—3 eq. ops. in a 1,296 sq. ft. suite located in a single story strip shopping center. Great location on corner lot, secured parking, excellent dentist and good staff. Leasehold Improvements and Equipment Only.

MONTEBELLO—4 eq. ops. and 2 not eq. ops. in a 1,800 sq. ft. suite located in a busy shopping center. Great location with high traffic. Intra Oral Camera, computer system, software package, and so much more included! Projecting \$400,470 for 2004. **BUYER'S NET OF \$115,764.**

MOORPARK—4 eq. ops. in a 1,100 sq. ft. suite located in a two story professional building. Great location in growing area. Beautiful, slate floors. Low Rent. Chairs, deliveries, lights, X-rays, and more stays. Patient files are not included.

NORTH HOLLYWOOD—4 eq. ops. in a 1,280 sq. ft. single story free standing building. Great location next to the corner. Great signage. Chairs, lights, deliveries and much more included! Leasehold Improvements & Equipment only.

PASADENA—4 eq. ops. in a 2,880 sq. ft. suite located in a single story building. Great patients, great location, great staff and 31 years of Goodwill. Computer system, software package, chairs, lights, deliveries and much more included! Projecting \$394,917 for 2004. **BUYER'S NET OF \$86,671.**

SOUTHGATE—3 eq. ops. in a 980 sq. ft. suite located in a two story duplex building. Good staff, nice patient base and 21 Years of Goodwill. Leasehold Improvements and Some Patient Charts included.

ORANGE COUNTY

FULLERTON—5 eq. ops. in a 2,785 sq. ft. suite located in a one story building. Chairs, deliveries, lights, X-rays, and more stays. 14 years of Goodwill. Leasehold Improvements only. Patient charts are not included.

HUNTINGTON BEACH—4 eq. ops. in a 1,375 sq. ft. suite located in a three story medical/dental building. Computer system, Intra Oral camera, software package, chairs, lights, deliveries and so much more included! Projected \$492,503 for 2004. **BUYER'S NET OF 170,342.**

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IRVINE GP—4 eq. ops. in a 1,650 sq. ft. suite located (fully remodeled in 2002) in a two story medical/dental building. Great location in Irvine. Intra-Oral Camera included. Equipment two years new! Projecting: \$1,079,287. **BUYER'S NET OF: \$223,896.**

IRVINE GP—3 eq. ops. in a 1,350 sq. ft. suite located in a three story medical/dental building. Intra Oral camera, computer system, chairs, deliveries, x-ray and more stays! Practice is approximately 60% insurance and 40% cash. Great location in Irvine. Projecting: \$472,171 for 2004. **BUYER'S NET OF \$122,760.**

IRVINE—5 eq. ops. in a 1,755 sq. ft. suite located in a single story strip shopping center. Intra Oral camera, chairs, lights, deliveries and more included! Leasehold Improvements and Equipment Only.

LAGUNA HILLS—4 eq. ops. in a 975 sq. ft. suite. Great location in the heart of Laguna Hills in one of the most highly visible and accessible areas. Leasehold Improvements and Some Equipment Only.

RANCHO SANTA MARGARITA—3 eq. ops. and 7 not eq. ops. in a 1,900 sq. ft. single story free standing building. Great location, has contracts with 16 providers, and is a great opportunity to start a large dental practice. Leasehold Improvements, Equipment and Few Charts Only.

SAN JUAN CAPISTRANO—3 eq. ops. in a 1,100 sq. ft. located in a single story strip mall shopping center. Great location in South Orange County. 5 years of Goodwill. Projecting: \$286,205 for 2004. **BUYER'S NET OF \$65,214.**

YORBA LINDA - 4 eq. ops. and 3 not eq. ops. in a 2,400 sq. ft. two story free standing building. Great area of Yorba Linda, good signage and located on a busy corner. Computer system and software package included. Leasehold Improvements and Equipment included. Equipment is only a few months old!

RIVERSIDE & SAN BERNARDINO COUNTIES

PALM DESERT—4 eq. ops. and 2 not eq. ops. in a 2,050 sq. ft. single story free standing building. Best location in the desert across from the college in the desert. Great dentist, great staff and wonderful patients. Intra Oral camera, computer system, software package and much more included! Projecting \$408,009 for 2004. **BUYER'S NET OF \$132,732.**

RIVERSIDE GP—5 eq. ops. and 6 plumbed not eq. ops. in a 5,000 sq. ft. building. Practice is currently attracting 80 - 100 new patients a month. Assignable PPO and CAP plans. Great location with many walk-ins. Projecting \$348,105 for 2004. **BUYER'S NET OF \$111,666.**

SAN BERNARDINO—3 eq. ops. in a 1,200 sq. ft. suite located in a single story medical/dental plaza with a center courtyard. Lots of charm! Assignable CAP and PPO plans. Great location in an established area for dentistry. Computer system and software package included. Projecting \$307,764 for 2004. **BUYER'S NET OF \$93,006.**

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SAN DIEGO COUNTY

CARLSBAD—8 eq. ops. in a 6,200 sq. ft. two story building. Great location, great staff, excellent long established practice, and 4+ years of good will. Assignable PPO plans. Intra Oral camera. Projecting \$710,152 for 2004. **BUYER'S NET OF \$208,726.**

CHULA VISTA—5 eq. ops. in a 2,000 sq. ft. single story free standing building located in a busy shopping center with great signage. Low sales price! Chairs, lights, deliveries and much more included! Leasehold Improvements & Equipment only.

LA JOLLA GP—3 eq. ops. in a 1,500 sq. ft. suite located in a two story building. Great location, assignable PPO plans, Intra Oral Camera and more! Projecting \$750,389 for 2004. **BUYER'S NET OF \$422,082.**

LA MESA—4 eq. ops. and 1 plumbed not eq. op. in a 2,400 sq. ft. suite located in a single story dental building. Intra Oral camera, computer system, software package, chairs, lights, deliveries and much more included! Practice remodeled 1 and _ Years ago. Projecting \$643,302 for 2004. **BUYER'S NET OF \$137,444.**

POWAY—4 eq. ops. in a 1,551 sq. ft. suite located in a free standing building. Intra Oral Camera. Practice is currently 80% insurance and 20% cash. Great signage. Great area of Poway. Projecting \$675,870 for 2004. **BUYER'S NET OF \$150,246.**

POWAY—3 eq. ops. in a 1,500 sq. ft. suite located in a single story medical/dental building. Great location on the corner lot and 40 years of Goodwill! Intra Oral camera, computer system, software package and much more included! Projecting \$423,677 for 2004. **BUYER'S NET OF \$149,318.**

SAN LUIS OBISPO COUNTY

SAN LUIS OBISPO—4 eq. ops. in a 1,300 sq. ft. suite located in a two story medical/dental building. Great area, 15 years of Goodwill, and a great staff! Intra Oral camera, computer system, software program, and much more included! Projecting \$473,141 for 2004. **BUYER'S NET OF \$170,198.**

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DIRECT E-MAIL ADDRESS TO BROKER/AGENTS

Alice King – aking@calpracticesales.com
Sandy Knipf – sknipf@calpracticesales.com
Maria Silva – msilva@calpracticesales.com
Tina Ochoa – tochoa@calpracticesales.com
Greg Beamer – gbeamer@calpracticesales.com

John W. Knipf (Neff), President

Also serving you: Alice C. King, V.P., Sandy Knipf, V.P., Tina Ochoa, V.P., Greg Beamer, V.P.

Please note: If you would like a full summary of information on any of the practices listed, or to speak with an agent, please call us at (714) 639-2775 or outside (714) area, call (800) 697-5656.

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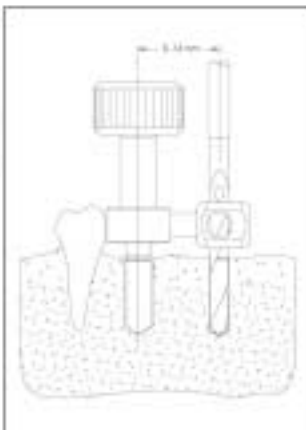
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PRACTICE FOR SALE #1036 - Inglewood - Emergency R.E. Dental building across street from Walmart/May Co. - 4 Ops, free standing building. Owners death necessitates sale. F.P. \$500k. Hi traffic. Hi identity sign building. Call Professional Practice Sales, Inc., (714) 832-0230.

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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 \$100K per year with less than 50% overhead offers any buyer an excellent opportunity to make approximately \$30K adj. income per year after paying all expenses and principal and interest on acquisition loan. Practice has operated at its **SALE PENDING** 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 5 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. **SOLO**

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 equipped 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 \$100K 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 equipped 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.
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GENERAL DENTAL PRACTICE FOR SALE Pasadena. Coll. 217K in 2004 2 ops plumbed for 3, asking 175K. no brokers. 909-720-4334.

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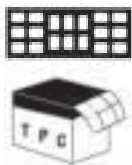
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PRACTICE FOR SALE #4986 - Inland Empire G.P. - Collects \$160k annually. Mix of Cash/Insurance/Medical. Cap checks \$1,400/month. Call Professional Practice Sales, Inc., (714) 832-0230.

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

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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.

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PRACTICE FOR SALE #1040 - Indio - GP - Grossing \$10 to \$15k/month. Established 40 years. F.P. \$110k. Real Estate available. Call Professional Practice Sales, Inc., (714) 832-0230 or E-mail: PPSIncnet@aol.com.

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BIOLASE FOR SALE Hardly used, purchase for \$35k or lease for \$1800/mo. for 2 yrs. Call Jennie at 323-264-4400 or Dr. at 702-794-0304.

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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-208 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 500K 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. 24ys. 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 #F-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 wns 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 #F-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 paties. 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 hyg. 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!**

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