

# THE Dental Trader

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**FRESNO COUNTY**

**FRESNO COUNTY #1** - (3) op G.P. Only private dentist in smaller town. 2008 collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD IMMEDIATELY!**

**FRESNO** - (3) op G.P. in single story prof. bldg. in downtown. (4) yr old eqt. Cash/Ins/PPO/Denti-Cal pt. base. 2009 Projected Gross Collections ~ \$250K. Great starter practice or 2nd location. Many referrals from M.D. neighbor. Priced to sell! **NEW**

**KERN COUNTY**

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

**LOS ANGELES COUNTY**

**ARCADIA** - (4) op computerized G.P. located in a well known, easily accessible medical dental bldg. on a main blvd. Cash/Ins/PPO with no HMO's or Denti-Cal. Gross Collect \$315K+/yr on a (4) day wk. **PENDING**

**BALDWIN PARK #2** - (5) op computerized G.P. (4) ops eqt'd. 5th plumbed. Cash/Ins/PPO/Denti-Cal pts. In a strip ctr w good signage/visibility. Easy Dental s/w. 2008 Gross Collect approx. \$230K p.t. Can do more f.t.

**CALABASAS** - DDS office Build to Suit opportunity for long term lease in a prestigious two story prof. bldg. Bldg. is conveniently located just off the fwy. near the center of town. 1,200 to 3,600 sq. ft. available. **NEW**

**CULVER CITY** - Recently remodeled (3) op comp. G.P. on a main blvd w exposure/visibility. Digital x-rays. (2) new Belmont ops and (1) older Belmont op. Cash/Ins/PPO pt. base w minimal Denti-Cal & no HMO's. Gross Collect \$425K+/yr. Lower overhead office w high net. Seller returning to school.

**GLENDALE** - Extremely motivated Seller wishes to sell their (4) op (2 eqt'd & 2 plumbed) G.P. office located in a free standing bldg with exposure & visibility. Mixed patient base. Gross Collect \$110K+ on (1-2) days/wk. **Price Reduction.**

**LOS ANGELES (KOREA TOWN)** - Computerized G.P. located in the Korea Town area of Los Angeles. Store front location with excellent exposure, visibility & signage. State of the art facility with (7) ops of newer Belmont equipt, Cerec 3, (2) lasers, fully equipped lab, (6) digital x-rays, Dentrix s/w, PRP System, Jaw Tracs, and 3D ICAT Imaging System. Annual Gross Collections of **\$1.4M+ with an annual net of approx \$450K!** Cash/Ins/PPO pt. base. No HMO's & no Denti-Cal. Approx 20 new pts./mos. 30+ years of Goodwill. Seller retiring but will assist with transition or could stay on part time.

**RESEDA** - (4) op G.P. w an x-ray room. (2) ops eqt'd, (2) additional plumbed. 10-12 new pts per mos. Pt. base is Cash/Ins/PPO and small amt of Denti-Cal. Gross Collect \$230K+/yr. p.t. Low overhead/high net. Seller retiring.

**SANTA CLARITA VALLEY** - HERE'S THE ONE YOU'VE BEEN WAITING FOR!! (11) op computerized G.P. (10) ops eqt'd, 11th op plumbed. In a well known prof. bldg. with great signage! Cash/Ins/PPO/HMO and small amt of Denti-Cal. Gross Collect of \$1.6M+/yr. **with an annual net of approx \$600K!** Cap Cks of \$13K-\$15K/mos. Refers out Diff. O.S., Perio & Ortho. Pract can be easily grown to \$2.5M+/yr by adding more hygiene, specialists, and advertising. **NEW TERMS**

**TARZANA** - (3) op computerized G.P. Located in a busy shop ctr. Excell. exposure/visibility/signage. Cash/Ins/PPO/HMO pts. 2008 Gross Collect approx. \$600K+ on a (3) day wk. Seller collect. \$960K f.t. in 2006 before her pregnancy. Tremendous upside! **SOLD**

**VALLEY VILLAGE (SHERMAN OAKS)** - (4) op computerized G.P. located in a free standing bldg. on a major boulevard. Cash/Ins/PPO patient base. Annual gross collections \$475K+ on a 3 1/2 day/week. Seller is a 1-800 DENTIST Provider. Seller retiring but will assist in transition. **NEW**

**WOODLAND HILLS** - (3) op computerized G.P. in a strip center on a main blvd. w excell exposure, visibility & signage. Digital x-rays & intra oral camera. Dentrix software. Cash/Ins/PPO only. No HMO's & no Denti-Cal. 1-800 Dentist provider. 2009 projected Gross Collect. of \$700K+. Seller is taking an academic position but will transition. **PENDING**

**RIVERSIDE COUNTY**

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

**ORANGE COUNTY**

**ANAHEIM** - (3) op computerized G.P. Low overhead office. Cash/Ins/PPO/Denti-Cal patient base. Annual Gross Collections exceed \$260K/yr on p.t. schedule.

**SAN BERNARDINO COUNTY**

**HIGHLAND** - (3) op G.P. 2 ops eqt'd with newer eqt, 3rd op plumbed and eqt'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. No HMO's & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. **SOLD**

**UPLAND** - (3) op computerized G.P. State of the art & drop dead gorgeous. Located in a shop. ctr. with exposure/visibility & signage. Digital X-Rays & networked ops. Like new Eqt. Open 1 1/2 years & has approx. 300 pts. Grossing \$6K-\$8K/mos on a p.t. schedule with no marketing. Seller moving. **Price Reduction. SOLD**

**SAN DIEGO COUNTY**

**LAMESA #3** - (5) op computerized G.P. (4) ops eqt'd w newer eqt. 5th op plumbed not eqt'd. In a one story garden style medical/dental complex. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2009 Proj. Gross Collect \$475K.

**VENTURA COUNTY**

**VENTURA - MULTI SPECIALITY PRACT.** - (5) op comput. office in a one story prof. bldg. Digital x-rays & pano, paperless office, 3 1/2 yr old Belmont eqt. & (2) ceiling mt'd surgical microscopes. 2 days/wk Peds, 3 days/mos O.S., 2 days/wk. Endo, & 1+ days/mos Perio. Cash/Ins/PPO/HMO/Healthy Family pt. base. 2008 Gross Collect \$540K+.

**NORTHERN CA**

**LODI** - (4) op comp. G.P. (3) ops eqt'd, 4th plumbed. Free stand bldg on a main St. w exposure/visibility. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$5K/mos. 2009 Proj Gross Collect \$460K. Absentee owner.

**PETALUMA** - (2) op comp. G.P. New Belmont eqt'd. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$3K/mos. 2009 Proj Gross Collect \$480K. Absentee Owner.

**STOCKTON** - WOW! ~ \$20K/mos Cap Cks! (7) op comp. G.P. located in a prof. bldg. (3) ops of newer Belmont eqt. plus (4) ops of older eqt. Cash/Ins/PPO/HMO pts. Cap Ck ~ \$20K/mos! 2009 Proj. Gross Collect \$1.25M. Absentee owner.

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**US Tax Court** (1989)  
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David Buchan, DDS, San Clemente, CA

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**LOS ANGELES** – Near LAX. Visible 1st floor location. Growing practice with revenues of \$25k/mo on part-time sched. Seller relocating out of the area. Priced right.

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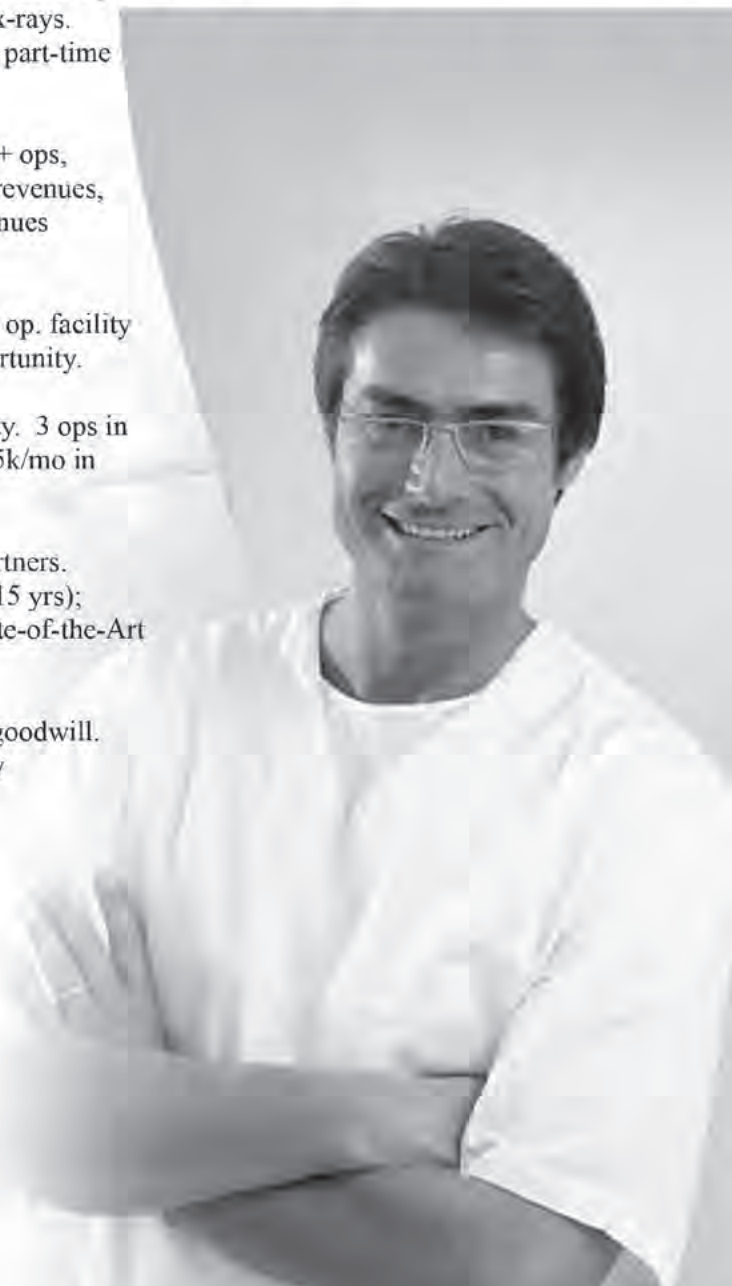
**SUNLAND** - Low cost... low risk. Exclnt starter opportunity. 3 ops in strip cntr on busy commercial street. Private patients w/ \$25k/mo in revenues on part-time schedule.

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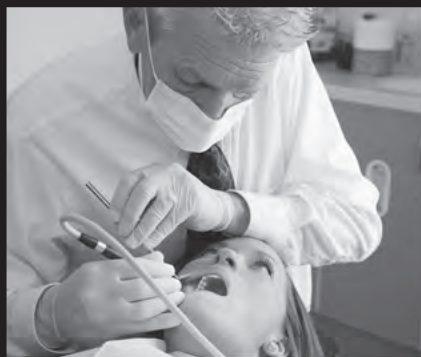
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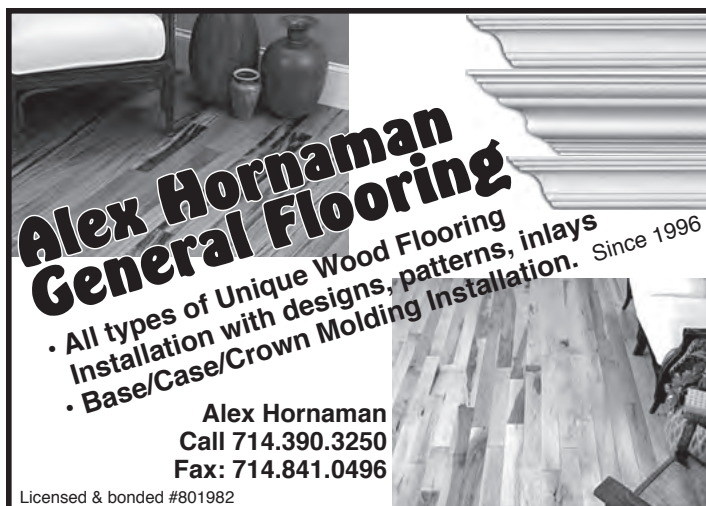
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# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Beverly Hills, Burbank, Chatsworth, Century City, Hawthorne, Hesperia, Los Angeles, Orcutt, Riverside, Santa Ana, Santa Barbara, Santa Maria, Torrance and Valencia. Call Lee Skarin and Associates at 818-991-6552, 805-777-7707 or 1-800-SKARIN #1.

**VALENCIA PRACTICE FOR SALE:** Located in a retail center, this practice collects \$380,000 per year on three days per week with a net income of \$180,000 per year. Over \$4,000 in capitation income per month with 20 new patients per month. No advertising, no Denti-Cal, no evenings and no weekends. Most production is done by associates as the Seller works in this practice less than one day per week. Four equipped operatories. Asking \$295,000 including the accounts receivable.

**TORRANCE FEE FOR SERVICE PRACTICE FOR SALE:** Forty-eight years of goodwill! This is a long established fee for service practice with a strong hygiene program located in a professional building in Torrance. No evenings, no weekends, no HMO and no Denti-Cal. Seller works three days per week and has four days of hygiene. The practice collects over \$600,000 per year with a net income of \$240,000 per year. Seven equipped operatories with digital x-rays and full computerization. Asking \$475,000.

**CENTURY CITY PRACTICE FOR SALE:** Well equipped office with six operatories. The practice is fully computerized with digital x-ray, newer equipment, plus exceptional views of the city. Practice is collecting an average of \$50,000/month this year with an average monthly net income of \$20,000. Seller works 2 1/2 days per week with 2 days per week of hygiene. Potential for significant growth with a full time owner. Seller has another practice which limits his availability in this office. Asking \$350,000.

**HESPERIA MANAGED CARE PRACTICE FOR SALE:** Predominantly HMO patient base with \$11,000/month in capitation checks and 40+ new patients per month. Office has six operatories and is located in a shopping center. Great visibility and potential for growth. Practice is 100% absentee operated. Seller never works in the practice. Practice collects over \$470,000 per year. Asking \$375,000.

**BEVERLY HILLS PATIENT RECORDS FOR SALE:** Seller is going to graduate school in June and is available to facilitate a very smooth transition to your practice location. The practice is located on Wilshire Blvd. in Beverly Hills in subleased space. There are 670 patients on active recall with current collections in 2009 of \$25,000/month. Seller has been in practice at that location since 2006. Asking \$95,000.

**CHATSWORTH GENERAL PRACTICE FOR SALE:** Established practice located in a retail center is collecting over \$54,000 per month this year with a net income of \$13,500 per month. The practice collected over \$640,000 in 2008. No Denti-cal. Seller works half time and has two days of hygiene per week. Six operatories (one is brand new) with panoramic x-ray, digital x-ray, and full computerization. Asking \$550,000.

**SANTA ANA PRACTICE FOR SALE:** Located in a free standing building on Bristol, this practice has four equipped operatories and great visibility. The practice has \$2,000 per month in cap checks. The practice has a lot of children and the greatest potential would be realized by a buyer that wanted to treat children. Seller owns the building and will lease it or sell it. Motivated. Asking \$150,000. - **PENDING**

**SANTA BARBARA FEE FOR SERVICE PRACTICE FOR SALE:** Seller works two and one-half days per week and collects \$375,000 per year with a net income of \$250,000!! Four equipped operatories, digital x-rays, intra-oral cameras, and full computerization with Dentrix software. No Denti-Cal, no advertising, no evenings, no weekends. Asking \$275,000.

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

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

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

**BURBANK MANAGED CARE PRACTICE FOR SALE:** Thirty-eight years of goodwill! Practice collects \$965,000 per year including an \$8,000/month cap check. No Denti-Cal, no evenings, no weekends. 30-35 new patients per month. Eleven operatories, digital x-rays, Cerec, panoramic x-ray and full computerization. Good visibility. Asking \$750,000.. - **SOLD at Full Price**



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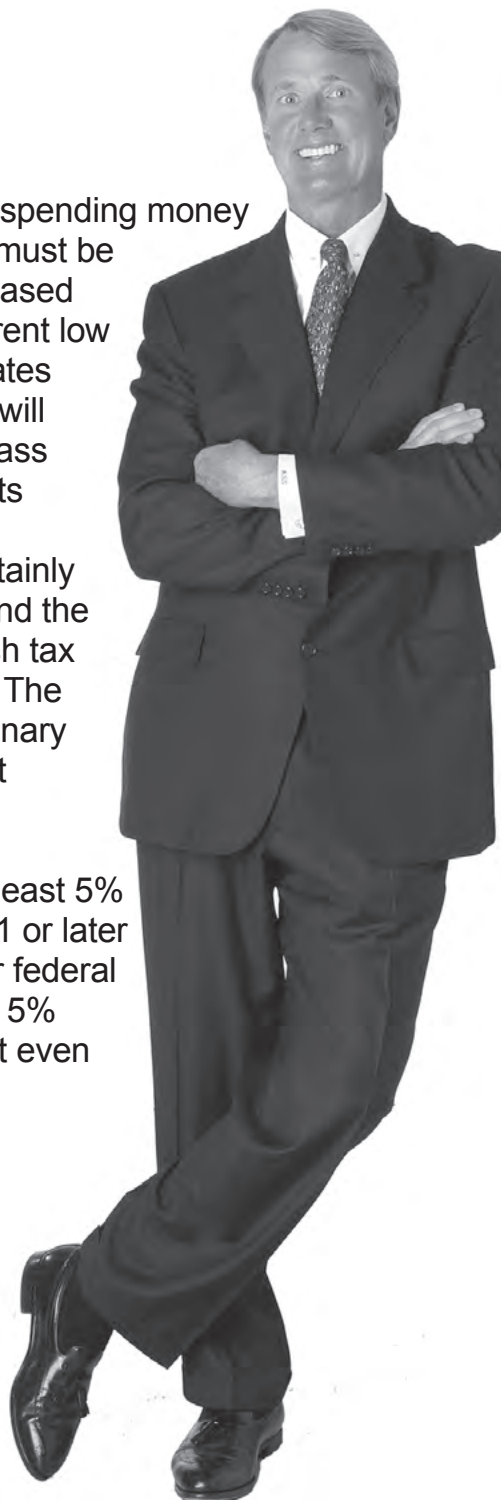
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As everyone knows, the government is spending money at an unprecedented rate. The money must be paid back. It will be paid back with increased taxes on income and on gains. The current low capital gains and ordinary income tax rates are a result of the Bush tax cuts, which will expire this year. If Congress does not pass new tax legislation, the pre-Bush tax cuts rates will be in effect; if Congress does pass new tax legislation, it will most certainly result in an increase in your taxes beyond the pre-Bush rates. The maximum pre-Bush tax cut rates for capital gains tax was 20%. The current rate is 15%. The maximum ordinary income tax rate was 39.6%. The current maximum rate is 35%.

In summary, as a seller you will lose at least 5% more to federal taxes with a sale in 2011 or later than if you sell in 2010; as a buyer, your federal write offs and depreciation will be worth 5% more to you after 2010 and we have not even considered the increase in State taxes.

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### San Diego #1033:

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### San Diego #1036:

Private Fee-for -Service Restorative and Cosmetic Practice in East San Diego. Call for details 714.259.0501.

### South Orange County #1035:

Profitable Fee-for-Service practice, 5 equipped treatment rooms, 2160 sq.ft, 36 years of Goodwill, Collected over 1.3 Million in 2009.

## Upcoming Seminars:

**March 8, 2010**

Kathleen Johnson- Practices Dentists Want to Buy

**April 26, 2010**

Rich Kofron - Practice Assessment

**May 24, 2010**

Pat Wood - Protecting Yourself in 2010

## 2010 CE SEMINARS YOU DON'T WANT TO MISS

**GO TO PAGE 66  
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**PRACTICE FOR SALE** Temecula– 6 year established GP. 8 Plumbed Ops (4 equipped) in 2400 sq. ft. 25+ new pts. Per month!! SDPS: 760-599-7828.

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**Starter Dental Practice in Escondido, CA for sale** Asking \$150K-200K. Approx. 2,200 sq ft, 6 ops, 4 equipped ops, Belmont chairs, new equipment – 2 yrs old. Call Loc Pham, Broker, DRE #01815684, 714-550-7494 or [quickbiz4-e@yahoo.com](mailto:quickbiz4-e@yahoo.com), Prop #H1218E.



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- ALTURAS:** *For Sale* - General Dentistry Practice. Collections \$611K on 3.5 days/week w/same number of hygiene days. Owner owns the Bldg. & has practiced in Alturas since 1985. Owner will consider selling Bldg. with practice. #14279
- APTOS:** *For Sale* - General Dentistry Practice. Highly desirable location. 2008 Gross Receipts over \$1Mil. w/adjusted overhead at 51%. 3 operatories in 1,000 sq ft. Pano & Modi computerized software. 9-hygiene days per week. Practice operated for past 33 years in same location. Open 5 days a week. Owner willing to work back for new owner 2 days/wk.
- ATWATER:** *For Sale* - General Dentistry Practice. Gross receipts \$177K with adjusted net income of \$67,495. Practice has been in its present location for the past 30 years. 1,080 sq ft. 2- equipped operatories. Owner to retire.
- DIXON:** *For Sale* - General Dentistry Practice. '08 collections were \$122,800. 3,000 sq. ft. office. Owner has relocated out of state and is motivated. Good opportunity to build a practice in a growing community near Davis, CA. #14265
- EL SOBRANTE:** *For Sale* - General Dentistry Practice. Ideal for recent grad or DDS looking for satellite practice. 3 ops. w/potential of 5. '08 receipts \$350K, adj. net income \$124K. 3 days of hygiene. Pano, Easy Dental software. 1,300 sq. ft. Seller is retiring after 35 years in same location. #14302
- FRESNO AREA:** *For Sale* - Exceptional General Dentistry Practice. This outstanding practice has annualized collections of \$1,921,467, \$798K adj. net income. The office has Dentrix, Laser, Intra-oral camera, digital x-ray and Pano. Bldg. may be avail. for sale. Owner is retiring. #14283
- FRESNO:** *For Sale* - General Dentistry IV Sedation Practice. Collections \$1,064,500. Seller looking for either an outright sale or a buyer to purchase 1/2 of the practice. Buyer will need IV sedation skills or have been trained to provide IV sedation. Facility 1,500 sq. ft. w/5 equipped operatories & 7 days of hygiene. #14250
- FRESNO:** *For Sale* - General Dentistry Practice. Owner has practiced in same location 34 years. 3 TX rooms, 1,000 sq ft. Located in a Medical Office Bldg. Owner to retire. 2008 collections were \$86K. Ideal for a new grad or satellite office.
- FRESNO:** *For Sale* - Office Space Only in North Fresno Area. New fully equipped 3-op dental space avail. asking \$115K. Equip. approx 5 years old. Space avail. for 4th op. Office design contemporary & tastefully done. Asking price includes all leasehold improvements.
- GRASS VALLEY:** *For Sale* - This Periodontal Practice is located in a very desirable growing community. Practice has been in its present location for the past 28 years. Office consists of 1500 sq ft 3 ops, Intra-oral camera. Practice has 5 days of hygiene.
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- MODESTO:** *For Sale* - General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$346. Dentrix, Cerec, and Intra-oral camera. Owner to retire.
- MODESTO:** *For Sale* - General Dentistry Practice. 12 Treatment rooms, Pano, Laser, Intra Oral Camera, 10-years in same location. Three days of hygiene. Owner-32 years in practice willing to work a couple days of week to help transition the practice or as Role-Reversal.
- NO. CA WINE COUNTRY: ENDO PRACTICE** For Sale-GR 958K adj net \$673K 4 Ops. 1,500 sq ft. Overhead 29% Owner to retire #14296
- OROVILLE:** *For Sale* - General Dentistry Practice. Owner dentist recently deceased. 2009 collections \$770K. Very nice stand alone dental building with basement. 7 ops digital x-ray 5 days of hygiene. Bldg 3,000 sq ft Basement 540 sq ft. Temporary Dentist in place.
- PALM SPRINGS:** *For Immediate Sale* - General Dentistry Practice. 2008 Gross Receipts \$906K with adj. net income of \$346K. Highly desirable location with 4 ops. Laser, and Intra-oral camera. 5 days of hygiene. Owner recently deceased.
- PINE GROVE:** *For Sale* - Owner Dentist recently deceased. Collections for corp. year ending Sept. 20, 2009 were \$222,580. Nice 3 Op Bldg. equipped for \$111,300. Great semi-retirement opportunity or 2nd office. Located 1 mile off of HWY 88 above Jackson. Temp Dentist in place.
- PORTERVILLE:** *For Sale* - One of two partners is retiring in this highly successful General Dentistry Practice. Receipts \$2Mil. adj. net \$1,257,000. 2,000 sq ft 6 ops. Intra-Oral camera, Pano, Dentrix. 10 days of hygiene. #14291
- RANCHO SANTA MARGARITA:** *For Sale* - Dental office space & equipment, 1200 sq. ft. ops. with dental leaseholds and fully equipped dental equipment. Built by Henry Schein in 2005 Pelton and Crane cabinetry and sterilization center. This is a wonderful opp. to have a nice office at a very low cost by taking over lease. A great opp. for a start up or sat. practice. #14301
- RED BLUFF:** *For Sale* - General Dental Practice "REDUCED PRICE" Facility overlooks the Sacramento River, 3,500 sq ft, has 8 ops, 10 hygiene days. Reduced price/Or Best Offer due to retiring doctor's health. Historically Gross Receipts have been over \$1Mil per year. 100% financing available. Sale of Building (optional) #14252
- REDDING:** *For Sale* - Owner looking for Assoc. trans. into Partnership w/Buy-Out. GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- RENO: FOR IMMEDIATE SALE DECEASED DENTIST** - General Dentistry Practice. 2 ops. 17yrs. present location '07 GR \$676K with adj. net of \$263K w/65% overhead. Bldg. also for sale. Owner deceased.
- ROSEVILLE:** *For Sale* - General Dentistry Practice. 2008 Receipts \$834K with adjusted net income of \$297,218. 64.4% overhead. Practice has been in this present location for the past 7 years. 1500 sq ft. New Patients a month. 6-treatment rooms in 2,100 sq ft. Laser, Intra-oral camera, and digital radiography. Owner relocating out of office.
- SAN FRANCISCO:** Financial District 4 ops, 1,500 sq. ft. MERGER - Buyer needs to bring in Pt. base #14288
- SAN FRANCISCO: Deceased Dentist.** General Dentistry Practice for Sale. Fee for Service GP Practice on busy street in lower Mission District. 2008 collections were \$496,600. 4 ops. with Pano. in 1,100 sq. ft. office. Practice in same location for 41 years. Hygiene 2 days a week. Refers out Endo, Perio, Ortho, Oral Surgery. Great opportunity for exp. Dentist. Owner Dentist is recently deceased. Temporary Dentist working practice until sale. #14299
- SOUTH LAKE TAHOE:** *For Sale* - General Dentistry Practice. Office is 647 sq ft w/10 ops. Practice has been in its present location for the past 26 years. Owner to retire. #14277
- YUBA CITY/ MARYSVILLE:** *For Sale* - General Dentistry Practice w/Bldg avail. Practice located in present (great) location over 30 years. 1,800 sq ft 5 ops 4 hygiene days. Owner to retire. #14273

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**PRACTICE FOR SALE** #3205 - Downey - G.P. Established 20 plus years. Grossing \$850k. 4 Ops. Great location. 1-800-Dentist emergency rights. F.P. \$750k. Call PPS (714) 832-0230.

**AccuCam Intra Oral Camera** with 2 Docking Stations, 2 Printers and 2 Panasonic Monitors \$500 email [dkitchendds@att.net](mailto:dkitchendds@att.net).

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**Business manager** Valley. 45000+/yr Exp. based. Group practice. Professional office [mysmilemakeover@aol.com](mailto:mysmilemakeover@aol.com).

**DENTAL OFFICE FOR SALE** Silverlake/Hollywood, Next to Medical Clinic. 2 Eq. Ops. 1 Plmd. Shopping Center Call 323-661-2881 OR [dentalpractice@att.net](mailto:dentalpractice@att.net).

**Would you like have your Dental Trader** delivered to another address? Just complete the Subscribe/Change Address form at [www.dentaltrader.com](http://www.dentaltrader.com).

**PRACTICE/BUILDING FOR SALE** Bakersfield area. Long established, 3 ops, refers out ortho, perio, endo, and most extractions. Cash/insurance/PPO/Denti-Cal. Seller retiring/relocating, will consider financing building. Contact [pendent64@yahoo.com](mailto:pendent64@yahoo.com).

**Thinking of moving to Vegas?** GP w/ Low Cancellations and High Collections! 12-20 pats/day. 1900sf with 4 fully equipped ops + plumbed for 1 add'l. REDUCED TO ONLY \$275k (LV-791) WPS 800-641-4179.

**SAVE, SAVE, SAVE** List Your Practice Now, 6% Commission, full service. Steve Caudill, Caudill & Associates (951) 314-5542.

**dental office for sale** in bakersfield, grossing 857,000 in 2009, call for details 661-204-8334 or e-mail [alk5555@yahoo.com](mailto:alk5555@yahoo.com).

**20+ yrs exp.** Gen'l Dentist. Seeks So. Bay P.T. or F.T. position. 310-428-4010. Excellent pt. rapport.

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## Advertising Tips for Doctors

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

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

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**Existing orthodontic practice** with goodwill 4 Lease. Hard corner, street signage, parking, over 1200 ft. 5255 W. Sunset BLVD. 310-922-5666. EZ2SHOW. \$2200/month.

**NORTHERN CALIFORNIA WINE COUNTRY** ENDO PRACTICE. For Sale Overhead is only 29%. 4 operatories in 1,500 sq ft office space. Owner to retire. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

**An air compressor** suffered internal damage, which then caused the drive motor to short circuit. The cost to replace the motor and compressor was \$8,082.00! We paid it! Call the Dental Insurance Specialist! Dennis A. Rosene Insurance Agency Inc. (949) 645-6000 or (800) 448-4664.

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

**Got an ugly operatory?** Give it a makeover! New upholstery and paint can make humdrum equipment exciting and new. Diversified Dental & Upholstery (800)707-3449 / (714)827-8515. Ask about our new equipment specials!

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**PRACTICE FOR SALE** #3204 - Bellflower. 3,000 sq. ft. Grossing \$1,200,000, net \$400k plus. F.P. \$950k. Call PPS (714) 832-0230.

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

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

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## *Featured Listings*

**ORANGE COUNTY COASTAL COMMUNITY - (Perio) *New Listing!***  
Busy periodontal practice with a highly desirable location. 5 op, very profitable business with long term goodwill and a great staff. 2009 collections \$900,000+. The seller is retiring.

**LANCASTER - *New Listing!***  
Long established, 4 op GP with an excellent location in a professional complex. Strong patient base developed over 34 years. 2009 collections exceeded \$670,000. The seller is retiring.

**LOS ANGELES (Endo)**  
4 op, long established endodontic practice. Located in an easily accessible professional building next to a major intersection

**INLAND ORANGE COUNTY**  
Newer, three operator GP start-up opportunity. Located in a shopping mall, the practice is currently open only two days per week and is positioned for growth.

**CHINO - *Price Reduction!***  
4 op GP located in a dental complex. Stand alone building. 2009 collections \$368,000+.

**SOLANO COUNTY *Price Reduction!***  
4 op (3 equipped) GP with strong patient base. Efficient facility and proven systems.

**SAN JOAQUIN COUNTY (Pedo)**  
Long established pediatric dental practice with a fantastic presence in a busy and popular location. The large "child friendly" office includes 11 equipped ops with 2 quiet rooms and 1 hygiene room. The seller is retiring.

**SACRAMENTO COUNTY (Ortho)**  
Spacious 6 op (4 equipped) well established orthodontic practice in a full service office building easily accessible from a main street. 2009 collections \$440,000+.

**MORENO VALLEY**  
Spacious, 2,700 sq ft, 7 op (6 equipped), GP with a busy location, 25 years goodwill, strong patient base & plenty of room for growth. 2008 collections \$446,000+. Seller is relocating.

**NORTH SAN DIEGO COUNTY**  
Well established 5 op GP with 14 years of goodwill and room for growth. The selling dentist is highly motivated and all reasonable offers will be considered.

**VENTURA COUNTY**  
Long established 3 op GP with a convenient street location. Well trained staff. Collections are consistently growing with 2009 gross \$431,000+.

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**PRACTICE FOR SALE** San Diego CHULA VISTA (East-lake) ORTHODONTIC Practice 2 yrs NEW. Stunning Office. 6 Ops SDPS: 760-599-7828.

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

**Denar/Witzig articulator** & Facebow for sale. Never been used. Give me your best offer. (714)5191892.

**Spending too much for software?** DentiMax offers complete clinical and practice management software for under \$1,000. Call (800) 704-8494.

**Velopex Intra-X Automatic Intraoral Film Processor** 2 Minutes wet, 4 Minutes dry \$1649 comes with Free Daylight Loader (this offer valid for March only) (877) 772-3888.

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

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

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

**PROTECT YOUR MIRRORS DURING CLEANING** Heat and chemical resistant- For sale 30 mirror covers size #5 green \$75.00. Call 1-712-352-2151.

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

**"Trust and reputation** Best at what they do." Dr. Bruce and Judy Goldman, Chula Vista, California-See our ad on Pg. 2.

**FRESNO** (3) op G.P. for sale in downtown. (4) yr old eqt. Cash/Ins/PPO/Denti-Cal pt. base. 2009 Gross Collections ~ \$250K. Great starter practice or 2nd location. Priced to sell! D&M Practice Sales 818.591.1401 License #01172430.

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**Selling 5 A-Dec 5580 cabinets** 12 o'clock console, rear delivery upgraded and 2 planmecca prostyle intraoral x-rays Joe 805-368-5268.

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**Dental Practice for Sale** a gp in Los Angeles, CA. \$135,000. Gross \$280K. 1,200 sq ft. retail bldg., 3 fully eq. ops, 3 chairs, 2 x-rays with room for exp. Approx. 20 new patients/mo. Seller works 3 days/wk. Large # of patients with dentures partials crown and bridge, growing ortho. 1or 2 days/mo. Sale complete by end of this year. Call Loc Pham, Broker, DRE #01815684, 714-550-7494. Prop. # 2221.

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

**PRACTICE FOR SALE/IRVINE** Newly Remodeled; Specialist /GP LSEHLD California Practice Sales, Inc. Phone: 714-639-2775.



*Our firm placed a "Space for Lease" ad on the Dental Trader's website in November for the December edition (unnecessarily as it turned out) because we signed a lease with a new dentist/tenant who saw our ad online November 18th!! It was a great advertising decision.*

Linda Schwartz-Wright  
Mitchell Silberberg & Knupp LLP  
Office Manager & Director of Operations/Facilities

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

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

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**Local Water Districts** are offering \$500 rebate for installation of a New Dry Vacuum System, plus a \$1000 Trade in you can get a American Made Dry Vacuum System for only \$3695. Call (800) 423 - 5657.

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**Attention dentist** if you got cheated in your try out day you may get 30 time your salary for help 9096413424.

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

**Caudill & Associates** (New Listing) Rialto - 5 Ops (3 furnished), 20 YEARS IN SAME LOCATION, WORKING ONLY PART TIME. Shopping Center, asking \$95,000, cash Practice. Call (951) 314-5542.

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### FEATURED LISTINGS

**GARDEN GROVE GP (NEW)** Long Established Practice - 7 fully spacious eq. ops., 2,200 sq. ft. suite located in a 2 story professional building. 4 day/wk practice with 14 days/wk of hygiene. Approx. 45-55 new patients/mo. Income source: 50% insurance & 50% cash. Computerized office with Digital X-ray and Dentrix software. 7 yr old eq. 16+ years of Goodwill. Seller retiring. Emergency Vet Hospital in the building. Collected \$1,061,802 for 2009. **BUYER'S NET OF \$352,557.** ID #2891.

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

**SANTA BARBARA COUNTY GP (NEW)** Very Established Practice - 3 eq. ops., 1,010 sq. ft., suite located in a two story retail center. 4 day/wk practice. 12-15 new patients/month. Income Source: 75% insurance & 25% cash. Computerized office with intra oral, digital x-ray and Easy Dental software. 5 yr. old equipment. 35+ yrs. of Goodwill. Great location. Collected approx. \$462,542 in 2009. **BUYER'S NET OF \$219,787.** Property ID #2881.

**SHERMAN OAKS GP (NEW)** Easy access to freeway practice - 3 fully eq. ops., 950 sq. ft. suite, located in a Medical/Dental building on a busy intersection. 4 day/wk practice. 7-10 patients/day. Income Source: 70% insurance & 30% cash. 50 years of Goodwill. 100% patient referral. Computerized office with intra oral camera and digital x-ray. Easy Dental software. Great location. Collected approx. \$404,565 for 2009. Property ID #2491.

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**WHITTIER** – Leasehold Improvements Only - Great potential for Orthodontist!! 6 chairs in open bay, 1,710 sq. ft. office located in a 2 story corner commercial building. **UNDER OFFER** has been a practice for approx. 20 years. Great street visibility. Motivated Seller offering 2 months free rent and has GP practice next door assuring referrals. Property ID #2781.



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

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

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



Alice C. King, V.P.



# CALIFORNIA

## Specializing in the Selling

### GREATER LOS ANGELES COUNTY

**BURBANK GP** – TURN-KEY PRACTICE– 3 eq. ops., 1,050 sq. ft. office in two-story medical/dental building. 2 day/wk practice. 65% insur. (20 PPO's), 25% cash & 10% medi-cal. Computerized office with intra oral camera and digital x-ray. Softdent software package. 16 years of Goodwill. Beautiful office in great town, building has covered parking. Collected approx. \$111,070 for 2009. Property ID # 1171.

**ENCINO GP** - 3 fully eq. ops., 1,200 sq. ft. suite, 7 story professional building. 2 1/2 day/wk practice. 15-25 new patients/mo. 100% Patient Referral. 75% insurance & 25% cash. Computerized practice with Intra Oral Camera & Digital X-ray. Denti soft software package. 2 1/2 year old equipment. Low rent for the area. Collected approx. \$514,348 for 2009. **BUYER'S NET OF \$134,738**. Property ID # 2631. Price Reduced!!!

**GLENDALE - TURN-KEY PRACTICE** - 3 fully eq. ops., 5 plumbed not eq. ops., 1,200 sq. ft. suite, two story Medical/Dental building. 5 day/wk practice with approx. 30-40 new patients/mo. 30% insurance, 10% cash & 60% Medi-cal. 100% Patient Referral. Computerized office with Intra Oral Camera and Easy Dental software package. Good location. Collected approx. \$324,440 in 2009. Property ID# 2591.

**LANCASTER GP** – 3 fully eq. ops., 1,200 sq. ft. suite, located in a one story shopping center with great exposure and street visibility. 5 day/wk practice, 5 days/k. Approx. 45 new pts/mo. 15% insurance, 50% cash & 35% medi-cal. No capitation programs. Computerized office with Intra Oral Camera. 4-8 year old equipment. Seller lives in the Valley. Projecting approx. \$479,770 for 2009. **BUYER'S NET OF \$123,769**. Property ID #2691.

**LOS ANGELES GP** – 4 fully eq. ops, 1,700 sq. ft. office, strip shopping center. 5 day/wk practice with Seller working 2 days/wk, GP Associate 3 days/wk and Ortho 1x/mo. Approx. 20-25 new patients/mo. 20% insurance, 10 % cash, 50% medi-cal & 20% capitation. 100% patient referral. Computerized office with Intra Oral Camera. Computer Age software package. Collected approx. \$345,882 for 2009. Property ID # 2621.

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

**MARINA DEL REY GP** – Great starter location! Leasehold Improvements & Equipment Only 2 fully eq. ops., 1 plumbed not eq., 750 sq. ft. suite, located in a 4 story professional / medical building. Computerized office with Digital X-ray and Camsight software. New equipment. Practice established September 2009 and has low overhead. Only dental practice in the building. Great office with hardwood floors. Property ID #2791.

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

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

**REDONDO BEACH GP** – South Bay Practice 3 fully eq. ops., 806 sq. ft. office, located in recently remodeled busy shopping center. 2 1/2 day/wk practice. Approx. 12-15 patient/day and approx. 30 new patients/mo. Income Source: 50% insurance, 35% cash & 15% capitation (approx. \$3,000/mo). 14 years of Goodwill. Computerized practice with Suzy Dental software. 1 year old equipment. Great corner location with excellent street visibility. Collected approx. \$276,831 for 2009. **BUYER'S NET OF \$85,477.** Property ID #2821.

**SAN PEDRO GP** – 2 eq. ops., 1 plumbed, not equipped op; 1,400 sq. ft. office located on second floor of strip center; visible location. 5-7 month old eq. digital x-ray, intra-oral camera, XP prof. software w/ Camsight. 70% insur., 10% cash; Assoc. works 2 days/wk. Collected \$226,776 for 8 months of 2009. 12 month Proj. **BUYER'S NET OF \$196,505.** Property ID #2851.

**SHERMAN OAKS GP (NEW)** Easy access to freeway practice - 3 fully eq. ops., 950 sq. ft. suite, located in a Medical/Dental building on a busy intersection. 4 day/wk practice. 7-10 patients/day. Income Source: 70% insurance & 30% cash. 50 years of Goodwill. 100% patient referral. Computerized office with intra oral camera and digital x-ray. Easy Dental software. Great location. Collected approx. \$404,565 for 2009. Property ID #2491.

**WEST HILLS** - GP State-of-the-Art Practice - 6 fully eq. ops., 2,300 sq. ft. suite, located in a 3 story Medical Professional building (no parking fees). Gorgeous office. 4 day/wk practice, Seller 4 days/wk, Endo 1 day/wk and 6 days of Hygiene. 65% insurance & 35% cash. 100% Patient Referral. Computerized office with 2 Intra Oral Cameras & Digital X-ray. Long established practice with 50 years of Goodwill. Seller will be initiating a different kind of business. Collected approx. \$1,185,531 for 2009. **BUYER'S NET OF \$276,821. A MUST SEE PRACTICE!!!** Property ID #2721.

### ORANGE COUNTY

**BUENA PARK GP NEWLY REMODELED!!** – 5 eq. ops., in a 2,000 sq. ft. office located in a strip mall. 5 day/wk practice. Approx. 40-50 new patients/mo. 100% patient referral. 80% insurance & 20% cash. Computerized practice with Digital X-ray. Genesis software package. Many walk-ins. Heavy traffic. Excellent street visibility. Long established 20+ years of Goodwill. Collected approx. \$364,380 for 2008. Property ID #2271.

**GARDEN GROVE GP (NEW)** Long Established Practice - 7 fully spacious eq. ops., 2,200 sq. ft. suite located in a 2 story professional building. 4 day/wk practice with 7 days/wk of hygiene. Approx. 45-55 new patients/mo. Income source: 50% insurance & 50% cash. Computerized office with Digital X-ray and Dentrux software. 7 yr old eq. 16+ years of Goodwill. Seller retiring. Emergency Vet Hospital in the building. Collected \$1,061,802 for 2009. **BUYER'S NET OF \$352,557.** ID #2891.

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**IRVINE** - Leasehold Improvements & Equipment Only! GP / SPEC - 3 fully eq. ops., 1 plumbed not eq., 1,570 sq. ft. suite, 2 story Med/Prof bldg. Computerized office. 10 year old equipment. Seller relocating to San Diego. Newly remodeled. A must see to appreciate! Good location for ortho/endo/oral surg. Property ID #2661.

**TUSTIN GP (NEW)** – State of the art office – Turn-Key 5 fully eq. ops., 3 chairs in open bay, 2,300 sq. ft., located in two story medical/dental building. Computerized office with Intra Oral Camera and Digital X-ray. Dentrax software. 2 year old equipment. 2 day/wk practice. Incredible build out. Ready for multi specialty office. Property ID #2861.

**WESTMINSTER GP** – 2 fully eq. ops., 850 sq. ft. suite, located in a single story strip mall. 3 day/wk practice, Seller 3 days/wk and Associate 1 day/wk. 70% insurance & 30% cash. No capitation programs. 15+ years of Goodwill with very affordable rent. Computerized office with Digital X-ray. Projecting approx. \$136,208 in 2009. **BUYER'S NET OF \$52,233.** Property ID #2711.

### RIVERSIDE & SAN BERNARDINO COUNTIES

**INDIAN WELLS GP** – Long established practice in desirable area – 5 fully eq. ops., 1,400 sq. ft. suite, located in a 2 story professional building with ample parking. 3 day/wk practice with 4 days of Hygiene. Computer office with Data Com software. Approx. 10-15 patients/day & 16-20 new patients/mo. 99% patient referral. Income stream: 70% insurance, 20% cash & 10% capitation approx. \$3,500/mo. 20+ years of goodwill. Newly modeled spacious practice. Great Staff. Projecting approx. \$563,293 in 2009. **BUYER'S NET OF \$151,585.** Property ID #2801.

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

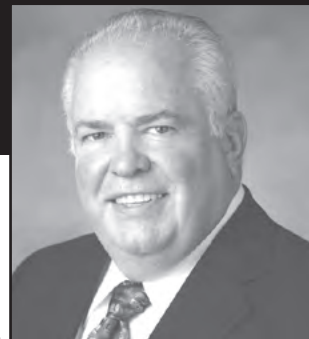
**PERRIS** - 4 fully equipped ops., in a 1,608 sq. ft. suite, located in a shopping center. Computerized suite with Intra Oral Camera. 61% insurance, 20% cash & 19% Medical. Absentee owned, associate works 3 days/week. Approx. 120 new patients per month. Collected approx. \$302,207 for 2008. Property ID #1891. Price Reduction!!!

### SAN DIEGO COUNTY

**OCEANSIDE GP** – 4 fully eq ops., 1,500 sq. ft. office located in a one story Medical/Dental building. Spacious ops. w/ large windows and nice flooring. 2 day/wk practice with one day/wk of Hygiene. Approx. 16-20 patients/day. 100% cash; 100% patient referral, no PPO's or HMO's Easy software package. 4-15 year old equipment. Good location. A must see to appreciate! Collecting approx. \$353,164 for 2009. **BUYER'S NET OF \$67,820.** Property ID #1641.

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

### VENTURA / SANTA BARBARA / SAN LUIS OBISPO COUNTY

**PASO ROBLES GP** – 7 fully equipped ops, 1,800 sq. ft. office located one story free standing building. 4 days/wk practice with 8 1/2 days of hygiene. 48% Insurance & 52% Cash. Computerized office with Intra Oral Camera. Eagle soft software package. 100% Patient Referral. Collected approx. \$1,268,370 for 2008. Collected approx. \$1,300,751 for 2009. **BUYER'S NET OF \$326,183.** Property ID #2231.

**SANTA BARBARA COUNTY GP** (New) Very Established Practice - 3 eq. ops., 1,010 sq. ft., suite located in a two story retail center. 4 day/wk practice. 12-15 new patients/month. Income Source: 75% insurance & 25% cash. Computerized office with intra oral, digital x-ray and Easy Dental software. 5 yr. old equipment. 35+ yrs. of Goodwill. Great location. Collected approx. \$462,542 in 2009. **BUYER'S NET OF \$219,787.** Property ID #2881.

### SPECIALTY PRACTICE

**GARDEN GROVE SPECIALIST** - Leasehold Improvements & Equipment Only! 2 eq. ops., 3 plumbed not eq., 720 sq. ft. suite, located in a two story strip mall. Computerized office. 2-3 year old equipment. Seller owns building. Excellent location for Ortho, Endo, or Implant Specialist. One month free rent. Property ID #2391. Price Reduced!!

**GARDEN GROVE SPECIALIST** - Leasehold Improvements & Equipment Only! 2 eq. ops., 1 plumbed not eq., 520 sq. ft. suite, located in a two story strip mall. 2-3 year old equipment. Seller owns building. Excellent location for Ortho, Endo, or Implant Specialist. One month free rent. Property ID #2401. Price Reduced!!

**RIVERSIDE ORTHO** - 4 chairs in Open Bay, 1 plumbed eq. op., 1,480 sq. ft. suite. Located on a large shopping plaza. 2 day/wk practice. Computerized office with Digital X-ray and Ortho II software package. New equipment. Approx. 40 patients/day and 12-15 new starts/mo. 52% insurance & 50% cash. Collected approx. \$363,385 for 2009. **BUYER'S NET OF \$164,506.** Seller does x-rays on patients. Great location. Property ID #2751.

**WHITTIER** – Leasehold Improvements Only - Great potential for Orthodontist!! 6 chairs in open bay, 1,710 sq. ft. office, located in a 2 story corner commercial building. Location has been a practice for approx. 20 years. Great street visibility. Motivated Seller offering 2 months free rent and has GP practice next door assuring referrals. Property ID #2781.

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# 2010

## Tri-County Dental Society Continuing Education Meetings



### DATES

Friday, February 19:

"Oral Surgery", Larry Moore, DDS and David Gilbert  
"Pain Management", Reginald Gowans, DDS,

Friday, April 16:

"Implant Dentistry -vs.- Tooth Retention", Hessam Nowzari, DDS

Friday, June 4:

"Five Steps from Systems Collapse", Sally McKenzie

Friday, September 17:

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

### FEES

CDA/ADA Members: (monthly)	\$225
Season Pass/Member (all four meetings) (savings of \$200 with payment due by Feb. 1)	\$700
Non-Members: (monthly)	\$325
Auxiliary/Retired: (monthly)	\$95
Dental Students: (monthly)	\$25
DA/RDA/RDH Schools:	N/C
(attendance on availability one-week prior to the meeting).	

### TIMES & LOCATION

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

### REGISTRATION FORM

Date of seminar/topic: \_\_\_\_\_

Name(s) of those attending: \_\_\_\_\_

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Phone #: \_\_\_\_\_

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- Phone reservations can be made and are accepted as a guaranteed reservation for you; therefore, the cancellation policy listed below applies to phone reservations as well as written reservations.
- Cancellations: If you cancel 48 hours prior to the event, a refund will be issued. There will be no refunds issued after that time due to catering commitments and seating limitations.

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

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## ASK THE BROKER

### Question:

I was thinking of retiring this year but I assume with this economy that it is a bad time and I should wait. Is this true?

**Timothy G. Giroux**  
DDS/Broker

(Name Withheld)

**I was at the Sacramento Dental Society meeting last week** and we had one of the best turn-outs in years. Believe it or not, at least four older Doctors asked me this same question! And believe it or not, the situation is just the opposite. It is true that we have been experiencing a reduction in inventory for more than a year but some of our practices are still selling for record prices in a record amount of time.

Seven to eight years ago, the JADA published an article with the prediction that an extremely large number of practices would hit the market when "baby boomers" start to retire. That "excess" of practices for sale was predicted to happen around 2012. Currently, we have a **SHORTAGE** of good practices on the market. This translates into your typical and classic "supply and demand" scenario which now actually favors the Sellers.

Another possible factor that makes this a great time to sell is that excellent financing is still available. Interest rates have crept up slightly but are still at record lows for qualified Buyers.

### Several points of clarification:

In contrast to previous "seller's" markets, the rising tide does not float all the boats. Moderate to large-sized practices (those priced \$300K and up) will get full value or even premiums if the cash flow is in expected ranges. Struggling practices with low cash flow are harder to sell in this market. This is a tougher environment to grow a practice and the buyers are not willing to take that chance. Declining revenues can also create additional buyer and lender caution.

From our experience, local markets that have been hit harder by the economy than the rest of the country are very stagnant. Bay Area and Sacramento practices are very **HOT** right now, but Phoenix and Las Vegas are still somewhat sluggish. Outlying communities in the greater urban areas are also slower, but values are constant unless time is an issue.

**CONCLUSION:** **IF** you are ready to retire, do **NOT** wait! Right now the demand is greater than the supply. At some point, we expect a "booming" buyer's market when the "baby boomers" decide it's time to retire.

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

Questions? Email them directly to **Timothy G. Giroux, DDS :**  
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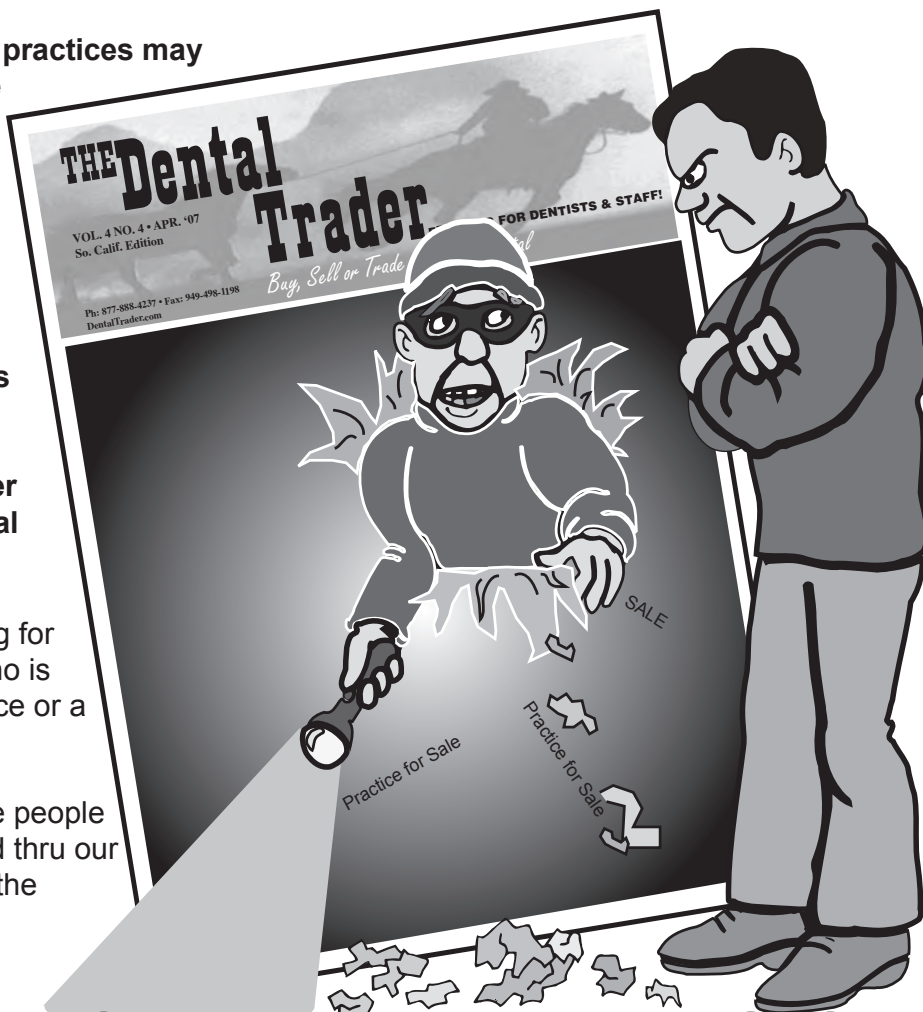
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**Sunday, April 25, 2010**



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**8 CE Units**

**Instructor:** Joseph Massad, DDS

**Tuition:** AGD members \$99

Non-members \$139

Includes Breakfast & Lunch  
 Registration: 7:00 am, Program 8:00 am - 4:00 pm

**Embassy Suites Hotel - Anaheim South**  
**11767 Harbor Blvd., Garden Grove, CA 92840**  
**714-539-3300**

**Sunday, June 13, 2010**  
**Also back by numerous requests:**  
**How to do Pediatric Dentistry**  
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**Instructor:** John N. Groper, DDS, MS  
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**Saturday, March 27, 2010** at 16661 Ventura Blvd. 8th Floor, Encino, CA 91436

**Instructors:** Dennis Smiler, DDS, M.S.D., Muna Soltan, DDS  
 Gerald Niznick, DMD, MSD, Brian Banton, MDT, Robert Garfield, DDS

### **Registration Form**

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**Mail or Fax Registration to SCAGD c/o Robert E. Garfield, DDS,**  
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### 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)**

**ENDODONTIST WANTED** P/T position in a busy general/specialty practice in high end valley. Please call (310)208-0811.

**SPACE SHARING OPPORTUNITY** Torrance, beautiful new office, latest equipment and technology. Call (424) 237-2057.

**Experienced Endodontic DENTAL ASSISTANT needed** x-ray license, bilingual spanish, caring, Efficient, Proactive. email resume to myrootcanal65@yahoo.com.

**Expert accountant with 30 years of experience** in dental, medical and healthcare. Services include: Financial Consulting, Accounting, Income tax planning and Practice appraisal. (949)355-1228.

**FOR LEASE COVINA NEW OFFICE** 3 OPERATORIES, JUST REMODELED, TURN KEY, GREAT MEDICAL BUILDING \$2,000.00 MUST SEE. 562-868-6333.

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# READER AD FORM FOR DENTIST & STAFF ONLY

## The Dental Trader

*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

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

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

\_\_\_\_\_

\_\_\_\_\_

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

### Reader Ad Rates:

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

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

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

Advertiser's Name: \_\_\_\_\_

Charge Card Billing 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*

Post Office Box 2631, Capistrano Beach, CA 92624

**Submit this form online at: www.thedentaltrader.com,  
mail w/check or Fax submissions  
(accepted w/charge card payment only) to 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: \_\_\_\_\_

Charge Card Billing 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.**



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- 5947 - Humboldt County's Garberville – Collected \$315,000 with \$103,000 in Profits. 2 days of Hygiene. Full Price \$65,000.
- 5963 - Santa Rosa. Best technology. Computerized & digital. Collected \$675k with profits of \$325k.
- 5964 - Santa Rosa's Doctor's Park. Fully furnished and equipped 3 Op dental suite situated in 8 practice shared facility. 100% ownership in equipment and 1/8th ownership in R.E.F.P. \$200k with terms.
- 5967 - San Francisco's Chinatown. Collected \$430k. Profits of \$240k on 25 hr wk
- 5968 - Stockton – Collected \$462,800. 28 new patients/mo. Attractive 5 op office.
- 5969 - Tahoe City – Well established with strong recall. Produced and collected \$600k+ in 2008. Attractive office.
- 5970 - Elk Grove – Collected \$460k. Beautiful 4 Op office on Laguna Blvd
- 5971 - Merced – Collected \$760k in '08 with \$310k in Profits. 4 days of Hygiene.
- 5973 - Oral Surgery Practice. CA Sierra Nevadas. 2008 realized \$615k. No competition, great country lifestyle.
- 5975 - Northeast Sacramento Foothill Community. Practice grew in '08 with '09 continuing trend. Tracking \$1.1 million. Full time owner shall do well here.
- 5976 - Redwood Valley's Ukiah. 1 hour north of Santa Rosa. 2008 collected \$522k. No Pedo, Endo, O.S. Lots of fillings starting to fail.
- 5977 - Ortho – Solano County. Great starter practice or second office. Owner's out of area practice dictates part time attention here. Tracking \$335k. Has done \$500k+ with more attention. Motivated Seller.
- 5980 - CA Sierras. Big city Practice sited in desirable location. On 4 days w/6 wks off, practice produced \$980k in '08, collected \$972k & realized Profits of \$388k. Beautiful facility.

### HOT RELEASE SOUTHERN CA SELLERS – PACK YOUR BAGS

- 3180 - Move to Santa Rosa – Senior Seller Grossing \$550k 2008 last month \$150k collections. Refers out Endo, Pedo, Prophyl's, Perio, O.S. Opportunity to increase income Gross. Low overhead. F.P. \$350k
- 3189 - Temecula/Murrieta – 8 Ops. 3,000 sq.ft.. Grossing \$1 million. 25% Ortho. Seller would stay on to do Ortho. State of art.
- 3190 - So. Of Disneyland - Hi identity Shopping center next to major market. Thousands of customers per day. Absentee Seller Fantastic opportunity @ \$125k. Bargain.

**PPS SO. CA - (714) 832-0230 – (800) 695-2732**

- 3058 - San Bernardino – Located near local hospital on "Healing arts row" – Very nice, state of art facility. Lots of referral potential \$110k
- 3137 - Chino Hills–New shopping center. Absolutely gorgeous. \$450k.
- 3148 - So. Bay/Torrance area. PT time. \$15k/mo. Est. 10 yrs. F.P. \$185k.
- 3164 - G.P. Temecula/Murrieta area. Currently collecting \$30k/mo. Ins & cash only. 1,700 sq.ft., 5 Ops. Located in shopping center with AAA tenants. F.P. \$385,000. Super Bargain. Best Buy.
- 3172 - Buena Park. 3 Ops. Beautiful office. New shopping ctr. F.P. \$350k
- 3180 - Pack your Bags go to NO. CA. Santa Rosa. Senior Seller. Grossing \$750k 2009; Live and work in a very desirable area. F.P. \$385k.
- 3189 - Murrieta/Temecula – GP Established 10 yrs. Landmark building practice. Grossing \$750k. HI tech new office. 4 GP Ops, plus 4 chair open Pedo Ortho Bay.
- 3190 - Booming Garden Grove. Location Location. Grossing \$10k part time. Only \$125k

**ORTHODONTIC BUYERS NEEDED 4 SO. CALIFORNIA**

- 3193 - Palm Desert. Grossing \$400k+. Great Location.
  - 3194 - Irvine. Part time. Established 10 yrs. \$3,000/mo HMO cks. F.P. \$165k.
  - 3195 - Fillmore – Close to Thousand Oaks Ventura area. Small city. Great potential. New state of the art facility. Grossing \$400k
  - 3204 - Bellflower 3,000 sq.ft.. Grossing \$1,200,000. Net \$400k plus. F.P. \$950k
  - 3205 - G.P. Established 20 plus years. Grossing \$850k. 4 Ops. Great location. 1-800-Dentists emergency rights. F.P. \$750k
  - 3206 - Great location. Near Veterans Hospital. University – shopping center. 1,500 sq.ft. plus, 3 Ops. Grossing \$350k. make offer
  - 3207 - So. Orange County. Coming UP! Est hi identity location in major shopping center. Gross \$750k. State of art office. F.P. \$750k.
  - 3208 - Rowland Heights. Senior Korean G.P. Incapacitated. Associate run now. Shopping center. 1,200 sq.ft. Gross \$200k. 3 Ops. Was doing \$300k. F.P. \$250k
  - 3209 - Orange – Senior Seller- Gross \$285k. Established 30 yrs. Near Historic Circle on Chapman. Rent \$985. Low overhead. 3 Ops. F.P. \$225k.
  - 3211 - Upland/Claremont – HMO Practice. Gross \$1.3 mil. 10+ Ops. FP \$1.1mil.
  - 3212 - Fontana – GP Est 15 yrs. HI IDENTITY SHOPPING CTR. Gross \$400k+ Hi end equipment. Low overhead. FP \$400k
  - 3213 - Professional building coming in San Bernardino county. More details
  - 3214 - No. Hollywood. Equipped Location only. A 95% Hispanic. Proven High identity strip center. Low rent. 4 Ops (like new) 25% to 30% walk ins/mo. 6 years successful history. Seller bought own building.
  - 3215 - Booming Beaumont Gross \$300k. Low overhead. 3 Ops.
  - 3217 - Montebello – Est 20 years. Great location. 3,000 sq. ft. Rent \$3,500. Beautiful office. Gross \$470k
  - 3218 - Costa Mesa/Newport – Hi identity location. Grossing \$400k. F.P. \$550k
- Norco/Corona – Hi identity Dental building and practice. Absentee Seller Grossing \$600k due to illness – 2008 \$1million. Bargain. Will do \$1 million under new owner.

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**ORTHODONTIC PRACTICE WANTED**

**Wanted** – G.P.'s in all areas. This is the Hottest Sellers Market in History. Sellers may want to relocate to take advantage of this Sellers Market. Get excited & build new practice in high growth area. – Tom Fitterer (714) 832-0230 or 800-695-2732.

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Specializing in the Selling and Appraising of Dental Practices



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

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

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