

# THE Dental Trader

VOL. 9 NO. 3 • MARCH '12  
No. Calif. Edition

Ph: 877-888-4237 • 949-429-6836  
Fax: 949-498-1198 • DentalTrader.com

**FREE ADS FOR DENTISTS  
& STAFF!**

*Buy, Sell or Trade all things Dental*

## Time to Go Digital

**Call EZ2000 for your free in-office Demo: 800-273-5033**



Don't need the  
whole package?

Then buy just  
**Eva Sensor**

Adult sensor = **\$4,995**  
Adult & Pedo = **\$8,995**

### Complete Digital System @ Half Price

Includes Everything you need for The Digital Exam Room: Hi-Quality Diagnosable Digital X-ray Sensor, Imaging Software, Intra-Oral Camera, Dell i3 Computer & Monitor, Mobile Cart, EZ 2000 Billing Software, Perio Charting, In-office Training, Onsite Installation, Technical Support.

only **\$7,795** Reg: \$15,590.00

[Additional Exam Rooms only \$1,750]

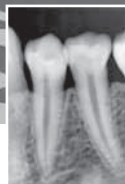
Video Demo @  
[www.ez2000digital.com](http://www.ez2000digital.com)

- Lease to buy @ \$180/mo.
- 57 month term
- No Money Down
- No Payment for 90 Days
- One Dollar buyout

Dell Computer,  
Monitor & Cart



EZ 2000 Practice  
Mgmt Software



Eva Digital  
X-ray Sensor  
& Software



Intra-Oral  
Camera

### EZ 2000 #1 Rated Dental Software Highlights:

Fully digital Practice Management: Eclaims, Digital Imaging, Perio Charting, Chairside Computer Charting, Electronic Prescriptions, Web Appointment Scheduling, Credit Card interface, Scan in any paperwork as digital attachments. Obtain patient benefits in seconds with optional integrated Benefit Service by Trojan Professional Services.

Also available: Panoura 18s 3-in-1 Digital Panoramic X-ray  
Add Ceph & 3D anytime

**\$32,995 or lease to buy at \$760 for 57 mo. with \$1 buyout.**



### \* IMPORTANT \*

1. EZ 2000 is the only company with these prices licensed by the ADA.
2. EZ 2000 is Rated #1 by the ADA\*
3. EVA digital sensors made in USA.
4. Highest Rating: N.Y. PolyTech Inst.
5. EZ 2000 in Business for 28 yrs.
6. Thousands of references.
7. A+ rated by the BBB.

**Visit CDA  
Booth 1353**

ADA rating based on online software survey in particular pricing category.

# WHICH WAY WILL YOU CHOOSE?

*In times of uncertainty  
you stick with proven results.  
Wood & Delgado, helping more dentists  
protect and achieve their dreams  
than any other law firm  
in the country.*

Practice Acquisitions/Sales • Partnerships • Business Transactions  
Lease Negotiations • Estate Planning  
*Please call for a free consultation*

## WOOD & DELGADO

*Attorneys At Law*

**The Authority in Dental Law**

**Toll Free: 800-499-1474**

**Fax: 800-511-2138**

Visit our website at:  
**[www.dentalattorneys.com](http://www.dentalattorneys.com)**

*Represented over 3900 dentists*

Look online for upcoming seminars in your area



Jason P. Wood  
Attorney at Law

**Patrick J. Wood**  
Attorney at Law

**Charles X. Delgado**  
Attorney at Law

**Jason P. Wood**  
Attorney at Law



Patrick J. Wood  
Attorney at Law

Wells Fargo Practice Finance *(formerly Matsco)*

WELLS  
FARGO

## How will you grow your practice this year?

Whether you plan to purchase new equipment or build a new facility, Wells Fargo Practice Finance is here to help you succeed with customized financing and expert support.

- Customized practice financing to help acquire, start or expand your practice
- Competitive fixed rates with preferred pricing for ADA® members
- Complimentary Practice Success Program enrollment including expert project support, free business planning resources and personalized practice support

Let's talk about how we can help you. Contact us for a complimentary consultation and ask for your free Practice Success Planner.

**Wendee Bren**

1-888-874-1590

**Andrew Ventura**

1-800-326-0376

Or visit us at [wellsfargo.com/dentaltrader](http://wellsfargo.com/dentaltrader)

**ADA**

**Business Resources™**

*Connecting dentists with business solutions*

ADA® is a registered trademark of the American Dental Association. ADA Business Resources™ is a service mark of the American Dental Association. ADA Business Resources is a program brought to you by ADA Business Enterprises, Inc., a wholly owned subsidiary of the American Dental Association.

All practice financing is subject to credit approval.

© 2012 Wells Fargo Bank, N.A. All rights reserved.

Wells Fargo Practice Finance is a division of Wells Fargo Bank, N.A.

Together we'll go far



**WTB** Looking for a good condition METALIFT or WAMKEY. CALL or text 415 335 3429.

**Need a Periodontist** for your office? Skilled, caring and hard-working periodontist available for your office. All phase perio, extraction. periohouse@gmail.com.

**ROTARY ENDO** files and ketac-silver for sale (818)203-4272.

**Ortho Brackets** GAC Omni-Gold. Roth Rx. .022 Hooks on 3's. 30 Cases. \$1.00 per BK pdcmulholland@gmail.com Selling Practice.

**3i Implants for sale** Nanotite Certain Prevail implants. Expire 2014. Most sizes. New in boxes. \$220 each. Please contact doctormilman@hotmail.com.

**Direct veneer composite** as perfect as porcelain veneer in one session. please contact dr. aghai 310-4289352.

**MODESTO DENTAL PRACTICE FOR SALE.** 6 ops, 4 fully equipped. State of the Art technology. No HMO. Email: compliments1201-colpro@yahoo.com.

**For Sale Sybron PRO** Surgical & Prosthetic Kits (Retail \$3924). Selling both Kits for \$1500. Includes shipping. Please call (818) 348-8898.

**2 dental carts for sale!** 3 handpiece attachments, slow/high speed and air water syringe. \$150 each OBO. 714-847-2507.

**DENTISTS CAN EARN** tens of thousands of dollars offering dental assisting training. Go to [www.SchoolBuilderPlus.Com](http://www.SchoolBuilderPlus.Com) and click on the "globe". You will learn all about this business model in 5 minutes. Our phone numbers are on the website!

**ROOT ZX APEX LOCATOR MORITA** Model RCM-1 Contains: 1 unit, 2 lip clips, 3 connection hooks \$500 call 562-907-6000.

**Dental Practice For Sale** General dentist retiring after 27 years of solo practice same location busy plaza Orange County. Best offer over \$135,000 no brokers. Call 714-838-9157 after 6pm.

**Seminar STOP LOSING MONEY** IN YOUR DENTAL PRACTICE. FEBRUARY 10, 9-2 UNIVERSITY OF LAVERNE 1201 24th Street, BAKERSFIELD, CA \$150.00 per person, joannleon.jl@gmail.com.

**Busy Target shopping plaza** 8 y old 10 new patience a day, 5 Aps, 40% cash, seller relocating. Las Vegas 702 824 8224.

**Looking for Dental Equipments** Operators, X-ray Machine, Film Processor, compressor, instruments, ETC. Not more than two years Old. Call 818-744-3799.

**Excellent start-up office** in the heart of Mira Mesa San Diego business district. Purchase fully equipped 4 operatories. Take over lease and go to work. Will take best offer. Call 858-663-5707.





**Come Visit us  
@ The CDA  
Convention  
Booth #644**



Paul Maimone Broker/Owner  
CA Broker #01172430

**CA REPRESENTATIVE FOR THE NATIONAL  
ASSOCIATION OF PRACTICE BROKERS (NAPB)**

### FRESNO COUNTY

**CENTRAL VALLEY/So. FRESNO CTY** - (3) op comput. G.P. w newer refurb Belmont eqt, digital x-rays, & Dentrix s/w. In a town of 17,000 w very ltd. competition. Built out in mid 2009. Already collects \$10K+/mos on a ltd. sch. Cash/Ins/PPO. No HMOs or Denti-Cal. **[SOLD]**

### KERN COUNTY

**BAKERSFIELD #21 Bldg. & Pract. for Sale** - (10) op comput. G.P. (3) ops fully equipped, (3) ops partially equipped & (4) add. plumbed. On a main St. w excell. exposure. Annual Gross Collect. \$500K on (3) - (4) days/wk. Cash/Ins/PPO/<1% Denti-Cal. Seller retiring. **[NEW]**

### LOS ANGELES COUNTY

**COVINA #2 - Reduced Again! Seller wants it sold Now!** (4) op comput. G.P. (3) ops eqt'd/4th plumbed. Cash/Ins/PPO/Denti-Cal patient base. 2011 Gross Collect ~ \$220K on a (2) day wk. Located in a duplex free standing building with exposure & visibility. Seller is moving.

**COVINA #3** - (3) op computerized G.P. w (52) years of Goodwill. Cash/Ins/PPO pt. base. 2011 Gross Collect ~ \$242K on an easy (3) day wk. Located in a small prof dental/medical bldg. on a main St. Free off St. parking. Low rent. Seller retiring, but will assist w transition.

**GLENDALE #6** - (5) op state of the art, comput. G.P. (4) ops eqt'd/5th op plumbed. Dentrix s/w, networked ops, & digital x-rays. In a free stand bldg. on a main blvd. Prof. Designed & decorated. Excell exposure/signage & ample free pking in rear of bldg. Additional space in rear of suite for future expansion. Mixed pts base. Annual Gross Collect \$400K-\$500K.

**GLENDORA** - (3) op computerized G.P. located in a smaller professional building on a main blvd. Very low overhead office with steady growth. Cash/Ins/PPO with a very small % of Denti-Cal. 2011 Gross Collections \$296K+. (5-6) new patients/mos with no advertising. Digital X-Rays. Seller is moving, but will assist with the transition. **[NEW]**

**LOS ANGELES (SILVERLAKE - ATWATER AREA)** - (3) op G.P. located in the trendy Silverlake - Atwater area of L.A. (28) years of Goodwill. Cash/Ins/PPO pts. 2011 Gross Collections ~ \$140K on a p.t. schedule. Retail store front w exposure/visibility. Seller owns bldg. & will grant Buyer first right to purchase in future. Seller retiring, but will assist w transition. **[NEW]**

**No. L.A. CTY** - (5) op comput. G.P. located in a shop. ctr. w excellent exposure/visibility & signage. Great parking! Limited competition! Annual Gross Collections in the range of \$800K+ to \$975K+. Mixed pts base. Mos Cap checks \$5K+. Seller retiring. **[SOLD]**

**RESEDA #6** - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$150K part time. Excell starter or 2nd office. **REDUCED. BRING ALL OFFERS!**

**WEST HILLS** - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Gross Collect \$305K on a part time schedule. Digital x-rays & Dentrix s/w. Newer leaseholds. Seller retiring but will transition. **[SOLD]**

### RIVERSIDE COUNTY

**SOLD OUT** - Room for your Riverside County Listing Available.

### ORANGE COUNTY

**NEWPORT BEACH** - (5) op comput. G.P. 4 ops eqt'd/5th op plumbed. Located in a low rise, high end, prof. bldg overlooking the marina. Superb location w easy fwy access, impeccable views, & plentiful parking. Cash/Ins/PPO & a small % of cap (approx \$1,000/mos). 2011 Collections ~ \$450K on (2) days/wk. Can do much more w additional hours. Dentrix s/w, digital x-rays & intral oral camera. 25+ yrs of Goodwill. 30-35 new pts /mos. Seller has a second office in northern CA & is tired of the commute.

### SAN BERNARDINO COUNTY

**UPLAND #3** - (5) op comput. G.P. & Speciality Pract. located in a free stand bldg. Cash/Ins/PPO/HMO/Denti-Cal pt base. \$2K+/mos in Cap Ck. 2 days/wk G.P. 1-2 days/wk Endo. 1-2 days/mos O. S. and 1-2 days/mos Pedo. Excell situation for G.P. who likes to do Endo. Annual Gross Collect \$525K-\$625K. **Back on the Market.**

### SAN DIEGO COUNTY

**NORTH COUNTY** - (4) op computerized G.P. located in a shop ctr with excellent exposure/visibility and signage. Annual Gross Collections of \$900K+. Dentrix s/w. Digital x-rays, and paperless office. Cash/Ins/PPO/HMO pt. base. Cap Cks of \$3-4K/mos. **[PENDING]**

### SANTA BARBARA COUNTY

**SANTA BARBARA #2** - Located in a highly sought after & desirable area, this G.P. is in a garden style prof. bldg w St. frontage. The comput. office has (4) ops/(3) eqt'd/4th plumbed not eqt'd. Pt. base is Cash/Ins. & PPO only. There are (4) days of hygiene/wk, approx. (20) new pts/mos. & is Pano eqt'd. Collects. are \$400K+/yr on a (4) day wk. Some Acc't Rcv. included for immediate cash flow. Motivated seller. Priced to sell. **PRICE REDUCTION**

**SANTA BARBARA #3** - (3) op comput. G.P. located in a dental/medical/prof. Bldg. Complex. 40 years of Goodwill. Cash/Ins/PPO pt. base. 8-10 new pts/mos. Annual Gross Collect. - \$250K/yr. on a relaxed (4) day wk. Digital x-ray equipped. Seller is retiring but will assist w transition. **PRICE REDUCTION**

### SOLANO COUNTY

**VACAVILLE** - (3) op computerized G.P. turnkey office w charts. Located in a small prof. dental/medical bldg. w low rent. GREAT Opportunity!! **[SOLD]**

### TULARE COUNTY

**So. TULARE COUNTY - PORTERVILLE AREA** - (6) op comput. G.P. in a major shop. ctr. Cash/Ins/PPO/Kids Denti-Cal pt. base. Annual Gross Collect. \$500K+ on a (4) day wk. **[NEW]**

### VENTURA COUNTY

**OXNARD #5 - PRICE REDUCTION!** (4) op comput. G.P. Can purchase w or w/o the single use free standing bldg. Mixed patient base. 2011 Gross Collect ~ \$447K on a 3-4 day wk. Located on a heavily traveled main road w pole signage. (12-14) new pts/mos w no advertising. Excell growth potential in an up & coming area. Seller moving.

### UPCOMING PRACTICES FOR SALE

Anaheim, Beverly Hills, Camarillo, Corona, Culver City, El Monte, Fountain Valley, Hacienda Hts., Montebello, No. Hollywood, Northridge, Panorama City, Riverside, San Fernando Valley, San Gabriel, Santa Ana, Thousand Oaks, Torrance, Ventura Cty. & West Covina.

### D&M SERVICES:

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



**"The Personalized Service  
Dental Broker®"**

P.O. Box #6681, WOODLAND HILLS, CA. 91365  
(866) 425-1877 Outside So. CA or (818) 591-1401

www.dmpactice.com

# Buying A Practice? Expanding? Need New Equipment? Consolidation? Working Capital?

## LCF specializes in "NO STRESS LOANS"

One call will change the way you look at lending. Our Personable and Professional Staff will create the loan you want and secure your approval quickly.

We have flexibility other lenders don't have and can offer you terms and rates that meet your specific needs. You don't need unnecessary financial pressure when purchasing your new practice you just need LCF.

- Quick & Simple Phone-In Applications
- Start-Up Expansion • Working Capital
- Construction • Consolidation Real Estate
- Equipment Financing • Practice Acquisition
- Low Rates • Flexible Terms
- No Hidden Fees • Deferred Payments
- Step Payments
- Up to 25 Year Financing

For Fast & Friendly Service Call

**800-550-9228**

**LCF Financial Services**

**www.lcffin.com**

A Division of LCF Financial Inc.

OAC

DRE Lic. #01875780

**PT general dentist needed** in SFV. 3 days a week, including Saturdays. Min. of 3 yrs of experience. Spanish speaking is a plus. Send resume to (818)883-9781.

**In lab-milling unit** Sirona, by Kappler cerec machine. Contact Mirana for more info at 805-496-8887.

**Adec Synea TA-98L Triple Spray High-Speed Fiber Optic Handpiece** with attachment -- \$350. Call 949-306-4226.

**Academy of Dental Practice** Careers has classes for Front Office Administration. Choose Dentrux, EagleSoft or SoftDent. In-office training also available. 877-235-7100.

**Not using it? Sell it!** Place a free ad in The Dental Trader. Use the form in the back of this issue or place it online at [www.dentaltrader.com](http://www.dentaltrader.com). The first 20 words are free!

**Experienced Periodontist** available to see your PERIO-IMPLANT patients in your office. Call 949-916 1163.

**REFERRING PROCEDURES OUT?** Have your Oral-Surgery, Perio-Surgery, Pendo, Endo done at your office by an experienced GP. Cell # 310-709-5251. [www.DrMinoofar.com](http://www.DrMinoofar.com).

**Electrosurg Unit** Brand New Bonart E1 Electrosurg Unit Only \$399 With 7 Electrodes (951) 276-3225 or go to [www.LionsDentalSupply.com](http://www.LionsDentalSupply.com).

**NEW in BOX** Turbomax Alginate Mixer. REG - \$1200 Selling - \$600 or Make offer 503-860-3794.

**LEASE-DENTAL-SANTA ANA** Excellent Medical Building. 2048SF fully improved. X-ray units in Ops. Across from Western Medical. Access 55, 5 & 22 frwy. \$2.40SF Full Service. Mike 949-833-1148.

**Newer Hilux** 250 Curing light. Includes Turbo Tip and extra bulb. \$250.00 [pdcmulholland@gmail.com](mailto:pdcmulholland@gmail.com). Selling Practice.

**PAPOOSE BOARD for sale** Used twice only. Purchased at \$250, selling for \$150, OBO. Pls. call (714) 995-9301.

**STAR X-RAY DUPLICATOR** MODEL XRD 612 6" X 12" \$100. Please call (562)907-6000.

**DENTIST wanted** (very EARLY or LATE HOURS) part-time... SFV.. SELF-STARTER, independent, SKILLED (quality!), PERSONABLE, ethical, FLEXIBLE. (production %) [kenrossdds@aol.com](mailto:kenrossdds@aol.com).

**Looking to buy a used CEREC BLUECAM.** Please call 408-348-3727 or e-mail [officedoctors2011@gmail.com](mailto:officedoctors2011@gmail.com).

**Attn GP's** Learn the latest in treatment techniques for an amazing value and & all on Sundays (7 CEs each) -call 310-663-4055 or go to [www.xcelseminars.com](http://www.xcelseminars.com) to see courses in Southern and Northern California.

**Dental Chairs** with delivery units and light light blue, Excellent conditions, paid over \$7000 sell for \$1800 OBO Call 714-614-2545.



# Choosing an Attorney? Quality Matters.

*When you invest your life in your practice,  
"good" just isn't good enough. Compare...*

## Credentials.

Dartmouth College  
USC Law School  
US Tax Court  
US Supreme Court

## Experience.

Dental Practice Sales since 1992  
Business Sales, Partnerships,  
Corporations & Leases since 1987  
Licensed Attorney since 1984

## 3rd Party Ratings.

AV® Preeminent™ - Martindale.com  
Superb - Avvo.com  
(highest available)

*Prompt and personalized  
Service - Guaranteed!*

*"Thank you for a fantastic job you did in helping me handle my practice transition, especially on such short notice. You were very professional, extremely timely and helped me achieve ownership of an incredible practice. I would highly recommend you to any dentist who needs legal counsel as someone who helps get the job done in a seamless manner. Although we did not even meet face to face, it was a pleasure to work with you."*

**David Buchan, DDS, San Clemente, CA**

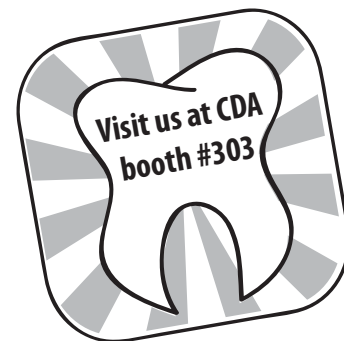


**Robert W. Olson, Jr., a Professional Corporation**  
Practice Sales - Corporations - Partnerships - Leases

**www.transdental.com**  
**Skype: RWOlsonJr**

**Phone Toll Free: 888.963.1120**  
**rwo@transdental.com**

# Experience is important, Reputation is everything.



**If you know Evan Barker, you understand.**

**If you don't, ask around. Evan has facilitated loans for over \$65 Million to California Dentists and can close your dental practice deal quickly.**

**Looking for a competitive edge over other buyers?**

Call to get pre-qualified. It makes a positive statement that you are a serious buyer and able to receive funding.



**ebarker@sunwestbank.com**  
**(949) 707-2209**



 **Sunwest Bank**

**INCREASE PRACTICE REVENUE** by implementing a Point-Of-Care Medication Dispensing program. See [www.medxdrdispensing.com](http://www.medxdrdispensing.com) or call Jeff at MedXSales 541-345-8270.

**SANTA BARBARA #2** Price Reduction! (4) op comput. G.P. for sale. In a garden style bldg. w St. frontage. (3) ops eq't'd./4th plumbed. Pano eq't'd. Cash/Ins/PPO. (4) days of hygiene/wk. Approx. (20) new pts/mos. Gross Collects. ~ \$400K/yr on a (4) day wk. D&M Practice Sales 818.591.1401.

**3 Liter Heated Digital** Ultrasonic Cleaner - with Basket only \$269 on Sale. Hurry While supplies last. this won't be around for long. Call (951) 276-3225 or go to [www.LionsDentalSupply.com](http://www.LionsDentalSupply.com).

**INTRAX AUTOMATIC** MV FILM PROCESSOR-VELOPEX WITH DAYLIGHT LOADER Almost brand new \$1699. Please call (562)907-6000.

**LOMITA** Practice for sale. LOCATED ON MAJOR BUSY STREET. 4 ops, 3 equipped. Low Overhead. Gross 350K (2010), 371K (2011). 4 days/wk. 310-488-8142.

**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).

**Dental Loupes** (SurgiTel Model 215F) For Sale, Bought \$850, Sacrifice For \$450. [ddsnavid@yahoo.com](mailto:ddsnavid@yahoo.com).

**SF Bay North** 750-3000 sf nice office space near downtown & ferry building, pre-plumbed with cabinets, \$0.85/ft: call Jim 707-688-9288.

**DENTISTS CAN EARN** tens of thousands of dollars offering dental assisting training. Go to [www.SchoolBuilderPlus.Com](http://www.SchoolBuilderPlus.Com) and click on the "globe". You will learn all about this business model in 5 minutes. Our phone numbers are on the website!

**Looking for a dental office** in a high traffic location. Prefer space that is preplumbed and preconstructed or/turnkey. [SShamoiei@gmail.com](mailto:SShamoiei@gmail.com).

**"I enjoyed that** (Xcel Seminars' speaker) was not just a professor...but a down to earth clinician!" course attendee. Go to [www.xcelseminars.com](http://www.xcelseminars.com) or call 310-663-4055 for info.

**California Dental Practice Act and Infection Control Courses** available by e-mail or regular mail. 2 CE Units each for a total of 4 CE Units. Call 617-669-4149.

**"Wood and Delgado** provide incredibly prompt, five star service you only dream of in a law firm." Mark Weiser, D.D.S., Santa Barbara-See our ad on Pg. 2.

**Lots of barley used** small equipment, Diagnodents, Novag Rotary Endo, Whaledent Electsro surge, Cavitrons, CAVi-jets, Peri-Pros. etc. at 1/2 new price or less. Handpiece Trading Post, 800-445-6719.



# San Diego Practice Sales

*SAN DIEGO'S MOST EXPERIENCED,  
TRUSTED & ACTIVE BROKER (since 1990)*

**We have sold HUNDREDS of Practices totaling several MILLIONS of Dollars!!**

**LA JOLLA—NEW!** Established GP approx. 80% PPO & 20% Cash. 3 equipped Ops and 1 plumbed. 1100 sq.ft.. Situated in 2-suite Prof. Bldg. with underground parking and attractive lease.

**ESCONDIDO—NEW!** General Practice and BUILDING available. Primarily PPO. 3 Ops (2 equipped) in approx. 1000 sq.ft.. Building is freestanding on corner lot. 30 years of Goodwill!

**CHULA VISTA—NEW!** Doctor retiring from GP in storefront location, on main street. 4 equipped Ops in 1300 sq. ft. PPO, Cash and CAP. Panorex, CEREC, and Laser included.

**IMPERIAL BEACH—NEW!** satellite ORTHODONTIC Practice located on main street in attractive Professional Bldg. 3 treatment Ops and 2 consult rooms in approx.. 2400 sq. ft. Patients seen 1 1/2 days per week.

**MIRA MESA—NEW!** General Practice with 3 Ops in approx. 950 sq.ft. Situated in strip center on major thoroughfare in residential neighborhood. Insurance and Cash.

**ESCONDIDO**—FFS and PPO satellite **GENERAL** Practice in freestanding bldg. 3 equipped Ops with large windows, in 1100 sq. ft. **PRICE SIGNIFICANTLY REDUCED FOR QUICK SALE!!**

**OCEANSIDE/CARLSBAD—PERIODONTAL PRACTICE** Long-established Insurance and Cash practice. Doctor practices approx. 3 days per week. Situated in freestanding bldg. on very busy street. Call us for details.

**CARLSBAD—NEW!! FOR LEASE**—Fully built-out dental office. Approx 1700 sq. ft., lots of windows and situated in 2 suite dental bldg.. right off 5 freeway. "Pride designed" office.

**GLENDALE**—Owner retiring from 40 year **GENERAL** Practice situated in Med Bldg. in **EXCELLENT LOCATION**. 5 equipped Ops in 2250 sq.ft. "Pride/THE designed." Lots of natural light.

**PALM DESERT**—Established in 2007, this GP has 6 Ops. with ADEC Equip. and Cabinetry, in 2600 sq. ft. Situated in shopping center near Sun City, off of 10 freeway. All Fee-for-Service.

**TEMECULA—GENERAL** Practice estab. 2003. 8 Ops (4 equipped) in approx.. 2400 sq.ft. Close to 15 freeway in Old Town.

**EL CAJON—GENERAL** Practice and **BUILDING** available. 4 Ops. (3 equipped). Panorex. Approx. 50% Cash & 50% Ins. Owner does implants. Single story, free-standing building of 2200 sq. ft. Freeway close.

**SAN DIEGO—CLAIREMONT Area**—Situated in strip center in a heavily populated residential community. This **GENERAL** Practice has 3 equipped Ops, and Digital PA and Pan X-Rays. Owner desires quick sale and practice is priced accordingly!!

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

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

For More Information Call:

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



# America Operator - Only \*\$117<sup>PM</sup> & \$500 Manufacturer's Rebate

Made In USA \* 10 Year Warranty \* Factory Install \* Factory Service \* 150 Color Choices

## Complete Dental Office

Delivered & Installed\*

**\$25,163**

**\$99.99\***

Per Month/OAC

2 Operatories  
2 Dentists Stools  
2 Asst. Stools  
Air Compressor  
Vacuum System  
Utility Controls  
X ray Machine  
Sterilizer Autoclave  
X ray Processor

\*Conditions Apply

Graduated Payments\*

**(800) 423 - 5657**

Visit our  
Website

**DHPDENTAL.COM**

to See our  
Full Line  
of  
Dental  
Equipment  
For More Savings !



America Operator  
**\$5495**

\*OAC / New Orders Only  
Valid March 1 - 30, 2012

Dansereau Dental - 1581 Commerce St., Corona CA 92880

**NEW LISTING** \$375,000 GD, Irvine, Orange County, 5 ops, 3 equipped, 2 plumbed, beautiful, modern office. Call MPG (949) 675-5578.

**PRACTICE FOR SALE** La Jolla. GP in 2-suit Medical Bldg. Underground pkg and attractive lease SDPS: 760-599-7828.

**Ever thought how expensive** a continuing education course is, when you take time away from patients to attend during a week day? PDS has applied clinical continuing education on Sundays. For more information call 1-866-4 CALL PDS or 1-866-422-5573.

**Bakersfield GP for sale for 30k only. 2 operatories, nice building, low rent, email [zeer41@yahoo.com](mailto:zeer41@yahoo.com). dentist leaving the area. Please dentist response only.**

**Free Retirement Plan Exit Strategy Review** with every practice sale. Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**LEASE-HUNTINGTON BEACH** 2 MTHS FREE RENT. MEDICAL/ DENTAL. GREAT LOCATION. NEAR BEACH & MAIN. BASE RENT \$2.00/SF MG. MIKE BROWNING 949-833-1148.

**Handler Boilout/Curing Unit** mint condition, Model 26105SSWC, asking \$4K OBO. Contact for pics/questions (805) 218-8517 cell/text.

**Compressors Oilless** For Sale 4.5HP, Tank 34.4Gal with dryers. 4 brand new motors and parts. call 562-207-7888.

**Dentsply Endo DTU AEU-25T** rotary motor system. Digital torque control technology. Only 1 yr old. \$750. [wfendo@yahoo.com](mailto:wfendo@yahoo.com) or 916 427-2555.

**When you call** or email an advertiser you found here in The Dental Trader, whether it's a dentist or a dental company... would you please tell them you found them in The Dental Trader?

**UOP GRAD LOOKING TO PURCHASE** GP PRACTICE in EAST BAY AREA grossing \$500,000-\$800,000. Prequalified buyer ...contact [bayareadentist08@gmail.com](mailto:bayareadentist08@gmail.com).

**RESEDA** Bring all Offers! - (3) op comput. G.P. for sale. Located in a easily accessible, prof. bldg w ample parking. (25+) yrs of Goodwill. Two newer Belmont eq't'd ops, Dentrrix s/w & digital x-rays. Cash/Ins/PPO pts. No HMO's or Denti-Cal. Newly remodeled. Gross Collect ~ \$150K p.t. Very low overhead. Excellent starter or 2nd office. D&M Practice Sales 818. 591.1401.

**Endodontist needed** on a part-time basis for a growing multi-specialty office in the San Jose area. Call 408-656-4567.

**Planmeca-Proline** 2002 EC/CC with CephCM non-digital. \$1800. Works well. Delivery within 50mi San Francisco. [oralmed2@comcast.net](mailto:oralmed2@comcast.net).

# DENTAL PRACTICES FOR SALE

**HAYWARD DENTAL PRACTICE FOR SALE** – Gross approximately \$540K in 2011. 4 fully equipped operatories, 1 additional plumbed, approx. 1,820 sq. ft. Approximately 80% PPO. Located at the corner with major anchors.

**REDWOOD CITY DENTAL PRACTICE FOR SALE** – Gross ~ \$481K in 2010. 2 ops, 1 additional plumbed. All digital, paperless. Great visibility. Across from major retail store. Approximately 70% PPO, 20% Cash, 10% Capitation.

**SAN JOSE DENTAL PRACTICE FOR SALE** – Medical plaza. ~ 1,200 sq. ft., 2 ops, 1 additional plumbed. Fwy 680.

**SAN BRUNO BUILDING & SHELL DENTAL PRACTICE FOR SALE** – 4 plumbed ops in 1,500 sq ft. freestanding building located on street corner. Excellent visibility and parking spaces. Building purchase optional.

**LA JOLLA DENTAL PRACTICE FOR SALE** – 15 years of goodwill. 3 fully equipped operatories, 1 additional plumbed, ~ 1,438 sq. ft. Gross ~ \$240K in 2011. Approx 80% PPO, 20% Cash. Located in strip mall. Ample parking space.

**SAN DIEGO DENTAL PRACTICE & FREESTANDING BUILDING FOR SALE** – Over 12 years of goodwill. 3 eq. ops, 1,176 sq. ft. Excellent visibility. Building for sale or lease. Gross ~\$300K. Asking \$180K for Practice. Seller Retiring.

**SAN DIEGO DENTAL PRACTICE FOR SALE** – Over 24 years of goodwill. ~ 900 sq. ft., 2 fully eq. ops, 1 additional plumbed. Opens 3 days per week. Located on major streets in plaza with supermarket, college & restaurants.

**MURRIETA DENTAL PRACTICE FOR SALE** – Gross ~ \$472K in 2011. ~ 1,810 sq. ft., 4 fully eq. ops, 1 additional plumbed. Digital x-ray and pano. Over 9 yrs. of goodwill. Located in busy strip mall with large anchor.

**PALM SPRINGS DENTAL PRACTICE FOR SALE** – 2,500 sq. ft. Gross revenue projected approximately 1 million. 5 fully equipped ops. Located on major street nearby major hotels in the heart of central Palm Springs. Good visibility.

**PALM DESERT DENTAL PRACTICE FOR SALE** – 5 fully equipped ops, approximately 1,660 sq. ft. Gross revenue projected approximately \$500K. Located nearby shopping center on major street. Good visibility.

**WILDOMAR DENTAL PRACTICE FOR SALE** – 4 fully eq. ops, ~ 1,300 sq. ft. Gross approximately \$300K in 2011. Approximately 50% PPO, 40% Cash, 10% Capitation. Located in plaza along with major anchors. Close to 15 Fwy.

**TEMECULA SHELL DENTAL PRACTICE FOR SALE** – 3 fully equipped ops, 2 additional plumbed, 2,288 sq. ft., digital x-ray. Shopping center on major street with 2 major anchors. Good visibility and good signage. Close to Fwy 79.

**PORTERVILLE SHELL DENTAL PRACTICE FOR SALE** – Shell practice. Asking only \$20K. 3 operatories, approx. 950 sq. ft. Low rent. Located on major cross streets. Close by shopping center, hospital, pharmacy, and school.

**LOS ANGELES DENTAL PRACTICE & FREESTANDING BUILDING FOR SALE** – 7 fully equipped ops, approx. 2,200 sq.ft. 2011 Gross approx. \$520K. Good signage & bill board. Great visibility. Major street. Close to 5 Fwy.

**LOS ANGELES DENTAL PRACTICE FOR SALE** – 2 ops, 1,000 sq. ft. Retail center. Busy location. New building.

**LONG BEACH SHELL DENTAL PRACTICE FOR SALE** – 3 ops, ~1,000 sq.ft. Shopping ctr store anchors major streets.

**RESEDA STARTER PRACTICE FOR SALE** – 3 ops, 900 sq. ft. Prime location. Busy intersection. Asking \$85K.

**WESTMINSTER DENTAL PRACTICE FOR SALE** – 3 fully equipped ops, 1 additional plumbed, ~ 1,200 sq. ft. Opens 1 day a week. Asking \$200K. Lots of traffic. Close by restaurants, markets, shops, and entertainment.

**COSTA MESA DENTAL PRACTICE FOR SALE** – 3 ops, 1 additional plumbed, ~ 1,100 sq. ft. Gross ~ \$200K in 2011.

**ANAHEIM SHELL DENTAL PRACTICE FOR SALE** – 4 ops, ~ 1,100 sq. ft. Newly Remodeled. Major street. Asking \$65K.

Call for additional listings or visit our website!!!

**BUY PRACTICE • SELL PRACTICE • FINANCE PRACTICE**  
**Call Loc Pham, Broker (714) 550-7494 For More Information!**  
[quickbiz4-e@yahoo.com](mailto:quickbiz4-e@yahoo.com) | [www.lcffin.com](http://www.lcffin.com)  
 LCF Financial, Inc. DRE #01875780

**Parkell Sensimatic** 700Se Electrosurg - Brand New With 6 Electrodes 5 year Warranty Only \$719 Call (951) 276-3225 or go to [www.LionsDentalSupply.com](http://www.LionsDentalSupply.com).

**SAN FRANCISCO'S NORTH BAY** SEBASTOPOL DENTAL OFFICE Beautiful dental office reflecting \$230,000 investment. 8 miles west of Santa Rosa. Full price \$65,000. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) to learn more or phone Ray Irving at 415-899-8580.

**Receivables Getting Out of Hand? We Can Help - At NO Cost to YOU!!!** Call us at 888-644-2496 or 951-402-6887 Or Visit Us at [www.oc-s.org](http://www.oc-s.org).

**We're here to help you** take the next step Acquiring, starting or expanding a practice? Wells Fargo Practice Finance can help. Contact us at 1-888-937-2321 or [wellsfargo.com/dentist](http://wellsfargo.com/dentist).

**For Sale-Vita 3D** Master Shade Guide w/Vita Bleach Shade Guide. Retail \$124.99, Sell for \$60.00. 818-348-8898.

**PRACTICE WANTED** in Beverly Hills, Santa Monica & Westwood: Buyer looking for boutique Cash/PPO practice. Low rent! Possibility to own building. SELLERS call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780 @ (714) 550-7494 or [quickbiz4-e@yahoo.com](mailto:quickbiz4-e@yahoo.com) | [www.lcffin.com](http://www.lcffin.com).

**HAWAII (MAUI):** For sale General dentistry practice. Gross receipts of \$636K. Office has four equipped operatories in 1198 sq. ft. Pano, Laser, I.O. camera, Fiber Optics, 2 1/2 days hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise. #20101 HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

**Nobel Biocare Implants for sale** Wide variety. Contact us for details. Price: \$205-\$225. Please contact [doctormilman@hotmail.com](mailto:doctormilman@hotmail.com).

**BAKERSFIELD, CA** Busy, long established GP in a stand alone building near a popular commercial area. 3 equipped ops and 2 plumped/unequipped ops. Practice Transition Partners, (888) 789-1085, [www.practicetransitions.com](http://www.practicetransitions.com).

**Ortho Practice** Long Beach, LA – \$275,000 – open bay set-up, single story medical/dental professional bldg. Call MPG (949) 675-5578.

**Greatly knowledgeable** DDS 37 yrs w/ ortho exp. wants to increase your practice as a diagnosing DDS/consultant + dentures Evenings 714-396-4025/760-538-3699 e-mail [DxDDS1@aol.com](mailto:DxDDS1@aol.com).

**Tec-Scan** (Occlusal Analysis), With lap computer, Like new. Cost over \$8,000 sell \$5,000. Dr. Retiring 714 889-9161.

**GLENDORA** (3) op comput. G.P. for sale. In a smaller medical/ dental bldg. Very low overhead. Steady growth. Cash/Ins/ PPO & small % Denti-Cal. 2011 Gross Collect. ~ \$295K. Digital x-rays. D&M Practice Sales 818.591.1401.

**DIGITAL SENSORS** Schick size 0 and 1. Complete, boxed, w/ software. Almost new; paid 18k, asking 13k or OB 949-493-7007.



# I Shop!

I shop in the  
Dental Trader regularly  
and have  
had success when  
advertising in it.

*Dr. Eric Eng, DDS*

**Attn: Dental Shoppers...**we know the economy is tough and you are trying to get by with less. The Dental Trader saves you money! More Calif. dentists advertise in the Dental Trader than in any other publication. Place your free ad at [www.dentaltrader.com](http://www.dentaltrader.com) today.

**Bioresearch** (Bio-Pak), JVA, JVA/JT, EMG. Complete. cost 35,000. sell 12,000. Dr. Retiring. 714 889-9161.

**Dentox** the world's most advanced hands-on courses for Botox and per-oral oral soft tissue fillers is now even further ahead with combined mannequin and live patient training. Practice every procedure before you do it on a live patient. Register for the March 16 course in Los Angeles at [www.dentox.com](http://www.dentox.com) or call Ann at 858-550-9533.

**Need pedodontist** for Mondays at busy children office in Covina. Female preferred. Denti-cal provider number a plus. 25-35 patient. [J1pmlc@gmail.com](mailto:J1pmlc@gmail.com).

**"Best" Vertical expanding folders** New, 6 cases at 250/case for \$350. 2 Dental Chairs, make offer. 209-474-1510, Dr. Toy.

**Monterey Peninsula GP** 2,000 sq. ft. state-of-the-art office w/digital x-ray and 6 modern fully-equipped ops. 1,500 active patients all fee-for-service. 3 year avg. GR \$1.7M, 2011 GR on schedule for \$1.8M. Avg. net profit \$700K+. Asking \$1,374,000. Contact Carroll & Company (650) 403-1010 or [dental@carrollandco.info](mailto:dental@carrollandco.info) for details. Listing 3068 CA DRE #00777682.

**E4D CAD/CAM system** only 2 years old, excellent condition. Seller leaving USA. Call Brent 909.869.7880 x205.

**FREE!** Gendex Panoramic Radiograph. 16 years old, operable, all manuals. GX-PAN. Would need to be picked up. 949-830-3511.

**PRACTICE FOR SALE** GLENDALE—40 yrs established, in Med Bldg in excellent LOCATION!! 5 equipped Ops. Very Clean!! SDPS: 760-599-7828.

**FT ASSOCIATE DENTIST** NEEDED FOR BUSY PRIVATE PRACTICE, COMPENSATION WILL BE DISCUSSED INTERVIEW. PLEASE EMAIL RESUME TO [CENTRALVALLEYDENTIST@GMAIL.COM](mailto:CENTRALVALLEYDENTIST@GMAIL.COM).





A Reputation of **TRUST, DENTAL EXPERTISE, and RELIABILITY**



## THE LAW OFFICES OF A. LEE MADDOX, DDS

- Lease Reviews
- Partnership Agreements
- Practice Purchase Agreements
- Space Sharing Group/Solo Agreements
- Corporation Formation/Dissolutions
- Associate/Independent Contractor Agreements
- Dental Bureau Complaints/Matters
- Limited Liability Company Formation & Agreements

**LAW OFFICES OF**  
**A. LEE MADDOX, DDS**

We, at the LAW OFFICES OF A. LEE MADDOX, DDS, look forward to assisting you with **your practice transition needs.**

***Comprehensive & Professional Legal Services Exclusively for Dentists***

TOLL FREE **(888) 685-8100**

414 31ST ST, SUITE C, NEWPORT BEACH, CA 92663 TEL: 949-675-1515 FAX: 949-675-1717  
EMAIL: LMADDOX@CADENTALLAW.COM WEBSITE: CADENTALLAW.COM

**"I love that Xcel Seminars' courses** are practical, affordable and take place on Sundays." Dr. S.S. -go to [www.xcelseminars.com](http://www.xcelseminars.com) or call 310-663-4055 for details.

**IMPLANT PLACEMENT** FOR \$800.00 (Implant included, 3 minimum) Over 15 years of experience in implant dentistry, Cosmetic, full mouth reconstruction, and ALL ON FOUR procedure (Teeth in a day). I will bring all of my own material. IV sedation licensed and Fellow member of ICOI. [www.drgolpa.net](http://www.drgolpa.net) Cell: (702) 768-7840. Office: (702)641-7111 [mikegolpa@gmail.com](mailto:mikegolpa@gmail.com).

**Get a jump on everyone else?** Read The Dental Trader online before it hits the streets in print. Look for it at [www.dentaltrader.com](http://www.dentaltrader.com) around the 20th of each month and get the best bargains before it arrives in the mail. Check out the ad board too! Next month's ads appear there now!!

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

**PRACTICE WANTED** in Orange County: Buyer looking for small boutique, modern practice in Orange County with 10+ years goodwill, good visibility, upgradable, digital equipment. Middle income neighborhood close to schools, shopping, hospital and church. **SELLERS** call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780 @ (714) 550-7494 or [quickbiz4-e@yahoo.com](mailto:quickbiz4-e@yahoo.com) | [www.lcffin.com](http://www.lcffin.com).

**NSK Units for sale** three NSK NL-400 electric units. Excellent condition. \$1550 per unit. Please contact [doctormilman@hotmail.com](mailto:doctormilman@hotmail.com).

**FREE MEMBERSHIP for Doctors & Staff- Join Business Association For Doctors**, the only professional organization focused on Leadership, Management, Sales, Marketing, HR, Taxes, Investing and more. <http://doctors2connect.ning.com>.

**HAYWARD: For Sale** General dentistry practice. This practice consists of 1,600 sq. ft. with four treatment rooms in an excellent location. 2010 Gross was \$501,000 with a \$228K adjusted net income. Dental Vision software, average age of equipment is 8 yrs. Approximately 1,200 active patients. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

**California Dental Practice Act and Infection Control Courses available by e-mail or regular mail. 2 CE Units each for a total of 4 CE Units. Call 617-669-4149.**

**Handpieces, Handpieces, Handpieces** rebuilt and new, Kavo, Star, NSK, Midwest, etc. Hi and Low and attachments at comfortable prices! We take trade-ins! 800-445-6719, Handpiece Trading Post.

**Panoramic X-ray for sale** Panoramic Corp PC-1000 in perfect shape \$2500 or OBO. Pick up In Beverly Hills (310)553-2940.

**We're here to help you** take the next step Acquiring, starting or expanding a practice? Wells Fargo Practice Finance can help. Contact us at 1-888-937-2321 or [wellsfargo.com/dentist](http://wellsfargo.com/dentist).

*Immediately*



after submitting our ads using The Dental Trader's online Commercial Reader Ad Form, our phones began to ring. We were sold on The Dental Trader's effectiveness weeks before our ads hit the street in print!

Linda Brown  
TOLD Commercial

**Zoom Light in great condition** \$225 OBO. Please contact Norma at (626)449-5420.

**No need to miss work** to attend continuing education courses. PDS has applied clinical continuing education on Sundays. For more information call 1-866-4 CALL PDS or 1-866-422-5573.

**A/T 2000XR X-ray developer** in excellent shape - \$1800 In Beverly Hills (310)553-2940.

**Our years of experience** in training dentists to successfully introduce Botox and fillers in their practices will pave the way for your success in 2012. Register for the next course in Los Angeles March 16 [www.dentox.com](http://www.dentox.com) or call Ann at 858-550-9533.

**cavitron tips** used. excellent working condition. name brands. densply, hu-friedy, 25k. \$45.00 each. call 3104531484.

**PRIME LOCATION TEMECULA-(SOUTH)-TAKE OVER EXISTING OFFICE: BRING YOUR OWN EQUIPMENT AND MOVE IN! EXCLUSIVE, IN BUSY ALBERTSONS SHOPPING CENTER, EXCELLENT VISIBILITY. 1750 SQUARE FEET, BUILT OUT 5 OPS. 170,000.00 IN T.I.'S, SOLO PRACTITIONER GROWING TOO FAST, MOVING TO A BIGGER OFFICE. GROSSING 1.2 MILLION 4/ DAYS WEEK. SELLING T.I. ONLY, ASKING 25,000 (951)302-9800.**

**Wanted** Periodontist, Oral-Surgeon or Implantologist to provide monthly in-house bone-grafting, sinus-lifts and implant placement in our Fresno office (559) 392-6278.

**Turlock Dental Complex** Suites Avail. for lease (1) 1330 sq ft w/ 3 ops & (1) 1748 sq ft w/ 4 ops Both remodeled (209)605-4248.

**"Accessibility** I truly feel their sincerity in wanting to help my situation. Absolutely recommend them to others all the time!" Camille Adli, D.D.S., Long Beach, California-See our ad on Pg. 2.

**Autoclaves** Tuttnauer, Midmark, All America, SDS, O'Ryan, and Prestige Autoclaves starting at \$649 Call (951) 276-3225 or go to [www.LionsDentalSupply.com](http://www.LionsDentalSupply.com).

## SPECIALIZING IN DENTAL PRACTICE SALES & TRANSITIONS



A. LEE MADDOX, DDS, ESQ.



KERRI MCCULLOUGH

### Now with California offices in La Jolla, Los Angeles and Newport Beach

We have been involved with more than **1000 dental practice transactions.**  
*Here are some of our current listings:*

**NEW LISTING - \$1,160,000** - General Dentistry Practice in North Orange County, Southern California with five (5) operatories, fully equipped, sterilization room, adjustment lab, dark room, staff lounge, business office, private office. Practice has been established for 47 years.

**\$7,500,000 Implant Practice in Orange County**, Southern California. This is a large, state-of-the-art practice with an in-house, full-service lab, private office, call center, and much more all located in a beautiful professional building.

**\$775,000 - Dental Leasehold Improvements and Real Estate For Sale in Santa Ana**, Orange County, Southern California, with Five (5) operatories, sterilization area, business office, private office, open floor plan with soothing neutral colors. A great opportunity to own dental real estate in Orange County.

**\$375,000 General Dentistry Practice in Irvine**, Orange County, Southern California with five (5) operatories, three (3) fully equipped, two (2) plumbed, wired and medical-grade cabinetry and sinks. Beautiful, modern office in soothing neutral colors.

**\$700,000 - FOR SALE - 2 Suite Dental Building in Garden Grove**, Orange County, Southern California. Total building square footage is approximately 2400 sq.ft. Both are plumbed for dental.

**\$250,000 Leasehold Improvements in Pasadena**, Los Angeles County, Southern California with six (6) Adec Chairs/Lights in a great part of town. Contact our office for more information.

**\$950,000 Pedo Practice in the Inland Empire**, San Bernardino County, Southern California with six (6) dental chairs, five (5) open bay, one (1) surgical suite, sterilization room, private office and great cash flow in a mixed-use building. In Escrow.

**\$150,000 Orthodontic Practice in Pico Rivera**, Los Angeles County, Southern California, with four (4) chairs, open bay, sterilization-lab combo, adjustment lab, reception area, business office/consultation room, and private office in a professional building.

**\$300,000 General Dentistry Practice in Brea**, Orange County, Southern California, with four (4) operatories, includes equipment, sterilization room, private office in a shopping center near mall and freeway.

**\$500,000 General Dentistry Practice in South Orange County**, Southern California with four (4) operatories, fully equipped, sterilization-lab combo, adjustment lab, staff lounge, private office, over 31 years of goodwill, doctor retiring.

**\$475,000 Pedo Practice located in Costa Mesa**, Orange County, Southern California with five (5) operatories, private office, staff lounge, sterilization/lab combo, adjustment lab, x-ray room, dark room, reception area, private office. 1500 square foot suite. In Escrow.

**\$400,000 General Dentistry Practice in Los Alamitos**, Orange County, Southern California with seven (7) operatories, sterilization room, wet lab, business office, private office, staff lounge. Located on a busy street with plenty of frontage.

**\$275,000 Orthodontic Practice in Long Beach**, Los Angeles County, Southern California with four (4) chairs, open bay, plus one (1) chair in consultation room, includes equipment, digital Pan/Ceph machine, paperless office, private office in a Medical/Dental Building. Over 50 years of Goodwill.

**\$430,000 Prosthodontic Practice in Walnut Creek**, Contra Costa County, Northern California with three (3) operatories, fully equipped, two-desk laboratory, administrative office, and private office near a retirement community. Doctor retiring, 28 years in the same location.

**\$475,000 General Dentistry Practice in La Verne**, Los Angeles County, Southern California with four (4) operatories, private office, staff lounge, sterilization/lab combo, adjustment lab, x-ray room, dark room, reception area in a retail center. Over 33 years of Goodwill.

**\$500,000 Pedo practice located in Santa Ana**, Orange County, Southern California with eight (8) operatories, a three (3) chair ortho bay, sterilization/lab combo, adjustment lab, x-ray room, dark room, reception area, staff lounge, business office, consultation room, storage room, private office, in a professional building. 4000 square foot suite. In Escrow.

**\$225,000 General Dentistry Practice in San Juan Capistrano**, South Orange County, Southern California with three (3) operatories, sterilization room, adjustment lab, 2 x-ray rooms, staff lounge, private office in a business complex. 31 years of goodwill, doctor is retiring. In Escrow.

**A. LEE MADDOX, DDS, ESQ.** BROKER NUMBER - 01801165  
 2121 N. CALIFORNIA BLVD. SUITE 290, WALNUT CREEK, CA 94596  
 888-685-8100 | INFO@MADDOXPRACTICEGROUP.COM  
**WWW.MADDOXPRACTICEGROUP.COM**



**Reminder!** Reader ads placed online at dentaltrader.com post instantly to our Ad Board (so you can get response the same day) and can be placed for multiple month while ads submitted using the printed form in the back of the publication do not post to the Ad Board and can only be placed for one month. See our FAQs page for details.

**Newly remodeled office** with BRAND NEW chairs, computers, and imaging in a sought after prime location on Solano Ave near Berkely, CA. Orthodontist is looking to share office space with another specialist. Approx 2,000 sq ft. MUST SEE! ssk7979@gmail.com.

**Legal Tip: Sellers** Did the buyer agree to loan approval within a specified time? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

**Associate Orthodontist** wanted for growing private practice located in Central Valley. Starting 1 day/wk. New Grad Ok. Email smilemkr123@gmail.com.

**PRACTICE WANTED** in Orange County: Buyer looking for practice in Orange County with established patients, 1,200 sq. ft. to 2,000 sq. ft. office, open to any price range. SELLERS call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780 @ (714) 550-7494 or quickbiz4-e@yahoo.com | www.lcffin.com.

**PRACTICE SALE or OFFICE SHARE** Huntington Park-Asking \$300K. prime location of Hisp.community. 20 years active practice. 5 ops. Office share also avail. for specialist. Call Dr. Justin @ (213)249-4747 (213)272-7989 or drjustindental@yahoo.com.

**BAKERSFIELD #21 Bldg. & Pract. for Sale** Price Reduction on the bldg! (10) op comput. G.P. (3) ops fully equipped, (3) ops partially equipped & (4) add. plumbed. On a main St. w excell. exposure. Annual Gross Collect. ~ \$500K on a (3) day wk. Cash/Ins/PPO & minimal Denti-Cal. Seller retiring. D&M Practice Sales 818.591.1401.

**cavitron peso x5** contact ever 323 899 5956.

**Dentist Anesthesiologist** in California (917) 318-9947  
www.PatientSedation.com.

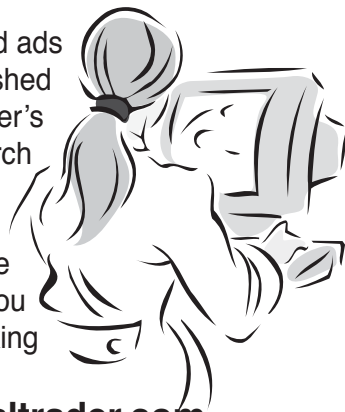
**LANCASTER: For Sale** General dentistry practice. This four operatory office is located in 2,360 sq. ft. on the second floor of an attractive Medical Dental office building. Gross receipts were \$676,000 with a \$174K adjusted net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional operatories could be added to existing space. Great location. #14376. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

**Dental Practice For Sale** Turn key operation. San Jose (408) 506-9744, Next to Regional Hospital. Asking \$65K. I would like to retire.

**Need something but can't find it?** Call Bruce at The Dental Trader at 877 888 4237. I have a comprehensive database of dental companies developed for the past 30 years...I can help you find whatever you're looking for.

## SEARCHING FOR SOMETHING?

To search recently placed ads that have not been published yet, use The Dental Trader's Online Ad Board. To search ads that have already been published, visit our Archives page. Both have search engines to help you find whatever you're looking for. It's almost too easy.



**www.dentaltrader.com**

**Two Hanua Dental** Articulators For Sale, \$500 For Both Or \$300 Each. ddsnavid@yahoo.com Will e-mail Pics Upon Request.

**ZOOM Advanced Power** Brand new in the box. Never used. Irvine CA, \$500 OBO 949-653-8888.

**ZOOM!** Advanced Power Plus Whitening System Light \$200.00 Only used a few times. Call 562 424 0777.

Did you know that if you read The Dental Trader online, all the email and web addresses are hyperlinked? Just click on the ad and a window will open enabling you to view the advertiser's website or send an email... works on display ads and reader ads! How convenient is that? Just one more way we save you time and money.

**Own the "Keywordreach" domain** MarinaDelReyTeethWhitening "for \$1,500. Then be found on the first page of the search engine FREE. LosAngelesApple@gmail.com.

**Dental Practice 4 Sale** Located: (Hilmar 95324). Asking \$80k Contact: Duc Nguyen (209)620-1639 for info/pictures.

**IMPLANT PLACEMENT FOR \$800.00** (Implant included, 3 minimum) Over 15 years of experience in implant dentistry, Cosmetic , full mouth reconstruction, and ALL ON FOUR procedure (Teeth in a day). I will bring all of my own material. IV sedation licensed and Fellow member of ICOI. www.drgolpa.net Cell: (702) 768-7840. Office: (702)641-7111 mikegolpa@gmail.com.

**PANOREX MACHINE FOR SALE** Siemans Orthophos #D3200. Can be upgraded to take Digital X-Rays. \$3,395.00 OBO. 562 424-0777.

**Harvey hydroclave SC8** A true workhorse! Excellent condition. (818)518-7426 \$1000. They sell refurbished for 3k+.

**Dentox hands-on programs** will explain how you can add Botox and Dermal Fillers to your practice quickly and easily, all while boosting profitability and providing your patients with the popular services they want. Register for the March 16 course in Los Angeles at www.dentox.com or call Ann at 858-550-9533.



# Lions Dental Supply & Equipment

Tel (951) 276-3225

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

Quality Dental Equipment & Supplies...All at the Lowest Prices!!

 <p><b>Piezo Co-Pilot Fully Self Contained Ultrasonic Scaler (Vista Dental)</b> Sale \$ 2,299</p>	 <p><b>MD-10 Brushless Surgical Motor System (Nouvag)</b> Sale \$ 2,783</p>	 <p><b>MD-20 Brushless Surgical Motor System (Nouvag)</b> Sale \$ 3,481</p>	 <p><b>Implant Contra Angles</b> Sale \$ 299</p>	 <p><b>QuickRay</b> <b>Quick Ray Digital Sensors</b> Must Sell</p>
 <p><b>D560 Amalgamator</b> reg \$ 399 Sale \$ 219</p>	 <p><b>Marathon 701 Brushless Lab Motor</b> \$ 599</p>	 <p><b>MyRay X-Pod Wireless Digital X-ray Sensors</b></p>	 <p><b>Celux Operatory light</b> Sale \$ 599</p>	 <p><b>Vacuum Pumps</b> Must Sell</p>
 <p><b>DCI Dry Vacuums</b></p>	 <p><b>Kodak DF-58</b> \$ 42.99 <b>Kodak DF-57</b> \$ 46.99 <b>Kodak TMAT</b> \$ 89.99</p>	 <p><b>BioJeto Prophy Air Polisher</b> \$ 389</p>	 <p><b>Apex NRG XFR Apex Locator (JS Dental)</b> Sale \$ 499</p>	 <p><b>Air Compressors</b> On Sale</p>
 <p><b>MyRay Dental X-Ray Unit</b> We Will Beat Any price</p>	 <p><b>DCI Air Compressors</b> On Sale On Sale</p>	 <p><b>3 Liter Heated Digital Ultrasonic Cleaner</b> Sale \$ 269</p>	 <p><b>DCI Operatory Chair</b> Sale \$ 3,199</p>	 <p><b>Black Knight LED Curing Light</b> Sale \$ 189</p>
 <p><b>Westar 2001E Operatory Chair</b> Sale \$ 2,999</p>	 <p><b>Quick Bright Bleaching Light</b> \$ 699</p>	 <p><b>Digital Amalgamator</b> Sale \$ 194</p>	 <p><b>JetPolisher 2000 AirPolisher (Deldent)</b> Sale \$1.045</p>	 <p><b>Buy 5 Get 1 Free</b> reg \$ 69.99 <b>Starting At \$ 39.99</b></p>
 <p><b>ART - L5 LED Dental Curing Light (BONART)</b> Sale \$ 299</p>	 <p><b>Root Pro Endo Rotary Endo Motor &amp; Apex Locator</b> Sale \$ 829</p>	 <p><b>P4 Piezo Ultrasonic Scaler (BONART)</b> Sale \$ 489</p>	 <p><b>Scalex 830 Ultrasonic Scaler (DENTAMERICA)</b> Sale \$ 389</p>	 <p><b>Tuttnauer Autoclaves</b> We Will Beat Any Price</p>
 <p><b>Boart E1 Electrosurgery Unit (Bonart) Free 7 electrodes</b> Sale \$ 399</p>	 <p><b>P6-Piezo Ultrasonic Scaler (BONART)</b> Sale \$ 349</p>	 <p><b>Slow Speed Complete set Motor, Straight, Contra Angle</b> Sale \$ 299</p>	 <p><b>Rotex 782 Micro Motor</b> Sale \$ 399</p>	 <p><b>Tuttnauer Ultrasonic Cleaner</b> We Will Beat Any price</p>

**Prosthodontic Practice** \$430,000 – Walnut Creek, Northern CA, 3 equipped ops, medical/dental building, Seller retiring. Call MPG (949) 675-5578.

**Attendees say** Xcel Seminars give “good solid information that can be used to treat patients” at a fantastic price! Go to [www.xcelseminars.com](http://www.xcelseminars.com) for more information.

**Office phones** Great condition. Call 310-487210 or [raschkovsky@hotmail.com](mailto:raschkovsky@hotmail.com). Best offer.

**Tuttnauer Elara 11** Class “B” Sterilizer - Automatic 11” x 19.8” Chamber Size 7.5 gal Chamber Volume. The chamber volume is large, external dimensions are small, making it especially suitable for smaller clinics requiring a high turnover. Call for Price (951) 276-3225 or go to [www.LionsDentalSupply.com](http://www.LionsDentalSupply.com).

**Looking for used** digital pan/ceph for ortho office. Will pay for transportation. Dr. Alter 805-495-0449.

**PRACTICE FOR SALE**—San Diego (Clairemont)—GP situated in strip center in residential area. 3 Ops, Digital PA & Pan X-rays. SDPS: 760-599-7828.

**Paging system** Intercommunication. Great condition. Call 310-487210 or [raschkovsky@hotmail.com](mailto:raschkovsky@hotmail.com). Best offer.

**Diversify your practice** and increase profits without the headaches of prolonged training, expensive equipment and high risk procedures. Learn all you need to know how to introduce Botox injections to practice. March 16 Los Angeles. Register at [www.Dentox.com](http://www.Dentox.com) or call Ann at 858-550-9533.

**Brand new** (2 years) chart file cabinet x2 speed file. Great condition. Call 310-487210 or [raschkovsky@hotmail.com](mailto:raschkovsky@hotmail.com). Best offer.

**PORTERVILLE** (6) op comput. G.P. for sale. Located in a major shop. ctr. w exposure, visibility & signage. Cash/Ins/PPO/Denti-Cal pt. base. Gross Collections are \$500K/yr on a (4) day wk. Pract. previously did \$1M+ when Denti-Cal was more active. Could add HMO's. Very low overhead w a very high % net income. Seller commutes 100+ miles r.t. per day, and wants to practice closer to home. D&M Practice Sales 818.591.1401.

**Clean out that junk drawer...**your junk is treasure to someone else! Place a free ad and turn that junk into cash! It's fast and easy! Visit our FAQs page at [dentaltrader.com](http://dentaltrader.com) for details.

**We do office makeovers!** Adec Cascade ops start at \$7999. Belmont \$3499 and everything else. Call us at 800-445-6719, we take trade-ins and it's tax write-off time! Handpiece Trading Post.

**100% OF THE CALLS** WE RECEIVE FROM DOCTORS & STAFF deal with questions answered on our FAQs page at <http://thedentaltrader.com/faqs.htm>. You will find instant answers to any question right there.

**“Best return on investment ever!”** Moni Mosharaf, Orange and Aliso Viejo, California—See our ad on Pg. 2.



*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

**LINDSAY: For Sale** General dentistry practice & building. Gross receipts \$330,000 with adjusted net income of \$219K. Owner has operated in present location for 27 years. Office space 1,489 sq. ft. 4 operatories available (3 equipped), Intra-Oral Camera, Soft-Dent software. 3 hygiene days a week. Owner retiring #14363. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

**free leasehold/office (santa barbara)-4 ops, computerized, digital x-rays, turn-key, be your own boss & start your business TODAY, email me at [huy\\_n68@yahoo.com](mailto:huy_n68@yahoo.com).**

**PRACTICE WANTED** in LA County & Ventura County: Buyer looking for modern practice with mixed demographics, middle income, Cash/PPO good visibility and exposure. SELLERS call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780 @ (714) 550-7494 or [quickbiz4-e@yahoo.com](mailto:quickbiz4-e@yahoo.com) | [www.lcffin.com](http://www.lcffin.com).

**Sunday Continuing education** courses approved by Dental Board Of California by PDS. For more information please call 1-866-4 CALL PDS or 1-866-422-5573.

**SANTA CRUZ** Great central location. 4-days of Hygiene creates a strong foundation. Has been consistent \$400,000+ per year performer. Utilizes 3-ops in 1,250 sq.ft. suite. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) to learn more or phone Ray Irving at 415-899-8580.

**Legal Tip: Buyers** What if you can't get insurance panel privileges for three months? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**EVA adult digital X-ray Sensor** Comes with installation, training, box of 500 sheaths, box of adult and pedo Rinn positioners, EVAsoft imaging software, free lifetime support. Regular \$6,495. Sale \$4,995. Lease at \$115/mo. 57 mos. w/one dollar buyout and deferred payments for first 90 days. Get Pedo sensor as well for only \$4,000. Call 800-273-5033.

**PRACTICE FOR SALE** Escondido. Estab GP. BUILDING also FOR SALE SDPS: 760-599-7828.

**California Dental Practice Act and Infection Control Courses** available by e-mail or regular mail. 2 CE Units each for a total of 4 CE Units. Call 617-669-4149.



## ALL ON FOUR (FIXED BRIDGE)



## DO NOT REFER OUT YOUR ALL ON FOUR (TEETH IN A DAY) PATIENTS. KEEP THE REVENUE IN HOUSE!

*Over 15 years experience in implant dentistry, full mouth reconstruction, cosmetic dentistry and IV sedation.  
Fellow member of ICOI. Trained by Palo Malo Institute. I will bring everything to your office.*

*Serving Northern California*



Mike Golpa D.D.S.

**Who are the best candidates?** The ideal candidates for the Teeth in a Day, (*All on Four* or *All on Six*) procedure are those who are about to lose their teeth and those who are current denture wearers.

**Many times I've been told that I'm not a candidate for a fixed bridge or implant due to bone loss. Am I a candidate for an implant with the *All on Four* procedure?** 80% of the patients who have been told they are not candidates for traditional implant options are candidates for this procedure. This procedure uses the frontal part of the jaw and in most cases it requires no bone grafting or sinus augmentation.

**What makes this procedure different?** Considering the fact that the frontal part of the jaw has the more dense bone, instead of the conventional method of placing the implant straight into the bone (which can require sinus lift and bone grafting) and minimum 6 to 9 months waiting time and healing time, this technique differentiates by placing the back implants at an angle. Not only do you benefit from the dense bone in the frontal part of the jaw, but we can place a longer implant with a much less invasive procedure, without entering into the sinus cavity on the upper arch.

**How long is the surgery?** The surgery takes 2 1/2 hrs. per arch under sedation (sleep dentistry) and you will get a fixed set of teeth in one day.

**Is there going to be pain?** Since the procedure is much less invasive and the patient is placed on anti-inflammatory medication prior to the surgery there is little to no discomfort and swelling.

**What about healing time?** No healing time or bone integration is required to secure the fixed bridge on the implant due to the fact the implants are anchored into the bone. The usual 4 – 6 month bone integration is not required in most cases because we gain solid primary stability at the initial placement of these implants.

**How much does this procedure cost?** Every patient is different depending on bone quantity and density, but on average, this procedure costs half the price of conventional methods, without any waiting period and benefiting a fixed bridge in one day.

**How do I get started?** Call the office and set up a consultation or request a DVD that features Dr. Golpa that explains the procedure in depth and along few patients describe their experience and see their results.

**ALL ON FOUR (TEETH IN A DAY)** ....\$12,500 per arch  
Have your patient benefit from a fixed bridge in one day. Includes everything from A-Z.

- 1 Extraction of remaining teeth if needed
- 2 Surgical placement of Nobel Biocare active implant
- 3 Impression of multi unit abutment
- 4 Tech to be on site for fabricating acrylic bridge
- 5 Delivery of The acrylic Bridge /bite adjustment and one follow up.

### IV SEDATION NOT INCLUDED

In 6 months, patient has the option to upgrade to zirconia framework and porcelain crowns for 12 teeth ..... \$9,000  
IV Sedation ..... \$650 first hour. \$450 each additional hour.

702.768.7840 | Office 702.641.7111 | [www.drgolpa.net](http://www.drgolpa.net) | [Mikegolpa@gmail.com](mailto:Mikegolpa@gmail.com)

**PRACTICE WANTED** in Northern California: Buyer looking for established practice in retail center or street visible, 4 to 8 ops, established patients, in Northern California. SELLERS call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780 @ (714) 550-7494 or quickbiz4-e@yahoo.com | www.lcffin.com.

**Key Doctor...**you can have your Dental Trader subscription sent anywhere! To subscribe, change your address or request deletion from our mailing list simply use the online forms at dentaltrader.com We do not sell or share our mailing list with anyone...ever!

**SANTA CRUZ: For Sale** General dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2,000 active patients with 6 days of hygiene per week. Practice Pano, Intro-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

**Want your ad to stand out? Try upgrading your reader ad with a black box! See FAQs page for inexpensive options to enhance your advertising at dentaltrader.com.**

**We're here to help you** take the next step Acquiring, starting or expanding a practice? Wells Fargo Practice Finance can help. Contact us at 1-888-937-2321 or wells Fargo.com/dentist.

**GD Practice, Brea, OC** \$300,000, 4 ops, includes equipment, sterilization room, pvt. office, shopping center near mall/freeway. MPG (949)675-5578.

**Hear unbiased** practical treatment techniques. Attend Xcel Seminars' Comprehensive Skills Series in Southern and Northern California—Go to [www.xcelseminars.com](http://www.xcelseminars.com) or call 310-663-4055 for more information.

**FREE MEMBERSHIP** Join Business Association For Doctors and benefit from the videos, blogs and discussions to train your employees, increase productivity and save by shopping our store. <http://doctors2connect.ning.com>.

**LOS GATOS** Part-time practice collected \$240,000. Netted \$90,000. Computer charting, digital radiography and digital Panorex. Owner's investment totals \$200,000. Full price \$150,000. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) to learn more or phone Ray Irving at 415-899-8580.

**Handpiece Repair** professionally done within the day! Air driven and electric. Free pick-ups and estimates! Handpiece Trading Post. Since 1980, call 800-445-6719 for your free pick up!

**PRACTICE WANTED** in Northern California: Well maintained in a good locality with at least 500 active patients, no HMO practice & only fee for service offices. SELLERS call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780 @ (714) 550-7494 or quickbiz4-e@yahoo.com | www.lcffin.com.

## Safe & Scamless

*The Dental Trader has been more than helpful when placing ads without all the other scams that happens with other listing eg. Craigslist.com. It is safe and I feel confident when placing an ad here.*

Nancy J. Yee, DDS



**PERIODONTIC Practice for Sale** North San Diego County. Long-established. Priced attractively for quick sale!! SDPS:760-599-7828.

**Dentox delivers** the training, materials, and support you need to confidently provide Botox and Fillers to your patients. Register for the hands-on class in Los Angeles March 16 at [www.dentox.com](http://www.dentox.com) or call Ann at 858-550-9533.

**Legal Tip** Failing to complete annual minutes can destroy your corporation's tax breaks. Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**Custom Website solutions** for your dental practice. Reg. \$2,999. Sale \$2,495. Increase production by increasing patient education ; advertise your procedures, promote dental practice online with top search engine rankings. See [www.ez2000webdesign.com](http://www.ez2000webdesign.com) or call 800-273-5033.

**Monterey Peninsula GP** 2,000 sq. ft. state-of-the-art office w/digital x-ray and 6 modern fully-equipped ops. 1,500 active patients all fee-for-service. 3 year avg. GR \$1.7M, 2011 GR on schedule for \$1.8M. Avg. net profit \$700K+. Asking \$1,374,000. Contact Carroll & Company (650) 403-1010 or [dental@carrollandco.info](mailto:dental@carrollandco.info) for details. Listing 3068 CA DRE #00777682.

**"Wood and Delgado** are honest, accurate, efficient and confident attorneys." Philip B. Potter, D.D.S., San Clemente, California—See our ad on Pg. 2.

**Dentox will train you** how to do all Botox treatments really well and how to implement the treatments in your office. We have you covered - so you can focus on building your practice. Next course March 16 Los Angeles. Register at [www.Dentox.com](http://www.Dentox.com) or call Ann at 858-550-9533.

**COVINA #3** (3) op computerized G.P. for sale. (52) years of Goodwill. Cash/Ins/PPO pts. 2011 Gross Collections ~ \$242K on an easy (3) day wk. Located in a small medical/dental bldg. on a main St. Low rent. Seller retiring, but will assist w transition. D&M Practice Sales 818.591.1401.

**KERN COUNTY, CA** Price Reduction! Well established, 6 op GP with a great location for the dentist desiring a rural lifestyle. Practice Transition Partners, (888) 789-1085, [www.practicetransitions.com](http://www.practicetransitions.com).



# Handpiece Trading Post

**We Buy, Sell, Service and Trade New and Used Equipment!**

## Handpiece Repair Special

*Midwest, NSK etc..\$79*  
**GENUINE CERAMIC BEARINGS**  
**FOR**  
*Star 430 SWL, SW .....\$99*  
 New Turbine.....\$149!!  
 Kavo Euro Bearings...\$99  
 New turbine.....\$149



## Big Equipment too!!

*Adec Cascade Packages from \$7999*  
*Belmont, Pelton Crane, Marus etc.*  
*Trade-in or donate your old equipment!*

**Low Speed Overhaul.....\$149**  
**Titan S Scaler Overhaul ..\$99**  
**Professional technicians**

Valuable Coupon\*\*\*\*\*Valuable Coupon  
**1 FREE HANDPIECE REPAIR**  
**(\$79.00 VALUE)**  
 (Limit 1 per office or customer)

Valuable Coupon\*\*\*\*\*Valuable Coupon

## Closeouts!

The Wand, reconditioned.....\$895  
 Peri-Pro III reconditioned w/ daylight..... \$1095  
 Accu-cam, Reveal and Insight intra-orals  
 Cavi-Jet 30, reconditioned.....\$1895  
 AT 2000 XR Processor.....\$1795  
 Apollo 5 sec.curing light, cordless...\$995  
 Cavitron 3000 re-conditioned.....\$795  
 Adec Priority Chairs.....\$2299  
 Ellman EFP Ellectosurge (new),,,,,,,,\$1995  
 Intra-Oral Camera (new).....\$799  
 Abrasion Units.....call for price

## Rebuilt/new Handpiece Specials!

Surgical 45\* (new).....\$279  
 Star 430SWL (reb).....\$369  
 Shorty or Rhino Motor (reb).....\$399  
 Kavo 642, 640 (reb).....\$499  
 Tradition F/O power lever, reb.....\$350  
 Kavo 2307LN motors(reb).....\$699  
 RDH handpiece (demo).....\$499  
 Lares, F/O, P/b (reb).....\$199  
 Quiet Air, (reb).....\$149  
 NSK, Viper 301, Lo Speed, F/O w/head.....\$499  
 Tru-Torq, reb. 1 or 2 speed, w/sheath.....\$299  
 Titan generic latch heads, (new).....\$69  
 Shorty generic latch heads,(new).....\$69  
 Titan P/B latch heads (new).....\$179  
 Titan 5 k w/ Nose and coupler (new).....\$699  
 Midwest Stylus.(reb).....\$699  
 Synea TA 98 I, (reb).....\$479  
 Dentex H.P.s, F/O for (M.W, Star Kavo).....\$219  
 Sirona Electric T-1 Classic, (new).....\$895  
 Kavo 2313 (reb.) St. Attachment.....\$495

## Starting or selling an Office?

Let us know when and we can help you save thousands!

We also buy whole offices and equipment, etc.

We also carry new and rebuilt X-rays and processors, sterilizers, ultra-sonic scalers, piezos, "jets," sterilizers, stools, LED curing lights, roto-endo units, intra-oral cameras, surgical handpieces, electric lab handpieces, and other lab stuff.

**Equipment Parts are available!**  
**Obscure and hard to find! Call Us!**

*Family Owned and Operated since 1980*

18627 Brookhurst St. #351  
 Fountain Valley. CA 92708

**800-445-6719**

We like trade-ins! Visit us at:  
[www.handpietetradingpost.com](http://www.handpietetradingpost.com)  
 Email us at [mamhttp@yahoo.com](mailto:mamhttp@yahoo.com)



**Free Retirement Plan** Feasibility Study with every practice purchase. Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**PRACTICE WANTED** in Riverside County & North San Diego County: Buyer looking for, practice with 6 or more operators with good number of new patients per month, cap checks of \$7K per month and PPO patients. SELLERS call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780 @ (714) 550-7494 or [quickbiz4-e@yahoo.com](mailto:quickbiz4-e@yahoo.com) | [www.lcffin.com](http://www.lcffin.com).

**Looking for Dentist** for Salinas with RCT and extractions experience. Invisalign highly desired. Fax 408-493-4585 or email [bayareadentist2009@gmail.com](mailto:bayareadentist2009@gmail.com). Competitive compensation.

**Used Digital panoramic** and ceph or 3D imagine x-ray needed. Please call 626-755-9119.

**Endodontist needed** one day per month for private/PPO practice in Folsom, CA. Please call 916-404-3207 or email [blueravinedental@hotmail.com](mailto:blueravinedental@hotmail.com).

**SPACE FOR SUB-LEASE** Excellent opportunity for PERIODONTIST. Fully equipped Endodontic office in SFV/LA area with numerous referring general dentists nearby. Dental assistant available if needed. E-mail: [uscendodontist@hotmail.com](mailto:uscendodontist@hotmail.com).

**Gendex Gxp x-ray processor** in great working condition, well maintained \$500.00 call (323)722 2922.

**SFBay North Vallejo** 750-3000 sf nice office space near downtown & ferry building, pre-plumbed with cabinets, \$0.85/ft: call Jim 707-994-1218.

**PANO, FREE** EXCELLENT CONDITION, ROSEVILLE. 916-783-7105.

**FREE! YES! FREE!!** Join thousands of dentists...place your FREE reader ad in The Dental Trader anytime. Use the form in the back of this issue or online at [www.dentaltrader.com](http://www.dentaltrader.com)

**Premium DentalEz Assistant** stool (sand color) good condition \$100.. If interested call 714-870-9445 or email [maydds@sbcglobal.net](mailto:maydds@sbcglobal.net).

**Pelton Crane** (Delta) sterilizer, good condition, 2 trays, digital \$700. Cell 951-712-9273 Blanco DDS.

**CEREC** Latest CEREC unit and MCXL available. Excellent Cond. Many blocks and accessories. No longer practicing, must sell, \$50,000 obo Call 925 330-8375.

**STOP REFERRING OUT** OS RESIDENT WILL DO ALL YOUR SURGICAL PROCEDURES IN HOUSE. ALL INSURANCES ACCEPTED. CALL (818)339-7220.

**Have you advertised** in The Dental Trader? We'd like to hear from you. How did it go? Please let us know. Email your feedback to [bruce@thedentaltrader.com](mailto:bruce@thedentaltrader.com). Thank you!

# CONSUMER ALERT!

## The Dental Trader

refuses to do business  
with the following companies:

### AMERICAN BUSINESS CARD

(A CEG Company)

P.O. Box 15190

Scottsdale, AZ 85267

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

Ph: 800-555-2234 Fax: 800-500-4506

### PROFESSIONAL FINANCING INC.

Alexander Slepak

20371 Irvine Avenue, #100

Newport Beach, CA 92707

[www.professionalfinancing.net](http://www.professionalfinancing.net)

[doctor@professionalfinancing.net](mailto:doctor@professionalfinancing.net)

Ph: 323-272-3543 Fax: 480-948-0082

*This notice is based on the advertisers'  
contractual lack of performance and/or  
legal action/court judgments.*

*If you have had a problem with these or any other  
Dental Trader advertiser, please send your  
formal complaint to:*

The Dental Trader  
Attn: Complaints  
Post Office Box 2631  
Capistrano Beach, CA 92624  
Fax: 949-498-1198  
Email: [tradestaff@cox.net](mailto:tradestaff@cox.net)

*Be sure to include any relevant documentation concerning your complaint*

# HENRY SCHEIN®

## PROFESSIONAL PRACTICE TRANSITIONS



## “DENTAL PRACTICE BROKERAGE”

### Making your transition a reality.

More information is available on our website regarding practices listed in other states, articles, upcoming seminars and more.

For more information regarding the listings below:

VISIT OUR WEBSITE AT:  
[WWW.PPTSALES.COM](http://WWW.PPTSALES.COM)  
 (Practice Opportunities)

Practice Sales • Mergers  
 Partnerships • Appraisals  
 Patient Record Sales

- **EL DORADO HILLS:** *For Sale*-General dentistry practice. Gross Receipts of \$834K with adjusted net of \$389K, 53% overhead. Office has five equipped operatories in 1485 sq.ft. Pano, Intra-oral Camera, Dentrrix, 5 days of hygiene. Owner retiring.
- **FOLSOM:** *For Sale*-General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops, Digital, Dentrrix, Intra-Oral Camera, Laser, 1-year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- **FOUNTAIN VALLEY:** *For Sale*-General Dentistry Practice. Gross Receipts \$284,000 with only a 47% overhead. Practice has been in its present location for the past 37 years. There are two equipped operatories in this 5 op office. E2 2000 software. Doctor is retiring.
- **FRESNO:** *For Sale*-General Dentistry Facility. One of the best opportunities this year. This 3 op dental office comes equipped. It is in a great location and has about 200 active patients. Owner is in the process of completing his Orthodontic training and only works in the office 5 days a month. Complete pictures of the office and an inventory list of included furniture and fixtures are available. Everything included for only \$85,000 You can't afford to pass this up. #14383
- **FRESNO:** *For Sale*-General Dentistry IV Sedation Practice. (MERGER OPPORTUNITY) Owner would like to merge his practice into another high quality general dentistry or IV sedation practice. The merger would be into Buyers office. Seller would like to continue to work as either a partner or associate after the merger. 2010 collections were \$993K with a \$422K adjusted net income. There are 7 days of hygiene. #14250.
- **GLENDALE:** *FACILITY SALE*-General Dentistry Office Space & Leasehold Improvements Sale- Office located in a medical plaza, 1760 sq. ft. 7 operatories, computerized equipment approximately 5 years old. Two 5-year options available. #14373
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho, Perio, Endo, Surgery. Intra-Oral Camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337.
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. GR \$45K 3 days/wk (4 avail). 3 hygiene days/week. 5 Ops (6 Avail) 1,950 sq ft. Refers out most/all Ortho, Perio, Endo, Surgery. Office has Laser, Intraoral Camera, Pano, & Dentrrix Software. Owner retiring. #14372.
- **GRASS VALLEY:** *For Sale*-General Dentistry Practice. Gross Receipts \$491K with an adjusted net income of \$130K. Overhead 73%. Office leased 1,555 sq ft. 4 equipped operatories 5 available. Laser, Intra-Oral Camera, Cerac, & Eaglesoft software. Owner would like to retire. #37108.
- **GREATER CHICO:** *For Sale*-General Dentistry Practice. Gross receipts in 2010 were \$584K, with an adjusted net income of \$152K. Approx 1,100 active patients. 4 operatories, Pano, Intra-Oral Camera. Easy dental software. Leased office 1,200 sq. ft. Owner is retiring. #14359.
- **GREATER SAN JOSE AREA:** *For Sale*-General Endodontic Practice. 2009 Collections were \$1,187MIL with an adjusted net income of \$696K. There are 4 ops in this nicely decorated 1,000 sq ft office space. 4 microscopes. Owner has been in same location for 26 years with long-term employees. Owner is retiring but will continue to work 1 ½ to 2 years through the transition with the buyer.
- **HAWAII (MAUI):** *For Sale*-General dentistry practice. Gross Receipts of \$636K. Office has four equipped operatories in 1198 sq.ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 ½ days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise. #20101
- **HAYWARD:** *For Sale*-General Dentistry Practice. This practice consists of 1,600 sq ft with 4 treatment rooms in an excellent location. 2010 Gross was \$501,000 with a \$228K adjusted net income. Dental Vision software, Average age of equipment is 8 yrs. Approximately 1,200 active patients.
- **IRVINE & COSTA MESA:** *For Sale*-General Dentistry practice combined. Gross receipts combined \$781K with adjusted net of \$396K. Both office spaces are leased with 4-5 ops in each. Both are 1,600 sq. ft. Irvine is equipped with Intra-Oral Camera, Pano & Dentrrix. Costa Mesa is equipped with Laser, Intra-Oral Camera, Pano and Dentrrix. #14355.
- **LAGUNA NIGUEL:** *For Sale*-General Dentistry Practice. 2010 gross receipts were \$503k. 4 operatories, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring. #14352
- **LAKE COUNTY:** *For Sale*-General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral Camera, Pano, and Data Con software. Owner to retire. #14338
- **LANCASTER:** *For Sale*-General Dentistry Practice. This 4 operator office is located in 2,360 Sq Ft on the second floor of an attractive Medical Dental office building. Gross receipts were \$676,000 with a \$174K adjusted net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional operatories could be added to existing space. Great location.#14376.
- **LEMOORE/HANFORD AREA:** *For Sale*-General Dentistry Practice & Building. Owner has worked in this location since 1971. Gross Receipts were \$378K with \$139K adj. net income. There are 3 equipped operatories and 3 days of hygiene. Purchase of the building is optional to the Buyer. 100% financing is available for both building and practice. Excellent opportunity for new grad or satellite practice. #14375.
- **LINDSAY:** *For Sale*-General Dentistry Practice & building. Gross Receipts \$330K with adjusted net income of \$219K. Owner has operated in present location for 27 years. Office space 1,489 sq. ft., 4 equipped operatories, Intra-Oral Camera, Soft-Dent software, 3-hygiene days a week. Owner retiring. #14363
- **LIVERMORE:** *For Sale*-General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely updated 1,082 sq. ft. office space. Dentrrix software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- **MODESTO-TRACY-STOCKTON AREA:** *For Sale*-Pediatric Practice. \$677,000 in collections in 2010 with a \$357,000 net income. This 3-chair office is located in approximately 1,250 sq ft & has recently been remodeled. Patient Base software. Office equipped for NO2 & IV sedation. Practice has operated in its present location for 20 years.
- **NEWPORT BEACH:** *For Sale*-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport Beach community. Three (3) hygiene days per week. Leased office space with 4 ops. in 1,450 sq. ft. Pano & Practice Works software. #14354.
- **NORTHERN FRESNO:** *For Sale*-General Dentistry Practice. This is a perfect starter or satellite practice. Excellent location in North Fresno. Gross Receipts in 2010 were \$173K. Approximately 450 active patients. 3 operatories. Dentrrix software. Leased office 1,200 sq. ft. Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.
- **NORTHERN CALIFORNIA:** *For Sale*-Endodontic Practice. This Endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq ft,

### CALIFORNIA / NEVADA REGIONAL OFFICE

#### HENRY SCHEIN PPT INC.

California Regional Corporate Office

#### DR. DENNIS HOOVER, Broker

Office:(800) 519-3458 Office (209) 545-2491  
 Fax (209) 545-0824 Email: [dennis.hoover@henryschein.com](mailto:dennis.hoover@henryschein.com)  
 5831 Stoddard Road, Ste. 804 Modesto, CA 95356

#### Henry Schein PPT Inc., Real Estate Agents

and Transitions Consultants

Dr. Tom Wagner (916) 812-3255 N. Calif. Mario Molina (323) 974-4592 S. Calif.  
 Jim Engel (925) 330-2207 S.F./Bay Area Thanh Tran (949) 533-8308 S. Calif.

# HENRY SCHEIN®

## PROFESSIONAL PRACTICE TRANSITIONS



**Dr. Dennis Hoover**

Western Regional Manager  
& Corporate Broker  
CA R.E. Lic. #01233804  
NV R.E. Lic. #0053890 • NV B.O. Lic. #0000301

**Dr. Thomas Wagner**

Transitions Consultant  
CA R.E. Lic. #01418359

**Jim Engel**

Transitions Consultant  
CA R.E. Lic. #01898522

**Thanh Tran**

Transitions Consultant  
CA R.E. Lic. #01863784

**Mario Molina**

Transitions Consultant  
CA R.E. Lic. #01423762

There are 4 equipped treatment rooms with an additional 5th room available. Gross Receipts were \$638K with \$239K adjusted net income. Owner will stay for transition to introduce buyer. Owner is retiring. #14251

• **NORTHERN CALIFORNIA:** For Sale-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 1,160 sq. ft. Panoramic X-Ray, Dexis Digital and Dentrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.

• **OCEANSIDE:** For Sale-Modern looking office. 4 op, office space and equipment only. Belmont chairs. Gendex x-ray system, intraoral camera, approx 1200 sq. ft. Low overhead-Rent is \$1,900/month and it's a 5 year lease. Staff is available for rehire-front desk \$15/hr, assistant 13/hr. Update all the computer systems after purchasing the office in 07. Computers and monitors in every room. #14346

• **PLUMAS COUNTY:** For Sale-3 equipped ops. Space available for 4th op. 1,245 sq. ft. office in good location. Gross Receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318

• **RENO:** For Sale-General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/week. 1,800 sq. ft. with 6 equipped ops. (7 Avail). Dentrix software, Pano. Practice has been in its present location for 40 years. Owner retiring

• **ROCKLIN:** For Sale-General Dentistry Practice. Gross Receipts \$593K in 2010 with \$340K adjusted net income. Office is 1,630 sq. ft., with 4 operators equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral Camera, Dentrix software. Owner to retire.

• **ROSEVILLE:** For Sale-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops. 8-day hygiene/wk. Digital, Intra-Oral Camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327

• **SACRAMENTO:** For Sale-General Dentistry Practice. Gross Receipts \$546K with adjusted net income of \$159K. Office is 2,400 sq. ft. with 7 operators. Practice has been operating in the same location for the past 50 years. Pano, Softdent software. Owner to retire. #14374

• **SACRAMENTO/ROSEVILLE:** For Sale-One of many partners is retiring in this highly successful General Dentistry

Group Practice. Intra-Oral Camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334

• **SAN BERNARDINO:** For Sale-General Dentistry Practice. GR \$972K. Practice has been in its present location for the past 35 years. Leased 4,500 sq. ft. of office space- 12 equipped operatories. Dentrix software, Pano and Cerac. Accepts HMO. Multi-specialty practice. Owner to relocate. #14377

• **SAN DIEGO:** For Sale-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331

• **SAN FRANCISCO:** For Sale-A beautiful upscale office in the Financial District of San Francisco. This is a facility only sale of 2073 sq. ft., 4 fully equipped modern treatment rooms, panoramic x-ray, intra-oral camera and laser. En-suite restroom, very unique to this building. Seller has second office in San Francisco and will move patients there. This gem will not last long! #14384

• **SAN LUIS OBISPO:** For Sale - Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$691K. The office has 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrix software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views. #14353.

• **SANTA BARBARA:** For Sale-General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K with steady increase every year. Practice has 6 days of hygiene. 1,690 sq. ft., 5 ops, Laser, Intra-Oral Camera, Schick Digital X-Ray, Datacon software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333

• **SANTA BARBARA:** For Sale-General Dentistry Practice. Wonderful opportunity to live and work in one of California's most desirable areas. 2010 Gross receipts were \$974,000 with a \$370,00 adjusted net income. Six days of hygiene. Dentrix software, Intra-Oral Camera and Panoramic X-Ray. Owner is retiring. #14382

• **SANTA CLARA:** For Sale - BUILDING ONLY: This building is located just west of Westfield Mall and Santana Row. The building has two units. One side is designed and plumbed for dentistry and the other was a law office. There

is 3,776 sq. ft. of office space. The dental office is approximately 1,800 sq. ft. with 6 operatories. The building has been recently re-roofed. Excellent opportunity for a startup practice or for the dentist that needs more space. Financing available through various dental lenders. #14368

• **SANTA CRUZ:** For Sale-General Dentistry practice. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. 3 equipped operatories. Intra-Oral Camera, Pano, Digital X-Rays, and Dentrix software. Practice has been in its present location since 1980. Owner retiring. #14358.

• **SANTA CRUZ:** For Sale-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361

• **TORRANCE:** For Sale-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14320

• **TORRANCE:** For Sale - General Dentistry Practice. Gross Receipts \$413K with an adjusted net income of \$203K. 50% overhead. Practice has been in its present location for the past 25 years. The office has been tastefully remodeled. Office is 800+ sq. ft. with 3 equipped operatories. 4 -hygiene days per week. Doctor is to retire. #14369

• **TRACY:** For Sale-Equipment, furnishings, and leaseholds only. In the Central Valley. Fully equipped including 4 Belmont Accutrac chairs, 2 Midmark chairs, 6 DCI rear delivery units, 3 Gendex x-ray units, 1 Soridex digital x-ray processor, 1 Statim 5000, 1 Harvey autoclave. 2,800 Sq. ft., 6 Ops. New lease available from landlord. #14335.

• **VISALIA:** For Sale- General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$321K. Office is 1,380 sq. ft. with 3 equipped operatories, Intra-Oral Camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

### CALIFORNIA / NEVADA REGIONAL OFFICE

THE  
SNYDER  
GROUP  
A DIVISION OF HENRY SCHEIN®

# HENRY SCHEIN®

## PROFESSIONAL PRACTICE TRANSITIONS



# Make New Friends - Save Money

## PUNJABI DENTAL SOCIETY

**AN AWARD WINNER MULTI-ETHNIC INTERNATIONAL ORGANIZATION  
PROMOTING EXCELLENCE IN DENTAL EDUCATION.**



**FREE Continuing Education Units to Dental Students and Retired Dentists.**

**Approved by Workman Compensation Insurance Rating Bureau for  
Group Discount. SAVE 8% to 33% on Workman Compensation Insurance.  
Provide CPR in your office. Over \$300 discount on Dental Mal-Practice insurance.**

**Providing 70  
Units/year of  
Continuing Education  
in Applied Clinical  
Dentistry on Sundays.**



**Dr. R. Salwan, President  
Dr. D.P. Singh Nagra, Chairman**

**Member Discount  
on Financing of Dental  
Practice, Equipment,  
Home, Refinance &  
Commercial Loans**

For more information on activities and upcoming Seminars please call:

**1-866-4-CALL PDS OR VISIT US AT [www.pdsociety.com](http://www.pdsociety.com)**

**FIND US ON FACEBOOK!**

**Life Membership \$40.00/per person open to Everyone  
Foreign Dental Graduates Need Guidance to get admission in Dental school. Please contact us.**

**Proud to provide Scholarship to needy Students • Conduct Dental Awareness Camps**

**RECEIVE PDS MEMBER DENTAL SUPPLY DISCOUNTS**

# Seriously Better....

*"In November 2011 when it came time to list the sale of my seven digit dental practice, there were two publications reaching California dentists...The Dental Trader and the Dental Shopper. I carefully researched both magazines side-by-side and found 21.5 pages of advertising from brokers in The Dental Trader (along with several hundred ads placed by dentists). In the November Dental Shopper I only saw only 3 pages of advertising from practice brokers and about five dozen ads from doctors.*

*I then realized that a serious buyer would be looking carefully at The Dental Trader. Now, one month later we have received dozens of calls from The Dental Trader ad, some firm offers and one great candidate whose paperwork is being processed by the bank. If you are a serious seller, make sure your practice is advertised in The Dental Trader.....that is where the serious buyers are looking for dental practices."*

Sincerely,  
Dr. Ramtin Kheaf  
Los Angeles, CA

**All Tuttnauer Sterilizers** In Stock, Ready To Ship to you In 1 Business Day. No down time. We will beat any other Dealers Advertised Price. Call (951) 276-3225 or go to [www.LionsDentalSupply.com](http://www.LionsDentalSupply.com).

**PEDO PRACTICE** Located in attractive NorCal family community. 2011 collected \$450,000+ on 26 hour week. \$198,000 in Available Profits. Computerized charting with digital Pano and Ceph. Beautiful office. Full price \$270,000. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) to learn more or phone Ray Irving at 415-899-8580.

**PRACTICE FOR SALE** Chula Vista. GP in storefront location on main street PPO, CAP & Cash. Pan, CEREC and Laser. SDPS: 760-599-7828.

**IMPLANT/GRAFTING HANDS ON ONE ON ONE TRAINING:** San Jose. Over 20 years experience, Bring your own patient or we will provide. CBCT scans, guides, treatment planning, placement, grafts, sinus lifts, PRP/PRF, temporaries. 408-313-9451 [d.maxson@att.net](mailto:d.maxson@att.net).

**GD Practice in South OC** \$500,000, 4 ops, over 31 years of goodwill, doctor retiring. Call MPG (949) 675-5578.

**"They were clear** concise and had a good knowledge of the law in this highly specific area. I would recommend Wood and Delgado above all other attorneys. The others didn't compare." Nicholas N. Gadler, D.D.S., San Diego, California- See our ad on Pg. 2.

**Oxnard Dental office for rent. Modern office 1 year old in front of the Marina. Paperless.I have 2 operatories available. Call Yianni3109688575.**

**VISIT PUNJABI DENTAL SOCIETY** ON FACEBOOK FOR UPCOMING CONTINUING EDUCATION SEMINAR INFORMATION. Join the fun! The Punjabi Dental Society invites doctors and dental company representatives to mingle at our regularly scheduled events. For information please call 909-933-9076.

**The Dental Trader** has added a special search engine to our Archives page at <http://thedentaltrader.com/archive.htm> so now you can search our entire website for anything you may need.

**EVA Pro image** Digital X-Ray. #2 Sensor in New condition, with latest software. \$4,500 contact [Steve90038@gmail.com](mailto:Steve90038@gmail.com).

**Kodak Digital Sensor/SoftDent software Package.** Almost half price, must go! BRAND NEW/UNUSED RVG 6100 #1 Sensor, Warranty to 2013+, Full Training (951)217-5027.

**We buy used dental equipment** big and small. Call us at 800-445-6719, Handpiece Trading Post, Mar-a-Mar Dental, since 1980.

**Why take time away** from Patients to attend Continuing Education? PDS has applied clinical continuing education courses on Sundays. For more information call 1-866-4 CALL PDS or 1-866-422-5573.



## 3rd Annual Comprehensive Dental Skills Series

The Knott's Berry Farm Resort Hotel

### MARCH 18, 2012:

#### **Pediatric Dentistry For GP's (Lecture)**

*Dr. Fred Margolis is a pediatric dentist, an expert on pediatric care, lectures internationally and has been named a "Top Clinician in Continuing Education" by Dentistry Today Magazine.*

### APRIL 15, 2012:

#### **Predictable Implant Esthetics (Lecture)**

*Dr. Paresh Shah is an Executive Board Member of the Canadian Academy for Esthetic Dentistry and specializes in implants, esthetics and complex restorative treatments.*

#### **THE KNOTT'S BERRY FARM RESORT HOTEL**

(Beach Blvd Exit off 5, 405 & 91 Fwys) - 7675 Crescent Avenue, Buena Park CA

**All Courses are 8AM-4PM on Sundays & 7 CA CEs each**

**\$139 PER COURSE OR  
BOTH COURSES FOR ONLY \$229  
(14 CA AND AGD CES)**

COURSE SERIES SPONSORED BY:





## COURSE TOPICS

**Pediatric Dentistry for GP's:** Today's parents demand the best restorations of their children and teen's teeth for function and esthetics. Discussions will include: Glass ionomers, resinomers, composites, and various types of crowns

- ◆ Esthetic facings for stainless steel crowns and chairside/lab steps
- ◆ When space maintainers are indicated and the easy fabrication of removable and fixed appliances, including a reference chart of when space maintainers are indicated for each development stage
- ◆ Enamel microabrasion, direct-bonded and porcelain veneers for teenage patients
- ◆ Laser Dentistry – learn how to “numb” a tooth in 30 seconds, perform gingivectomies, frenectomies, fibroma excisions, crown lengthening and troughing for crowns and bridge with no shots
- ◆ Review of traumatic injuries and their treatments, including pulp therapies
- ◆ Intrusions, dislocations, avulsions and the Ellis Classification of injuries
- ◆ Radiographic techniques for hard and soft tissue injuries
- ◆ The protocol for reimplantation of permanent incisors, including splinting mechanisms
- ◆ The dark primary incisor and treatment of trauma to primary teeth.

**Predictable Implant Esthetics:** Implant, abutment and final restoration selection all play a vital role to the success of implant treatment. This seminar will provide easy techniques to implement in your practice, covering:

- ◆ Proper impressioning techniques and lab communication
- ◆ Abutment selection
- ◆ Provisionalization, tissue management and prosthetic design

## REGISTRATION

TUITION	BOTH COURSES	EACH INDIVIDUAL COURSE
More than 14 days before an event	Dentist: \$229, Staff: \$179	Dentist: \$139, Staff: \$119
Less than 14 days (Onsite Add \$20 fee)	Dentist: \$229, Staff: \$179	Dentist: \$159, Staff: \$139

Last Name \_\_\_\_\_ First Name \_\_\_\_\_ Email \_\_\_\_\_ Phone \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

**Cancellation Policy:** Series registration is non-refundable. With written cancellation at least 14 days prior to a seminar, a credit will be issued for another course within the series. No refund or credit less than 14 days from an event.

Additional registrants \_\_\_\_\_ Course Dates: \_\_\_\_\_ Total Amount \_\_\_\_\_

**Register online at [www.xcelseminars.com](http://www.xcelseminars.com)**

Mail to: Xcel Seminars, PO Box 441745, Aurora, CO 80044

If you have any questions please call Erin at 310-663-4055

Although Xcel Seminars does have sponsorship relationships with dental manufacturers and suppliers we are dedicated to providing only evidence-based information in our courses.



Approved PACE Program Provider FAGD/MAGD Credit Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. (10/01/11) to (9/30/2015)

We are a California Board Approved provider, permit #4536, Valid until 7/31/13



Your voice for excellence  
through education and advocacy

## Top Seven Ways That the AGD Gives Members More

The AGD:

- 1 Offers high-quality continuing education (CE) opportunities locally, online, and through monthly publications.
- 2 Advocates exclusively for the general dentist at the state and federal levels.
- 3 Tracks CE, both toward relicensure requirements and toward the AGD Fellowship (FAGD) and Mastership (MAGD) Awards.
- 4 Provides members with both print and digital versions of the award-winning publications, *General Dentistry* and *AGD Impact*.
- 5 Keeps patients informed through the interactive dental education website KnowYourTeeth.com.
- 6 Offers hands-on participation courses, informative lectures, and an innovative Exhibit Hall at the AGD Annual Meeting & Exhibits.
- 7 Assists your practice with insurance contract analysis, help with third-party payer issues, and patient referrals through the Find an AGD Dentist program.

## Join the AGD Today!

Call toll-free at 888.AGD.DENT (888.243.3368) or visit [www.agd.org](http://www.agd.org).

**We're here to help you** take the next step Acquiring, starting or expanding a practice? Wells Fargo Practice Finance can help. Contact us at 1-888-937-2321 or [wellsfargo.com/dentist](http://wellsfargo.com/dentist).

**PRIME LOCATION TEMECULA (SOUTH)-TAKE OVER EXISTING OFFICE: BRING YOUR OWN EQUIPMENT AND MOVE IN! EXCLUSIVE, IN BUSY ALBERTSONS SHOPPING CENTER, EXCELLENT VISIBILITY. 1750 SQUARE FEET, BUILT OUT 5 OPS. 170,000.00 IN T.I.'S, SOLO PRACTITIONER GROWING TOO FAST, MOVING TO A BIGGER OFFICE. GROSSING 1.2 MILLION 4/ DAYS WEEK. SELLING T.I. ONLY, ASKING 25,000 (951)302-9800.**

**NEW LISTING** Implant Practice, Orange County, Southern CA \$7,500,000 - Call MPG (949) 675-5578 for more info.

**"Very fast. Jason Wood** didn't take much of my time. Everything was perfect. Yes!!" Gloria Nollie, D.D.S., Carmichael, California -See our ad on Pg. 2.

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

**Dentox courses** offers the gold standard in Botox training and certification for malpractice insurability. Register for the March 16 course in Los Angeles at [www.dentox.com](http://www.dentox.com) or call Ann at 858-550-9533.

**IMPLANTS** Extractions, Perio Surgery done in your office- so you get part of the fee. No minimum. Will do cases as they come along. (626)353-9473. South & North CA.

**Panoura 18s Digital Pan** Regular \$42,000. Sell \$32,995. Lease to own. First 90 days payments deferred. \$760/mo. for 57 mos. with \$1 buyout. 3-in-1 features allow you to add Ceph and 3-D attachments anytime. With Ceph \$45,995. With Ceph and 3D \$85,000. Call 800-273-5033.

**Submit your free ad** or subscribe online at [dentaltrader.com](http://dentaltrader.com) today!

**2-Statim units** in good condition for sale. \$2500.00 each or obo. Call 530-258-2201.

**DDS to become a partner in in cosmetic and implant center in Orange County, 2011 collection \$750, loan is available 3104304114.**

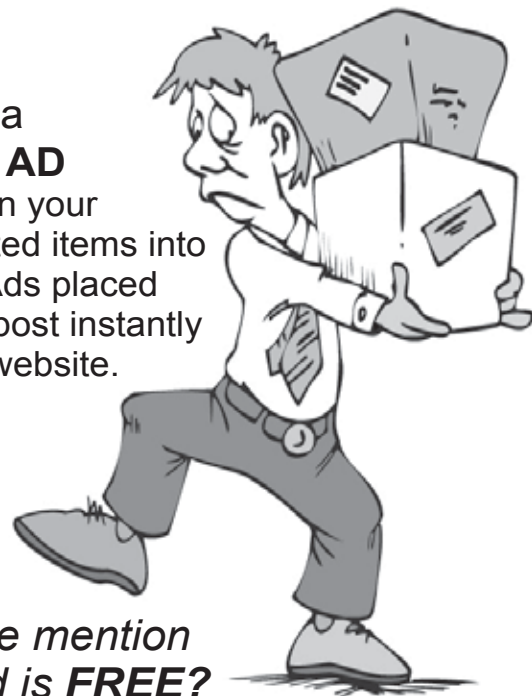
**Sale** 2 dental chair with 1 delivery unit and light-\$1000. Call 323-420-7542.

**Gen. Dental Prac** Westwood - Amalgam Free. 4 Ops, doctor retiring. Call MPG (949)675-5578.

**Seeking Dental offices** who needs help in making indirect bonding trays for there practice. Great for cosmetic braces. Contact:[indirectbonding@yahoo.com](mailto:indirectbonding@yahoo.com).

***Clean out that junk drawer and sell the stuff you don't need.***

Place a  
**FREE AD**  
and turn your  
unwanted items into  
cash! Ads placed  
online post instantly  
to our website.



***Did we mention  
the ad is FREE?***

Visit our FAQs page at **dentaltrader.com** for details

**MENDOCINO COAST'S FORT BRAGG** 2011 collected \$725,000. 4-days of Hygiene. Owner works 3-day week. Computerized Ops, digital radiography and Cerec. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) to learn more or phone Ray Irving at 415-899-8580.

**Implants in your office** Experienced dentist will bring all instruments and equip. (818) 384-1500.

**Dentsply Maillefer** Reamers packs \$7 each. We have new reamers in the pack item numbers 671431-671445. Contact us at [nguyen\\_nguyendds@yahoo.com](mailto:nguyen_nguyendds@yahoo.com).

**GENERAL DENTIST AVAILABLE** Experienced, friendly, and gentle. Looking for immediate position. [smileyca@gmail.com](mailto:smileyca@gmail.com) or 818-384-7624.

**SNORE GUARD** removeable snore appliances (4), [www.snoreguard.com](http://www.snoreguard.com), brand new, never used \$150 (\$199 regular price) Email [ericwudmd@hotmail.com](mailto:ericwudmd@hotmail.com).

**PERIODONTIST** 15 YEARS EXPERIENCE for southern/northern California, all periosurgeries, IMPLANTS, IMPACTED EXTRACTIONS, carry all instrument/material 949-200-0600 [gntlesurgeon@gmail.com](mailto:gntlesurgeon@gmail.com) 1-877-625-2682.

**Associate Dentist Needed** Immediately, Roseville, CA. Great Area to Live and Work! Experience Needed. Email: [IHIREDENTISTS@yahoo.com](mailto:IHIREDENTISTS@yahoo.com).



# DENTAL DIRECTORY

## LEE SKARIN AND ASSOCIATES, INC.

### KURT SKARIN

DENTAL PRACTICE SALES & APPRAISALS

530 W. Stafford Road, Westlake Village, CA 91361  
805.777.7707 • 800.752.7461 • Fax: 805.777.0051

Email: lsainc@aol.com

www.leeskarinandassociates.com



CA DRE: 00863149



Your voice for excellence  
through education and advocacy

The only organization dedicated to the needs of the general dentist.  
Learn more about everything that AGD has to offer by visiting

www.agd.org and

**Join Today!**

**Call toll-free at 888.AGD.DENT (888.243.3368)**



**Equipment • Sales • Repairs**

**800-853-3128**

31805 Temecula Parkway, D7-209 • Temecula, CA 92592

jason@prioritydentalinc.com • www.prioritydentalinc.com

Serving Southern California

## Full Service Collections

**We feature:**

- Commission Fee Only
- Free Credit Bureau Reporting
- Spanish Speaking Collectors
- Full skip tracing & legal department
- Comprehensive month end and on demand reports
- Friendly experienced staff

**DCC, Inc.**

269 S. Beverly Dr., Suite 439  
Beverly Hills, CA 90212



Dental Collection Specialists

**888-860-2950**

www.DirectCreditControl.com

## TAX • FINANCIAL ADVISORY • VALUATION

**CUONG LE, CPA**

2020 Pico Blvd., Suite C  
Santa Monica, CA 90405

**(310) 450-5708**

le@lecpa1.com



*Success Through Diligence*



MADDOX PRACTICE GROUP was created to meet the critical demand for **strong, ethical, and professional leadership** in the dental transition business.

- PRACTICE SALES
- PRACTICE EVALUATIONS
- PARTNERSHIPS / CORPORATIONS
- SPACE SHARING

Now with offices in La Jolla, Los Angeles, and Newport Beach

We, at MADDOX PRACTICE GROUP, look forward to assisting you with your practice transition needs.

WWW.MADDOXPRACTICEGROUP.COM



PLEASE CALL FOR MORE INFO:  
**(888) 685-8100**

A. LEE MADDOX DDS, ESQ.  
BROKER NUMBER - 01801165

2121 N. CALIFORNIA BLVD., SUITE 250  
WALNUT CREEK, CA 94596



**KINGS TWO DENTAL SUPPLY**

*Your One Stop Dental Shop*

- Large Equipment
- Small Equipment
- Service Department
- Dental Supplies
- Ortho Products
- Digital Imaging
- Implantology
- Handpiece Repair
- Full Service Dental Lab

**Tel: 800.715.5464**

**Fax: 626.581.8137**



**CALIFORNIA  
PRACTICE SALES INC.**

John Knipf  
President

(714) 639-2775  
www.calpracticesales.net

326 W. Katella Ave. #4-G  
Orange, Ca 92667

## PUNJABI DENTAL SOCIETY

**JOIN US!**



Providing Continuing  
Education in Applied  
Clinical Dentistry.

**1-866-4-CALL PDS**

OR VISIT US AT **www.pdsociety.com**

**FIND US ON FACEBOOK!**

## DO IT YOURSELF & SAVE!

*Is it time to freshen up the Office?*



We can help you save money and  
maximize the value of your office.

**888-548-7282 • www.superiorupholstery.com**  
**http://Superiordds.com**

# DENTAL DIRECTORY

## ROBERT W. OLSON, JR.

a Professional Corporation  
Business, Corporate & Real Estate Law

- USC Law 1984, Dartmouth 1981
- All Inclusive Packages
- Free Website Services

**805.882.1120**

california.transdental.com  
RWO@transdental.com



## TAXHELP+ ACCOUNTING SOLUTIONS

Business - Individual  
Member California Society  
of CPAs and AICPA

*A Complete Accounting & Tax  
Preparation Services Company*

Contact: Robert Tracy, CPA

www.taxhelpco.com

**408-558-9000**

1426 E. Hamilton Ave., Suite A, Campbell, CA 95008

**Buying A Practice? Expanding?  
Need New Equipment? Consolidation?  
Working Capital?**

*For Fast & Friendly Service Call*

**800-550-9228**

**LCF Financial Services • www.lcffin.com**

A Division of LCF Financial, Inc.  
DRE Lic. #01875780



**The smart way to  
shop or trade**

**Advertise with us!**

www.thedentaltrader.com



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

**800-273-5033**

Online demo - www.ez2000software.com



PRACTICE SALES AND LEASING  
"THE PERSONALIZED SERVICE DENTAL BROKER"®



Paul Maimone  
Broker/Owner

P.O. Box #6681, Woodland Hills, CA 91365

Phone: 818.591.1401 • 866.425.1877 Outside So. CA

www.dmpractice.com

CA Broker Lic. #01172430

**Dental Equipment  
Sales, Service,  
Repair, Supply**

**888-303-0031**

hunterdental.com



## Professional Practice Sales

Buying or Selling a Dental Practice?

Know Your Options

**Talk to the Professionals**

Contact: Ray Irving

San Francisco: (415) 899-8580

Sacramento: (530) 894-0700

www.PPSellsDDS.com



**San Diego Practice Sales**

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

For More Information Call:

**(760) 599-7828**

WWW.SDPRACTICESALES.COM

**Practice for sale / Ventura** \$85,000 Beautiful, recently remodeled, 2 ops, low overhead, active patient charts (213)210-8506.

**For Sale** Used Sieman Pano good condition. Two operatory chairs. Please reply to office@terrispeeddds.com.

**Professional Temporary Dentist** for 20 years to fill in when you need extra help in the office. Steve90038@gmail.com.

**MY DENTIST SCHOOL FOR DENTAL ASSISTANTS OFFERS APPROVED PIT AND FISSURE SEALANTS, X-RAY AND CORONAL POLISHING LICENSING COURSES. (323) 582-3205.**

**Dentist Available NOW** Temp in your office. 20 years U.S.C. Grad. RCT-Extractions OK. Dr. Gilbert Westerndentalconsultants@gmail.com.

**Planmeca Proline** EC panoramic xray 8 years old. Excellent condition. Set up for Denoptix digital system. \$8,000 nbye@sbcglobal.net.

**Looking to purchase a practice** in Bakersfield, Valencia or Central Coast. No HMO, 3 ops minimum. Please email: lisalisat999@gmail.com.

**Hiring F/T EXP** Orthodontist for 5 different Offices. Please contact Adriana Morgan (951) 279-1172.

**San Francisco and San Jose** 5 op Offices Available to sublease with equipment. \$500 a day. Vadim\_s@Comcast.net.

**Outgoing Orthodontist needed** for beautiful Downey practice. Great Opportunity to join a great team Please email resume to rosieruano@aol.com.

**lancaaster** urgent sale, retiring dentist, over \$200,000 production, over 900 active patients, asking \$125,000-150,000, call 661-949-0390.

**PERIODONTIST** 6 years experience in Implant, Sinus Lifts, Extractions, Perio Surgery. carry all instruments. 310-422-9049.

**Fee For Service** High End Implant & Cosmetic practice for sale. Multi locations-Excellent Income-CV required email Bpak74@yahoo.com Orange & Rivesride Counties.

**General Dental Practice for Sale** in Arvin California. Please call for more info: 661-854-3306 OR 661-912-6541. Sale Price \$275K.

**Rural practice for sale** in San Andreas, CA. \$180K collections. 50% OH. Asking price \$95K. agapedentist@gmail.com.

**Gendex xray for sale** Hardly used, in storage. Includes 2 dental chairs, units and lights. \$2500.00 firm. Buyer must arrange pickup. Seller location-Chula Vista, CA. If interested, email to hirotdental@gmail.com.

**Highly experienced** with over 15 years all procedures especially multirooted RCT, Impacted surgical removals Cr&Bg, cosmetic, Ph: 909.856.6342.

**Perio pro III** with daylight loader and cleaning kit \$175. Inquiries: julitapatil@gmail.com.

**Join our team** in Tehachapi! Seeking RDA/DA&RDH. Long term positions available. P:661-822-1333 F:661-822-3313 E:VSD840@att.net.

**DOWNPAK** Hu-Friedy Cordless Obturation Device. w/5 Tips, 2 Stands. Brand New in Box. Retail: \$2030+ Sale: \$1000 lplaitano@gmail.com.

**IMPLANT PLACEMENT FOR \$800.00** (Implant included, 3 minimum) Over 15 years of experience in implant dentistry, Cosmetic, full mouth reconstruction, and ALL ON FOUR procedure (Teeth in a day). I will bring all of my own material. IV sedation licensed and Fellow member of ICOI. www.drgolpa.net Cell: (702) 768-7840. Office: (702)641-7111 mikegolpa@gmail.com.

**Orthodontic PLIERS** and INSTRUMENTS. NEW. \$10-\$40. Selling practice. pdcmulholland@gmail.com.

**Just because you can place your free** Dental Trader ad statewide doesn't mean you should. Odds are a part time position in So. Calif. is not going to interest anyone in No. Calif so please, when submitting your free ad, place it in the appropriate edition. Thank you.

**Brand New!** Implant Motor by bienair w/ handpiece. Retail 6000 selling for \$4500 call: 5626456612.

## Want your Dental Trader to follow you?



Just use our Change of Address form at:

**www.dentaltrader.com**

and provide the address you want it mailed to.

Your home, post office box, anywhere!

*The Dental Trader does not sell or share it's mailing list with anyone...your privacy is fully protected.*



**Dmetec** Piezo Surgery Machine. Great for Extractions, Ridge split and Sinus lift. New! comes with 10 tips/handpiece. \$6500 obo 7144142425.

**BEVERLY HILLS** TURNKEY DENTAL OFFICE FOR SALE OR SUBLEASE. FULLY EQUIPPED, COMPUTER NETWORKED 3 OPERATORIES, GREAT LOCATION, PHENOMENAL LEASE TERMS. FREE PARKING. RYAN: DRMEHR@HOTMAIL.COM 3102891200.

**Dental Office Manager** minimum 5 years experience with Dentrux needed for a office in Watsonville. Competitive Salary + bonus. Call 408-656-4567.

**Experienced dentist** will place your implants and associated procedures in Northern and Central California. Why refer out? Dentalavailability@yahoo.com.

**Glendale 1,749 sq ft, Turn Key Dental Office for Lease in Prime Area on Brand Blvd.** Custom designed office w/ 4 ops located on the 2nd floor w/ view. Ideal for General Dentist or Specialist Use. Private Dr's Office/ Staff Lounge/Plenty of Storage/File Space. Must see today! Ask about Move-In Specials/Free rent. Call Lisa (310)780-5278 for a visit!

**2 Midwest Tradition** Fiber-Optic Handpieces FOR SALE-High-Speed, 5-Hole with Conventional Chuck \$550 each, includes sterilization cassettes Call 714-264-3131.

**Dentist Available NOW** Temp in your office. 20 years U.S.C. Grad. RCT-Extractions OK. Dr. Gilbert Westerndentalconsultants@gmail.com.

**Newer Schick** CDR size2 sensor(barely used) incl 4 usb boxes, AirTech Acclaim intraoral camera and all cabling \$3500 contact@harderdental.com.

**Orthodontic technician** experienced in indirect bonding trays. IDB trays made in 5days, please email: indirectbonding@yahoo.com or call 626-226-3426.

**Dentsply Endo** DTC rotary motor system.AEU-25T only 1 year old. No handpiece. \$700.00 wfendo@yahoo.com or 916 427-2555.

**HYDROCOLLOID** CONDITIONING UNIT, STAINLESS STEEL \$125; PIONEER STEREO RECEIVER \$50; APC-BACKUPS 650 \$50; DANSEREAU CHAIR/HEALTHCO LIGHT \$500 OBO. 310-326-5499.

**Lancaster** retiring, 4 years old operation chair Belmont and digital x-ray and intraoral camera, call 714-832-0230 or 661-949-0390, asking 15K.

**We Bring Training to you!** Practice management and systems, we work with the whole office. For more info contact simplesystems4dds@gmail.com.

**Gendex xray for sale** Hardly used, in storage. Includes 2 dental chairs, units and lights. \$2500.00 firm. Buyer must arrange pickup. Seller location-Chula Vista, CA. If interested, email to hirotdental@gmail.com.

## CHANGE OF ADDRESS FORM

**THE Dental Trader**  
*Buy, Sell or Trade all things Dental*

### 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:

**PO Box 2631, Capistrano Beach, CA 92624**

**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.dentaltrader.com**

**Yuba City** 11 chair dental building for Lease or sale. Live in practice in hunting/fishing paradise. call 530-671-2940.

**If you are looking for a possible partner** or for someone to buy-in to the practice, please contact thesweetdentist@gmail.com.

**2008 iTero** Cadent Intra oral scanner Impression device forsale \$15,000 obo perfect condition call Terri for more information 818-996-4500.

**Gen. Dental Prac. and Condo** Santa Ana, Orange Cty, 5 Ops, Beautiful office. Call MPG for pricing (949)675-5578.

**DIGITAL SENSORS** Schick size 0 w/ intraoral cam. Almost new, boxed, w/ software. Pd. 16k, asking 12k OBO 714-995-9301.

**ENCINO ASSOCIATE** sought for space rental, beautiful valley views, 8th floor, great location, \$250/day, Ventura Blvd. Karen 818-986-9112.

**Den-mat Mag Loupe** w/Bino 4XR 14-17" for only \$650 (Value: \$1323). New in the box. Call Pete(714)206-7837.

**Copyright 2012 THE DENTAL TRADER.** All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any storage of information and retrieval system.

# READER AD FORM FOR DENTIST & STAFF ONLY

## The Dental Trader

*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

**Submit this form online at: [www.dentaltrader.com](http://www.dentaltrader.com) or Fax: 949-498-1198**  
**We do not accept anonymously submitted ads**

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

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐ Discover ☐

Card # \_\_\_\_\_

3 Digit Security Code (on back of card)

\_\_\_\_\_

Exp. Date \_\_\_\_\_

**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.

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** \_\_\_\_\_

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

Charge Card Billing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

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

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

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

**Ads accepted by fax until 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.dentaltrader.com](http://www.dentaltrader.com),  
 mail w/check or Fax submissions  
 (accepted w/charge card payment only) to 949-498-1198**

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

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐ Discover ☐

Card# \_\_\_\_\_

3 Digit Security Code (on back of card)

\_\_\_\_\_

Exp. Date \_\_\_\_\_

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 \_\_\_\_\_

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

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

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



# Professional Practice Sales of The Great West

Specialists in the Sale and Appraisal of Dental Practices

*If you want your practice "For Sale", we are not the firm for you.*

*If you want your practice "SOLD", contact us!*

- 6008 MENDOCINO COAST - FORT BRAGG** Nestled in desirable cultural haven creates attractive lifestyle. 4-days of Hygiene. 2011 collected \$725,000 on Owner's 3-day week. He could work a fourth day but he would rather play. Great technology. If you wish to seek relief from the stresses of practicing and living in an urban environment, this is your answer.
- 6015 SONOMA COUNTY'S HEALDSBURG** Small town practice enjoys advantages that few communities can boast. Vibrant economy, historic Downtown, dynamic tourist industry and great quality of life. Minutes from Santa Rosa and short drive to San Francisco. Revenue streams tracking \$540,000 in collections for 2011 with Available Profits of \$225,000. 4-days of Hygiene.
- 6017 WEST SAN JOSE - NEAR LOS GATOS** 7-year old practice collected \$565,000 for 11-months ended 11/30/11. 2010's collections totaled \$540,000. Computer charting and digital radiography. \$388,000 total investment in equipment, technology, furnishings and leasehold improvements. Full price \$350,000.
- 6018 SAN JOSE'S CAMPBELL** 30-year Partner in esteemed Group Practice is now retiring. Partner produced \$460,000 and collected \$420,000 in 2010 with Available Profits of \$198,000. Great opportunity to simply treat patients and go home as Administrator oversees all front-end operations.
- 6020 PEDO PRACTICE - ATTRACTIVE NORCAL FAMILY COMMUNITY** 2011 realized \$450,000+ in Collections on 26 hours per week. Averages 45-new patients per month. Computerized charting with digital Pano and Ceph. Beautiful office.
- 6021 SANTA CRUZ -** Great central location. After lovingly maintaining this practice, it is now time for our Client to retire. 4-days of Hygiene creates a strong foundation. Has been a consistent \$400,000+ per year performer. Utilizes 3-ops in 1,250 sq. ft. suite.
- 6022 SAN FRANCISCO'S NORTH BAY - SEBASTOPOL DENTAL OFFICE** 8-miles west of Santa Rosa, less than 60-miles from San Francisco. Acquire beautiful dental office for fraction of what was spent here. Total investment here \$230,000. Sebastopol is a very strong family community and the service center for West Sonoma County. Full price \$65,000.
- 6023 LOS GATOS** Part-time practice due to Owner's other commitments. 2011 collected \$240,000 with Profits of \$90,000. \$200,000 spent here when opened in 2006. Computerized charting, digital radiography and digital Panorex. Full price \$150,000.

*For complete details on any of these opportunities, go to*  
***www.PPSsellsDDS.com***

## Professional Practice Sales of The Great West

**Ray and Edna Irving**  
**(415) 899-8580 ~ (800) 422-2818**  
**www.PPSsellsDDS.com**

**Thinking on selling your practice? Call "PPS of The Great West" today.**  
**This shall be the best decision you make regarding this important change in your life!**

*"I listed with a competitor for 12 months. Had two people visit my practice. First weekend PPS had my listing, I had 3 people visit and an offer by the end of the first week. Thank you for allowing me to move on to the next step of my life."*

*"It was a pleasure to work with PPS. I had to sell because of health complications. Mr. Irving listed my practice on Jan 1st, we closed escrow on Feb 27th. It took him less than 60 days to complete the sale as promised."*

*"When I decided to sell my ortho practice, I sought the services of a large company. Over the 12-month contract, I had one buyer visit. Word was out. It had a devastating effect on my bottom line. Fortunately, I found Ray and Edna Irving! When I finally sold, I choose between two good offers. My regret was the time and money lost with the other guys."*

*"When I signed the Listing on June 1st, Ray stated he would have the practice sold by Labor Day. The sale was concluded on Sept 1st, two days before Labor Day. Wow!"*

*"I will always remember your statement when I questioned your contract being only four months. You stated: 'If I can't sell your practice in that time, you should get someone else.' Well, you did with time to spare!"*

*"Before I called Ray, I had a listing with another prominent Broker. After eleven months without a sale, I called Ray. He sold it in about a month! Would I recommend Ray? Yes!"*

*"In April, I asked Ray Irving to sell my practice. At the same time my friend decided to sell his practice. He employed another firm. My practice sold June 22. My friend's practice still hasn't sold and he was putting his dreams on hold."*

PPS of The Great West's reputation is built upon grounded ethics and effectiveness. Our trademark "client services" include accurate assessments, impeccable marketing plans, complete transparency, generating quick responses, realizing multiple Offers, securing 100%+ financing in days, expert papering of our transactions and sound counsel. Everything is done to protect our Client and to effect a successful transfer. Our intent is simply to provide the best service imaginable for this very important engagement.





# Is it Time to Sell Your Practice?



*Ray and Edna Irving*



**Professional Practice Sales**  
of The Great West

*Specialists in the  
Appraisal and Sale of Dental Practices  
Since 1966*

**(800) 422-2818**

**(415) 899-8580**

**Fax: (415) 899-8588**

**Ray@PPSsellsDDS.com**

**www.PPSsellsDDS.com**

***"As I approach the time to sell my practice, this is what I have determined..."***

There is way too much to risk by selling the practice myself. This is not about finding a buyer; it is about finding the "right" successor.

I need someone to shepherd me from start to finish. I want an advocate who has cut their teeth on hundreds of concluded transactions as I cannot afford my sale to be someone's learning curve. I require my advocate to spend the necessary time with me as I get ready for this career changing event. This is not another sale. It is my one-and-only sale! I expect my advocate to properly prepare my practice for sale. If that means multiple meetings, interfacing with my accountant and sitting down with my spouse and I, this is what I expect. I do not want someone to puff me up with false expectations. I require candid answers for what I can expect.

I would like to meet with an interested candidate after they have submitted an Offer along with their Resume. And I would like to consider a number of candidates as I make this important decision as to what is best for my patients, my staff and me.

I expect my advocate to do the heavy lifting from start to finish as that is why I have engaged them. I do not want someone to be delegating this exercise to different parties, nor do I want to be chasing them for progress reports. I want to be in control from start to finish. As I have placed my practice "For Sale", I would like it "Sold" in a timely manner.

Finally, I want the best risk management protection which money can buy.

***I only have one chance to get this right!"***

**A commission paid to PPS of The Great West is your insurance premium that your sale was handled properly.**