

# THE Dental Trader

VOL. 11 NO. 3 • MARCH '14  
No. Calif. Edition

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#### Santa Barbara-Ventura County Dental Society

"California Dental Practice Act"  
Jason P. Wood  
Friday, April 25<sup>th</sup> 8:30-10:00am



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**DEXIS digital** x ray sensor with software for sale. Contact : [drboyerdds@aol.com](mailto:drboyerdds@aol.com).

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**dentatus Atlas** mini implants kit and display model \$800, call 408-871-0877.

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**x-ray** film processor peri-pro III for sale. Two years old just gone digital 900.00 obo 707-477-5160.

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**4 op new office** for lease or sale with or without equipment El Dorado Hills, CA Alex (916)769-8900.

**Used Peri Pro iii** for sale by owner. \$500, pickup only [rbdentaloffice@gmail.com](mailto:rbdentaloffice@gmail.com).

**A/T 2000 XR** Film Processor, good working condition, \$700 obo. 949-768-5046.

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## FRESNO COUNTY

**CENTRAL VALLEY/SO. FRESNO CTY** - (3) op comput. G.P. w newer refurb. Belmont eqt. Digital x-rays & networked. Dentrux s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K - \$50K on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A.

## KERN COUNTY

**BAKERSFIELD #26** - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. Suite (#1) is 2,300 sq. ft. and is fully eqt'd with a (5) op G.P. turn-key dental office including instruments & supplies! The second suite is also plumbed for dental but can be used for medical, chiropractic, accounting, insurance, etc. & has just been remodeled. The two suites could also be combined to make a larger single use dental or medical facility! The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of goodwill. **SOLD**

## LOS ANGELES COUNTY

**CALABASAS** - G.P. in a highly sought after, upscale shopping center location with exposure, visibility & signage. Mostly Fee for Service. Newer eqt & build out. (4) ops eqt'd, 5th op plumbed. Central nitrous. Digital x-rays & pano, Dentrux and Dexis. 30+ years of Goodwill. Annual Gross Collections \$500K+. **NEW**

**ENCINO** - (4) op comput. G.P. Located in a modern, well known, easily accessible, recently remodeled professional bldg. on a main thoroughfare. Magnificent panoramic Valley views from (3) ops. Cash/Ins/PPO pt. base. Annual Gross Collect \$600K on a (4) day wk. Digital X-Rays & Laser eqt'd. Refers out all Endo. Seller moving, but will assist w Transition. **SOLD**

**HAWTHORNE** - (7) op comput G.P. In a free stand, single use bldg, on a main thoroughfare. Exposure/visibility & signage. Large off street parking lot. (6) ops fully eqt'd w 7th op plumbed. Digital X-Rays. Cash/Ins/PPO pt. base. Many walk ins. Pano eqt'd. Pract started (11) mos ago & already collecting \$30K+/mos. Location has been a DDS office for 50+ years. Seller to concentrate on other office. **REDUCED**

**HOLLYWOOD** - Super clean, (3) op computerized G.P. Only DDS in Medical bldg. Great starter or satellite office. Annual Gross Collections \$100K+ on a very p.t. schedule. **NEW**

**SOUTH BAY** - (4) op computerized G.P. located in a prof. bldg with ample free parking. 2013 Gross Collect \$508K+ on a (4) day week. Seller does no advertising. Averaging (8) new pts/mos. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Digital x-rays. Dentrux & Dexis s/w. Nice equipment. **NEW**

**So. PASADENA - EMERGENCY SALE! SELLER PASSED AWAY!** (5) op comput. G.P. Newer remodeled office & some newer equipt. Fee for Service practice. (8) days of hygiene/wk. 1,500 + active patients. Digital x-rays & central nitrous. 2012 Gross Collect \$1.2M+. 40 years of Goodwill. **SOLD**

**SANTA CLARITA VALLEY** - You have been waiting for this one! Drop Dead Gorgeous, (6) op comput G.P. overlooking the golf course. Newer build out & eqt. Pt base is Cash/Ins/& a few of the better PPO's. 2013 Gross Collect \$807K+ on (4) days/week. Digital x-rays & Pano. Dentrux & Dexis s/w. Cerec. All the bells & whistles! 22+ years of Goodwill. Experienced & cross trained staff w (4) days of hygiene/week. (1-2) days/mos of Perio. Ready to expand further. Great opportunity for an experienced, quality oriented DDS looking for a larger, higher end practice. **NEW**

**TOLUCA LAKE** - Great startup opp. or second office! (4) op comput. G.P. (2) ops eqt'd w new eqt. (2) add plumbed. Digital x-ray. Located in a free stand, duplex bldg. on a well known main thoroughfare. Cash/Ins/PPO/HMO pts. \$1K/mos cap ck. Collect approx \$10K/mos on (1) day/wk. Seller to concentrate on other office. **SOLD**

**WEST SAN FERNANDO VALLEY PEDO/ORTHO** - Comput. Pedo/Ortho office. On outer perimeter of a small prof bldg. w exposure/visibility. (3) op open bay & (1) op quiet room. Pano eqt'd. Digital x-rays. Cash/Ins/PPO. 30+ yrs of Goodwill. Annual Gross Collect. \$600K+. Seller retiring.

**WOODLAND HILLS #4** - (9) op comput. G.P. (6) ops of newer eqt. (3) add. plumbed. Located on a main thoroughfare in a busy shop ctr. w excellent exposure, visibility & signage. Cash/Ins/PPO & HMO pts. Mos. Cap Ck approx. \$2K/mos. 2013 Projected Gross Collections \$370K p.t. **SOLD**

## ORANGE COUNTY

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## RIVERSIDE COUNTY

**CORONA** - Drop dead gorgeous, beautifully designed & appointed dental spa w all the special touches including: soft colors, free stand, waterfalls, plush carpeting, wood cabinets & flooring. There are (5) ops fully eqt'd w new eqt. In addition, there are two spa rooms, one set up for massage & the other for facials. The office is located in a two story 2,900 sq ft free stand. bldg. w exposure/visibility & signage. The bldg is also available for purchase. Digital x-rays, comput. & Pano eqt'd. Parking is convenient & free in the adjacent lot. Previous production of \$1.0M+ on a (4) day week. Partnership dissolution. **NEW/BACK ON THE MARKET.**

## SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

## TULARE COUNTY

**SAN JOAQUIN VALLEY** - (4) op comput. G.P. & Free Stand. Bldg. In a smaller town w limited competition. Cash/Ins/PPO pt base. Annual Gross Collect \$500K on 4 - 4 1/2 days/wk. 28+ years of Goodwill. 10-20 new pts/mos. Seller retiring. **REDUCED.**

## VENTURA COUNTY

**EAST VENTURA COUNTY #1** - (3) op comput. G.P. Located on a main thoroughfare w some visibility. Fee for Service pts. Pano eqt'd. Very low overhead. 2013 Projected Gross Collections \$500K. **SOLD**

**EAST VENTURA COUNTY #2 - Bldg. & Practice** - This is the one that you've been waiting for! (3) op computerized G.P. & single use bldg. 2013 Gross Collect \$560K+ & growing. Cash/Ins/PPO/HMO pts. Mos. Cap ck. \$2K+. Averaging (28) new pts/mos. Some newer eqt'd. **NEW**

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**HAWTHORNE** (7) op comput G.P. for sale. Located in a free stand, single use bldg, on a main thoroughfare. Exposure/visibility & signage. Large parking lot. (6) ops fully eqt'd/7th op plmbd. Digital X-Rays. Cash/Ins/PPO pts. Many walk ins. Pano eqt'd. Pract started (11) mos ago & already collecting \$30K+/mos. Location has been a DDS office for 50+ years. D&M Practice Sales 818.591.1401.

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**SANTA CRUZ** Large, well-established Medical/Dental Prof complex! 1,063 sf w/ 3 ops \$345k (DG-232) WPS/800-641-4179.

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**MANHATTAN BEACH** (4) op comput G.P. for sale. Located in a prof bldg w ample free parking. 2013 Gross Collect \$508K+ on a (4) day week. Seller does no advertising. Averaging (8) new pts per month. Cash/Ins/PPO pt base. Digital x-rays. Dentrax & Dexis s/w. Nice eqt. D&M Practice Sales 818.591.1401.

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**LA JOLLA** – GENERAL Practice situated in well-known, attractive Prof Bldg. Close to fwy 5 and UCSD. 2 Ops. Nicely appointed office. PRICE REDUCED AND ADDITIONAL SPACE AVAILABLE FOR EXPANSION.

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**CARLSBAD** – FOR LEASE. Fully built-out dental office situated in 2-suite Dental Bldg. Approx. 1700 sq.ft. with lots of windows. 4 Ops. Very spacious office!!

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**FRESNO'S FIG GARDEN VILLAGE AREA** Not a Delta Premiere practice. Collected \$430,000 in 2013 on 3.5 day week. 3.5 days of Hygiene. Great patient relationships. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) to view the detailed package.

**PG-1000** used Panoramic Corporation for sale. Good working condition. Doctor upgrading to digital. \$2500 OBO. Call Dr. at 949-273-9464.

**WOOD & DELGADO** "Pat & Jason, YOU DID IT AGAIN!!!! You put on a terrific program. Extremely pertinent and enlightening! You provided attendee's with a great deal of VERY VALUABLE information. Keep your programs coming!!!!" Stanley L. Pollock-Dental Broker [www.dentalattorneys.com](http://www.dentalattorneys.com) 800.499.1474.

**Soredex** Pan/ceph/tome xray unit and Digora PCT scanner. Digora FMX intra oral xrays. \$15,000 for all 562-594-5067.

**2.9% Financing** on a New Dry Vacuum System with a \$1000 Manufacturers Rebate - Call Tom at 714-335-7179 for more information.

**Madera Dental Office for sale as facility, leasehold improvements, all units and most equipments. no charts included 4 operatories in excellent location with lots of walk ins. call Eva for details at 559-661-4113.**

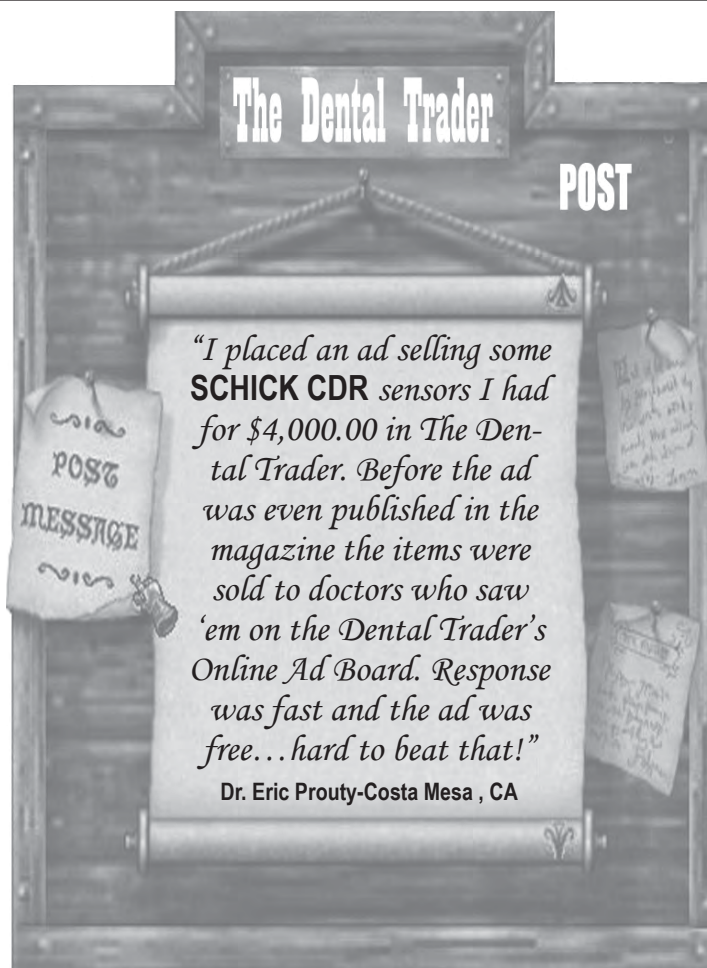
**TRACY** Great starter practice. Ideal location generates many walk-ins. 2013 collected \$188,900 on part-time schedule. Beautiful 4-ops office with Pano. 5th op available. Digital and paperless. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) to view the detailed package.

**Selling Camsight/CDM/Denttio** digital x-ray sensor cdmx-e #2. Rounded corners. USB cable/port. Perfect condition. Newest model \$3000. 310-634-5927.

**NORTHEAST BAY** Big Town Care with Small Town Feel! Opportunity to own Building also! The office ~ 1,160 sf w/ 3 fully ops + room for 1 addtl. \$195k, RE \$250k (BN-248) WPS/800-641-4179.

**Gendex Orthoralix** 8500 DDE (digital) Pano for sale. Just replaced the motor (\$2200). Excellent machine! Orland, CA \$8000. 530-865-4156.

**Taylor Liao** Manager of Kings Two Dental Supply (City of Industry, CA)-What can I say about him? He's the lawyer we go to when we need a lawyer. Dr. Chester Jeng of Law Offices of Jeng and Associates is very personable and knowledgeable in dentistry and law. He's definitely a straight shooter, he tells you what you need to know and also what you probably do not want to hear. He's the one we go to if we need a lawyer. Call Jeng & Associates 714-858-0536.



**Retiring** all dental equipment for sale 4 op office Woodland - lights, chairs, x-ray, dental unit, instruments, sterilizer,... contact drburgren@aol.com.

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**Panoramic** X-ray machine for sale, good condition, easy to use, ask \$2500, including digital phosphate plate, (worth \$1000), email: dds898@gmail.com.

**New LED** Dental Lights - In Stock - \$1295 Discounted to \$895 - Call Wendy for more information 909-519-1451

**Are you a dental shopper** seeking bargains? We strive to provide the best bargains in every issue of The Dental Trader. Often it is dentists who refer bargain deals to The Dental Trader. If you spot a real deal, please tell that company about us or tell us about them so we can get their sweet deal into the publication. 877 888 4237 Many thanks!!

**Selling Camsight/CDM/Denttio** digital x-ray sensor cdmx-e #2. Rounded corners. USB cable/port connection. Perfect condition. Newest model. 310-634-5927.

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**MILPITAS DENTAL PRACTICE FOR SALE** - Gross ~\$525K. Busy retail center with major anchors, highly commercial, visible area. Lots of foot traffic. 4 equipped ops + 2 plumbed in ops ~ 1,900 sq. ft. Mostly Insurance & Fee for Services.

**OAKLAND DENTAL PRACTICE FOR SALE** - Retiring general dentist looking to sell practice in two story building with excellent visibility from street. Close to park and school. 2 fully equipped ops. ~ 850 sq. ft. Low rent. Practice is mostly Denti-cal with 10-20 new patients every month. Office currently refers out all oral surgeries, molar endo, ortho and perio procedures. It is a great opportunity for a new or established dentist looking to grow the practice.

**OAKLAND STARTER DENTAL PRACTICE FOR SALE** - Asking Price \$30K. 2 fully equipped operatories and 3 additional plumbed operatories. Renovated 2 years ago. Approximately 1,932 sq. ft. in professional bldg. in Downtown Oakland.

**MOUNTAIN VIEW DENTAL PRACTICE FOR SALE** - Gross ~\$460K. Located on main street in busy retail center. 3 fully equipped ops + 2 plumbed in ~1,800 sq. ft. Heavy traffic. Good visibility & good signage from street.

**CAMPBELL DENTAL PRACTICE FOR LEASE OR FOR SALE** - Freestanding building located on busy corner w/ private parking lot. Great visibility. State-of-the-art dental practice. Dental Office ~ 2600 sq.ft., 7 plumbed & wired ops - 5 with Adec chairs, digital Pano X-ray. Cerec unit & milling machine optional. Easy access to Hwy 280 & Hwy 17.

**OAKDALE DENTAL PRACTICE FOR SALE** - Starter Practice. Excellent visibility & signage. 2 eq. op. ~ 930 sq. ft.

**TEMECULA DENTAL PRACTICE FOR SALE** - 2013 Gross ~ \$425K. Warm & beautiful & spacious office located in busy shopping mall. Great visibility & signage from corner. 3 equipped op. 2 additional plumbed op. Mostly CASH & PPO.

**MURRIETA DENTAL PRACTICE FOR SALE** - Starter Practice approximately 1,400 sq. ft., 2 fully equipped ops and 2 additional plumbed. Various profession/retail shops around. Ample parking space. Easy access to Freeway 15.

**FONTANA STARTER DENTAL PRACTICE FOR SALE** - Starter Practice located in retail center with excellent street visibility & signage. Approx. 1,350 sq. ft., 4 fully equipped operatories. Close to Freeway 10.

**SAN BERNARDINO STARTER DENTAL PRACTICE FOR SALE** - Single story stand alone building at the intersection. Good visibility. Office environment is warm and cozy. 3 fully equipped ops, ~1,163 sq. ft. Private parking lot. Close to Fwy 215.

**FRESNO SUBLEASE & PATIENT CHARTS FOR SALE** - Patient Charts for sale & Sublease. ~1,300 sq.ft., 3 eq. ops.

**FRESNO DENTAL PRACTICE FOR SALE** - Excellent visibility from street. Approximately 2,000 sq. ft., 3 fully equipped operatories and 2 additional plumbed. 1 Pano and 1 X-ray. Ample parking space. Close to 41 Freeway, medical center, restaurants and many shops.

**RIVERSIDE DENTAL PRACTICE for SALE** - Gross ~ \$300K. Located in busy retail center located on major intersection. 3 equipped operatories and 1 additional plumbed. Approx 1,418 sq. ft. Good visibility and exposure. Ample parking space. Easy access to Freeway 91.

**SOUTH GATE STARTER PRACTICE** - Corner office on major streets. Newly renovated, new equipments, computers, x-ray & Dentrax. 2 equipped ops + 6 plumbed ops. Close to major supermarket, restaurants & businesses.

**PARAMOUNT DENTAL PRACTICE FOR SALE** - Gross ~\$560K. Located on busy street in big shopping center with major anchor stores. Great visibility. Mostly Cash/PPO. ~1,200 sq. ft. 4 ops. Easy access to Fwy 710 & 91.

**LOS ANGELES DENTAL PRACTICE & FREESTANDING BUILDING FOR SALE** - Gross ~\$600K. 7 equipped ops. in approx. 2,200 sq. ft. freestanding building. Good signage, good visibility and foot traffic. Located on major busy street close to 5 Fwy.

**ARTESIA DENTAL PRACTICE & REAL ESTATE FOR SALE** - 2013 Gross ~ \$850K. Mostly PPO/Cash. Spacious office located in freestanding building with private parking lot. Busy street & excellent visibility. Office equipped w/ 6 operatories & high tech equipments (Cerec, digital x-rays & etc..) Dental office space ~ 3,580 sq ft.. Total building ~ 7,100 sq ft. Building generates rental income.

**LOS ANGELES STARTER PRACTICE** - Shell Practice. Free Standing Bldg. ~1,254 sq. ft. 3 ops. Located on major street with excellent visibility. Busy street. Corner of Whittier Blvd and Hendricks. Good foot traffic. Asking \$85K.

**COSTA MESA DENTAL PRACTICE FOR SALE** - Highly visible, established dental practice with 3-6 operatories. Mostly PPO/CASH patients. Plenty of parking available for patients. Generates good income. Please call for more details.

**IRVINE DENTAL PRACTICE FOR SALE** - Located in retail shopping center on busy street. Starter Practice w/ 3 fully eq. ops, ~ 1,163 sq. ft. Ample parking space. Close to 405 Freeway.

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**SALE\*\*\*** PC-1000 Pano machine, Panoramic corporation. Perfect working condition. \$3000 OBO. Available in South Orange county. Please call Dr. @ 949-273-9464.

**DENTAL PRACTICE WANTED** in San Diego, La Jolla Buyer looking for an established family dental practice with large number of active patients, 3-4 chairs, high tech office, gross \$500 - \$1 million. SELLERS call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or [practice@lcffin.com](mailto:practice@lcffin.com) | [www.lcffin.com](http://www.lcffin.com).

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**PRACTICE FOR SALE** Lemon Grove. GP with 4 Ops in busy strip mall. High NET! SDPS: 760-599-7828.

**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).

**DENTAL PRACTICE WANTED** Anywhere in Southern California Buyer looking for dental practice grossing \$500K+, prefer net \$250K+, retiring dentist and/or established practice 10+ years. Real Estate available is a plus. SELLERS call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or [practice@lcffin.com](mailto:practice@lcffin.com) | [www.lcffin.com](http://www.lcffin.com).

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**CENTRAL VALLEY** (So. FRESNO COUNTY) - (3) op Comput. G.P. w newer eq't'd. for sale. In a smaller town w very limited competition. In a free stand. bldg. w exposure/visibility. Digital x-rays. Dentrix s/w. Cash/Ins/PPO. Very low overhead. Monthly Gross Collect. \$40 - \$50K on a 3 day week. D&M Practice Sales 818.591.1401.

**Seller retiring from a profitable, well-established Napa County practice w/large & loyal patient base. 2012 GR 1.7M+ & 2013 GR on schedule for 1.8M+ as of October. Asking \$1.4M. Contact Carroll & Company (650) 403-1010. CA DRE 00777682.**

**STOCKTON** Best location outside Brookside Community on West March Lane. 2013 collected \$535,000 which was a 10.5% increase over 2012's collections. Attractive 3-Op office. Go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com) to view the detailed package.

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**NORTHERN SAN LUIS OBISPO COUNTY** Newer building for sale in addition to a great practice. 2012 Collections ~\$545K IntegrityPracticeSales.com, Broker Bill Kimball, DDS, DRE #01911548. (855) 337-4337.

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**OFFICE CONDO FOR SALE** Oceanside. Next to TriCity Hosp. 1980 sq.ft. SDPS: 760-599-7828.

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**COASTAL SAN LUIS OBISPO COUNTY** New listing! 2012 Collections over \$446K Small beach town. Please call for details today! IntegrityPracticeSales.com, Broker Bill Kimball, DDS, DRE #01911548. (855) 337-4337.

**Air Techniques** compressor, 1hp, good for 2-3 ops, used, 20 yrs old. \$600 OBO, allaboutsmile@yahoo.com, 916-220-7247.

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**TULARE COUNTY** PERIO PRACTICE Well-established Perio practice with 4 ops. New listing. 2012 Collections over \$407,000. Please call for details. IntegrityPracticeSales.com, Broker Bill Kimball, DDS, DRE #01911548. (855) 337-4337.

**SANTA CRUZ** Fully computerized & digitally upgraded. Exudes serenity w/ relaxed beach theme, enclosed courtyard. 904 sf w/3 ops \$375k (DG-224) WPS/800-641-4179.

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**Luis Kong, DDS** (San Francisco, CA)- Thank you Dr. Chester Jeng of Law Offices of Jeng and Associates. Your prompt attention to my concerns is something I am so thankful for. Definitely, you are the "go to" attorney for me. Call Jeng & Associates 714-858-0536.

**Lease Hold For Sale** Elk Grove, CA. Great Visibility. equipment included. Low rent. Call Dr. Luu 916 714 0702. Asking \$160,000.

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**The Dental Trader** is now removing certain ads placed by dentists. Those placing free statewide ads for staff, selling a dental practice or seeking employment in So. Calif. will be automatically removed from the No. Calif. edition and vice versa. Both editions may be read online at [dentaltrader.com](http://dentaltrader.com).

**EAST BAY Endo** Strong referral & patient base. Attractive tree-lined street, mature landscaping and curb appeal. High foot traffic. 975 sf w/ 2 ops \$245k (DN-229) WPS/800-641-4179.

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**NORTH OF SACRAMENTO** General Practice - GR \$521K, 4 ops, Easy Dental. HSPPT - Thomas Wagner-916-812-3255 #CA528.

**Will buy your office** Please give details on location, number of operatories, production and plans after sale. Contact [dentalavailability@yahoo.com](mailto:dentalavailability@yahoo.com).

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### CENTRAL AND NORTHERN CALIFORNIA LISTINGS

**BAKERSFIELD:** General Dentistry Practice with 8 Ops, 7 fully equipped, 1 plumbed, in a 3,650 sq. ft. suite. Practice features Digital X-rays and Intra-Oral camera in a growing area of Bakersfield with \$453K Adj. Net on \$1.2MM GR. Practice #CAM554, Contact Kerri McCullough - 949-566-3056

**BAKERSFIELD and SMALL FARM COMMUNITY:** New listing of 2 practices 30 minutes apart from each other, staff and doctor work both locations. Strong patient base in both practices with room for growth; communities are underserved. This is a rare opportunity to own 2 practices with GR of \$588K and \$278K combined Adj. Net. Practice #CAM557, Contact Kerri McCullough - 949-566-3056.

**BISHOP:** General Dentistry Practice and Building – Owner retiring after 29 years in same location. 2011 Collections were \$1,000,243 with \$387K Adj. Net. There are 6 days hyg./wk in the 5 Op, 1,800 sq. ft. building. 100% financing is available for both building and practice. In Escrow. Practice #14390, Contact Dr. Dennis Hoover - 209-605-9039.

**CENTRAL COAST:** Prosthodontic Practice with 4 Ops, a full in-house lab with IOS, mill, casting ovens, and ceramic ovens, in a beautiful area near shopping. Doctor had over \$1.1MM in GR in 2012. Practice #CAM535, Contact Jim Engel, 925-330-2207.

**COALINGA:** General Dentistry Practice with 3 Ops, 1,100 sq. ft., 1,000 active patients, remodeled in 2011. Owner completing Orthodontic program in Texas while averaging 2 days/wk in office, will relocate after program is complete. Excellent opportunity for a new dentist or an established dentist looking for a satellite office. Practice #CA564, Contact Dr. Dennis Hoover - 209-605-9039.

**DANVILLE - FACILITY ONLY:** 5 fully equipped Ops with computers in each. Digital X-ray, Digital Pano, and central Nitrous/Oxygen. **SOLD** Relocating to a new building after 27 years of practice. Photos available upon request. Practice #CA548, Contact Jim Engel - 925-330-2207.

**FOLSOM/EL DORADO HILLS:** Like-new office with 1,200 sq. ft. and 4 Ops. 2012 GR of \$405K. 2½ days of hyg./wk. Practice utilizes Dentrrix, Laser, Digital X-Rays and Intra-Oral cameras. Owner is selling to pursue other interests. Practice #CA103, Contact Dr. Thomas Wagner - 916-812-3255.

**FREMONT:** Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Owner is downsizing multiple practices. Practice #CA553 - In Escrow. Contact Jim Engel - 925-330-2207.

**GRANITE BAY:** General Practice. Newly remodeled office in great Granite Bay location, 3 equip. ops, 2 more available. Much of the equipment was purchased since July 2012. Dentrrix, Digital X-Rays, 2013 GR on 8 days/month \$236K+ as of 12.11.13. Owner relocating out of country. #CA128 - In Escrow. Contact Dr. Thomas Wagner - 916-812-3255.

**GREATER SACRAMENTO:** Associate to Owner Opportunity. 2012 GR of \$879K. 1,400 sq. ft. office with 5 Ops, Intra-Oral camera, **SOLD**. CEREC and Softdent Software. 4 days of hygiene. Associate to work 2 days in 2013 & 2014 then purchase practice. Owner to work back 2 days per week for 2 years after purchase. Practice #CA525, Contact Dr. Thomas Wagner - 916-812-3255.

**GREATER SACRAMENTO:** Orthodontic Practice - Like-new 2,300 sq. ft. office with extensive leasehold improvements and 6 chairs. 220 active patients in phase 1. Practice #CA551, Contact Dr. Thomas Wagner - 916-812-3255.

**GREATER SACRAMENTO/ROSEVILLE:** General Dentistry Partnership Position: One of several partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral Camera, Digital X-rays (Dexis), digital Pan, electronic charts, and excellent management team. Each partner has his/her own patients. Owner financing w/ acceptable down payment. Sale to new partner is subject to approval by current partners. Practice #CA126, Contact Dr. Thomas Wagner - 916-812-3255.

**HOLLISTER - FACILITY ONLY:** Great shopping center location, 3 Ops and 2 more plumbed with cabinets. Adeco chairs, units, and lights, Dexis, Easy Dental, and Pano in approx. 1,800 sq. ft. Owner relocating. Practice #CA563, Contact Jim Engel - 925-330-2207.

**MILPITAS:** General Dentistry Practice - 1,440 sq. ft. professionally designed suite is located on a major thoroughfare in business district. 4 Ops with Intra-Oral cameras and computers in each plus a Pano X-ray. Great upside potential for a young and energetic buyer. Owner is retiring after 46 years, 34 at this location. Practice #CA562 - In Escrow. Contact Jim Engel - 925-330-2207.

**NORTH OF SACRAMENTO:** General Dentistry Practice, owner retiring. 2012 GR of \$515K on 32 hours/week, working about 37 weeks/year. EZ Dental Software, Pano, Fiber Optics. Newly remodeled with 4 Equipped Ops, 5 Available. Approx. 1,500 active patients, 20 hrs Hyg per week. Building available for purchase. Practice #CA558, Contact Dr. Thomas Wagner - 916-812-3255.

**NORTH EAST BAY:** General Dentistry Practice established for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2012 GR of \$885K with overhead under 70%. Building to be sold with practice. Practice #CA108, Contact Dr. Thomas Wagner, 916-812-3255.

**NORTH OF SACRAMENTO:** General Dentistry 5 Op practice in 2,050 sq. ft. 2012 GR of \$1.2MM+ with overhead of only 54%. Dentrrix, Intra-Oral Cameras, Digital X-rays, Imaging System, and Pano. Practice established at current location for over 15 years. Practice #CA106, Contact Dr. Thomas Wagner - 916-812-3255.

**NORTH OF SACRAMENTO:** GR of \$521K in well-designed, 1,650 sq. ft. office with 4 Ops. Low overhead of only 52%, 4 days of hygiene. Easy Dental software and 1,600+ patients. Most Endo, OS, Perio, all Ortho and Implant Placement are referred out. Owner is retiring. Practice #CA528, Contact Dr. Thomas Wagner - 916-812-3255.

**RIDGECREST:** General Dentistry Practice and Building: 4 Op practice in 1,536 sq. ft. building. Owner retiring after 32 years in same location with 2012 GR of \$175K. Pictures of the building are available upon request. Lots of Potential. Practice #CA523, Contact Dr. Dennis Hoover - 209-605-9039.

**SAN JOSE - FACILITY ONLY:** Elegant Blossom Valley office with 6 Ops in approx. 3,700 sq. ft. Digital X-rays, computers in every room, reception with flat screen TV, equipped business office, sterilization, and conference room. Great start-up location or satellite office. Full inventory and photos available. Practice #CA565, Contact Jim Engel 925-330-2207.

**SANTA CRUZ:** Endodontic Practice - Attractive 850 sq. ft. office; ideal for the established Endodontist looking for a satellite practice. Seller will work for new buyer 1 to 1 1/2 days per week. Practice is located in a large medical/dental complex. 2 Ops with Schick Digital X-rays. GR have been \$350K-\$400K with only 55% overhead. Practice #CA102 - In Escrow. Contact Dr. Dennis Hoover - 209-605-9039.

**SANTA CRUZ COUNTY:** General Dentistry Practice in a Professional building with 3 Ops. Approx. 1,100 sq. ft., near the beach. GR of \$338K on 2 days/wk with approx. 1,100 active patients and 10 new patients per month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dentrrix Software. Seller is moving. Practice #CA550, Contact Jim Engel - 925-330-2207.

**TURLOCK:** Doctor's GR in 2012 were over \$950K with only 54% overhead or \$443K Adj. Net. 8 days of hyg/wk. Intra-Oral camera, Pano X-Ray, Digital, and Dentrrix software. Owner is retiring. Practice #CA506 - In Escrow. Contact Dr. Dennis Hoover - 209-605-9039.

**WALNUT CREEK:** Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice had over \$530K in GR in 2012. Practice #CAM540, Contact Jim Engel - 925-330-2207.

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### SOUTHERN CALIFORNIA LISTINGS

**ANAHEIM:** General Dentistry Practice is perfect for a merger or satellite office. The seller is retiring and refers out most specialty procedures. This 3 Op practice is nicely appointed and modern. 2012 GR of \$423K and an Adj. Net of \$140K. Practice established for 39 years, room to grow! Practice #CA101, Contact Kerri McCullough - 949-566-3056 - IN ESCROW.

**CERRITOS:** General Dentistry Practice with 7 Ops, 6 fully equipped, 1 plumbed in a 1,500 sq. ft. suite with Digital X-rays and SoftDent software. Practice established for 39 years and is near shopping, residential and freeway. 2012 Adj. Net was \$140K with \$408K GR. Most specialty work is referred out, room to grow. Practice #CA100, Contact Kerri McCullough - 949-566-3056-IN ESCROW.

**CHULA VISTA:** This General Dentistry Practice was started 50 years ago, seller acquired 35 years ago. 4 Ops, 3½ days of hygiene, Dentrix Software. \$528K 2012 GR. In years past, the office was consistently collecting over \$700K/year, retiring doctor has slowed down throughout the years. Practice #CA109, Contact Tinh Tran - 949-533-8308.

**CLAREMONT:** General Dentistry Practice with 6 Ops in 2,200 sq. ft. suite. Established for over 44 years with 8 days of hyg/week. Practice uses Softdent, Digital X-rays, and refers out most specialty procedures. GR of \$581K in 2012. Practice #CA114, Contact Tinh Tran - 949-533-8308.

**COASTAL ORANGE COUNTY:** Retiring doctor spent \$500K in 4 new Ops of Pelton & Crane chairs and cabinetry in addition to the TIs. Dentrix and Dexis, Digital Pano. Close to the ocean - dream location! GR over \$600K in 2011 and \$500K in 2012. Practice #CAM566, Contact Tinh Tran - 949-533-8308.

**COASTAL ORANGE COUNTY:** Gorgeous 4 Op General Dentistry/Implant practice in the most desirable location in America. All high-end equipment. Kavo elec. handpieces and implant systems in every Op. Dentrix and Dexis, 1,800 sq. ft. 2012 GR \$1.2MM. Practice #CA520, Contact Tinh Tran - 949-533-8308.

**COASTAL ORANGE COUNTY:** Periodontal Practice with 5 Ops, fully equipped. Retiring doctor works a 3 day week with 4 days of hygiene and 2012 GR of \$343K. Great location in professional building near freeway. Practice #CAM533, Contact Kerri McCullough - 949-566-3056.

**HUNTINGTON PARK:** Retiring General Dentist with a large group practice that was started in 1984. 15 Ops and Dentrix/Dexis with 25 computer stations. E4D CAD/CAM machine. 2012 GR of over \$1.1MM in 2012. Seller owns the building. Practice #CA113, Contact Tinh Tran - 949-533-3056.

**INDIAN WELLS:** This General Dentistry Practice has a strong emphasis in TMJ in a 4,000 sq. ft. suite. Built 2 years ago with 6 Ops, and all new equipment and fixtures. Practice was in the Palm Springs area for over 3 years and moved to nearby Indian Wells. 2011 GR were over \$350K on just 1 doctor day per week. Practice has a CMT Pan/Ceph machine and a lecture room in the suite. Practice #CAM530, Contact Mario Molina - 323-974-4592.

**LA MESA:** NEW LISTING - This 3 Op practice is located in 2,000 sq. ft. in a professional building. GR of \$396K in 2012 with \$155K in Adj. Net. Practice utilizes Dentrix, Laser, and Digital X-Rays. Practice #CA127, Contact Tinh Tran - 949-533-8308.

**LANCASTER:** This 4 Op office is located in 2,360 sq. ft. on the second floor of a medical dental building. GR were \$676K with a \$174K Adj. Net. Dentist is retiring after 39 years. 4 days hyg/wk. Additional Ops could be added to existing space. Practice #14376 - In Escrow. Contact Dr. Dennis Hoover - 209-545-2491.

**LOS ANGELES:** NEW LISTING -General Dentistry Practice with 5 Ops in a professional building downtown. 2012 GR were \$286K with \$63K Adj. Net. Practice # , contact Kerri McCullough - 949-566-3056.

**MURRIETA:** General Dentistry Practice with 5 Ops. 2012 Gross of \$1.5MM and \$875K Adj. Net. Practice has 8 days of hyg/wk and has been established over 20 years in this family community. Practice #CA107, Contact Kerri McCullough - 949-566-3056.

**NEWPORT BEACH:** General Dentistry Practice with 3 equipped Ops, high-end equipment is less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrix software. 2012 GR of \$350K on 3 1/2 days per week. Located near hospital in a desirable area. Practice #CAM534, Contact Tinh Tran - 949-533-8308.

**NORTH ORANGE COUNTY:** Endodontic Practice with 5 Ops, fully equipped and 3 Zeiss ceiling-mounted microscopes. Practice has been established for over 30 years. GR of \$370K and Adj. Net of over \$172K on a 3 day work week. PBS Endo software. Practice #CAM561, Contact Jaci Hardison - 714-318-4911.

**NORTH SAN DIEGO COUNTY:** General Dentistry Practice has 12 equipped Ops. Located in a free-standing building in a desirable area and established for 35 years. CAP and PPO contracts with \$1.2MM in GR in 2012 with \$405K Adj. Net. Practice #CAM555, Contact Kerri McCullough - 949-566-3056 - IN ESCROW.

**ORANGE COUNTY:** NEW LISTING - General Dentistry Practice with 2013 GR of over \$813K and Adj. Net of \$286K. Practice has 4 Ops and is located in a retail center in a desirable area of Orange County near shopping. Practice #CA132, Contact Kerri McCullough - 949-566-3056.

**ORANGE:** Small General Dentistry Practice in a retail location. Doctor has been at this location for over 20 years. 3 Ops, 750 sq. ft. with low cost of \$1,080/mo. Practice utilizes EasyDental and 2012 GR of \$168K. Practice #CA110, Contact Tinh Tran - 949-533-8308.

**POWAY:** NEW LISTING - General Dentistry Practice with 4 Ops in an 1,100 sq. ft. suite. Practice utilizes Dentrix with 6 workstations, digital x-rays, and intra-oral camera. Practice has been established since 1985. Equipment only 5 years old. 2013 GR of \$720K with \$241K Adj. Net. In Escrow. Practice #CA, Contact Tinh Tran - 949-533-8308.

**RIVERSIDE:** NEW LISTING - This General Dentistry/Implant Practice with 5 Ops has been established for 50 years and utilizes Dentrix, Digital Pano, and CT Scan. Dental equipment is 8 years old and has 20+ new patients/mo. Building also for sale. Practice #CA120, Contact Kerri McCullough - 949-566-3056.

**SAN CLEMENTE:** NEW LISTING - This General Dentistry Practice with 3 Equipped Ops, 2 Add'l plumbed has been established for approx. 10 years. Uses PracticeWorks, digital x-rays and Pano. Practice #CA129, Contact Kerri McCullough - 949-566-3056.

**SAN DIEGO:** NEW LISTING - General Dentistry Practice with 5 Ops, in a 1,200 sq. ft. suite. Practice utilizes EagleSoft, digital x-rays and has been established for 22 years. 2012 GR of \$442K with \$161K Adj. Net. Practice #CA130, Contact Tinh Tran - 949-533-8308.

**SHERMAN OAKS:** NEW LISTING - General Dentistry Practice with 4 Ops in a professional building near freeways. Practice utilizes SoftDent and has been established for 40 years. 2012 GR of \$740K and \$220K Adj. Net. Practice #CA135, Contact Kerri McCullough - 949-566-3056.

**SOUTH ORANGE COUNTY:** General Dentistry Practice with 4 Ops in a 1,350 sq. ft. suite in a coastal location. Practice utilizes Dentrix. Practice # CA119, Contact Kerri McCullough - 949-566-3056 - IN ESCROW.

**THOUSAND OAKS:** NEW LISTING - Retiring General Dentist, established for 37 years with 6 Ops and 8 days of hygiene/week. Practice uses Dentrix/Dexis and GR of \$589K in 2012. Practice #CA118, Contact Tinh Tran - 949-533-8308.

**THOUSAND OAKS - FACILITY ONLY:** NEW LISTING - Move-in ready Thousand Oaks office with 4 Ops in 1,325 sq. ft. Office features a modern design, Dentrix with 4 computer workstations, equipped business office, and sterilization area. Great start-up location or satellite office. Full inventory and photos available. Practice #CA, Contact Mario Molina - 323-974-4592.

**TUSTIN:** NEW LISTING - General Dentistry Practice with 3 Ops in a professional building. Practice has been established for almost 60 years. Great location on a main street near freeway. 2012 GR of \$300K with \$103K in Adj. Net. Dentrix and CEREC machine. Practice #CA131, Contact Jaci Hardison - 714-318-4911 - IN ESCROW.

**WEST LOS ANGELES:** NEW LISTING - General Dentistry Practice with 4 equipped Ops, 1 add'l plumbed. Great LA location on the West side with GR of \$342K on just 2 doctor days per week. Room to grow! Practice #CA117, Contact Kerri McCullough - 949-566-3056.

**YORBA LINDA:** General Dentistry Practice with 5 Ops. This well-appointed practice is on a main street in a desirable area. Practice has been established for 28 years in this family community. Practice has 3 days of hygiene and 3 doctor days per week and has \$380K GR for 2012. Practice #CAM531, Contact Tinh Tran - 949-533-8308 - IN ESCROW.

### OUTSIDE OF CALIFORNIA

**MAUI HAWAII:** General Dentistry Practice with GR of \$636K. Office has 4 Ops in 1,198 sq. ft., Pano, Laser, Intra-Oral camera, Fiber Optics, and 2 1/2 days of hygiene. Owner retiring. Don't miss the opportunity to live and work in paradise. Practice #20101, Contact Dr. Thomas Wagner - 916-812-3255.

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# C.E. Event

June 21, 2014: 8 CEU

at Pelican Hill, Newport Coast, California



**Carl Misch, DDS, MDS, PhD** 8:30 – 11:30 (3 hours)  
Implant Complications: Cause and Prevention

**Kianor Shah, DMD** 11:30 – 12:30 (1 hour)  
How to Boost Case Acceptance with Patient Advance™

**Charles Zahedi, DMD PhD** 1:30 – 2:30 (1 hour)  
Simplification and Rationalization in Implant Dentistry

**George Freedman, DDS** 2:30 – 5:30 (3 hours)  
Esthetic Implant Restorations

## Registration information:

**Early bird price (until the 1st of April):** \$600

**Regular price (after 1st of April):** \$750

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# 8 CEU

**Date:** June 21, 2014 **Venue:** The Resort At Pelican Hill, Newport Coast, California

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**Santa Barbara Practice:** Great practice with great growth potential. 3 ops and room for expansion. 2013 Collections about \$400K. Please Call!

**Tulare County Perio Practice:** 2012 Collections over \$407,000, Well-established perio practice with 4 ops. New listing, Please call for details.

**Santa Barbara:** Beautiful Santa Barbara high-tech, multi-specialty practice with CEREC and Galileos 3D imaging. Current A-dec top-of-the-line equipment and cabinetry. Collections over \$2,000,000 in 2013.

**Santa Barbara:** New ortho listing! Call to discuss the details of this beautiful practice! 2013 collections \$397K.

**Glendale:** New listing! 2013 collections about \$310K. Please Call.

**Northern San Luis Obispo County:** Newer building for sale in addition to a great practice. 2012 Collections \$545K.

**Coastal San Luis Obispo County:** New Listing! 2013 Collections over \$472K. Small beach town. Please call for details!

**Coastal San Luis Obispo County:** Great practice, nice location in a small beach town in San Luis Obispo county. 2012 collections over \$800,000. Estimated buyer's net after debt service is \$235,000.

**Santa Barbara:** Located in a very nice professional complex. Estimated 2013 collections \$462K. Currently no marketing which makes for lots of upside potential.



Many of our clients aren't sure whether they should sell now or grow their practice for a few years first. Give us a call for a no obligation consultation. Bill Kimball, DDS is one of dentistry's most respected authorities on practice growth and transitions. Bill is a licensed practice broker and has been a successful management consultant since 1995. CA BROKER #01911548



**Sleep Medicine** Pharyngometer/Rhinometer and Embletta X100 Sleep Recorder. Rarely used. 3 yrs. old. \$15,000 OBO. slf05@live.com.

**UKIAH** Rated as the #1 best small town to live in California! Street-level office/desirable area. 900 sf w/ 3 ops \$250k (FN-185) WPS/800-641-4179.

**Lot of high speed** hand pieces. Most need repair. But all function semi-ok. Have about 30+ Sac. \$200 molarman111@hotmail.com.

**Update your Hygiene Room** for \$4795, 2.9% Financing and a Free Dentists Stool - Call Tom at 714-335-7179 for more information

**Dental digital scope** Camsight Explorer. This dental digital imaging scope is in perfect conditions. Contact me for more info: ktisbs@yahoo.com.

**25-YO DANSEREAU** CHAIR/BELMONT LIGHT, GOOD COND. TORRANCE. \$425 OBO 310-326-5499.

**OROVILLE** Must See! Gorgeous, spacious 2500 sf office w/5 ops! Collections over \$450k in 2013. \$315k (GN-244) WPS/800-641-4179.

**2012 BIOLASE** WATERLASE iPLUS FOR SALE. Hard/Soft Tissue Laser. Like new. Handpieces, tips, other accessories included. pivosmiles@aol.com, 818-429-8792.

**GENERAL DENTISTRY** PRACTICE WANTED EAST BAY AREA. DDS MAGD with 10 years experience. SELLERS please call (415) 690-6683 or upn2k1@yahoo.com.

**NDI** Ney Dental Inc. Surveyor. Serial# 169574, USA. Includes cast holder. Call or text Yosi: 310-922-5666 \$100.

**RIDGECREST** General Practice/Building: 4 ops, 1,536 sq. ft. 2012 GR \$175K. HSPPT - Dr. Dennis Hoover-209-605-9039 #CA523.

**Well located corner** with great street visibility, Dental practice facility for sale in Salinas, four ops, low rent, dreamdentalpractice@yahoo.com.

**MILPITAS** Seller retiring! 1300 sf w/ 3 ops+1 plumbed. Owner-occupied Suite. 2-story Med/Dent. Bldg. \$400k (Real Estate also available) (DC-250) WPS/800-641-4179.

**FOR SALE or TRADE** RVG 6100 SENSOR SIZE 2, brand new, never opened in its original box. Email fahmydds@gmail.com.

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**3-D Cone** Beam Panoramic Panoura 18s Now Available. See video demonstration and pricing at www.ez2000digital.com. As low as \$739 per month on lease to own. Call 800-273-5033 to order. Leasing plans available.

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**Typodonts: Pedro** adult, and endo!! Includes existing teeth. Used for state board exam. Call Yosi: 310-922-5666 \$75 each.

**A 33-month study** of 43 patients with 121 recession sites treated using the Pinhole Surgical Technique was published in Oct., 2012, by The International Journal of Periodontics and Restorative Dentistry to international acclaim. Visit pinholesurgicaltechnique.com.

**MILPITAS** Seller retiring! 1300 sf w/ 3 ops+1 plumbed. Owner-occupied Suite. 2-story Med/Dent. Bldg. \$400k (Real Estate also available) (DC-250) WPS/800-641-4179.

**OROSI, CA** gp practice on sale, grossing 200K in 2days, very less overhead, very low rent. mandydds@yahoo.com (559)802-7597.

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### *\*Tip of the month:*

When I first started practicing dentistry in 1998, my CPA at the time had me practicing as a C corporation, but while I was studying tax law in law graduate school, I realized a S corporation was a better fit for me, and I elected the S corporation entity for my own dental practice. Many doctors rely on the advice of their accountant but a CPA may only look at a portion of the equation. As a dentist and attorney, I have discovered that while both provide protections from liability, selecting the right type of corporation means avoidance of double taxation.

For many dentists an S corporation is preferable to a C corporation. This is because S corporations are tax reporting entities, and C corporations are tax paying entities. S corp earnings are reported on the owner's tax return (similar to a Partnership) and taxed at the owner's individual tax rate. A C corp is preferred over an S corp when a choice of ending of fiscal year is desired instead of the fixed ending date of December 31. Obviously the size and scope of your dental practice determines which option makes the most sense, both from a liability as well as a tax perspective. If you are unsure which option best suits your particular situation, call me for a complimentary consultation. I'm here to help.



Chester Jeng, DDS, JD, LL.M (Master Degree in Tax Law)  
Dentist and Attorney

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\*Disclaimer: Monthly tip is not legal advice and in no way attorney-client privilege has been created.  
Consult a CPA or attorney if you need tax or legal advice.

**Thomas Sudhijo** DMD (Tustin, CA)-Law Offices of Jeng and Associates is definitely one law firm that I will continue to use for my legal needs. Dr. Jeng was very helpful addressing my questions and was on top of things and kept me informed in every step. Call Jeng & Associates 714-858-0536.

**wanted** Part time dentist, 2pm to 6pm, suitable for semiretired / lady dentists in Salinas. Good work environment. Fax 831-424-0549.

**SANTA CRUZ COUNTY** General Practice - 3 ops w/Digital X-Ray, Dentrax. GR \$338K 2 day/week. HSPPT - Jim Engel-925-330-2207 #CA550.

**Cadent iTero** \$12,000. Moved to Cerec milling, don't need anymore. Works perfectly. Latest software with Invisalign integration. Come see it work in our office in La Habra. alanboval@hotmail.com.

**FRESNO** Well loved, respected, established! Net Profit over \$350k! 1,452 sf w/4 ops \$390k (JG-188) WPS/800-641-4179.

**Used DCI** Handpiece lubrication station, \$75, excellent condition. North San Diego. Rbdentaloffice@gmail.com.

**Selling Biolase** MD bran new never been use. Also selling a Dent-X Excel automatic developer. For Info call 760-347-6499 MercedesOrGerardo.





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## Premium Practice Listings

### North Orange County #1070

Outstanding fee-for-service general family practice with 35 years of goodwill in same location. Six treatment rooms all equipped. Very reasonable lease situation.  
**Asking \$500,000**

### Rancho Cucamonga #1067

Great location, 4 treatment rooms, drive and walk by exposure, Seller retiring, 2013 revenues \$388,076.

**Asking \$318,000**



### Coastal North San Diego #1069

Private fee-for-service dental practice, five plumbed treatment rooms, 4 fully equipped, seller retiring, projected 2013 revenues \$468,000.



**Asking \$365,000**

### Pomona Valley #1065

Fee-for-service restorative dental practice, four treatment rooms, 1,336 sq. ft., 40 years of goodwill.

**Asking \$649,000**

### Coastal Southern California #1062

**PEDIATRIC** dental practice and office condo for sale, seller is retiring. 2013 revenues \$623,000.

**Practice Listed at \$425,000**

### Coastal Orange County #1061

General practice, 1,044 square feet with pleasant courtyard, located in professional building,  
**Asking \$175,000**



### Fresno County #1066



**Fee-for-Service** general practice, 36 years of goodwill, 4 treatment rooms, completely remodeled, digital 1,450 square feet, 2013 approx. \$526,573.  
**MUST SEE! Asking \$250,000**

**Your help, perseverance and dedication to finding the right young, energetic and well trained orthodontist to replace me in my 40 year old practice has been so appreciated.**

**Dr. William Denny**



**Fully equipped** dental lab for sale or Lease! Call George or Doctor G for more information! Y2K Dentistry (818) 986-4600.

**Can't locate your ad?** The Dental Trader routinely deletes nearly 100 reader ads each month because the advertiser failed to include contact information on their ad. Ads that do not have a phone number, email address, etc are not published. If you can't find your ad, that may be why.

**PERIODONTIST BOARD CERTIFIED, 16 YEARS EXPERIENCE. IN YOUR OFFICE, CARRY EQUIPMENTS IMPLANTS, SINUSLIFTS, EXTRACTIONS. SOUTH /NORTH CALIFORNIA 9492000600 /5105160027. CALIFORNIAPERIO@GMAIL.COM.**

**SAN JOSE** High traffic Retail Shopping Center with unbeatable signage. 2,847 sf w/ 7 ops \$925k (DG-222) WPS/800-641-4179.

**CAMSIGHT MICROSCOPE SYSTEM CHAIR-SIDE CEILING MOUNT.** ---Like new for \$8,500 ~ In Orange County. ~ Call us at 786-301-6708.

**2 Wireless RF Einstein Intraoral Dental Camera with receiver for sale.** working great. \$299 each OBO call 310-980-5265.

**LEASEHOLD IMPROVEMENTS & EQUIPMENT FOR SALE.** 4-5 ops, 1700 sq ft in medical building. Great street visibility. (626)607-6339.

**Robert Tracy, CPA, CGMA** member of the California Society of CPAs, the AICPA, Robert and his staff are available to help with professional management of your tax, accounting, & financial affairs. Services also include payroll, bookkeeping, and audit representation. We are here to help. Email: [robert@taxhelpco.com](mailto:robert@taxhelpco.com); Tel: 408-558-9000 Visit us at: [www.taxhelpco.com](http://www.taxhelpco.com).

**Dr. Suni Sensors** (two #2 sensors), USB box, calibration files and software. \$1800 OBO. [pdgofcali@gmail.com](mailto:pdgofcali@gmail.com). Upgraded to a new sensor.

**N. ORANGE COUNTY** Endo Practice – 5 Ops, 3 Zeiss Scopes, Est. for 30+ years. GR \$370K on 3 day/week. HSPPT-Jaci Hardison 714-318-4911 #CAM561.

**ADEC** 120'clock Assisting Tables w Camera & curing light. Like New. 4 tables for \$2600.00 OBO 619-337-2970 [bolamstaff@gmail.com](mailto:bolamstaff@gmail.com).

**Tuttner Valueklave** 1370 for sale, used. \$1100, Pick up only, north San Diego. [rbdentaloffice@gmail.com](mailto:rbdentaloffice@gmail.com).

**SACRAMENTO** Oral Surgery: This highly efficient office occupies ~ 3,000 sf w/ 4 fully equipped ops \$325k (EN-203) WPS/800-641-4179.

**GOLETA** Looking to share/rent office space with a general dentist or a specialist. Call (805)967-1231.

**Board certified** Oral Surgeon available for central valley-Wisdom teeth,implants,sinus lifts,grafting,IV sedation.Very productive,excellent results.209 626 9583.



TIMOTHY GIROUX  
DDS/BROKER

## ASK THE BROKER

### How do you determine the listing price of my practice?

The single-most important factor in determining the practice sales price is the collection total of the previous calendar year. Lenders and Buyers like to see stability without large variances from year to year. It should be obvious that steady, slight increases in revenues are always better than even the slightest of decreases. Poor performance of one of three years *should not* affect pricing, unless it is the last calendar year that shows a significant drop. Therefore, try to maintain a stable practice, make sure you finish strong and make all your December deposits for that last year you will be filing!

**Practices are priced based heavily on gross receipts.** Let's work through some scenarios and options. If you plan to practice 2-3 more years, it is not worth investing extra money in the practice. In this case, I would just advise finishing strong, especially to reflect your last tax return which will be filed. If you plan to practice approximately 5 years, spending large amounts of money for new technology may not necessarily return the investment unless it helps to increase your production. However, this being said, purchasing new equipment may increase your enjoyment of practicing dentistry and therefore be a worthwhile investment.

With 8-10 years remaining to practice, modernizing the practice with the latest and greatest is generally a great idea. Leasehold improvements typically last 5-8 years, so making the investment at this time to spruce up the office will enhance the desirability of the sale. It may also give you greater satisfaction of working in a first-rate environment for the entire duration of the leasehold improvements.

Here's an interesting demographic to consider: Ten years ago, the JADA published an article concerning the baby boomers' retirement, which may affect those in the 4-7 year timeframe. Most of us in the industry believe that the "baby boomer" phenomenon coupled with the current sellers' delayed frame-of-mind might result in a significant inventory glut. This may slightly reduce practice price multiples when and if it happens all at once.

This phenomenon will favor practices that have updated their technology to induce the younger buyers. Most graduates in the past 5 years don't know what an X-ray developer is. Therefore, those of you planning to retire in the next 4-10 years should consider making the investment now to position yourself ahead of the competition when the glut of practices comes about.

**Most importantly, since practice values are based on gross receipts, keep up the good work!**

Timothy Giroux, DDS owns Western Practice Sales and is a member of the nationally recognized dental organization, ADS Transitions.

**Questions?**

Contact Dr Giroux at [wps@succeed.net](mailto:wps@succeed.net) or 800.641.4179



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**AC-243 SF Facility:** Occupies the entire 8<sup>th</sup> Floor of this beautiful Professional Building in Downtown SF's Financial District. ~2500 sf w/ 7ops & plumbed for additional ops. **\$150k**

**BC-175 EAST CONTRA COSTA:** Vast employment, shopping & activities! 1,995 sf w/5ops **\$300k**

**BC-221 EAST CONTRA COSTA:** Well Respected w/ loyal patients, Seller is retiring! 1900 sf w/ 4 ops **\$325k**

**BN-183 HAYWARD:** *Kick it up a notch by increasing the current very relaxed work schedule!* 1,300 sf w/ 3 ops **\$150k**

**BG-226 ANTIOCH (Real Estate):** OWN your dental facility! Priced to move quickly at less than \$100/ft. ~ 1,500 sf w/ up to 5 ops **\$137k**

**BN-233 ALAMEDA:** Real Estate and Practice Available! ~ 3,139 sf w/ 8 ops. **\$275k, RE: \$825k**

**BN-248 NORTHEAST BAY:** Big Town Care with Small Town Feel! Opportunity to own Building also! ~ 1,160 sf w/ 3 ops + room for 1 add'l. **\$195k, RE \$250k**

**CC-151 SANTA ROSA:** Stable patient base, well-respected, close to Memorial Hospital. 2,262 sf w/ 6 ops **\$875k Real Estate avail.**

**CC-170 SOLANO COUNTY:** Near Wine Country! 950 sf w/3 ops **\$225k**

**CN-189 RIO VISTA:** In the heart of the beautiful California Delta! 3 ops **\$275k**

**DC-250 MILPITAS:** Seller retiring! 1300 sf w/ 3 ops+1 plumbed. Owner-occupied Suite. 2-story Med/Dent. Bldg. **\$400k ( Real Estate also available)**

**DG-116 SALINAS AREA:** Large, loyal & stable patient base! 1,400 sf w/5 ops. State-of-the-art Equipment **\$195k**

**DG-124 MILPITAS:** Highly visible. Desirable area. 960 sf w/ 2 ops + 1 add'l **\$130k**

**DG-156 SAN JOSE:** Hardwood Floors & plenty of windows! 1,160 sf w/ 3 ops (+2 add'l) **REDUCED! \$125k**

### BAY AREA CONTINUED

**DG-222 SAN JOSE:** High traffic Retail Shopping Center with unbeatable signage. 2,847 sf w/ 7 ops **\$925k**

**DG-223 SUNNYVALE:** **Seller Relocating!** Popular Retail Shopping Plaza with major anchor tenants. 2,000 sf w/ 6 ops +1 **\$450k**

**DG-212 FREMONT:** Courtyard Garden welcomes patients. Your talent and skill keeps them! 2,181 sf w/ 3 ops **\$175k**

**DG-232 SANTA CRUZ:** Large, well-established Medical/Dental Prof complex! 1,063 sf w/ 3 ops **\$345k**

**DG-224 SANTA CRUZ:** Fully computerized & digitally upgraded. Exudes serenity w/ relaxed beach theme, enclosed courtyard. 904 sf w/3 ops **\$375k**

**DG-239 PALO ALTO:** Amazing Location! Pristine practice. "Top-of-the-line" Pelton Crane . 2000 sf w/5 + 1 add'l **\$1.05m**

### NORTHERN CALIFORNIA

**EG-198 SACRAMENTO:** Tucked in well established "Pocket Area" in highly desirable corridor. 1,112 sf w/3 ops **\$125k**

**EG-237 ROCKLIN:** State-of-the-art, top-of-the-line equipment. 1,000 sf w/ 2 ops. Plumbed for 2 add'l **\$245k**

**FN-181 NORTH COAST:** Well respected FFS GP. Stable patient base. 1,000 sf w/3 ops **SELLER MOTIVATED! \$150k (25% int. in bldg. avail.)**

**FN-185 UKIAH:** 900 sf w/ 3 ops. Seller Willing to Negotiate! **\$250k**

**GN-149 YREKA:** Quality FFS, Warm & Caring. 900 sf w/ 3 ops. Now Only:**\$180k/Real Estate \$110k**

**GN-201 CHICO:** Beautiful practice , major thoroughfare, stellar reputation! 1,400 sf w/ 4 ops & room for another **\$425k**

**GN-228 CHICO/PARADISE AREA:** A reputation built on quality care and personalized service in a warm and caring atmosphere. Office ~ 898 sf w/ 3 ops. **\$250k**





Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

## NORTHERN CALIFORNIA CONTINUED

**GN-244 OROVILLE:** Must See! Gorgeous, spacious 2500 sf office w/5 ops! Collections over \$450k in 2013. **Only \$315k**

**HN-213 NORTH EAST CA:** Close to Oregon Border, this FFS practice is ~2,200 sf w/ 3op +1 add'l **\$145k**

**HN-197 EAST LODI FOOTHILLS:** Two practices for one great price! Call today for details! **\$595k**

**HN-242 YOSEMITE (Charts Only):** Increase your Patient Data Base with this incredible opportunity to procure 500+ charts ! **\$75k**

## CENTRAL VALLEY

**IG-067 STOCKTON:** Fully computerized, paperless, digitalized. 5,000 sf w/10 ops **Now \$425k**

**IG-165 TURLOCK:** Well established Shared/Solo Group Practice. 10 ops (shared) **\$428k**

**IN-193 Modesto Facility:** Recently remodeled! High foot traffic! Can be purchased with or without new equipment. 2,300 sf w/6 ops (4 fully equipped) **\$169k**

**IN-205 STOCKTON Facility:** Desirable professional corridor. Newly remodeled. 1,565 sf w/ 4 ops **\$169k**

**JG-188 FRESNO:** Loved, respected, Established! Net Profit over \$350k! 1,452 sf w/4 ops **\$390k**

**JN-219 TULARE:** Imagine working here in this highly esteemed **fee-for-service** practice! Office is ~ 1,500 sf w/ 4 ops. **\$425k**

**IN-211 MODESTO:** **Seller Motivated!** Located in a single story, multi-unit Professional building, 1,500 sf w/ 4 ops. **\$230k**

## SPECIALTY PRACTICES

**DC-246 PLEASANTON Pediatric:** Highly Motivated Seller selling this beautiful Pediatric Practice or Facility Only. Office is ~1700 sf w/ 4 ops & plumbed for additional ops. **Practice \$325k or Facility only \$250k**

## SPECIALTY PRACTICES CONTINUED

**EG-131 ROSEVILLE Ortho:** Reputation, loyal patient base, seasoned staff & beautiful, spacious facilities. 1,100 sf w/ 4 chairs **\$95k**

**I-7861 CENTRAL VALLEY Ortho:** 2,000 sf, open bay w/ 8 chairs. Fee-for-Service. **\$370k**

**I-9461 CENTRAL VALLEY Ortho:** 1,650 sf w/5 chairs/ bays & plumbed for 2 add'l **\$180k**

**EN-203 SACRAMENTO Oral Surgery:** This highly efficient office occupies ~ 3,000 sf w/ 4 fully equipped ops **\$325k**

**GN-209 SACRAMENTO VALLEY Endo:** Be the one to carry on the stellar reputation and tradition! 1,400 sf w/ 3 ops **\$350k**

**BC-230 CENTRAL CONTRA COSTA Perio:** Loyal patients @ 2 locations! **\$650k**

**EG-225 SACRAMENTO Ortho:** Well-maintained, single-story Medical/Dental professional complex. 1,200 sf w/ 4 chairs **\$95k**

**DN-229 EAST BAY Endo:** Strong referral & patient base. Attractive tree-lined street, mature landscaping and curb appeal. High foot traffic. 975 sf w/ 2 ops **\$245k**

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### Course Objective

This course is designed to give the clinician a broad based knowledge of all of the implant restorative components available today. The indications and usage for these components in the treatment planning and design of crowns and bridges, stud and bar overdentures, and hybrid prostheses will be discussed.

There will be a review of radiographic and surgical stents showing proper pre-surgical planning, as well as clinical tips and troubleshooting of common implant prosthetic problems.

In the afternoon hands-on workshop, participants will manipulate the fixed and removable prosthetic parts that were discussed in the lecture. We will also be making a small surgical guide, and will be picking up Locator attachments in a simulated lower denture.

Additionally, fixture and abutment level impressions will be made by each attendee. This will illustrate how an accurate impression is the key to stress-free and consistent prosthetic results.

### Course Instructor

**John DiPonziano, CDT, DDS, MAGD, DICOI**



Dr. John DiPonziano has been performing the surgical placement and prosthetic restoration of dental implants since the mid-eighties.

A 1983 graduate of Temple University School of Dentistry, he also completed a three-year didactic and participatory program in Implantology at the University

of Pennsylvania in 1988. Prior to attending dental school, Dr. DiPonziano was a full-time dental technician and earned Certified Dental Technician status, which he still maintains today.

Dr. DiPonziano performs many of the implant laboratory procedures himself, and is well versed in all aspects of the implant treatment picture from the laboratory planning phase, to surgery and prosthetic restoration. He is a Diplomate of the International Congress of Oral Implantologists, a credentialed member of the American Academy of Implant Dentistry, a Master of the Academy of General Dentistry and a Fellow of the American College of Dentists.

He served as President of the New Jersey Academy of General Dentistry in 2003, and Chaired the AGD Implantology Task Force, which formulated universal educational guidelines for implant training in 2009.

Dr. DiPonziano maintains a full-time private practice, with emphasis on comprehensive implant treatment, in San Leandro, California.

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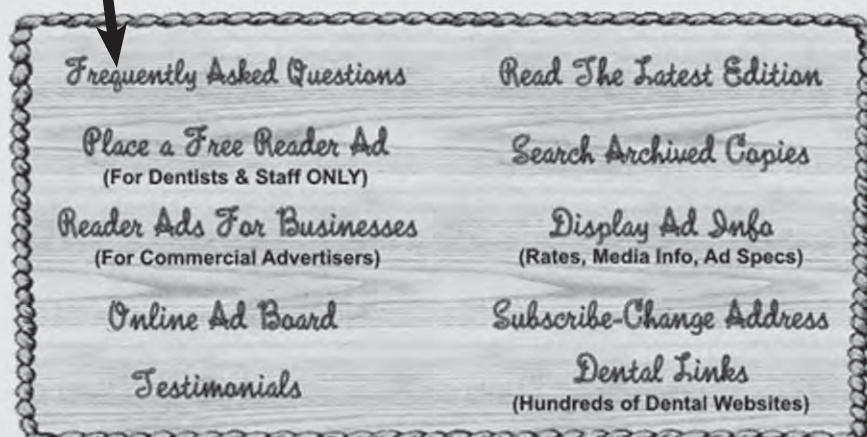
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**6052 BERKELEY** Trendy north side shopping area. Very strong foundation. 4-days of Hygiene. Beautiful hi tech office with great curb appeal. 2012 collected \$590,000. Lots of work referred out.

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