VOL. 2 NO. 5 MAY 2005 So. California Edition

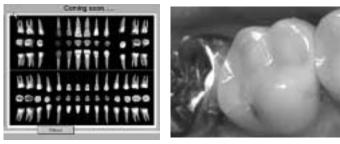
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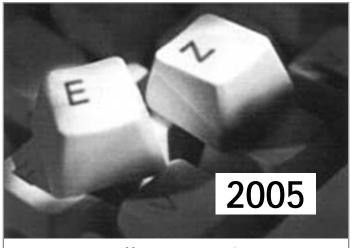
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FRESNO COUNTY #2 - (3) op G.P. located in smaller town. (2) ops eqt. 3rd plumbed not eqt. Store front location with signage/visibility. Annual gross collections \$150K+ p.t. Cash/Ins/PPO/Denti-Cal/Cap. Cap check \$2,600/mos. Near Fresno County #1.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

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

KERN COUNTY

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

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

BAKERSFIELD #12 - Fully built out dental office condo for sale 2 158 sq. ft. 5 plumbed ops. Includes some equipment. Seller motivated **BOLD BAKERSFIELD #13** - (4) op G.P. for sale. (2) ops. Eqt'd. 3rd partially eqt'd. Gross Collections \$150-200K p.t. Can do more full time. Store front location with some exposure. Mixed patient base.

BAKERSFIELD #14 - (12) op G.P. for sale. Cash/Ins/PPO/Cap/Denti-Cal. Cap Check \$10K+/mos. Annual Gross Collect. \$1.2M+. Freestanding Bldg. w/exposure/visibility/signage. Many walk-ins. Absentee owner possibilities.

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

LOS ANGELES COUNTY

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

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

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

GLENDALE #5 - (3) op G.P. for sale. Nicely appointed. Gross \$20K/mos on (3) days/wk. Cash/Ins. Seller returning to Speciality School.

PANORAMA CITY - **EMERGENCY SALE!** D.D.S. has passed away. (4) op G.P. in prof. bldg. 2004 Gross Collections \$106K on (16) chair hrs/wk. Cash/Ins/PPO Patient base. Priced for immediate sale. **PARAMOUNT** - (5) op G.P. Located in store front with exposure and visibility. (3) equipped ops. (2) additional plumbed not equipped. Cash/Ins/PPO/Denti-Cal/Healthy Families Patient Base. 2004 Gross Collections \$215K+ p.t. due to new baby. Did \$332K prior to preg-

nancy on (4) day week. Seller Motivated. Priced to Sell!

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

WEST SAN FERNANDO VALLEY #2 - (4) op computerized G.P. located in an upscale shopping center. Excellent exposure and visibility. (3) ops equipped (1) op equipped with chair and x-ray. Equipment (2) years old. 2004 Gross Collections \$636K and growing. Cash/Ins/PPO/Capitation and small amount of Denti-Cal. Monthly Cap Check \$2,500/mos.

ORANGE COUNTY

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RIVERSIDE COUNTY

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

SANTA BARBARA COUNTY

SANTA MARIA - (3) op G.P. located in free standing bldg. with exposure/visibility/signage. Gross Collect. \$275K+/yr. Cash/Ins/PPO. SOLD CENTRAL COAST #1 - (4) op computerized G.P. for sale. Located in Prof. Bldg. Annual gross collections approx. \$350K on 3 1/2 days per week. Cash/Ins/PPO.

<u>CENTRAL COAST #2</u> - (3) op computerized G.P. for sale. (2) ops eqt'd. Located in Prof. Bldg. Mostly Cash/Ins w/small amount of PPO. Ave. Gross Collections \$500K+/yr.

SAN BERNARDINO COUNTY

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

SAN DIEGO COUNTY

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TULARE COUNTY

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

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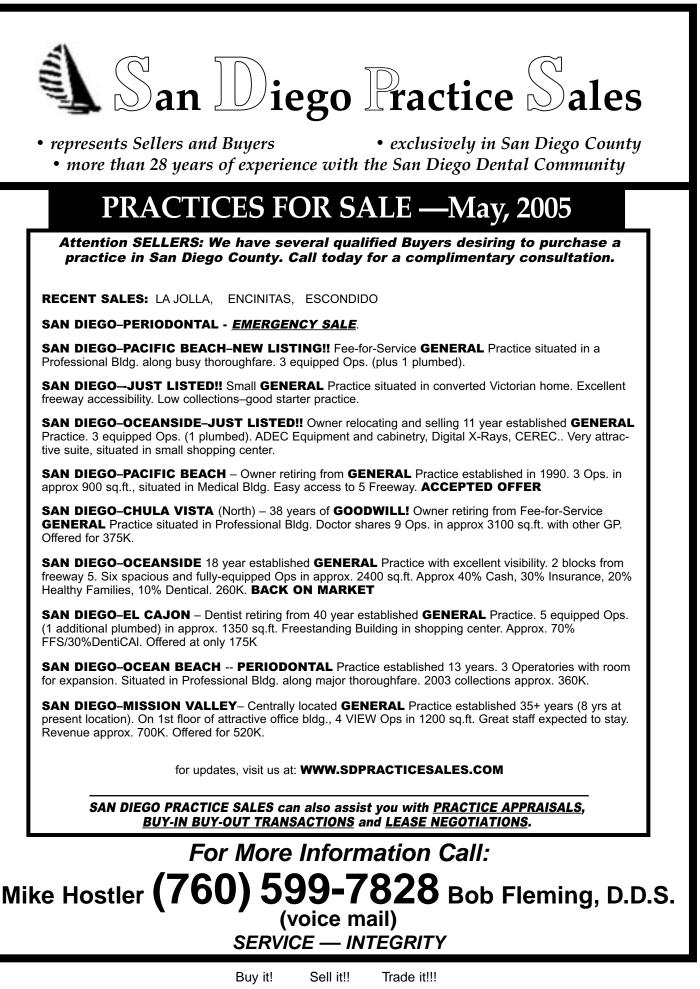
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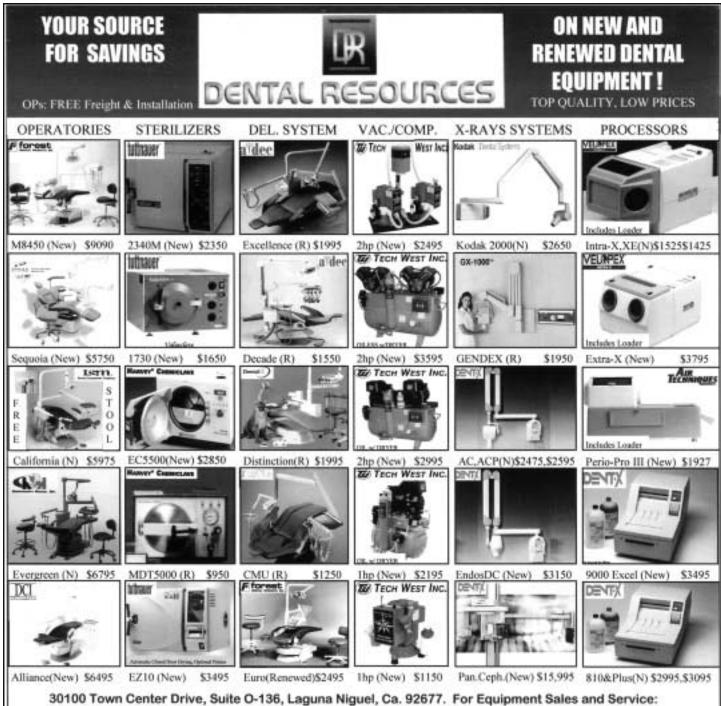
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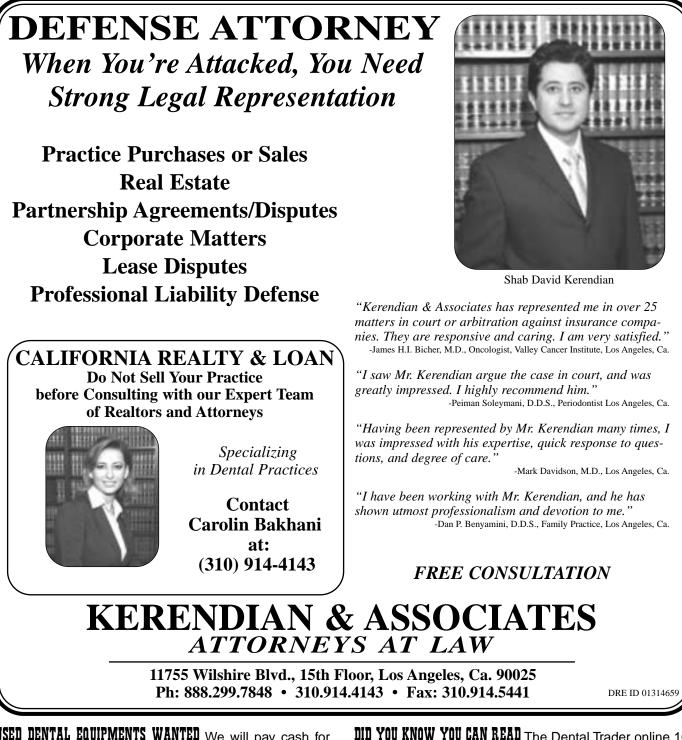


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Earloop Face Masks Pink/Blue Box 50	\$ 2.95	\$ 10.95 103-000	\$ 6.25 Dil-040	\$ 7.29 10809430	\$ 6.99 106420100
Septocuine 4%	\$ 24.95	\$ 31.95 ©1408	\$ 28.30 strate	\$ 31.79 2000582	\$ 30.99 NOVAHOR
Agfa M2-58 D or E	\$ 29.95	\$ 39.95 24738	\$ 33.55	\$ 39.99 	\$ 38.99
MW Burs Clinic Pack(100)	\$ 89.95	\$ 99.95 (14.100)	\$ 107.95 Million	\$ 119.99 772000882	\$ 126.99 *******
I band Kulzer	\$ 89.95	\$ 107.95 ##2081	\$ 94.45 153-1400	\$ 99,99 sistism	\$ 106.99 53800843
Root ZX I BY J MORITA	\$ 749.95	\$ 949.00 303-7385	\$ 944.85 M05-0071	\$ 899.99	\$ 933.99 241070-60
3 1/2 X 10 Pouches 200 per box	\$ 4.75	\$ 8.79 3514850	\$ 5.75 M05-0442	\$ 13.29 sources	\$ 12.49 shooses
Flexitime Bulk 12x50 ml Heavy Tray	\$ 147.50	\$ 181.50 sectors	\$ 156.60	\$ 179.99 stanke	\$ 185.55 35800146
Huma Comfort Bond + Desensitizer (3x4ml)	\$ 199.95	\$ 247,00	\$ 211.60 (00410)	\$ 247.99 MINIME	\$ 242.99 messa
Clear SE Bond Kit #1970-KA	\$ 89.95	\$ 121.50 meni	\$ 97.20 MIG-038	\$ 120.79	\$119.99 39(1390)
Kodak DF-58	\$ 33.95	\$ 40.49	\$ 37.65 E2019	\$ 37.99 III.ersez	\$ 39.99 IIIIIIII
Radii Led Curing Light (SDI)	\$ 550.95	\$ 695.00 mann	\$ 649.50 5440808	N/A	\$622.99 //306662
Carbocaine 2%	\$ 23.95	\$24.95	N/A	\$ 26.49	\$ 25,49

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Practices for Sale

Santa Monica

General dental practice for sale in great professional bldg - 3 operatories plus a fourth plumbed - 30 years of goodwill - grosses over \$400,000/year on less than 4 days/week - very modern - owner retiring.

El Monte

General dental practice for sale in strip shopping center - 5 ops with a 6th plumbed - grosses \$800,000/yr - approx. 70% of practice patients are children - approx. 65% DentiCal - largely Hispanic patients - 100 new patients/month - very low overhead, less than 50%.

La Jolla

Private General Practice in great professional bldg - very modern 6 operatories in 1922 sq ft grosses over \$750,000 on 3 1/2 days/week - Dr. retiring but would be willing to stay either during transition period or as an associate.

El Segundo

General dental practice for sale - Dr. Retiring -Great starter practice with huge upside potential - Dr. only works 2 day/wk with 3 months off/yr - grosses \$140,000 with only 40% overhead.

Orange

Great **general dental practice** for sale in great location in professional building - 6 operatories with 2 add'l plumbed - grosses over \$550,000 per year - Owner ill and must sell.

San Diego

Pedodontic Practice for sale in professional bldg - 11 operatories - grosses over \$1,650,000 on 5 days per week with low overhead - very high net - Seller works 4 days, associate 3 days orthodontist leases space, has own equipment, and pays owner a percentage.

Long Beach

Oral Surgery practice in free-standing building for sale - 6 ops in 2500 sq. ft. - on pace to gross over \$1.2 million this year with low overhead -Bldg also for sale - appraised at \$335,000.

Costa Mesa

Private General Practice in professional bldg -Seller leases space from another dentist - Buyer can either continue lease or build own office next door - grosses \$600,000/yr on 3 3/4 days/wk overhead 50% - fantastic opportunity.

Blythe

General dental practice for sale - 4 completely equipped operatories - grosses over \$500,000 yr on 3 1/2 days/wk with 1 week off/month -Very low overhead - unbelievable bargain.

Torrance

General dental practice for sale in professional bldg - grossed over \$490,000 in 2004 on 2 1/2 days/week - 4 operatories - overhead approx. 60% - Dr. is becoming disabled.

Philip L. Kempler, DMD, Broker

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"The Prosperous Practice"

... a Q&A self-help column by Sari Reis



Q: I am taking my staff to the CDA convention in Anaheim. Do I need to compensate them for attending seminars on days that are normally non-working days such as Saturday and Sunday?

A • That is an excellent question and the answer is yes. If the continuing education programs are of benefit to the practice and the staff is required to attend these classes, attending staff must be paid. For seminar attendance during normal working days, regular wages are paid to attending employees. However, outside the normal working schedule, you have the choice of paying a different amount under the

"Different Capacity Work Rate" rule.

This rule states that employees may be paid a separate straight-time rate of pay for dissimilar types of work than what they are normally engaged in.

Traveling to, or attending seminars and workshops are considered dissimilar types of work and would therefore qualify under this rule. There are however, a couple of conditions to be considered:

1: The hourly rate of pay must equal or exceed the minimum wage requirements. (In California that means \$6.75 per hour.)

2: Each affected employee must agree in writing that in calculating any overtime pay, the special rate of pay will be included in the equation.

This written agreement must be dated and must include the specific dates that it covers. In California, travel time incurred for continuing education attendance may be paid at the different capacity rate as mentioned above, but attendees must be compensated for travel to and from the seminar **in excess** of their normal travel time to and from the office. For example, if normal travel time to the office is one half hour, and travel time to the seminar is two hours, the employee must be compensated for the one and one half hour difference each way. If your staff choose to attend the CDA of their own volition and are paying their own expenses, you are **NOT** required to compensate them for their time.

For more information on this subject please contact Sari Reis, Reis Consulting Services

760-438-4033 or email sarireis@hotmail.com

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- Partnership and Corporation Disputes
- Breach of
 Non-Compete
 Covenants
- Solicitation of Patients and Employees



 Breach of Contract

• Fraud

- Disputes Over the Sale or Purchase of a Practice
- Landlord/Tenant Disputes

Stephen McNamara is second to none. His knowledge and experience in the dental field are excellent, and you definitely want him on your side. Adarsh Malhotra, D.D.S. (Bakersfield/West Hills)

Steve provided excellent legal services for me. He was reliable, fast and efficient, and I was very pleased with his ability to get to the heart of the matter and reach a resolution.

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

Steve's performance was outstanding and professional. His logical approach and reasoning are unbeatable. Jasleen Brar, D.D.S. (Tustin)

I have retained Mr. McNamara's services in the past and have found him to be very thorough, responsive and focused to your needs. Great Attorney! John C. Whitworth, D.D.S. (Brea) I have worked with Stephen McNamara for over 12 years, and say without reservation that he is the finest litigator with whom I have worked. Steve has consistently proven himself to be reliable, objective, efficient and aggressive.

Robin Oxman, M.D. (Huntington Beach)

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

Ali Saeghi, D.D.S. (Canoga Park/Ojai)

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

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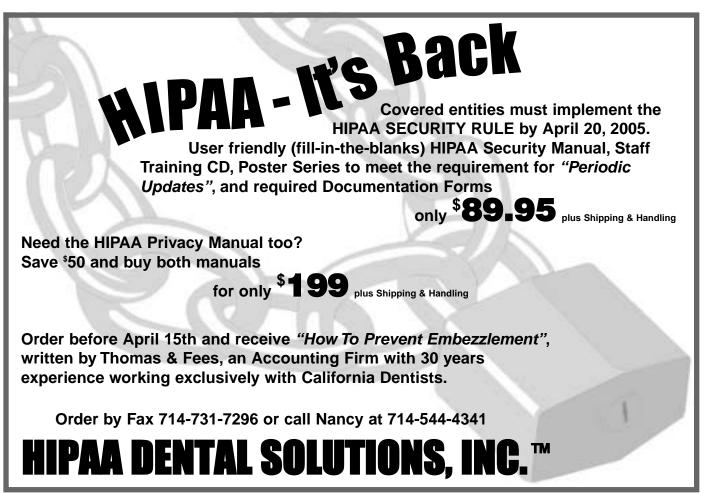
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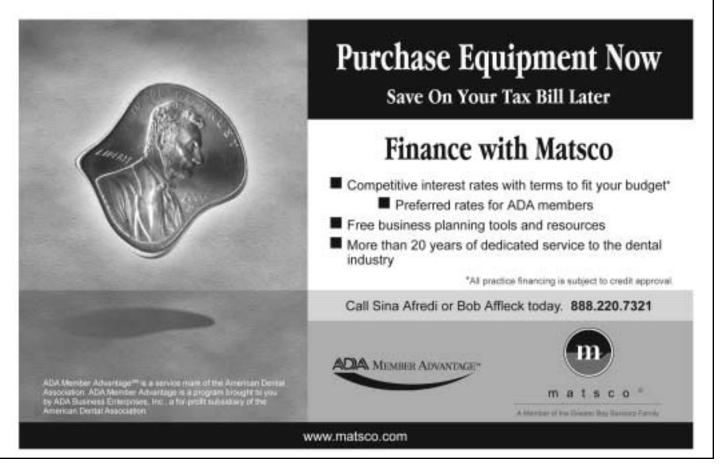
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Orange County

Los Angeles County

#201 Beverly Hills - G.P. 10+ yrs. goodwill, 4 ops, 4 x-rays, int. camera, Zoom & Easy Dental in 1100 SF. '04 coll. \$260K+. NEW #202 North Hollywood - **SOLD!** #203 Miracle Mile/Wilshire Blvd. - G.P. Leaseholds with or w/out equip. 4 ops in 1200 SF. Seller outgrew this office.

#204 Torrance - G.P. 18+ yrs. goodwill, 5 ops, 4 chrs., pano, int. cam., Dentrix in welldesigned office. 1500 SF. Seller relocating. #205 Hollywood - G.P. Sunset Blvd & 101 Fwy. Kaiser Childrens area. 3 ops, x-ray, & Easy Dental in 1000 SF. Coll. \$242K in '04. NEW #208 Downtown L.A. - 7th/Figueroa. Prime prof. bldg. Low rent. 3 ops, x-rays & Easy Dental. Prof. & all new res. condo's. NEW #209 Torrance - G.P. Shop ctr. 15 yrs. goodwill Absentee seller w/ 2 assoc. Coll. \$18/21K mo. #210 Hacienda Heights - G.P. Shop ctr. loc. Office sees 30 pat./day. CAP/ck \$15K mo. #212 Wilshire Blvd - G.P. Prime prof. bldg. on 1st floor. Main tenant. 4 ops in 1200 SF. #216 Mission Hills - SPO etailoty HMO plans. 3 ops, x-rays in 1000 SF. #222 Thousand Oaks - G.P. 5 ops, 3 new chairs in 1700 SF. Close to fwy. NEW #224 South El Monte - G.P. 8 yrs. goodwill,

50ps, x-rays, int. cam., pano & software in 1600 SF. 2004 collections \$270K.

#226 Gardena - G.P. Shop ctr. 3 ops, 2 x-rays, pano, int. cam., Easy Dental in 1300 SF. Great visibility! Busy ctr.! '04 coll. \$600K+. NEW **#227 Valley Village - Geo HMD** practice. Corner visibility. 4 ops, 2 x-rays in 1400 SF. #228 Montebello - G.P. New retail loc. Leaseholds & center for sale. Build equity. #235 Gardena - Corner visibility in new retail center. New space & leaseholds only. #236 Wilmington - G.P. Strip ctr. Next to long established medical clinic. 4 ops in 1100 SF. #237 San Pedro - G.P. Great starter. HIGH net. Coll. \$9/11K mo. on short hours. NEW #238 Huntington Park - G.P. Great visibility! 50/62 new pat./mo. '04 coll. approx. \$400K. #239 Pasadena - New retail center. Visibility + 4 ops, 1200 SF. Leaseholds only. NEW #248 Lancaster - G.P. 12+ yrs. goodwill. 4 ops, 4 x-rays, 2 int. cam., pano. '04 coll. \$697K

#501 Irvine - G.P. Coll. \$1.3 Mil in '04. 6 ops, 3 x-rays, 2 int. cam., software, 2000 SHNEW #502 Santa Ana - G.P./HMO practice & Real Estate for sale. 3 chairs. Coll. \$445K in '04. **#503 Irvine -** G.P. HMO plans. 5 ops in 1175 SF. Seller will consider a buy-in OAC. **#504 Rancho Santa Margarita -** G.P. Coll. \$324K '04. On track for \$400K in '05 NEW **#509 West Santa Ana -** GP. Retail ctr. Coll. \$35K mo. x-ray, 4 ops, 1200 SF. #511 Irvine - G.P. 4+ ops. In shopping ctr.!'04 coll. \$371K. Lots of opportunity! NEW #515 Laguna Hills - G.P. Shop ctr. 4 ops, xray in 1257 SF. Coll. \$230K in '04. NEW **#517 Huntington Beach** - G.P. 3 ops. 1000 SF. Retail ctr. 5 blocks from beach. #518 Rancho Santa Marg Sito L D ! #521 So. Orange Co. - Shop ctr. Goodwill/ Great loc. Coll. \$1.405 Mil in '04. 10% HMO CAP/ck \$10K. '05 proj. \$1.6 Mil. NEW #535 Ranch Santa Margarita - G.P. Coll. software (new). Coll. 2004 - \$229K \$527K in 04. 4 ops. Nice office. #543 Anaheim - GP. NEVSCE ADVX 1200 SF. 4 ops, 2 x-rays. State College area. #549 Fountain Valley - G.P. Dental condo for sale. 4 ops, x-ray in 1500 SF. Great loc.

Riverside/SanBernadino #300 Colton - HMO. 9+ ops, 3 x-rays, pano. Coll. \$1.12 Mil. CAP approx. \$16K mo. #301 Rialto - G.P. Seller savs. "Take my high net starter; I've outgrown it." #304 Colton - G.P. Starbucks Ctr. Leaseholds for sale. Build equity in real estate & practice by owning both! #305 Temecula - G.P. Coll. \$356K. 5 ops, xrays, int. cam. in 1384 SF. Motivated. #306 San Bernardino - G.P. Corner visibility. Starter, 5 ops, 1800 SF. Motivated! #308 Upland - G.P./HMO. 4 ops, 3 x-rays & software in 1000 SF. Great Staff! Low overhead. Great marketing opportunity! #312 Rialto - G.P. Shop ctr. Coll. \$240K, 4 ops, pano, 2 x-rays in 1434 SF. Low rent & overhead. Seller relocating. #314 Colton - BACK ON THE MARKET! 3 ops, 1000 SF. Lease & Real Estate avail.

#318 Indio - G.P. Retail center loc. HMO. CAP/ck \$23/25K mo. 5 ops, 3 x-rays in 1550 SF. 100+ new pat./ mo. A winner!

San Diego County

#400 Ramona - G.P. 20 yrs. goodwill. Coll. \$338K '04. 3 ops. x-ray in 1100 SF. NEW #401 Alpine - G.P. 3 ops, x-rays and software in 1000 SF. Coll. \$14/16K mo. Great area! #406 El Cajon - G.P. High visibility corner. Real Estate for sale. 4 ops, 2 x-rays, Zoom & Dentrix NEW (new). 2500 SF. Coll \$540K in '04. #408 Poway - G.P./HMO. 1854 SF. CAP/ck \$4/5K mo. 6 ops, 2 x-rays. Need Backups! #410 El Cajon - G.P. Shopping center. Many years goodwill. 3 ops. Collected \$200K in '04. #414 Escondido - G.P. 7+ ops, 3 digitial/x-rays, networked, Zoom, Dentrix software in 2500 SF. Real Estate for Sale! Collects \$35/40K mo.'05. #419 Mira Mesa - G.P. Shop ctr. 1200 SF. Coll. \$40/45K mo. Seller avg. coll. last 3 yrs. \$531K. #420 La Jolla - G.P. 4+ ops, 3 x-rays, Dentrix software, 1700 SF. Coll. \$451K. Make offer! #422 Oceanside - G.P. GREAT OPPORTUNITY Retail center location, 4 ops, x-rays, 2 monitors

Sacramento County

#800 South Sacramento - Ortho practice. 3 yrs. new office. Shop ctr. Coll. \$50/55K mo. #803 Fair Oaks - G.P. 15 yrs. goodwill. Great crnr. visibility. Coll. \$436K on 3 days. 5 ops, 3 x-rays, pano, int. cam. & software in 1700 SF.

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#203 Miracle Mile - G.P. 4 ops, 1200 SF, prof. building leaseholds & equipment only. #207 Artesia - Leaseholds. 4 ops in 1200 SF. #210 Glendale - Strip center. Leaseholds. 3 operatories in approximately 1000 SF. #236 Wilmington - G.P. Leaseholds & new ctr. for sale. 4 ops, in approx. 1200 SF. Great loc. near Food 4 Less plus more. #518 Rancho Santa Margarita - Prime spot for a specialist in the heart of growing area! #549 Fountain Valley - Real estate only. Dental condo. 4+ ops, no chairs, in 1500 SF. Near FV Medical Center. Great location. #528 San Clemente - G.P. 3+ ops in 1110 SF. All operatories have ocean coastline views. Ideal spot for a specialist to build a practice.

#529 Garden Grove - New retail center! G.P. Leaseholds only. 4 ops in 1200 SF. NEW



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LOS ANGELES 5 eq. ops. in a 1,560 sq. ft. suite located in a 6 story medical/dental building. Great location, Intra Oral camera, computer system, software program, chairs, lights and x-rays all included. Doctor currently is working 2 days/week. Before purchasing a separate practice in Orange County, this Los Angeles location was closing \$400,000 per year. Projecting \$157,758 for 2005. BUYER'S NET OF \$63,246. California Practice Sales Inc. (714) 639-2775.

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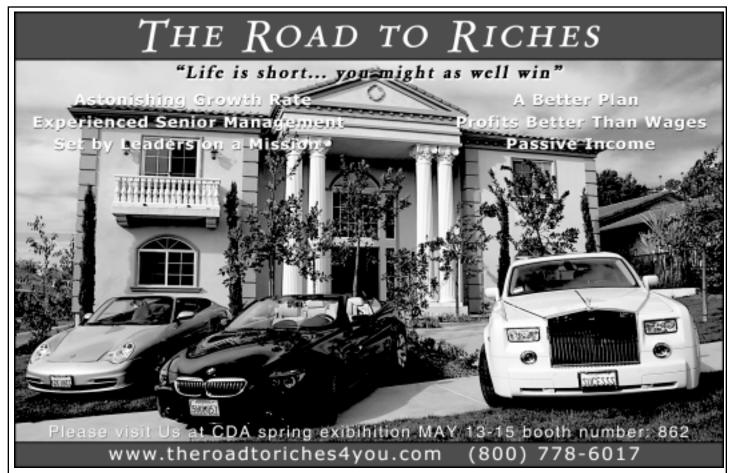
EL MONTE PRACTICE FOR SALE 5 operatory practice only 4 years old - mostly Hispanic patients - practice sees mostly children - approx. 65% MediCal - grosses over \$775,000 with overhead of 50% - Call Thomas & Fees Practice Sales (714) 544-4341.

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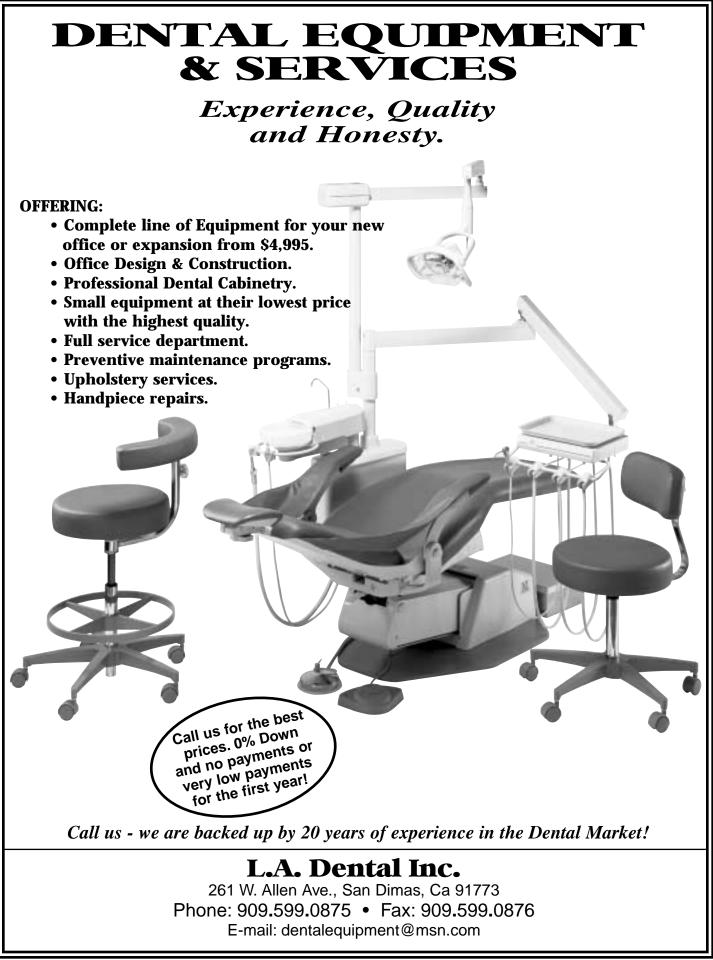
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PRACTICE FOR SALE #4951 - Vista -Oceanside/GP Practice Grossing \$200k cash. Part time, one Assistant. Net 60%. Dentures \$3,800 plus per set. Seller will teach his technique - Buyer willing to do more G.P. will gross more. Full Price \$85,000. Call Professional Practice Sales, Inc., (714) 832-0230 or E-mail PPSIncnet@aol.com.

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PRACTICE FOR SALE Downtown Los Angeles with 3 ops, Collected \$226,000, 3 Days/Week, (310)497-5797.

PANORAMA CITY EMERGENCY PRACTICE SALE! DDS passed away. (4) op G.P. 2004 Collect. \$106K p.t. Cash/Ins/PPO. Priced for immediate sale. D&M PRACTICE SALES AND LEASING (818) 591-1401

PRACTICE WANTED in Central CA, eg. parttime+starter+rural+dentical practice, drkim_dds@yahoo. com, I'm not a broker!

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> SANTA MONICA: 4 eq. ops. in a 1,398 sq. ft. suite located in a two story building. Great location, very personable and professional staff and 20 Years of Goodwill! Chairs, lights, deliveries and much more included. Projecting \$378,984 for 2005. BUYER'S NET OF \$99,079.

SAN JACINTO: 4 eq. ops. in a 2,400 sq. ft. suite located in a two story business building. Great location, one of the fastest growing zip codes in the Inland Empire, onsite denture lab, option to expand, computers in each op., and no rent until August 1, 2005 if bought by May 1, 2005. Intra Oral camera in 4 ops., chairs, lights and much more included! Turn Key office!

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BEVERLY HILLS - 4 eq. ops. in a 1,198 sq. ft. suite located in an 1 story medical/dental building. Great area of Beverly Hills, great staff, good patients, and 25 years of Good FRWO Fitra Oral Camera units, computer system, software package and much more are included! Projecting \$552,804 for 2005. **BUYER'S NET OF \$226,194.**

BEVERLY HILLS - 3 eq. ops. in a 1,122 sq. ft. suite located in a four story medical/dental building. Great Beverly Hills location, practice remodeled in 1995, 2 hour public parking across the street. Intra Oral camera, chairs, lights, deliveries and x-rays included. Leasehold Improvements and Equipment only.

DOWNEY - 3 eq. ops. in a 690 sq. ft. suite located in a four stor FER al business building. Practice also includes a 400 sq. ft. storage area. 36 Years of Goodwill. Projection DE 509 for 2005. BUYER'S NET OF \$72,396.

DOWNEY - 6 eq. ops. in a 1,960 sq. ft. free standing building of the Regreat location, three rooms with Intra Oral Cameras & practice has a BriteSmile machine. Computer **UNDER** Software program included. Projecting \$643,284 for 2005. **BUYER'S NET OF \$104,836.**

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

GLENDALE - 2 eq. ops. and 1 not eq. op. in a 1,180 sq. ft. suite located on the 4th Floor of a professional building. Rembrandt Whitening Machine, chairs, lights, deliveries and hand units all included! Leasehold Improvements, Equipment and Some Patient Charts Included.

GLENDORA - 3 eq. ops. in an 880 sq. ft. suite located in a single **ER** shopping center. Great location, good dentist, good staff and 20 years of Goodwill. Intra Oral **CONDER** buter system and much more included. Projecting \$386,634 for 2005. **BUYER'S NET OF \$138,319.**

HAWTHORNE - 3 eq. ops. and 1 not eq. op. in a 1,300-1,500 series ite located in a two story medical/dental building. Great location, computer system, software packagender building, deliveries and much more included! Projected \$311,742 for 2004. BUYER'S NET OF \$129,930.

LANCASTER - 7 eq. ops. in a 2,500 suite located in a two story medical building. Great location, Doctor officiates as an absentee owner. New Buyer can do the same, although if new owner decides to work in the office, it will reduce the overhead significantly. Computer system, software program, chairs, lights, deliveries and much more is included! Projecting \$1,212,612 for 2005. **BUYER'S NET OF \$480,492.**

LOS ANGELES - 4 eq. ops. in a 1,100 sq. ft. suite located in a single story building. Good location, computer system and software package included. Leasehold Improvement DER primer & Some Patient Charts Only.

LOS ANGELES - 5 eq. ops. in a 1,560 sq. ft. suite located in a 6 story medical/dental building. Great location, Intra Oral camera, computer system, software program, chairs, lights and x-rays all included. Doctor currently is working 2 days/week. Before purchasing a separate practice in Orange County, this Los Angeles location was closing \$400,000 per year. Projecting \$157,758 for 2005. **BUYER'S NET OF \$63,246.**

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

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MONTEBELLO - 4 eq. ops. and 2 not eq. ops. in a 1,800 sq. **frequencies** located in a busy shopping center. Great location with high traffic. Intra Oral Camera, computer and the package, and so much more included! Projecting \$337,590 for 2005. **BUYER'S NET OF \$124,338.**

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

NEWHALL - 7 eq. ops. in a 2,200 sq. ft. suite located in a two story medical/dental building. Great location, current owner/doctor officiates as absentee. New buyer can do the same, although if decides to work in the office, overhead would reduce significantly. Computer system, software program, chairs, lights, deliveries and much more is included! Projecting \$1,297,800 for 2005. **BUYER'S NET OF \$381,114.**

NORTH HOLLYWOOD - 4 eq. ops. in a 1,280 sq. ft. single standing building. Great location next to the corner with great signage. Chairs, lights, hand up DES and much more included! Leasehold Improvements and Equipment Only.

PASADENA - 4 eq. ops. in a 1,300 sq. ft. suite located in a single story building. Great patients, great location, great staff and 31 years of Goodwill. Computer system, soft provide projecting \$196,884 for 2005. **BUYER'S NET OF \$73,946.**

SAN FERNANDO - 7 eq. ops. in a 3,200 sq. ft. single story free Ring building. Great turn-key location, good staff, computer system and software package include **CROE** Rent four years new! Leasehold Improvements and Equipment Only.

SANTA MONICA - 4 eq. ops. in a 1,398 sq. ft. suite located in a two story building. Great location, very personable and professional staff and 20 Years of Goodwill! Chairs, lights, deliveries and much more included. Projecting \$378,984 for 2005. **BUYER'S NET OF \$99,079.**

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

ORANGE COUNTY

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

GARDEN GROVE - 3 eq. ops. in a 2,280 sq. ft. suite located in a seven story medical/dental building. Shared space of 1,126 sq. ft. Good location next to the Garden Grove Hospital. Leasehold Improvements and Some Equipment Only.

HUNTINGTON BEACH - 4 eq. ops. in a 1,375 sq. ft. suite located in a three story medical/dental building. Computer system, Intra Oral camera, software packing Praces, lights, deliveries and so much more included! Projecting \$613,224 for 2005. **BUYER'S NET OF \$141,014.**

HUNTINGTON BEACH - 7 eq. ops. in a 2,000 sq. ft. suite located in a two story lake front property. Practice is in pristine condition and is newly painted. Great view! Leasehold Improvements and Some Equipment Only.

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LAGUNA HILLS - 4 eq. ops. in a 975 sq. ft. suite located in a professional medical building. Also available is a 1,050 sq. ft. space across the hallway of practice/office. Great location in the heart of Laguna Hills in one of the most highly visible and accessible areas. Leasehold Improvements & Some Equipment Only.

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

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

RIVERSIDE & SAN BERNARDINO COUNTIES

ALTA LOMA - 4 eq. ops. in a 1,500 sq. ft. suite located in a two story building. Great location in the IHOP shopping center, has retail clerk's contract, Intra Oral Campber System, chairs, lights, deliveries and much more included! Projecting \$475,344 for 2005. **BUYER'S NET OF \$104,220.**

PALM DESERT - 7 eq. ops. in a 2,500 sq. ft. suite located in a two story professional building. Great location on a busy boulevard, 12 Years of Goodwill, excellent doctor a **prefer** ent staff! Intra Oral camera in every room, 6 computer network systems, software package, chairs, light, deliveries and much more included! Projecting \$1,491,792 for 2004 Corporate Year. **BUYER'S NET OF \$293,680.**

MORENO VALLEY - 8 eq. ops. in a 2,296 sq. ft. suite located in a two story professional building. Great location, has great visibility from the heavily trafficked 60 Free **2015**. The mall and two daycare centers. Intra Oral camera, computer system, software package, chairs, lights, deliveries and much more included! Projecting \$512,352 for 2005. **BUYER'S NET OF \$230,168.**

SAN BERNARDINO - 3 eq. ops. in a 1,200 sq. ft. suite located in a single story medical/ dental plaza with a center courtyard. Lots of charm! Assignable CAP and PPC algorithm for the single story medical between the single story. Computer system and software package included. Projected \$307,764 for 2004. **BUYER'S NET OF \$93,006.**

SAN JACINTO - 4 eq. ops. in a 2,400 sq. ft. suite located in a two story business building. Great location, one of the fastest growing zip codes in the Inland Empire, onsite denture lab, option to expand, computers in each op., and no rent until August 1, 2005 if bought by May 1, 2005. Intra Oral camera in 4 ops., chairs, lights and much more included! Turn Key office! Leasehold Improvements and Some Equipment Only.

SAN DIEGO COUNTY

CHULA VISTA - 5 eq. ops. in a 2,000 sq. ft. single story free manding building located in a busy shopping center. Low sales price! Chairs, lights, deliveries and much under located! Leasehold Improvements & Equipment only.

CHULA VISTA - 5 eq. ops. and 2 not eq. ops. in a 2,400 sq. ft, suite located in a single story strip shopping center. Great location across from college, great visibility to exact hany walk-ins. Intra Oral Camera, Digital X-Ray, Computer system and much more included! Projecting \$998,800 for 2005. **BUYER'S NET OF \$153,502.**

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CHULA VISTA - 3 eq. ops. and 2 not eq. ops. in a 1,327 sq. ft. suite located in an all dental two story professional building. Great are in Chula Vista, upscale neighborhood puolication, quality caring staff and office still looks brand new! Intra Oral Camera, computer system, software program, chairs, lights, deliveries and much more included! Projecting \$456,000 for 2005. BUYER'S NET OF \$119,527.

POWAY - 6 eq. ops. in a 2,200 sq. ft. suite located in a single story medical/dental building. Great location. Computer system, Intra Oral camera, software package, chairs, lights, deliveries and much more included! Leasehold Improvements and Equipment Only.

POWAY - 6 eq. ops. in a 2,351 sq. ft. suite. Great area of Poway 7 years of Goodwill, many technology companies nearby and great staff! Intra Oral camera, computer **DER**, Software package and much more included. Projecting \$1,088,652 for 2005. **BUYER'S NET OF \$258,376.**

POWAY - 3 eq. ops. in a 1,050 sq. ft. suite located in a single story dental building. Great location, 12 years of Goodwill, Intra Oral camera, computer system, software program, chairs, lights, deliveries, x-rays, Sony monitors, Versaview Panorex and much more included! Projecting \$462,948 for 2005. **BUYER'S NET OF \$ 144,648.**

SOLANA BEACH - 4 eq. ops. and 2 not eq. ops. in a 1,600 sq. ft, suite. Intra Oral camera, computer system with software program, chairs, lights, deliveries and much more **OFI** del! Great area of Solana Beach in a busy shopping center, great doctor and a wonderful staff. Projecting \$300,000 for 2005. **BUYER'S NET OF \$89,248**.

SAN LUIS OBISPO COUNTY

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

SANTA BARBARA COUNTY

GOLETA - 3 eq. ops and 1 not eq. op. in a 1,250 sq. ft. suite located in a single story medical/dental building. Great location in Goleta, good doctor, good patients, and good enfloting. Fears of Goodwill! Intra-Oral camera, computer system, software program, chairs, lights, deliveries and much more included! Projected \$512,028 for 2005. **BUYER'S NET OF \$125,174.**

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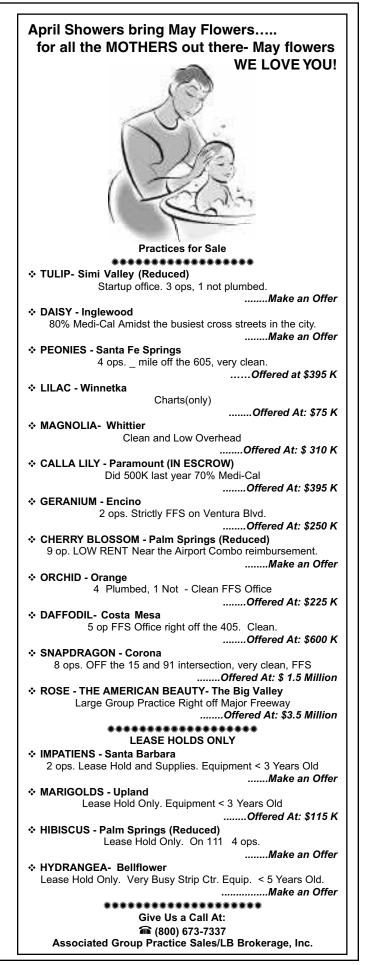
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8D-279 SANTA CRUZ AREA - GP in great Surfing/ Beachcommunity. Niceoffice, 5 operatories, a mix of Fee-For-Service and some PPO's. Gross receipts in the 500K range. Call for Details?

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NORTHERNCALIFORNIA

#E-268 SACRAMENTO - GP, Est, 24ys. Seller retiring from this fee-fee-service practice. Office is 1300 sqft4 ops. BUILDING IS ALSO AVAILABLE FOR PURCHASE1 FP \$210K

NEW? #E-281 SACRAMENTO - GP, Fee for Service Practice. 4 op Practice w/ gross receipts in the 400k range. Wor't fast! Call for Details!

NEW/ #E-287 FOOTHILLS - GP, Long Est, Selfer retiring. Refers out most specialties, nicely equipped 5 op office. Gorgeous picturesque views! Only \$ 175K!

REDUCED #F-149 MENDICINO COAST - Great opportunity for dentist who would like to own their own bidg in beautiful BEACH community. Only \$75K!

MG-230 OROVILLE - GP in fast growing Lake Community, perfect for the outdoorsman who likes fishing, skiing or houseboating. Seller retiring Coll/d3330k in '04 and on track for \$360k in '05! Seller refers out all specialties. 3 op office wall new dental chairs. BLDG IS ALSO AVAILABLE, FP \$185K

REDUCED// #H-224 CHESTERLAKE ALMANOB Long Established GP in Beautiful 4 Season Resort area. Office is 1400 sq ft office with 3 fully equipped ops. Insured/Cash pts only. Coll'd appears. 5300K in '04 on a 3day work week! Office bidgavail w purchase of practice.

Real Estate \$350K, Practice \$195K

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NORTHERN CALCONT.

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

<u>AH-253 GRASS VALLEY</u> - GP in Avesome growing community. Office is adjacent to Lake Wildwood. 3 Fully equipped ops, 1000 sq ft office with benutiful leaseholds and newer equipment. Great start-up or satellite office. Call for Details.

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

<u>NEW 41-291 SALIDA</u> - GP, Great location in growing north area of Modesto. Collections avg \$950k in last three years. Modern equipped 10 op office mixture of insured/managed care patients. Excellent opportunity for owner/dentist. Avgs 160 new pts/mo. Call for Details?

CENTRAL CALIFORNIA

#1-249 STOCKTON - GP Estab practice Seller retiring. Office is located in single story prof bldg in Prime Downtown area. 1300 sf 2 ops & plumbed for 3rd. Call for Details?

EI-246 FRESNO AREA - GP Collections of \$522k in '03. 5 fully equipped ops, wiall the Latest Technology. Patient base is a mixture of insured, private pay and Denti-Cal. FP \$340K Call for Details!

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

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

#1-271 FRESNO AREA - Charming desirable community south of Fresno. Fee for Service. 4 ops, Beautiful leaseholds, granite countertops, maple floors. Collect in \$770K Range. FP \$450K

NEW! #J-286 SAN LUIS OBISPO COUNTY - GP. Est. 4 op practice in single story prof. hidg. Ins/Cash pts only. 4 1/2 days of hyg. Coll'd 500k in '041 FP \$350K.

SOUTHERNCALIFORNIA

NEW #K-290 GLENDALE - Nicely Decorated modern practice in desirable office building. Practice is priced as a leasehold improvement, but with all the charts available to Buyer. FP \$120K

ARIZONA CONT.

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

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

NEVADA

<u>REDUCED</u>¹¹/JR-128 RENO - Long Estab. Fee-forservice GP, 5 ops office near hospital, Coll'd over 5600K in 2001, FP is only 50% of Gross! FP \$175K JR-142 - RENO - Long Estab. GP. Seller retiring.

1,540 sf w/5 equipped ops, ofc is centrally located. Coll'd \$373K in 2002. Ins/cash pts. Call for Details?

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

<u>NEW #R-276 MINDON</u> - Turn-Key Facility with lots tooffer! 1700 sq ft office w/4 ops. Don't press this one up! Call for Details!

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

<u>#LV-248 LAS VEGAS</u> --GP. Estab 4 years, Seller is retiring. Dravgs 20 pts w/ 10 Hyg pts per day & approx 80 new pts/month, 1,950 ft, w/5 ops. FP 5635K

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

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

HAWAII

#HI-257 MAUI – Vacation year round by perchasing this Beautifully decorated with beautiful views GP. One of the only dentists between Labains and Kagalina. On high traffice comer lot in professional bldg. Gross over \$650K on relaxed schedule. Call for Details!

SPECIALTY PRACTICES

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

<u>NEW</u>/ #D-283 SAN JOSE -Oral Surgery. Absohately beautiful located in very desirable area of \$3.1! New equipment, Grossover 1 Million. Call for Details? <u>NEW</u>/ #LV-286-Ortho, Great practice, gross over 1 Million on only 70 Dr. Daysa Year!! Call for Details?



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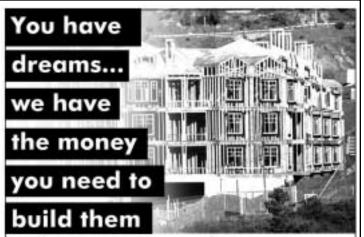
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TARZANA GENERAL PRACTICE FOR SALE: Two operatories located in a shopping center. Absentee owner. Gross collections over \$100,000/year with two day per week associate. Mostly Denti-Cal patients. Motivated Seller. - *PENDING*

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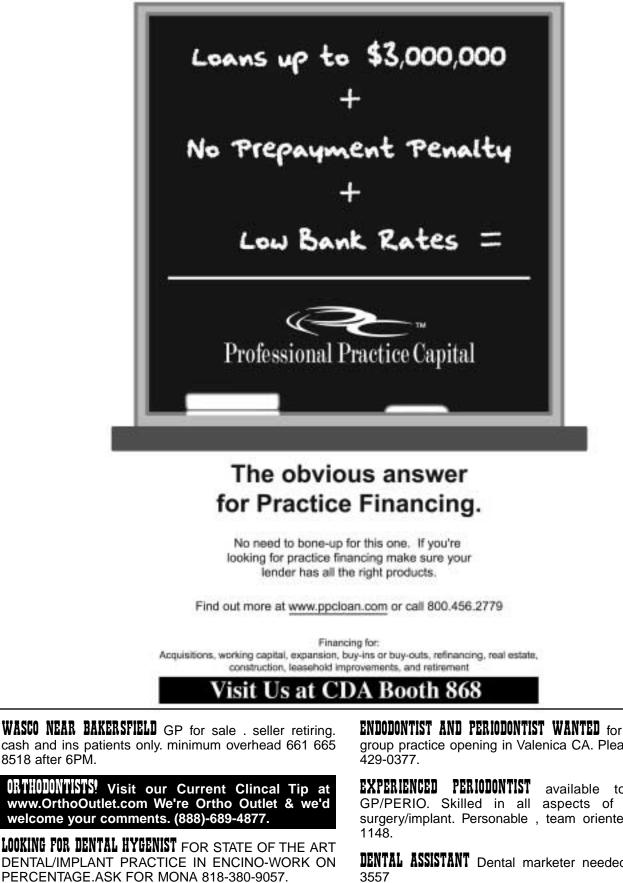
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LINDA BROWN

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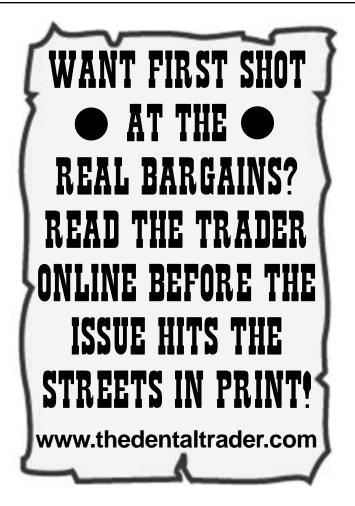
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