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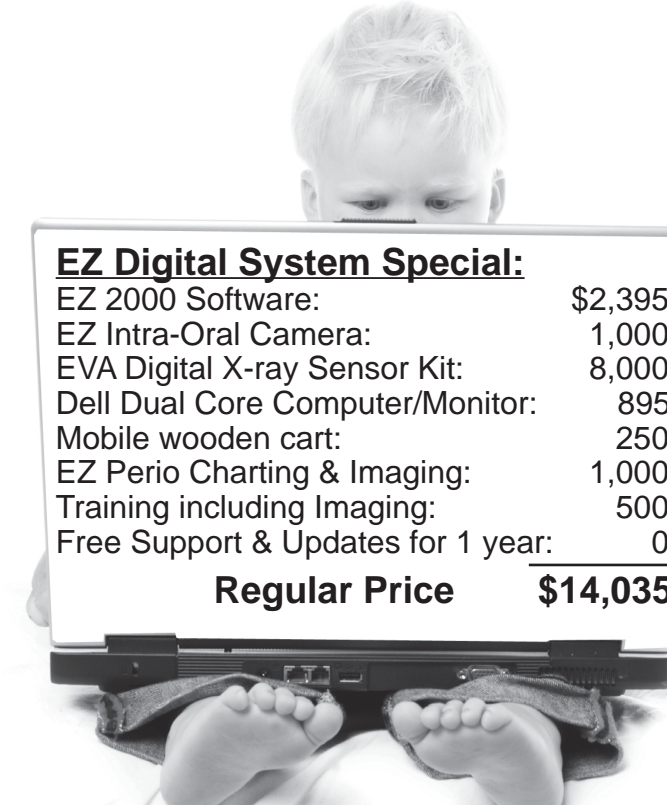
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**"Very fast. Jason Wood didn't take much of my time. Everything was perfect. Yes!!!"**

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**Front desk receptionist wanted** for office in irvine. HMO experience preferred. email resume to uimo@hotmail.com.

**General dentist looking for P/T position** in Fresno/Clovis area. Call 559-593-0575.

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**Part Time GP needed** for private office, High Desert Area 760 947 7777.

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### FRESNO COUNTY

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

### KERN COUNTY

**BAKERSFIELD #18** - (5) op computerized G.P. (3) eqt'd/4th op has chair/x-ray, 5th is plumbed not eqt'd. Retail location. Excell. exposure/visibility/signage. Denti-Cal/Cash/Ins/PPO. Gross Collect. \$350K/yr. **BACK ON MARKET.**

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

**SOUTHERN KERN COUNTY** - Smaller town w/ limited competition. (6) op computerized G.P. annual Gross Collect \$850K+. Cash/Ins/PPO/HMO/Denti-Cal pt. base. 75+ new pts/mos. Central nitrous & panorex eqt'd. In a free stand single story prof. bldg. with excell exposure/visibility & signage. Low overhead/high net income. "Be a Big Fish in a Small Pond".

### LOS ANGELES COUNTY

**ANTELOPE VALLEY #2** - (6) op computerized G.P. (4) ops eqt'd w/ (3) year old eqt. (2) ops plumbed not eqt'd. Shop Ctr. location w/ excel exposure/visibility/signage. Intra oral camera, pano, and digital x-ray eqt'd. Cash/Ins/PPO/HMO/Denti-Cal pt. base. Gross Collect \$260K+/yr. p.t. **Price Reduction.**

**BALDWIN PARK** - (3) op computerized G.P. Strip center location with exposure, visibility & signage. Cash/Ins/PPO/HMO/Denti-Cal patient base. Approx (50) new pts/mos. Cap check approx \$4K/mos. Gross \$300K/yr. **SOLD**

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

**CHATSWORTH - BUILT TO SUIT** 1,500 sq ft dental office in a strip ctr. on a high traffic corner. Zoning approved for 5-6 ops. Excellent visibility/signage.

**EL MONTE** - (3) op G.P. located in a store front w/ exposure/visibility and parking. (51) years of Goodwill! Cash/Ins/PPO/Denti-Cal/HMO pts. \$1K/mos Cap Cks. Gross Collect of \$100K/yr on limited schedule. Seller retiring. **NEW**

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

**HUNTINGTON PARK** - (4) op G.P. located in a strip ctr w/ good signage/visibility & parking. Cash/Ins/PPO/Denti-Cal pts. Gross Collect \$230K+/yr p.t.

**LOS ANGELES (WEST SIDE)** - (4) op computerized G.P. in a free stand. bldg. w/ exposure/visibility & signage. Cash/Ins/PPO/HMO pt. base. Annual Gross Collect approx. \$350K on 3 days/wk. Priced right. **NEW**

**MISSION HILLS** - (5) op turnkey office. (4) ops eqt'd, (5)th op plumbed. Located in an upscale, well known & well located prof. bldg. A-Dec equip, pano & plumbed for central nitrous. Sale includes T.I. \$'s to freshen up the office. Priced less than build out & equip replacement cost. **NEW**

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

### RIVERSIDE COUNTY

**SOUTHWEST RIVERSIDE COUNTY** - Several Medical/Dental Bldg. & condo listings available. Call for specifics.

### ORANGE COUNTY

**IRVINE** - (5) op computerized G.P. (2) ops fully eqt'd/(3) plumbed not eqt'd. Digital x-rays. Cash/Ins/PPO. Gross Collect \$450K-\$500K/yr. **SOLD**

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- Pre-Death and Disability Planning
- Pre-Sale Planning

### SANTA BARBARA COUNTY

**SANTA BARBARA ORTHO PRACTICE & CONDO** - (3) op open bay Ortho office & light and bright office condo for sale. Computerized office. Pano/ Seph eqt'd. Annual Collections approx. \$360K/yr on a (2) day week. (7-9) new starts/mos. Low overhead/high net. Seller transition available.

### SAN BERNARDINO COUNTY

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

### SAN DIEGO COUNTY

**LA MESA #3** - (5) op computerized G.P. (4) ops eqt'd w/ newer eqt. 5th op plumbed not eqt'd. In a one story garden style medical/dental complex. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2007 Gross Collect \$552K. 2008 Gross Collect approx. \$750K.

### SAN LUIS OBISPO COUNTY

**CENTRAL COAST BEACH TOWN** - (3) op computerized G.P. in a very desirable beach community. Cash/Ins/PPO pt. base. 2008 collections projected at \$400K+. Seller refers all speciality work. Tremendous upside. **SOLD**

### VENTURA COUNTY

**THOUSAND OAKS #3** - (5) op computerized G.P. in a one story prof. bldg. w/ signage. (4) ops eqt'd with new eqt with a 5th op plumbed. Drop dead gorgeous office w/ wood & tile floors, granite front counters & designer paints. Fully computerized & networked ops. Dentrix software, digital x-rays & pano. Cash/Ins/PPO & small % of HMO. No Denti-Cal. 30+ new pts/mos. 2008 collect. approx. \$565K. **NEW**

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

### TULARE COUNTY

**SMALLER TOWN TULARE CTY (NEAR VISALIA)** - (4) op computerized G.P. and free standing bldg. for sale. Located on a main street. Limited competition. Cash/Ins/PPO and limited Denti-Cal. No HMO's. Annual Gross Collect of \$525K+. 15-20 new pts/mos. Seller retiring.

### NORTHERN CA \*\*\*NEW\*\*\*

**LODI** - (4) op comput. G.P. (3) ops eqt'd w/ new Belmont eqt & 4th op plumbed not eqt'd. Free stand bldg on a main street w/ exposure/visibility & signage. Cash/Ins/PPO & HMO. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental s/w. 2008 Gross Collections approx \$400K. Absentee owner. Will produce/net more w/ owner/operator.

**PETALUMA** - (2) op comput. G.P. eqt'd w/ new Belmont eqt. In a one story prof. bldg. Cash/Ins/PPO & HMO pt. Also has a (700) member Smile Saver Contract. No Denti-Cal. Cap check approx. \$3K/mos. Easy Dental s/w. 2008 Gross Collect \$400K+. Absentee owner.

**STOCKTON - WOW! \$20K+/mos CAP CHECK!!** (7) op computerized G.P. (3) ops equipped with new Belmont eqt. with (4) additional ops equipped with (4) year old eqt. Located in a two story prof. bldg. Cash/Ins/PPO and HMO Patient base. Monthly Cap check \$20K+/mos and No Denti-Cal! Easy Dental s/w. 2008 Gross Collections approx \$1.1M. Absentee owner.

**STOCKTON #2** - (4) op dental office. 3 ops eqt'd with 3 yr old eqt. 4th op plumbed. 2008 Gross Collect approx. \$337K on a (4) day wk. Mostly dentures. Easily converted to doing more general dentistry. Great location in town. Seller retiring. **NEW**

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**Space available for Specialist** Westlake Village, CA. Phone 805 379-4473.

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**PRACTICE FOR SALE - #3107** WEST LA - Grossing \$850,000. Ops. Hi visibility store front valuable R.E. also for sale. Seller will transfer over 1 year period. With positive marketing, should gross \$1,500,000 first year. Call P.P.S. Tom Fitterer to discuss (714) 832-0230.

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*Attention SELLERS: We have many qualified Buyers desiring to purchase a practice in San Diego County. Call today for a complimentary consultation.*

**SAN DIEGO-EL CAJON** - General Practice (which also does implants) available. 3 equipped Ops plus 1 plumbed in approx 2200 sq.ft. Freestanding building with signage. Collected 551K in 2008. Practice is offered for 460K. **BUILDING also FOR SALE for 600K.**

**SAN DIEGO-PACIFIC BEACH** - General Practice operated 2 days per week as second office. Collected approx 350K. Ins/PPO/Cash. Great Starter!! Asking only 320K.

**SAN DIEGO-CHULA VISTA-EASTLAKE** - Three Year Young **GENERAL** Practice available. in major GROWTH AREA. Comprised of 5 Ops (3 equipped with dental cabinetry, 2 plumbed) in approx 1660 sq.ft. GREAT Opportunity to acquire a newer, built-out office. Patient base made up of PPO, Cash and CAP. Offered for only 250K!!!

**SAN DIEGO-CARLSBAD/OCEANSIDE** - FOR LEASE Dental Suite available, recently remodeled by landlord. 8 Ops with 4 X-Ray machines. 1950 sq.ft. Busy retail center, very accessible to freeways 5 and 78. Affordable lease rate!!

**SAN DIEGO** - (between El Cajon Blvd. And University Ave.). This **GENERAL** Practice is comprised of 6 Ops (4 equipped, 2 plumbed) in approximately 1850 sq.ft. Situated in a single story Professional Bldg on busy street. Very reasonable lease!! Approximately 65% PPO, 20% MediCal and 15% Cash. **Price REDUCED to 299K!**

**SAN DIEGO-PACIFIC BEACH** - Owner retiring from long-established (part-time) Practice. Refers out substantial amount of treatment. 2 equipped Ops (+ 1 plumbed). Good starter opportunity at a very affordable price! Available for 100K!

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### #1561 Long Beach

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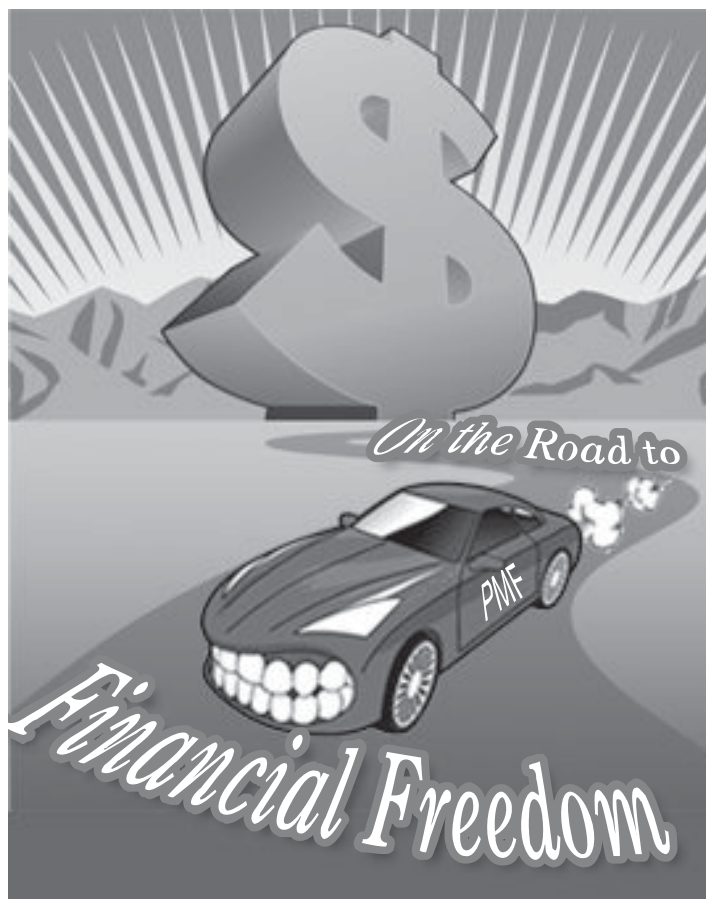
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**EAST SAN FERNANDO VALLEY PERIO PRACTICE FOR SALE:** Long established specialty practice draws new patient referrals from a large number of practitioners as well as from patients. No plan referrals. Three days of hygiene per week. Seller works three days per week and collected over \$850,000 in 2008 with a net income of over \$370,000. Three equipped operatories plus one additional operator that is plumbed, but not equipped. Only 10% of the production is from implants making that an area for potential growth. Asking \$540,000.

**THOUSAND OAKS GENERAL PRACTICE FOR SALE:** Located in a shopping center, this office has excellent visibility and good new patient flow. Practice collected over \$720,000 in 2008. This is truly a lean and mean practice with a net income of over \$400,000 in 2008. No Denti-Cal, no capitation. Four operatories of three year old equipment. One additional operator that is plumbed, but not equipped. This practice has great potential for continued growth. Asking \$550,000.

**BEVERLY HILLS COSMETIC/PROSTHODONTIC PRACTICE FOR SALE:** High quality, fee for service cosmetic and prosthodontic practice collects over \$1.0 million per year and nets \$320,000 per year with no HMO and no PPO insurances. Seller does not work evenings or weekends. Nicely equipped, five operator office with three year old Adec equipment is located in a professional building in the Golden Triangle area of Beverly Hills. Five and one-half days of hygiene per week. Motivated! Asking \$600,000. **SOLD FULL PRICE**

**GROVER BEACH GENERAL PRACTICE FOR SALE:** Located in a free standing building with good visibility, this practice collects \$30,000 per month on 2-3 days per week. Four equipped operatories of newer equipment. No welfare and no capitation. Seller does not work evenings or weekends. Leaving the State.

**SAN GABRIEL VALLEY PERIO PRACTICE FOR SALE:** Long established perio practice collects over \$280,000 per year on two doctor days per week with four days per week of hygiene. No HMO or managed care. Four operator office in a dental building. Seller does not place implants. Solid core of patients offers great growth potential for an energetic practitioner. Asking \$160,000. **SOLD FULL PRICE**

**NORTH HOLLYWOOD CLINIC PRACTICE FOR SALE:** Two year old practice located in a free standing building with 5 equipped operatories and an additional operator that is plumbed but not presently equipped collected over \$625,000 in 2007 with no welfare and no capitation. Seller works three and one-half days per week. Motivated. Asking \$275,000. Building can be leased or purchased.

**MARINA DEL REY OFFICE FOR SALE:** Outstanding facility with 10th floor marina views from all six equipped operatories. New equipment (Adec, digital x-rays, panoramic x-ray, fully computerized) and new leasehold improvements (hardwood floors, expansive ocean views, granite counters). No patients. Asking \$200,000. **BACK ON THE MARKET**

**GLENDALE ORTHODONTIC PRACTICE FOR SALE:** Consistent collections in excess of \$275,000 per year on three days per week. 187 patients in bands with contract receivables of \$200,000. 6 new patient starts per month. 3 chairs in a bay configuration. Low overhead. Asking \$150,000. **SOLD**

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**ORANGE COUNTY CLINIC PRACTICE FOR SALE:** Established practice collects \$2 million per year with no Denti-Cal and no advertising. 15 chair office with good visibility and parking. Room to grow and significant potential for greater income. Seller is retiring. Asking \$1,400,000. **SALE PENDING**

**BRENTWOOD ORTHODONTIC PRACTICE FOR SALE:** This office has great views to the coast and great potential for the right buyer. Collections of \$235,000/year on 2 ½ days per week. Seller is retiring after 33 years in practice. Three chairs in a bay with one additional chair in a private operator. Approximately \$105,000 in contract receivables. Asking \$150,000.

**NORTH HOLLYWOOD PRACTICE FOR SALE:** Ideally suited for a young Armenian dentist as the majority of the patients in the practice are Armenian and many prefer to speak Armenian. Collections of \$110,000-120,000 for the last four years. Four operatories in a smaller, one story professional building with very good visibility. Seller has had health problems for many years, but now must sell. Asking \$150,000.



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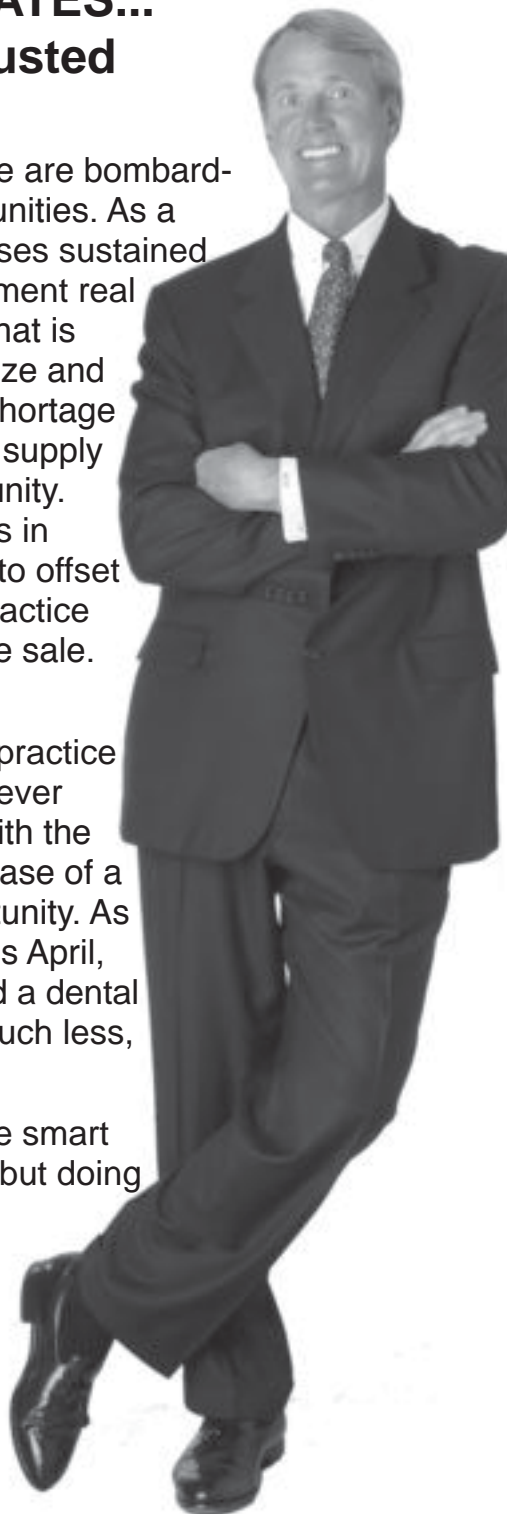
If you are a Buyer, the interest rates on practice loans are at some of their lowest levels ever and money is available. Combine this with the tax incentives associated with the purchase of a dental practice and I see another opportunity. As you are writing your check to the IRS this April, consider the fact that had you purchased a dental practice in 2008 you would be paying much less, if anything at all.

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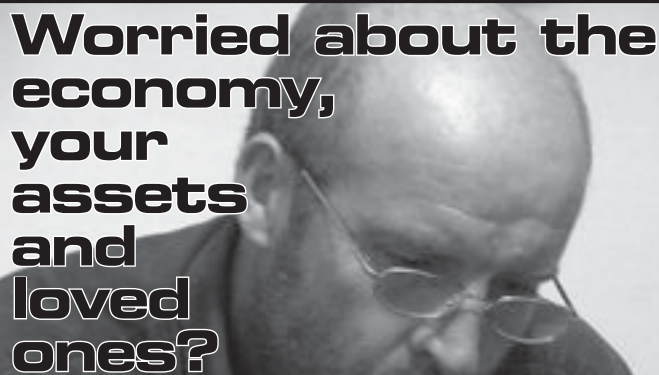
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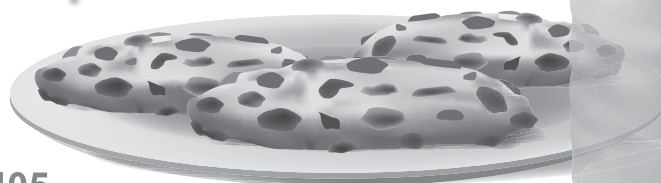
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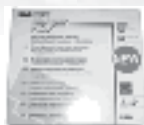


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## ASK THE BROKER

*Question:*

*With the economy the way it is currently, is now a good time to buy a dental practice?*

*Brad P. DDS*

**Yes**, now is the perfect time to purchase a practice, but not for the reasons many dentists may think. It is true that practice sales have declined these past 6 months but practice prices have generally held nationwide. While the prices on real properties may have fallen, this is only true in the dental practice sales market in situations such as: (1) small, under-performing practices (2) practices that must be sold immediately and (3) facility-only sales.

The main reasons to buy now are: (1) all-time record *low interest rates* which ultimately lower your loan obligation (2) *tight inventory levels* for desirable practices which may decrease even further as selling doctors work longer to recoup their losses in the financial market. Buyers that are anxiously waiting out this market right now will be very frustrated in the future when they decide the economy is right to jump in.

My prediction is that sometime within the next year, we will see increased buying, sluggish inventories and rising interest rates all at the same time. This will create a full-blown seller's market and rising prices for dental practices. For practices that cash flow well, we are seeing record prices, even in this economy! The medical and dental professions have always historically weathered difficult financial times better than most businesses. Inventories of dental practices may remain low for several years even after the economy rebounds. Since more sellers may not re-enter the market for quite sometime, now is the best time to buy and posture yourself as the economy stabilizes. Your cost savings is driven by low interest rates, not a lower practice price. The actual value of the practice remains the same.

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

Questions? Email them directly to **Timothy G. Giroux, DDS** at: [wps@succeed.net](mailto:wps@succeed.net) or Call **800.641.4179**

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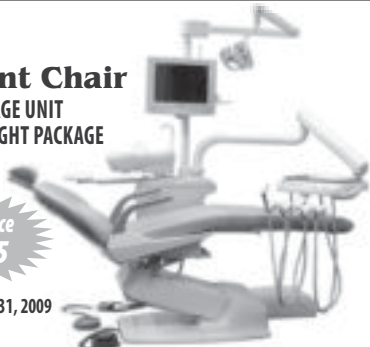
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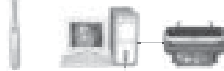


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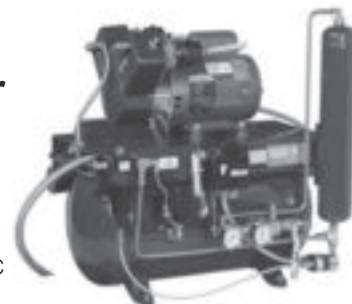


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**BUENA PARK GP** – 5 eq. ops., in a 2,000 sq. ft. office located in a strip mall. 5 day/wk practice. Approx. 40-50 new patients/mo. 100% patient referral. 80% insurance & 20% cash. Computerized practice with Digital X-ray. Genesis software package.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

**PASO ROBLES GP** – 7 fully equipped ops, 1,800 sq. ft. office located one story free standing building. 4 days/wk practice with 8 ½ days of hygiene. 48% Insurance & 52% Cash. Computerized office with Intra Oral Camera. Eagle soft software package. 100% Patient Referral. Collected approx. \$1,268,370 for 2008. **BUYER'S NET OF \$380,420.** Property ID #2231.

**TEMECULA GP** – 8 fully eq. ops., 3 plumbed not eq., 4 ortho chairs in open bay in a 4,492 sq. ft. office located in single story shopping center. 4 days/wk practice with 1 day/wk of Hygiene, 2 days/mo of Perio & 1 day/wk of Ortho. Approx. 60 new patients/mo. 30% insurance, 50% cash and 10% capitation. 10-15 HMO Plans/ \$9,100/mo. Computerized office with digital x-ray. Dentrix software package. 100% patient referral. Nice location in busy shopping center. The longest established practice in Temecula. High vaulted ceilings. Owner is now absentee. Collected approx. \$1,197,624 for 2008. **BUYER'S NET OF \$230,988.** Property ID # 2171.

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# CALIFORNIA

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**AZUZA GP** – 3 fully equipped ops., 1 plumbed not equipped, 1,500 sq. ft. suite in a single story strip mall. 2 ½ days/wk practice. Approx. 12 new patients/mo. 65% insurance 25% cash & 10% medi-cal. Computerized practice. 100% Patient referral. High traffic. Good visibility. New hometowns are being built in the area. Collected approx. \$167,373 for 2008. Property ID #2241.

**BURBANK GP – TURN-KEY PRACTICE**– 3 eq. ops. 1,000 sq. ft. office in two-story medical/dental building. 2 day/wk practice. 65% insur. (20 PPO's), 25% cash & 10% medical. Computerized office with intra oral camera and digital x-ray. Softdent software package. 16 years of Goodwill. Beautiful office in great town, building has covered parking. Property ID # 1171.

**CANYON COUNTRY** – Leasehold Improvements & Equipment Only! 3 fully equipped ops, 1,100 sq. ft., in a single story shopping center. Computerized office with intra oral camera and digital x-ray. Seller relocating to a larger office. Great corner location for over 30 years. Property ID #2141.

**N. HOLLYWOOD GP** – 5 eq. ops. & 3 plumbed not eq. ops. in 2,950 sq. ft. computerized suite. Single story, free standing building, excellent location, visible signage, ample parking, and a lab onsite. Intra Oral Camera. Established since 2002. 80% Cash & 20% PPO Insurance. Talented GP Associates & Specialists in place. Collected Approx. \$1,024,842 for 2008. **BUYER'S NET OF \$228,576.** Priced below collections! Property ID #1911.

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**W. COVINA GP** – 6 eq. ops, 3 ortho chairs in open bay in 2,700 sq. ft. office located in one story free standing building. 5 days/wk GP; 4 days/wk Hygiene; 1 day/wk Ortho; & 1 day/wk OS. 50% insurance, 30% cash & 20% capitation. Computerized office. 39 years of Goodwill. Collected approx. 1,203,258 for 2008. Building for Sale. **BUYER'S NET OF \$325,978.** Property ID #2221.

### ORANGE COUNTY

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



# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

**BUENA PARK** – 6 eq. ops., in a 2,100 sq. ft. office, located in a two story duplex building. 5 day/wk practice. 60% PPO Insurance, 31% Cash & 9% Capitation. 20 new patients/mo. 15 years of Goodwill. Computerized practice with Intra Oral camera & Digital X-ray. Dentrix software. Seller is retiring. Good corner location. Collected approx. \$708,760 for 2008. **BUYER'S NET OF \$117,996.** Property ID #2001.

**BUENA PARK GP – GROUP SOLO OFFICE.** Seller has 2 eq. ops., shares 1 op with group solo dentist. Total of 1,600 sq. ft. office located in single story, professional building with street signage and visibility. Seller works 3 days/wk, with 19 – 20 new patients/month; 100% Patient Referral. 47% insurance, 7% cash & 46% medi-cal. Collected approx. \$215,001 for 2008. Property ID # 1871.

**FULLERTON GP** - 7 fully eq ops., 3 chairs in open bay, 8 plumbed not eq ops., in a 5,215 sq. ft. office located in a one story free standing building. 45% insurance, 50% cash & 5% capitation. 4 day practice. Approx. 20 new patients/mo. Collected approx. \$658,606 for 2008. Projecting approx. \$715,164 in 2009. **BUYER'S NET OF \$246,056.** Property ID #1561.

**FULLERTON GP** – Leasehold Improvements & Equipment Only! 3 fully equipped ops., in a 868 sq. ft. suite located in a Medical/Dental building. Great corner location in Fullerton. Busy intersection. Price to Sell! Property ID #2251.

**LAGUNA BEACH GP** – 3 fully equipped ops., 2 plumbed not equipped, in a 1,480 sq. ft. office located in a two story building. 4 days/wk practice with 2 day/wk of Hygiene. Approx. 15 new patients/mo. Computerized office with intra oral camera and digital x-ray. Dentrix software package. 7 yr. old equipment. Collected approx. \$914,084 for 2008. **BUYER'S NET OF \$299,869.** Property ID # 2181.

**LAGUNA HILLS GP** - 8 fully equipped ops., 1 plumbed not equipped op., in a 3,000 sq. ft. suite located in a 5 story Medical/Dental building. 5 day/wk practice. 56% insurance (PPO), 30% cash and 14% capitation. Computerized with Intra Oral Camera office. Soft Dent software package. Collected approx. \$1,188,157 for 2008. Property ID #2051.

**LAKE FOREST SPEC.**- Leasehold Improvements & Equipment! 5 eq. ops., 1,650 sq. ft. office in a retail/professional center. 8 yr. old Sirona equipment, looks new. Outstanding office; beautiful décor. Seller relocating to larger office. Upper middle class area. Specialty practice only. Property ID #1921.

**NEWPORT BEACH / STATE OF THE ART PRACTICE** - 5 fully equipped ops., 2,310 sq. ft. suite located in a one story Medical/Dental building. 50% insurance & 50% cash. Computerized, Intra-Oral Camera & digital X-ray. 4 day/wk practice with 2 day/wk of hygiene. Collected approx. \$564,811 for 2008. Excellent Location. Price Reduction!! Property ID #1761.

**PLACENTIA** - Leasehold Improvements, Equipment & Charts Only! 2 eq. ops., 1 plumbed not eq., 900 sq. ft. office in one story building. Across from medical office. Lots of wall-ins. Practice has been in existing for 19 years. Property ID #2211.

**RANCHO SANTA MARGARITA** - Leasehold Improvements, Equipment & Charts Only! 5 eq. ops., 5 plumbed not eq., 2,800 sq. ft. office in a strip plaza. Computerized office with intra oral camera. 19 new patients/mo. 144 patient charts. Good location in busy shopping center. Property ID #2261.

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Tina Ochoa, V.P.

### RIVERSIDE & SAN BERNARDINO COUNTIES

**LA QUINTA GP/SPEC** - Leasehold Improvements & Equipment Only. 3 eq. ops. in 1,000 sq. ft. suite located in a busy Ralph's shopping center. Established as a dental office in 1995. Well established, affluent area World Class Golf, high end resorts and shopping. Dentrux Software & Intra-Oral Camera. Property ID #2041.

**LAKE ELSINORE - GP** - 3 eq. ops., 1 plumbed, 2,500 sq. ft. office located in store-front building, old town Lake Elsinore. 5 day/wk practice. Staff includes 2 associates and 1 day/mo of hygiene. 45% PPO/insur., 20% cash & 35% medi-cal. Approx. 38 new patients/month. 1-800 Dentist. Intra-oral directories & classified ad. 7 yr. old equip. Collected approx. \$585,622 in 2008. **BUYER'S NET OF \$177,532.** Property ID #2071.

**PERRIS GP** - 4 eq. ops., 1,608 sq. ft. office located in shopping center. 2 year old equipment; long term lease. 61% insur. (10 - 15 PPO's, 20% cash & 19% medi-cal. App. date works 3 days/week. Approx. 40 new patients/month. Collected approx. \$302,207 for 2008. Property ID #1891.

**SAN BERNARDINO** - Leasehold Improvements and Equipment only! 5 eq. ops., 1,850 sq. ft. office in 3 story glass building. Only dentist on building. Rent includes utilities except for phone. Seller purchased own building. Beautiful Court Yard. Easy access on/off freeway. Property ID #2111.

**TEMECULA GP** - 8 fully eq. ops., 3 plumbed not eq., 4 ortho chairs in open bay in a 4,492 sq. ft. office located in single story shopping center. 4 days/wk practice with 1 day/wk of Hygiene, 2 days/mo of Perio & 1 day/wk of Ortho. Approx. 60 new patients/mo. 30% insurance, 50% cash and 10% capitation. 10-15 HMO Plans/ \$9,100/mo. Computerized office with digital x-ray. Dentrux software package. 100% patient referral. Nice location in busy shopping center. The longest established practice in Temecula. High vaulted ceilings. Owner is now absentee. Collected approx. \$1,197,624 for 2008. **BUYER'S NET OF \$ 230,988.** Property ID # 2171.

**TWENTY NINE PALMS/YUCCA VALLEY GP** - Two practices, one with 5 ops, 2,200 sq. ft. office, 20-25 new patients/month, 2 day/wk associate, 20-30 PPO's, estab. 30 years. 2nd office has 6 ops, 3,200 sq. ft office estab. 10 years. 80-100 new patients/month with 2 associates 2 days/wk each plus ortho once a month. Both offices have Eaglesoft software and intra-oral cameras; 20 PPO's include Military Dependents Insurance. Gross collections for 2008 for both were approx. \$1,268,294. Practices to be sold together. **BUYER'S NET OF \$305,512.** Property ID #2091.

### SAN DIEGO COUNTY

**LA JOLLA GP - GP** - 2 equipped ops, in a 712 sq. ft. suite located in a 2 story single professional building. 3 day/wk practice. Approx. 18-20 new patients/mo. 40% insurance and 60% cash. Recently transition practice from cash to PPO insurance. Dentrux software package. Computerized office with intra oral camera. 7-8 yrs old equipment. Excellent location and beautiful office. Collected approx. \$460,798 for 2008. **BUYER'S NET OF \$164,792.** Property ID #2191.

**OCEANSIDE GP** - 4 fully eq ops., 1,500 sq. ft. office located in a one story Medical/Dental building. 2 day/wk practice with one day/wk of Hygiene. Approx. 16-20 patients/day. 100% cash. Easy software package. 4-15 year old equipment. Good location. Collected approx. \$455,039 for 2008. **BUYER'S NET OF \$127,805.** Property ID #1641.

714-639-2775 • Outside (714) area: 800-697-5656 • Fax: 714-771-1346

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

**SAN DIEGO GP** – 4 fully equipped ops, 1,450 sq. ft. in a one story free standing building. 4 ½ days/wk practice with 4 days/wk of hygiene. 60% insurance & 40% cash. 100% patient referral. Computerized practice with intra oral camera & digital x-ray. Collected approx. \$807,443 for 2008. Building for sale. Projecting approx. \$899,888 in 2009. **BUYER'S NET OF \$173,280.** Property ID #2131.

### VENTURA, SANTA BARBARA & SAN LUIS OBISPO COUNTY

**BEAUTIFUL OJAI VALLEY** – Its amazing how many people know Ojai because of "The Tennis Tournament" (oldest in the country), "The Music Festival", and last but not least "The 6 Million Bionic Woman". 4 eq. ops., 1,525 sq. ft. office. Computerized office with Intra Oral Camera & Digital X-ray. 75% insurance & 25% cash. Approx. 10-15 new patients/month. 4 day/wk practice with 3 days/wk of hygiene. Collected approx. \$468,092 for 2008. **BUYER'S NET OF \$140,052.** Property ID #1471.

**PASO ROBLES GP** – 7 fully equipped ops, 1,800 sq. ft. office located one story free standing building. 4 days/wk practice with 8 ½ days of hygiene. 48% Insurance & 52% Cash. Computerized office with Intra Oral Camera. Eagle soft software package. 100% Patient Referral. Collected approx. \$1,268,370 for 2008. **BUYER'S NET OF \$380,420.** Property ID #2231.

### SPECIALTY PRACTICES

**LAGUNA NIGUEL** - Ortho Practice - 4 chairs in ortho bay, custom chairs and side units, 1,180 sq. ft. office in two story medical/dental building. 18 years goodwill. 50% insurance, 45% cash & 5% capitation. 3 – 4 new starts/month. 3 day/wk practice. Collected approx. \$211,691 for 2008. "Beautiful office". Good location. Property ID #1521.

**WEB SITE: [WWW.CALPRACTICESALES.COM](http://WWW.CALPRACTICESALES.COM)**

**DIRECT E-MAIL ADDRESS TO BROKER/AGENTS**

Alice King- [aking@calpracticesales.com](mailto:aking@calpracticesales.com)

Greg Beamer- [gbeamer@calpracticesales.com](mailto:gbeamer@calpracticesales.com)

Tina Ochoa- [tochoa@calpracticesales.com](mailto:tochoa@calpracticesales.com)

Cynthia Veenendaal- [cynthia@calpracticesales.com](mailto:cynthia@calpracticesales.com)

Maria Silva- [msilva@calpracticesales.com](mailto:msilva@calpracticesales.com)

**CDA 2009 May 14-17 Booth #317**

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Also serving you: Alice C. King, V.P., Tina Ochoa, V.P./Cynthia Veenendaal, V.P., Greg Beamer, V.P. & Maria Silva, V.P.

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**SANTA MARIA PRACTICE FOR SALE** Four equipped operatories in smaller professional building. Collects \$35,000/month on 2 days/week. Asking \$250,000. Call Kurt Skarin 805-777-7707.

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**State-of-the-art Orthodontic practice** in South OC looking for Pediatric dentist to work 2 d/wk. send email to straightmile09@gmail.com.

**PRACTICE FOR SALE - #3164** General Practice - Temecula/Murrieta area. Currently collecting \$30,000 per month. Insurance and cash only. 1,700 sq. ft., 5 Ops. Located in shopping center with AAA tenants. FP \$385,000. Super Bargain, Project \$1,000,000 within 36 months. Call PPS (714) 832-0230.

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**Practice for Sale in Ventura** Seller relocating. Collected 780k in 2008. 5 ops, 4 days a week, 1-800 dentist client. No medical, no hmo. Low rent in free standing building on one of the busiest streets in Ventura. Email jnduncandds@gmail.com or call 818 424 4057 and leave message. No brokers.

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**San Francisco East Bay Office** to Share 4 operatories in a brand new digital office. Pls call 925.522.0099.

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**Dentist needed** Children's dental office willing to do crown and bridge rct. on 1st molars and anteriors. (702) 835-2389.



# SCAGD Presents Continuing Education Meetings




**Sunday, June 14:**  
**Non-Surgical Periodontal Therapy (AM) with "Perio Protect"**  
**8 CE Units**  
 Duane Keller, DDS  
**Sleep Apnea Appliance Therapy (PM)**  
 Bryan Keropian, DDS  
**Tuition:** AGD members \$99;  
 Non-members: \$119



**Sunday, December 6:**  
**Orthodontic Treatment Appliances by GPs, How to do it yourself**  
**8 CE Units**  
 Rob Vies, DDS  
**Tuition:** AGD members \$99  
 Non-members \$119

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Includes Breakfast & Lunch  
 Registration: 7:00 am, Program 8:00 am - 4:00 pm  
**Embassy Suites Hotel - Anaheim South**  
**11767 Harbor Blvd., Garden Grove, CA 92840**  
**714-539-3300**



*The California Academy of General Dentistry is sponsoring a continuing education dental implant meeting in Southern California, co-sponsored by Delta Dental of California.*



**Saturday, November 7, 2009**



**Implant Placement, Bone Augmentation and Restoration for All Dentists**  
**8 CE Units**

**Speakers: Raymond Choi, DDS, Jerry Peck, DXLT, Muna Soltan,**  
**Moderator: Robert Garfield, DDS**

**Tuition:** AGD Members and Delta Dental of California members: \$85  
 Dental Auxiliaries: \$115; Non-members: \$215

Course Objectives: Attendees will learn to diagnose and treatment plan for replacing single teeth and securing loose dentures, keep proper records for compliance with The Dental Practice Act in California, order and interpret the new 3-dimension digital cone-beam CT scans with computer generated surgical guide templates, place and retrofit mini-implants to your patients' loose dentures and RPD's, place and restore missing single and some multiple teeth, understand the language 'code' to communication for patient case acceptance, direct the treatment and work with specialists on the cases that require it.

**Crowne Plaza Anaheim Resort, 12021 Harbor Blvd., Garden Grove, CA 92840.**  
**Time: 7:00am to 8:00am Registration, Lecture from 8:00am to 5:00pm**

**Registration Form**

Name \_\_\_\_\_ AGD # if member \_\_\_\_\_

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**2720 Aqua Verde Circle, Los Angeles, CA 90077**  
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**PRACTICE FOR SALE** #3173 - Emergency/Skiing accident/Motivated. Seller to sell Penthouse office in Howard Hughes center that has 4,000 new homes being built now. Previously did \$900k plus in this office. Seller motivated to keep only one office and sell off this 4 Op gem at \$250k. A steal, could not be replaced at \$250k.

**Panoramic X-Ray** and Film Processor. Pano: Siemens 1987 model OP 10A with Orthophos model 72-40-070-X1426. Film Processor: Air Techniques A/T2000 XF 2003. \$4500 for Both. Great condition. Please call Ken at 916-925-9222.

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**State-of-the-art orthodontic practice** in Orange County looking for friendly pediatric dentist to work 2 days/wk. Email resume to straight09@gmail.com.

**Are you tired of working to hard & not making enough money Or your office is not busy enough. Then please give me a call I can help I am willing to give you a free consultation for anyone in Orange county. My phone # is 714-424-9099 or my cell 949-280-3338 ask for Larry.**

**endodontist needed** in busy office in bakersfield fax resume to 661-393-4343 or call 661-204-8334.

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- **BAKERSFIELD:** 2,200 sq. ft. 7 ops GR \$1,916,000 #14290
- **FRESNO AREA:** 5,148 sq. ft. 9 ops GR \$1,897,000 #14283
- **FRESNO:** IV Sedation Practice 1,500 sq. ft. 5 ops GR \$1,058,000 #14250
- **FRESNO:** Office Space only & some Equip. Very nice. Good location. Take over lease. #14292
- **GRASS VALLEY:** 1,500 sq. ft., 4 ops GR \$714K #14727
- **I-80 CORRIDOR:** 1,100 sq. ft. 3 ops GR \$135K #14265
- **MADERA:** Building only 1,060 sq. ft. 3 ops Sale Price \$275,000
- **MADERA:** 1,650 sq. ft. 3 ops GR \$449K #14269
- **MODESTO:** 3,580 sq. ft. 12 ops GR \$1,097,000
- **NORTHERN CENTRAL CA:** Perio practice 2,000 sq. ft. 4 ops GR \$500K #14266
- **OROVILLE:** 1,000 sq. ft. .3 ops GR \$311K #14178

- **PORTERVILLE:** 2,000 sq. ft. .6 ops GR \$2,289,000
- **PORTERVILLE:** Medi-Cal Practice 4,000 sq. ft. 9 ops GR \$1,400,772
- **RED BLUFF:** 3,500 sq. ft. 8 ops GR \$1,006,096 #14252
- **RED BLUFF:** Practice & Building 990 sq. ft. 3 ops GR \$201K #14282
- **REDDING:** 1,950 sq. ft. 5 ops GR \$561K #14229
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Novato - Stone Creek Golf Club

\* **FRIDAY, APRIL 24**

San Francisco - Hyatt Union Sq.

**FRIDAY, MAY 1**

San Jose - Double Tree Hotel

**FRIDAY, MAY 29**

Davis - El Macero Country Club

**FRIDAY, JUNE 12**

Monterey - Hilton Garden Inn

\* **FRIDAY, JUNE 19**

Fresno - Univision Ex. Board Room

\* **FRIDAY, JUNE 26**

Roseville - Granite Bay Golf Club

**FRIDAY, JULY 17**

Modesto - Double Tree Hotel

\* **FRIDAY, JULY 31**

Anaheim - Anaheim Hilton

**FRIDAY, AUGUST 7**

Folsom - Marriott Courtyard

**FRIDAY, SEPTEMBER 18**

Carlsbad - Sheraton

**FRIDAY, SEPTEMBER 25**

Universal City - Hilton

**FRIDAY, OCTOBER 2**

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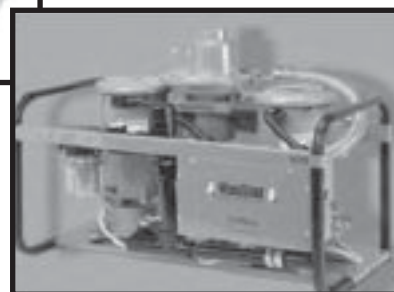
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"Endodontic Concepts/Outcomes", George Bogen, DDS  
"Micro Implants in Orthodontics", Robin Abari, DDS

#### FRIDAY, MAY 1

"Hands-on Complex Rotary Endodontics"  
Ronald Lebby, DDS  
(sponsored in part by Dentsply Tulsa Dental Specialties)

#### FRIDAY, JUNE 5

"Care and Feeding of Hi-Tech Equipment  
For Beneficial Patient Treatment"  
Speakers: Daniel Jenkins, DDS & Stephanie Serrato

#### "Solutions to Prosthetic Mishaps"

Robert Garfield, DDS

#### WEDNESDAY, SEPTEMBER 16

"Developing a Differential Diagnosis and  
Review of Selected Entities in Oral Pathology"  
Gretchen Folk, DDS

#### FRIDAY, OCTOBER 23

"Synergy Between NeuroMuscular Occlusion and the Various  
Modalities in Dentistry for a Predictable,  
Functional Outcome"  
Shamshudin Kherani, DDS, FAGD

#### WEDNESDAY, NOVEMBER 18

"Infection Control and The Dental Practice Act"  
Rodney Stine, OSHA Review

**Wednesday Meetings: 1:00 pm - 6:00 pm • Friday Meetings: 8:00 am - 1:00 pm**

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Patient Charts of a long established GP. Seller is relocating.

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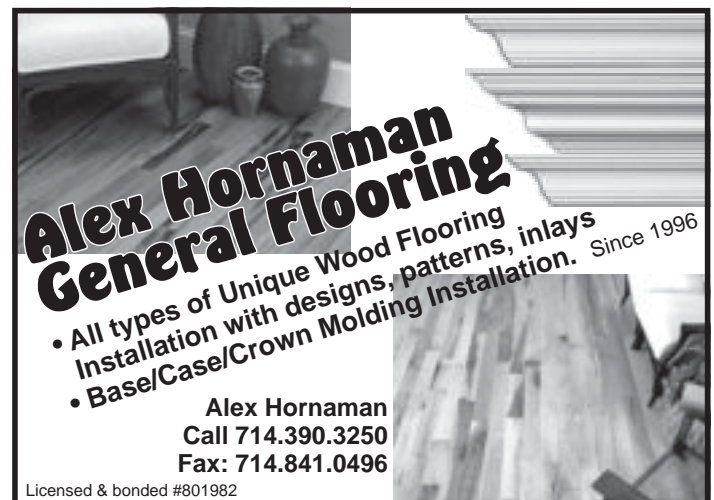
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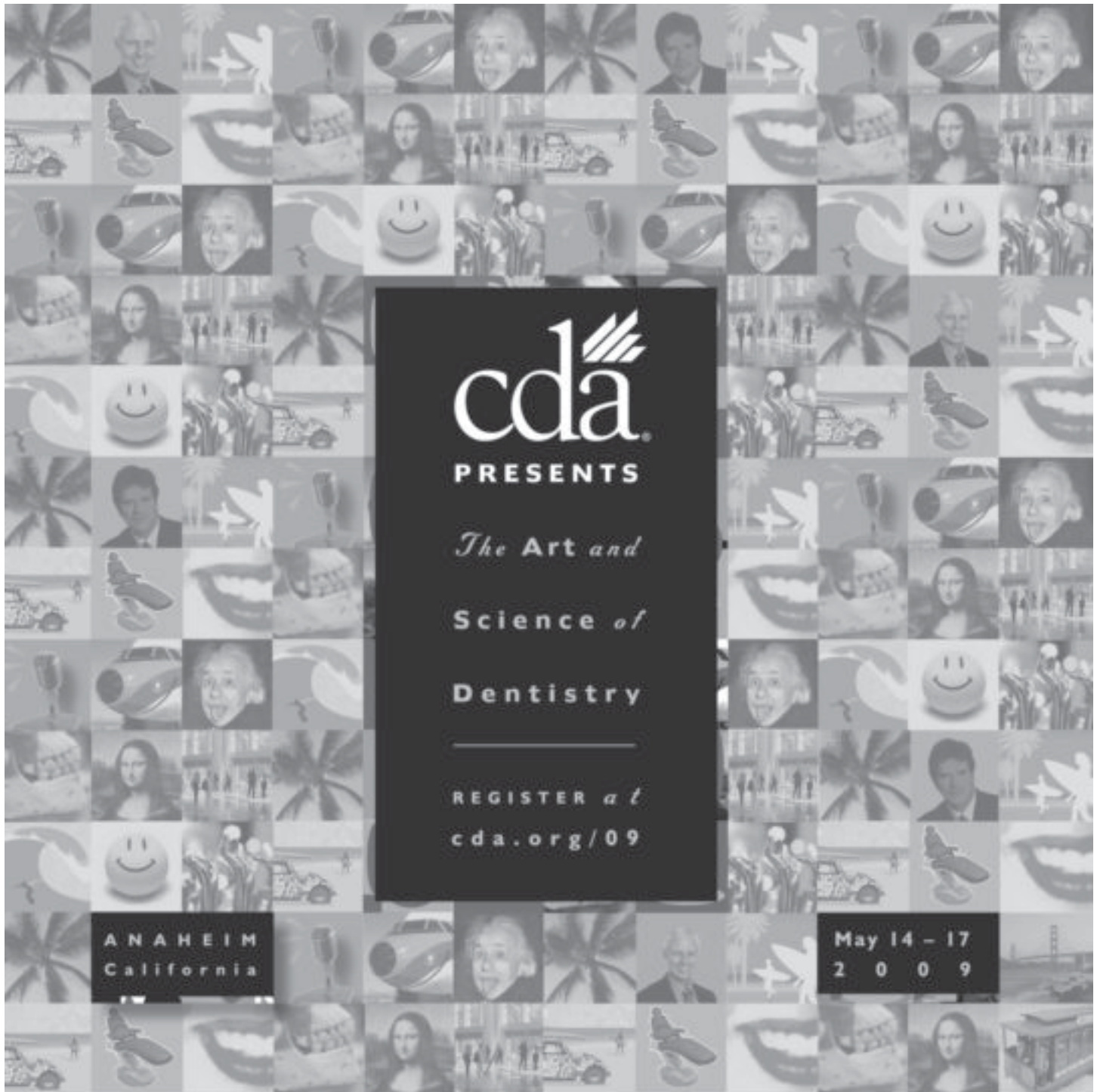
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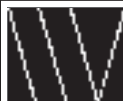
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  - 3188 - Malibu - Pacific Palisades. G.P. Established many years. Great Hi identity location. Recent Gross \$500k. Fantastic.
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- 3166 - San Diego/El Cajon - (Emergency Sale) Hi traffic Shopping center. 9 Ops. Grossing \$500k+ in 2008. Near 2 fwys. F.P. \$550k. Hi tech office.
- 3168 - Apple Valley/Hesperia - LOCATION LOCATION LOCATION. 6 Ops vacant. Previously \$900k. Mexican market. F.P. \$85k
- 3169 - G.P. -Hi Traffic Location - 3 Ops. Low rent. . Growing Practice. Lots of room for growth. Refers out Pedo & O.S. F.P. \$320k
- 3170 - Temecula. Senior DDS. GP. Est 8 yrs. Old Towne. Grossing \$200k+
- 3171 - Emergency Huntington Beach/Seal Beach. Very high end practice. Adec equipped w/fountains, marble and granite. Grossed \$400k in '08.
- 3172 - Buena Park. 3 Ops. Beautiful office. New shopping ctr. F.P. \$350k
- 3173 - Emergency/Skiing accident motivated. Seller to sell Penthouse office in Howard Hughes center that has 4,000 new homes being built now.
- 3174 - Emergency Heart condition. Bakersfield. Recession proof office in growth area. Seller grossed \$840k w/56% net profit w/ time off due to health. A healthy owner will gross \$1,000,000. Modern beautiful office.
- 3177 - GP - Est. 40+ yrs. Grossed \$560k. Dr works 4 days a week. 3 Ops. In prestigious plaza near major film studios. High end clientele.
- 3180 - Pack your Bags go to NO. CA. Santa Rosa. Senior Seller. Grossing \$550k and refers out all Endo, Pedo, Ortho most O.S. and Hygiene.
- 3181 - Laguna Hills/Aliso Viejo. Grossing \$1 million.
- 3182 - Bakersfield area. Est. 60 yrs. Denture practice grossing \$530k+. With valuable store front R.E. that has extra 1,200 sq.ft. for coffee shop, etc.
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