

THE Dental Trader

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used once RootZXII, AEU-25, TUL-8m, files for sale. contact darryljones@cox.net.

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FRESNO COUNTY

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

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

KERN COUNTY

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

BAKERFIELD #22 - (5) op computerized G.P. (3) ops fully eqt d, 4th eqt d with chair and x-ray, 5th plumbed. Retail location with exposure/visibility and signage. Cash/Ins/PPO/Denti-Cal. Gross Collect approx \$200K/yr on (2) days/wk. Seller to concentrate on other practice. **NEW**

BAKERFIELD #23 - PARTNER WANTED! 50% OWNERSHIP FOR SALE. (12) op computerized G.P. Prime retail location with excellent exposure & visibility. Cash/Ins/PPO pts. No HMO & no Denti-Cal. Annual Gross Collections \$2M+. Digital X-rays & Pano, paperless office, fully networked, & efficient, modern design. Seller is overworked & needs help. Equity partner is more desirable than an Associate. Must have excellent credit & strong desire to succeed. **NEW**

LOS ANGELES COUNTY

ALHAMBRA #2 - (2) op G.P. located on the street front side of a small one story medical/dental building. Some exposure and signage. Mostly cash pts with some Ins and PPO. 2009 Collections of \$140K on a very limited schedule due to seller's health. Seller quotes 1,200 active pts. Seller retiring but will assist in the transition. **NEW**

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

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

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

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

SANTA CLARITA VALLEY - HERE S THE ONE YOU VE BEEN WAITING FOR!! (11) op computerized G.P. (10) ops eqt d, 11th op plumbed. In a well known prof. bldg. with great signage! Cash/Ins/PPO/HMO and small amt of Denti-Cal. Gross Collect of \$1.6M+/yr. **with an annual net of approx \$600K!** Cap Cks of \$13K-\$15K/mos. Refers out Diff. O.S., Perio & Ortho. Pract can be easily grown to \$2.5M+/yr by adding more hygiene, specialists, and advertising. **NEW TERMS VALLEY VILLAGE (SHERMAN OAKS)** - (4) op computerized G.P. located in a free standing bldg. on a major boulevard. Cash/Ins/PPO patient base. Annual gross collections \$475K+ on a 3 1/2 day/week. Seller is a 1-800 DENTIST Provider. Seller retiring but will assist in transition. **PRICE REDUCED.**

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

RIVERSIDE COUNTY

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

ORANGE COUNTY

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

SAN BERNARDINO COUNTY

HIGHLAND #1 - (3) op G.P. 2 ops eqt d with newer eqt, 3rd op plumbed and eqt d with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. No HMO s & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. **SOLD**

HIGHLAND #2 - (3) op computerized G.P. located in a shopping center with exposure, visibility & signage. Room to expand. Newer eqt. & nicely decorated. 2009 Gross Collections \$447K on a (3) day week. 20-25 new pts./mos. Cash/Ins/PPO & small amount of Pdo Denti-Cal. Very low rent. Primed for Growth! **NEW**

VENTURA COUNTY

WESTLAKE VILLAGE - (4) op computerized G.P. in a very desirable upscale area. (3) ops of newer eqt/4th op plumbed. Very upscale office with vaulted ceilings, marble floors and counters, pastel colors etc. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. 2009 Gross Collections \$600K+. **NEW**

VENTURA - MULTI SPECIALITY - (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 Pdo, 3 days/mos O.S., 2 days/wk. Endo, & 1+ days/mos Perio. Cash/Ins/PPO/HMO/Healthy Family pt. base. 2009 Gross Collect \$623K+.

VENTURA - (3) op computerized G.P. and free standing bldg. Located in a highly desirable area. Cash/Ins/PPO patient base with (1) HMO that pays \$1,800/mos. Seller is a 1-800-DENTIST Provider. Dentrax software and Pano equipped. Averaging 20-25 new patients per month. Annual Gross Collections \$400K+. **NEW**

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PRACTICE FPR SALE #3222 - Downtown - GP near convention center. HMO checks \$5,000/month Part time Seller grossing \$363k. Full Time DDS will double first year. High identity location. Walks ins every day. New in 1996. 10% cash, 20% Indemnity and PPO plus Healthy Families. This office will be a gold mine. 5 Ops plumbed, 4 equipped in 1,700 sq. ft. Very very busy shopping center next to great Mexican restaurant/market. Great staff (experienced) Bi-lingual. Full Price only \$285,000. Call PPS ASAP (714) 832-0230.

Looking for a Treatment coordinator to work in Redlands. Must have 3 years experience. Please send resume to Ashley@dentalsolutionservices.com.

GENERAL DENTIST available with over 18 yrs exp. Flexible schedule, PT/FT, Burbank and surrounding areas. Call (661)867-2113 or dinodds@yahoo.com.

MARKETING MANAGER MUST BE EXPERIENCED FOR ORTHODONTIC OFFICE. SALARY BONUS AND BENEFITS RESUMA LOSANGELESORTHODONTICSCARE@YAHOO.COM.

Santa Monica GP needs Dental Hygienist on Tuesday, might add more days later. Must have 2 yrs working experience. Email bruintrojan@gmail.com.

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David Buchan, DDS, San Clemente, CA

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RC Prep 18gm Jar (Premier)		\$24.95

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Impregum Penta (Med.) Red (Espe)		\$164.99
Impregum Penta Soft (Espe)		\$178.99
Mixing Tips or Intraoral Tip	4+1 Free	\$16.99
Ultra Impression (Pac-Dent)	4Cart.	\$29.99
VonFex Silicone Putty (vcicom)	4 + 1	\$49.99

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D-58 (Same as Kodak)	9+1 Free	\$33.99
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PRACTICES FOR SALE - May, 2010

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

SANTEE – JUST LISTED!! Doctor retiring from this **GENERAL** Practice established in 1971. Currently practicing approximately 20 hrs per week. PPO and Cash Patients. Situated in freestanding building along major artery in growth area. 6 Ops in 1900 sq. ft.

SAN DIEGO–MIRA MESA – NEW LISTING!! GENERAL Practice located along busy thoroughfare in residential neighborhood, in strip center. 3 equipped Ops. in approx 950 sq. ft. Insurance and Cash patients.

SANTEE – Very well-established **GENERAL** Practice situated in single story Professional Bldg. ALL Fee-for-Service (insurance and cash). 4 Ops. Equipment in excellent condition. Very consistent revenue. Very high quality practice.

SOLANA BEACH – TENANT IMPROVEMENTS & EQUIPMENT. Approx 1000 sq. ft. office in single story Prof Bldg. near 5 freeway. 3 equipped Ops plus Panorex. Asking only \$35K plus **OWNER MAY FINANCE!**

SAN DIEGO–CARMEL VALLEY – Seller relocating his practice. **TENANT IMPROVEMENTS & EQUIPMENT.** 5 Equipped Ops. + 1 Plumbed in approx 1724 sq. ft. Turn-key Opportunity in Outstanding LOCATION!! Offered for 95K for quick sale. **SELLER MAY FINANCE!!**

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LOS ANGELES (East) – 30+ years of goodwill. Seller retiring. Walk-ins. Hispanic Area. Large sign available. Seller owns bldg and willing to offer low cost rent.

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VAN NUYS - Low cost practice opportunity w/ 25+ yrs of goodwill. Disability forced sale. 1st floor location with sign. Monthly revenues over \$20k/mo. Some HMO's.

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DESERT CITY/ENDO: Well equipped with microscopes in every op. Completely computerized. Great area with potential to expand. Grossed about \$1,080,000 in 2009 and \$1,300,000 in 2008. *Asking \$700,000.*

NORTH LOS ANGELES COUNTY/ENDO: Beautiful and established office. About \$1,080,000 in 2008. *Asking \$550,000.*

29 PALMS/YUCCA VALLEY: Two practices. Doctor passed away. Grossed over \$1,200,000 in 2008 and about \$900,000 for 2009. *Asking \$795,000.*

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Endodontic practice in two-story medical bldg - 5 operatories in 1800 sq ft - Dr. retiring after 37 years in area - associate willing to stay - practice's 3 year average collections of \$500,000 - priced to sell.

Anaheim

General Practice - 4 operatories in Strip shopping center - private insurance, PPO s and approx. \$3500/month Cap checks - collections approximately \$21,000/month with high net.

Southgate

General Practice - 5 operatories - mainly PPO s and a few HMO s - 24 years goodwill, Dr. disabled - grosses approx. \$20,000/mo.

Sun City

(between Perris and Murrieta on Rte 215)

Private General practice with 4 fully equipped operatories in one story professional building - 2009 gross collections of \$573,000 - all cash practice - owner illness forces quick sale- 20 years goodwill.

Vista

General Practice - Dr. retiring after 28 yrs in same location in strip center - 4 operatories in 1200 sq ft - grosses over \$330,000/yr on 2 1/2 days/week only 2 employees plus a hygienist 2 days/wk.

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PRACTICE FOR SALE #3222 - Downtown - Grossing near \$300k P.T. Dynamite location. Potential to increase dramatically immediately. Reasonable offer. Call PPS (714) 832-0230.

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SAN DIEGO AREA, CA Multi practice opportunity. Contact Practice Transition Partners for more details: (888) 789-1085, www.practicetransitions.com.

TREATMENT COORDINATOR/BILLER FT/PT needed for San Fernando Valley area, Bilingual, Experienced min. 3 years. Email resume to sarshadnia@yahoo.com.

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.

Redlands Main Street GP/Multi-Specialty practice for sale. Average annual collections of 2.6 million for past three years. Practice has endo, perio, ortho & OS in separate suite next door. Well established (over 20 years), 14 ops each equipped w/ Gendex X-ray, complete Schick Digital Syst., a computer w/ Eaglesoft. Expert, highly trained staff has been with practice a long time. Seller works 3 day/wk. Email offers/inquiries to buymypractice@yahoo.com.

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PRACTICE FOR SALE Temecula GP - Estb 15 years. Grossing \$900k. Fee for service. Retirement - USC Grad - Outstanding opportunity. F.P. \$750k. Call PPS (714) 832-0230.

General dentist wanted for an dental office in Rialto, Must have 3-5 years work experience or more. Please email resume to ashley@dentalsolutionservices.com.

Palm Desert/Palm Springs 3 investment condominiums for sale. Each is 2 beds 1 bath in gated country club. All newly re-modeled w/ granite and appliances. All rented with 1 year leases. Monthly income approx \$2800. Must buy all 3 as package deal. \$240,000 for all three. 909-856-1186.

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BURBANK GENERAL PRACTICE FOR SALE: Great starter practice. Located in a one-story professional building, this two operator practice collected over \$200,000 in 2009 on three and one-half days per week with no Denti-Cal, no advertising, no evenings and no weekends. The practice does have about \$1,500 per month in capitation. Seller refers most endo and most oral surgery. Leaving the State. Asking \$150,000. Motivated.

VALENCIA PRACTICE FOR SALE: Located in a retail center, this practice collects \$380,000 per year on three days per week with a net income of \$180,000 per year. Over \$5,000 in capitation income per month with 20 new patients per month. No advertising, no Denti-Cal, no evenings and no weekends. Most production is done by associates as the Seller works in this practice less than one day per week. Four equipped operatories. Asking \$265,000 including the accounts receivable.

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

SAN JACINTO CLINIC PRACTICE FOR SALE: This office collected \$380,000 in 2009 on three days per week with no Denti-Cal, no advertising and with no owner involvement. The practice has \$5,000 per month in capitation. The practice has four operatories and is located in a commercial complex with good visibility for future marketing. Asking \$275,000.

CENTURY CITY PRACTICE FOR SALE: Well equipped office with six operatories. The practice is fully computerized with digital x-ray, newer equipment, plus exceptional views of the city. Practice collected \$545,000 in 2009. Seller works 2 days per week with 2 days per week of hygiene. Potential for significant growth with a full time owner. Seller has another practice which limits his availability in this office. Asking \$325,000.

HESPERIA MANAGED CARE PRACTICE FOR SALE: Predominantly HMO patient base with \$12,000/month in capitation checks and 40+ new patients per month. Office has six operatories and is located in a shopping center. Great visibility and potential for growth. Practice is 100% absentee operated. Seller never works in the practice. Practice collects over \$470,000 per year. Asking \$325,000.

PERIO PRACTICE FOR SALE: Located in downtown Los Angeles, this periodontal practice has been established for forty two years with the same owner in the same medical office building adjacent to a prominent hospital. The practice has collected \$795,000 per year for each of the last two years on a three day work week with four days of hygiene per week. 63% of the income is from implants, 21% from hygiene and 16% from periodontal surgery. The office has five operatories. Seller is retiring.

SAN DIEGO GENERAL PRACTICE FOR SALE: Established practice with beautiful office, collected \$725,000 in 2009 and substantially more in prior years. The practice is located near the Mira Mar air station along the 805 corridor. There are four equipped operatories. Good visibility. Four days of hygiene per week. 44 new patients per month. **Great opportunity!**

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

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

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

LA MESA MANAGED CARE PRACTICE FOR SALE: Located in a one-story smaller professional building, this four operator practice collected \$410,000 in 2009 on four days per week with \$3,500 per month in capitation. The majority of the remaining patients have PPO insurance. The practice does not accept Denti-Cal. This is an absentee operated practice with good potential for a working owner. Asking \$300,000.



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THE IMPACT OF INTEREST RATES ON PRACTICE PRICES

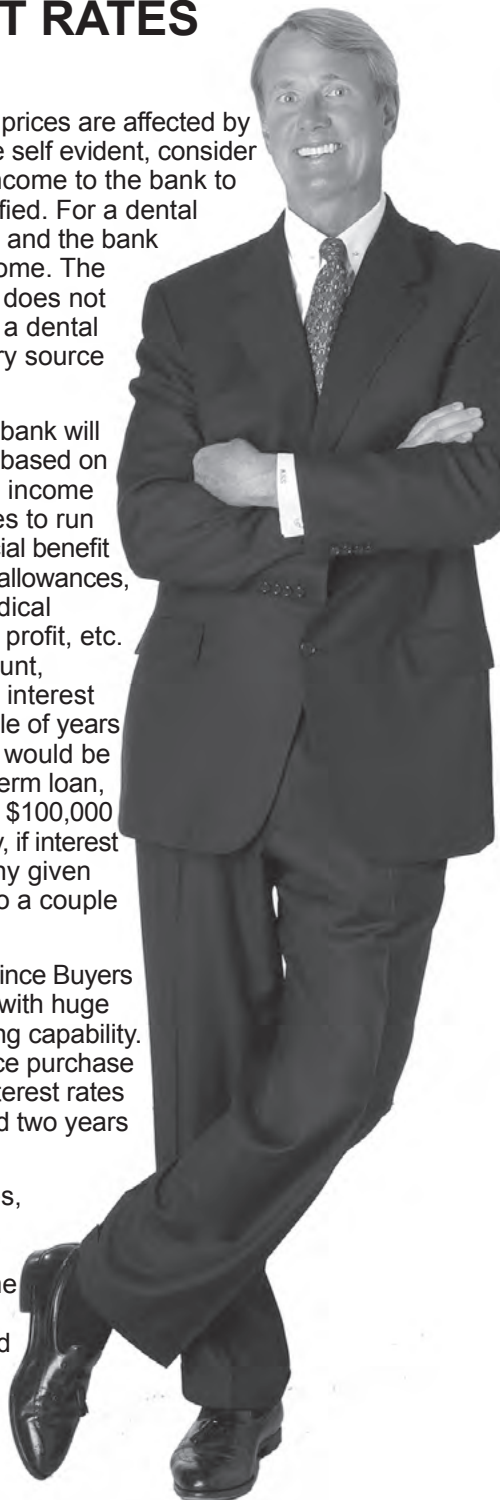
I have often referenced the fact that dental practice prices are affected by changes in the interest rates. While this may not be self evident, consider a home loan. As a buyer, you bring your current income to the bank to determine the loan amount for which you are qualified. For a dental practice, you bring the practice financial information and the bank determines what they will lend on that practice income. The primary difference between the two is that a home does not generate any income and you work elsewhere; for a dental practice, this becomes your income and the primary source of loan repayment.

Like a home loan, the cost of money affects what a bank will lend on a dental practice. Dental practice loans are based on the adjusted net income of the practice. This is the income from the practice less all of the necessary expenses to run the practice. Adjusted net income is the direct financial benefit derived by the owner from the practice including car allowances, personal life and disability insurance, personal medical insurance, continuing education, officer's salary or profit, etc. The adjusted net income determines the loan amount, because that is the source of the repayment. If the interest rate is 6% for a ten year term loan, as it was a couple of years ago, the monthly payment per \$100,000 borrowed would be \$1,110.21; if the interest rate is 12% for a ten year term loan, as it was twelve years ago, the monthly payment per \$100,000 borrowed would be \$1,434.71. Stated in another way, if interest rates rise to 12% again, the borrowing ability for any given practice will decline by almost 30% as compared to a couple of years ago.

This translates directly to lower practice sale prices since Buyers today have little ability to produce a down payment with huge school loans and surprisingly weak associate earning capability. As a result, they need to borrow 100% of the practice purchase price. If the adjusted net income is the same, but interest rates are higher, the Buyer cannot borrow what they could two years ago.

With government borrowing at unprecedented rates, interest rates on all types of loans will inevitably increase (for those who can remember the Carter years, it can be ugly). If you are counting on income from the sale of your practice, consider the impact of increasing interest rates on what your buyer could borrow as it translates, directly, to a reduced sale price for you.

For the most informed practice sale advice, call Kurt Skarin at Lee Skarin and Associates.



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San Diego #1033:

Ortho practice in San Diego beach town. 37 years of goodwill, doctor retiring.

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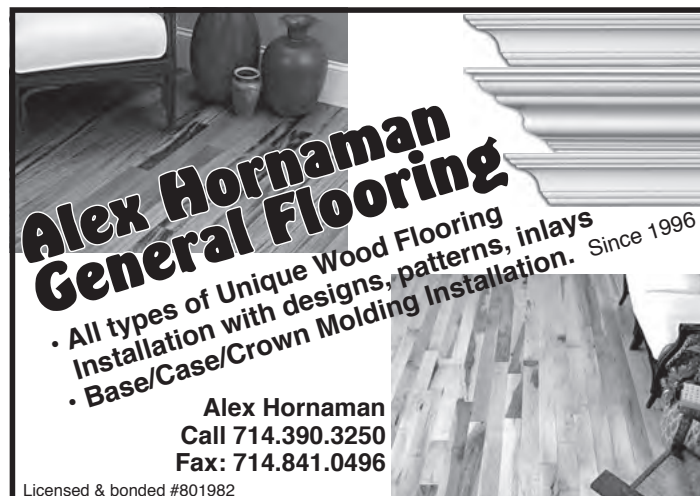
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PRACTICE FOR SALE #3209 - Orange - Senior Seller. Gross \$250k. Established 30+ years. Near historic Circle on Chapman. Rent \$985/month. Low overhead. 3 Ops. F.P. \$265k. Call PPS (714) 832-0230.

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Dr. Gary Klugman: Professional, knowledgeable and knows how to negotiate. I cannot imagine using anyone else - PERIOD.

Dr. Lorna Okada: I was referred to Mr. Caudill from another respected colleague who used his service. He did exactly as promised, was diligent, professional and thorough, I recommend him highly.

Dr. Jay Napeloni: I had an excellent experience with Mr. Caudill; he was responsive to all my calls and questions. I bought a Practice he listed and he was just great to work with, professional and responsive, highly recommended.

Dr. M.M.: When I gave Mr. Caudill the listing I had a specific date in mind to close, he got me a buyer quick and my office closed even before the time I targeted, I saved \$30,000 in commissions and was very impressed. Mr. Caudill did exactly what he said he would do, was very cost effective, professional and performed as promised.

References upon request

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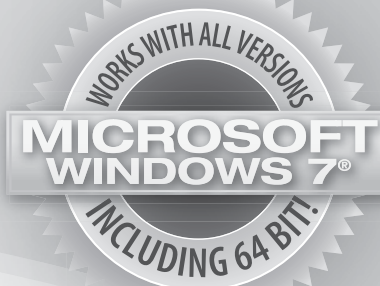
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DDS/Broker

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Question:

Why do I need a broker?

Christine L., DDS

You've worked a lifetime building your dental practice. Your dental practice is one of your most valuable assets and it deserves the personal attention of experts.

Most of us will not consider selling our houses without a broker, and as a licensed real-estate broker in California, I honestly feel that it is easier to sell a house than a dental practice. A house is an inanimate object that can be easily compared to the other houses in the neighborhood.

A practice has multiple aspects which makes it more difficult. To make a good decision, you should consider: tax ramifications which depends on what type of entity your practice is; how the purchase price is allocated; the type of dentistry that is performed to achieve the value of the practice price; what premium or discount to apply based on the quality and age of equipment and leaseholds; the location of your practice; how to deal with retreatment issues, etc.

A broker should have an inventory of buyers interested in a particular area and theoretically, the broker with the most exposure should have access to the most possible buyers. Most brokers already know of doctors/buyers that are interested in a particular area. This should help get the best price and hopefully also the best fit for the practice. Finding the right buyer will significantly lessen the chance of legal issues after the sale. In our office, I would estimate we screen five candidates before a particular buyer meets the seller.

Even if you have a current associate or a dentist already in mind, I would still advise you to hire a broker. We generally will decrease our commission in this situation. This keeps the buyer honest in the negotiations and ensures their performance. Every year I end up listing several practices where the doctor was strung out for months or years waiting for the associate who expressed their desire to buy the practice but never did.

All practices need to be appraised or analyzed for any lender. We provide a rough draft of the contract of sale and navigate the negotiations between the attorneys and accountants. Most of our time and efforts occur *AFTER* there is an established buyer! In short, there is a good reason to hire an experienced broker!

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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.

Questions? Email them directly to Timothy G. Giroux, DDS :
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- APTOS:** For Sale - General Dentistry Practice. Highly desirable location. 2008 Gross Receipts over \$1Mil. w/adjusted overhead at 51%. 3 operatories in 1,000 sq ft. Pano & Modi computer software. 9-hygiene days per week. Practice operated for past 33 years in same location. Open 5 days a week. Owner willing to work back for new owner 2 days/wk. #14305
- ATWATER:** For Sale - General Dentistry Practice. Gross receipts \$177K with adjusted net income of \$67,495. Practice has been in its present location for the past 30 years. 1,080 sq ft. 2-equipped operatories. Owner to retire. #14307
- CENTURY CITY:** For Sale-Office Space, equipment and leaseholds only. Opportunity for low cost startup practice and or satellite. Asking \$100K.
- CITRUS HEIGHTS:** For Sale-General Dentistry Practice. Well-designed 6 operatories with 1,500 sq. ft. office in professional building. Desirable location. 2-3 days hygiene. Owner is retiring. #14311
- COSTA MESA:** For Sale-Office Space, equipment and leaseholds only. Opportunity for low cost startup practice and or satellite. Asking \$155K.
- DIXON:** For Sale-General Dentistry Practice. '08 collections were \$122,894. 3 op 1,100 sq. ft. office. Owner has relocated out of state and is motivated. Good opportunity to build a practice in a growing community near Davis, CA. #14265
- EL SOBRANTE:** For Sale-General Dentistry Practice. Ideal for recent grad or DDS looking for satellite practice. 3 ops. w/potential of 5. '08 receipts \$550K. adj. net income \$124K. 3 days of hygiene. Pano; Easy Dental software. 1,300 sq. ft. Seller is retiring after 35 years in same location. #14302
- FRESNO AREA:** For Sale-Exceptional General Dentistry Practice. This outstanding practice has annualized collections of \$1,921,467, \$798K adj. net income. The office has Dentrax, Laser, Intra-oral camera, digital x-ray and Pano. Bldg. may be avail. for sale. Owner is retiring. #14283
- FRESNO:** For Sale-General Dentistry IV Sedation Practice. Collections \$1,064,500. Seller looking for either an outright sale or a buyer to purchase 1/2 of the practice. Buyer will need IV sedation skills or have been trained to provide IV sedation. Facility 1,500 sq. ft. w/5 equipped operatories & 7 days of hygiene. #14250
- FRESNO:** For Sale-General Dentistry Practice. Owner has practiced in same location 30 yrs. 3 TX rooms. 1,000 sq ft. Located in a Medical/Dental Bldg. Owner to retire. 2008 collections were \$86K. Ideal for a new grad or satellite office.
- GRASS VALLEY:** For Sale-This Periodontal Practice is located in a very desirable growing community. Practice has been in its present location for the past 28 years. Office consists of 1,500 sq ft 3 ops. Intra-oral camera. Practice has 5 days of hygiene. #14272
- GREATER AUBURN AREA:** For Sale-General Dentistry Practice 7 Dental Building. Outstanding opportunity to purchase well established, very successful, 4 op Fee for Service practice. 1,800 sq. ft. dental bldg. in the Sierra Foothills. No PPO or HMO. '08 Collections \$763K on 3.5 days with 5.5 days of hygiene. Owner is retiring. #14304
- LAGUNA BEACH:** For Sale - General Dentistry Practice. 2008 Gross Receipts \$898K. 4 operatories (5 ops available) 2,000 sq. ft. office. There are 4 days of hygiene. Practice has been in the same location for approx. 16 years. Owner is retiring.
- LAGUNA HILLS:** For Sale - General Dentistry Practice. Owner acquired practice in 1992. Office remodeled in 2004. 3 days of hygiene, 1,324 active patients, 20 new pts/month, 6 operatories, Eagle Soft software. Receipts were \$868 in 2008. Wonderful location.
- LAKE FORREST:** For Sale - General Dentistry Practice. This 4 operatories, 1,200 sq. ft. office had gross receipts of 1.2 million in 2008. There are 5 days of hygiene and approx. 2000 collective patients. Approx. 10% of receipts are from two HMO plans. Seller has practiced in the same location for approx. 30 years. Owner is retiring.
- MODESTO:** For Sale - General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income \$260K. Dentrax, Cerec, and Intra-oral camera. Owner to retire. #14308
- MURRIETA/TEMECULA:** For Sale - 2009 receipts were \$648,000. This 4 op, 1,500 sq. ft. office space with 4.5 days of hygiene. Average age of Dental Equip is 7 years. #14313
- NO. CA WINE COUNTRY: ENDO PRACTICE** For Sale-GR 958K adj net \$673K 4 Ops, 1,500 sq ft. Overhead 29% Owner to retire #14296
- OROVILLE:** For Sale - General Dentistry Practice. Owner dentist recently deceased. Collections \$770K. Very nice stand alone dental building with basement, 7 ops digital x-ray 5 days of hygiene. Bldg 3,000 sq ft Basement 540 sq ft. Temporary Dentist in place. #14310
- PALM SPRINGS:** For Immediate Sale - General Dentistry Practice. 2008 Gross Receipts \$906K with adj. net income of \$346K. Highly desire able location with 4 ops. Laser, and Intra-oral camera. 5 days of hygiene. Owner recently deceased.
- PORTERVILLE:** For Sale-One of two partners is retiring in this highly successful General Dentistry Practice. Receipts \$2Mil. adj. net \$1,257,000. 2,000 sq ft 6 ops. Intra-Oral camera, Pano, Dentrax. 10 days of hygiene. #14291
- RED BLUFF:** For Sale-General Dental Practice "REDUCED PRICE" Facility overlooks the Sacramento River, 3,500 sq ft, has 8 ops, 10 hygiene days. Appraised Value or Best Offer. Historically Gross Receipts have been over \$1 Mil per year. 100% financing available. Sale of Building (optional) #14252
- REDDING:** For Sale-Owner looking for Assoc. trans. into Partnership w/Buy-Out. GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- RENO: FOR IMMEDIATE SALE DECEASED DENTIST** - General Dentistry Practice. 2008, 17yrs. present location '07 GR \$763K with adj. net \$263K w/65% overhead. Bldg. also for sale. Owner deceased.
- ROSEVILLE:** For Sale-General Dentistry Practice. 2008 Receipts \$834K with adjusted net income of \$297,218. 64.4% overhead. Practice has been in this present location for the past 7 years. 13-15 New Patients a month. 6-treatment rooms in 2,100 sq ft. Laser, Intra-oral camera, and digital radiography. Owner relocating out of office.
- SAN FRANCISCO:** Financial District 4 ops, 1,500 sq. ft. MERGER - Buyer needs to bring in Pt. base #14288
- SAN FRANCISCO:** For Sale-Patient Base for Sale-Owner passed away last June and the practice has continued on 4 days a week with an associate. Lease can't be renewed. There are approx. 1,000 active patients in the practice. The patient base can be purchased at no risk to buyer since the purchase price is paid according to the receipts collected on the patients that transfer. #14312
- SAN DIEGO:** For Sale-General Dentistry Practice. This office is plumbed for 4 ops. 3 ops. are equipped with Promo Equipment. Lease is \$2,200 per month. 2009 receipts were \$185,645. PPO and Fee for service practice.
- SOUTH LAKE TAHOE:** For Sale-General Dentistry Practice. Office is 647 sq ft w/5 ops. Practice has been in its present location for the past 26 years. Owner to retire. #14277
- YUBA CITY/ MARYSVILLE:** For Sale-General Dentistry Practice w/Bldg avail. Practice located in present (great) location over 30 years. 1,800 sq ft 5 ops 4 hygiene days. Owner to retire. #14273

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PRACTICE FOR SALE #3205 - Downey - G.P. Grossing \$850k, \$80,000 last month. 4 Ops. Fantastic location. 1-800-Dentist emergency rights. F.P. \$750k. Call PPS (714) 832-0230.

The listing period (length of time) with a broker is negotiable. One San Diego broker actually only requires a 30-day listing. Call us to find out other helpful tips before you sign a listing agreement. Ken Rubin Dental Practice Sales (619) 299-6161. www.krpracticesales.com.

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

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EL CAJON GP - New Solo practice. Free standing building with plenty of parking. Seller owns the building. Easy access to freeway. 3 fully eq. ops., 1 plumbed not eq., 2,200 sq. ft. office. 5 days/wk practice. Approx. 20-30 new patients/mo. Computerized office with intra oral camera. Income source: 70% insurance & 30% cash. 10 years of goodwill. Seller retiring. Collected approx. \$499,790 for 2009. Projecting approx. \$492,897 for 2010. **BUYER'S NET OF \$123,129.** Property ID #3031.

FULLERTON (GP) New - 4 eq. ops., 1,100 sq. ft. office located in downtown Fullerton in a one story free standing historical building. Building for sale. Practice is one block away from Fullerton High School. Seller works 3 days/wk with 3 days of hygiene. Income source: 70% insurance & 30% cash. Computerized office with older intra oral camera and Easy Dental software. Great street visibility with good traffic flow. Grossed \$461,091 in 2009. Property ID #3111.

GLENDORA (GP) - New 4 fully eq. ops., 1,600 sq. ft., located in 2 story building. Computerized office with intra oral camera and Dentrix software. 2-6 year old equipment. Seller works 4 days/wk with 3 days/wk of hygiene.. Approx. 10-15 new patients/mo. Income source: 70% insurance & 30% cash. 43 year of Goodwill. Grossed approx. \$911,768 for 2009. **BUYER'S NET OF \$340K.** Great street visibility. Property ID #3041.

SANTA ANA GP - New 3 fully eq. ops., 2 plumbed not eq., 1,500 sq. ft. in a 3 story medical building in busy intersection. Plenty of parking. Seller works 3 days/wk. Income source: 45% insurance & 55% cash. Computerized office with intra oral camera & Diamond 3 Star software. 36 year of Goodwill. Collected approx. \$353,494. Property ID #3101.

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SAN JUAN CAPISTRANO (GP) - New Well designed and modern office - 4 fully eq. ops., 3 plumbed not eq., 1,947 sq. ft. office located in a 2 story professional building. 5 days/wk practice. Approx. 19-20 new patients/mo. Income source: 60% insurance, 30% cash & 10% capitation. 100% patient referral. Computerized office with intra oral camera, digital x-ray and EZ Dental soft. Newer equipment. Very established family practice. Excellent location with great street visibility. Motivated Seller is moving out of state. Grossed \$422,430 for 2009. Property ID #3021.



SANTA BARBARA COUNTY (GP) - Over 35 years of Goodwill - 3 eq. ops., 1,010 sq. ft., suite located in a two story retail center. Seller work 3 1/2 days/wk. 12-15 new patients/month. Income Source: 75% insurance & 25% cash. Computerized office with intra oral, digital x-ray and Easy Dental software. 5 yr. old equipment. Great location. Collected approx. \$462,542 in 2009. Projecting approx. \$490,784 for 2010. **BUYER'S NET OF \$250,751.** Property ID #2881.

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GREATER LOS ANGELES COUNTY

ARCADIA (GP) New – 5 fully eq. ops., 1,465 sq. ft. suite in a two story professional medical building. Seller works 4 1/2 days/wk. Approx. 10-20 new patients/mo. Income source: 80% insurance and 20% cash. Computerized office with intra oral camera and Dentrix software. 7 years of Goodwill. Motivated Seller leaving the country. Grossed \$390,420 in 2009. Property ID #3121.

BALDWIN PARK (GP TURN-KEY OFFICE) - 4 eq. ops., 1 plumbed not eq. ops., 1,200 sq ft office located in a one story, free standing, medical-dental building. Seller started from scratch in 2006; 3 year old equipment. Property ID #2651.

BEVERLY HILLS (Patient Charts Only!!!) - Approximate a total of 676 patient charts., approx. 525 are active charts. Space available for lease (1-2 ops available). Lease to be assumed. Income Source: 40-45% PPO and 55-60% cash. Collected approx. \$247,500 for 2008 and approx. \$402,500 for 2009. Collecting approx. \$30,000/mo for the last 1.5 year. Seller looking for a quick sale. Seller will be attending a graduate school in July. Please contact CPS for the asking price. ID #3061.

ENCINO (GP) - Price Reduced!!! 3 fully eq. ops., 1,200 sq. ft. suite, 7 story professional building. Seller works 2 1/2 day/wk. 15-25 new patients/mo. 100% Patient Referral. 75% insurance & 25% cash. Computerized practice with Intra Oral Camera & Digital X-Ray. Denti-soft software package. 2 1/2 year old equipment. Low rent for the area. Collected approx. \$514,348 for 2009. **BUYER'S NET OF \$189,549.** Property ID # 2631.

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

GLENDDORA (GP) New 4 fully eq. ops., 1,600 sq. ft., located in 2 story building. Computerized office with intra oral camera and Dentrix software. 2-6 year old equipment. Seller works 4 days/wk with 3 days/wk of hygiene.. Approx. 10-15 new patients/mo. Income source: 70% insurance & 30% cash. 43 year of Goodwill. Grossed approx. \$911,768 for 2009. **BUYER'S NET OF \$340K.** Great street visibility. Property ID #3041.

LAWNDALE (GP) - 8 eq. ops. & 3 Ortho chairs in an open bay in a 3,000 sq. ft., Located less than 1 mile from the 405 freeway in a free standing, single story building. 37 Years of Community Goodwill. Absentee owner has qualified GP, Ortho, Oral Surgeon, Perio, and Endo in place. 75% PPO Insurance & 25% Cash. Attracting 25-35 new patients/month. Collected approx. \$919,578 in 2009. Property ID #2901.

LAWNDALE (GP) – 4 eq. ops., 2 plumbed, not equipped; 1,500 sq. ft store front office with parking behind bldg. Seller works 3 half days/wk & every other Sat. 45% insurance, 55% cash & 5% Medi-cal. 10-15 new patients/mo. Practice Works software, intra-oral camera and digital x-ray. Newly remodeled office. Collected approx. \$221,251 in 2009. **BUYER'S NET OF \$58,142.** Property ID #1331.

LOS ANGELES (GP - Turn-Key) - 3 fully eq. ops., 1,300 sq. ft. suite located in a multi story medical/dental building. 3 1/2 day practice with Perio 1x every 3 wks. Approx. 15-20 new patients/mo. Income source: 30% insurance & 70% cash. Computerized office with Digital X-ray, Intra Oral Camera and Eagle Soft software. Practice in the border of Korea Town. Great office. Amazing view from operatories. 10+ years of Goodwill. Collected approx. \$197,238 for 2009. Projecting \$216K for 2010. Property ID # 2831.

LOS ANGELES – New 1,300 sq. ft. GP practice in strip shopping center with 5 fully eq. ops. Sellers work 3 days/wk. Computerized office with intra oral camera and Dentrix software. Income source: 50% insurance, 29% cash, 20% medi-cal & 1% capitation. Approx. 15 patients/day are seeing with approx. 10 new patients/mo. 17 year of Goodwill. Heavy traffic flow with great street visibility. Collected approx. \$360,151 for 2009. **BUYER'S NET OF \$82,017.** Property ID #2771.

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

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Maria Silva, V.P.

Anaheim CDA Convention May 14-16, Booth #317

MONTEBELLO (GP) – 10 years of goodwill - Leasehold Improvement & Equipment – Charts Included! 2 fully eq. ops., 1 plumbed not eq., 900 sq. ft. practice, located in single story busy shopping center. Computerized office intra oral camera and digital x-ray. 3 Star software package. Equipment 4 years old. Good street visibility. Easy access to freeway. Seller has primary practice in Orange County. Property ID # 2701.

REDONDO BEACH (GP) - South Bay Practice 3 fully eq. ops., 806 sq. ft. office, located in recently remodeled busy shopping center. 2 1/2 day/wk practice. Approx. 12-15 patient/day and approx. 30 new patients/mo. Income Source: 50% insurance, 35% cash & 15% capitation (approx. \$3,000/mo). 14 years of Goodwill. Computerized practice with Suzy Dental software. 1 year old equipment. Great corner location with excellent street visibility. Collected approx. \$272,613 for 2009. **BUYER'S NET OF \$84,004.** Property ID #2821.

ROLLING HILLS (GP) - Long established practice - 5 fully eq. ops., 1,760 sq. ft. suite located in a two story medical/professional building. 4 days/wk practice with 1 day of hygiene/wk. Approx. 10-15 new patients/mo. Income source: 50% insurance & 50% cash. Computerized practice with intra oral camera and patient base software. Excellent street visibility. All utilities are included in office lease/rent. Collected \$446,073 for 2009. **BUYER'S NET OF \$140,543.** Property ID #2981.

SAN GABRIEL (GP) NEW – Leasehold Improvement & Equipment Only – newly remodeled spacious 1,254 sq. ft. suite with 3 fully eq. ops., 1 plumbed not eq. op., located in a prestigious 3 story brick medical professional building. Retiring Seller owns the building and will ensure a smooth transition of the leasing arrangements. Property ID #3161.

SHERMAN OAKS (GP) - Easy access to freeway practice - 3 fully eq. ops., 950 sq. ft. suite, located in a Medical/Dental building on a busy intersection. 4 day/wk practice. 7-10 patients/day. Income Source: 70% insurance & 30% cash. 50 years of Goodwill. 100% patient referral. Computerized office with intra oral camera and digital x-ray. Easy Dental software. Great location. Collected approx. \$406,192 for 2009. **BUYER'S NET OF \$181,486.** Property ID #2491.

ORANGE COUNTY

FULLERTON (GP) New – 4 eq. ops., 1,100 sq. ft. office located in downtown Fullerton in a one story free standing historical building. Building for sale. Practice is one block away from Fullerton High School. Seller works 3 days/wk with 3 days of hygiene. Income source: 70% insurance & 30% cash. Computerized office with intra oral camera and Easy Dental software. Great street visibility with good traffic flow. Grossed \$461,091 in 2009. Property ID #3111.

GARDEN GROVE (GP) – New Leasehold Improvement, Equipment & Charts!! 2 fully eq. ops., 1 plumbed not eq., 1,000 sq. ft. office, located in a 2 story building busy strip center. Long established practice. Motivated Seller moved to San Diego County. Property ID #3091.

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

SAN JUAN CAPISTRANO (GP) – New Well designed and modern office – 4 fully eq. ops., 3 plumbed not eq., 1,947 sq. ft. office located in a 2 story professional building. 5 days/wk practice. Approx. 19-20 new patients/mo. Income source: 60% insurance, 30% cash & 10% capitation. 100% patient referral. Computerized office with intra oral camera, digital x-ray and EZ Dental soft. Newer equipment. Very established family practice. Excellent location with great street visibility. Motivated Seller is moving out of state. Grossed \$422,430 for 2009. Property ID #3021.

SAN JUAN CAPISTRANO (GP) – New Leasehold Improvement & Equipment Only!!! Well design practice in a 2 story professional building in retail story with 3 fully eq. ops. 1,113 sq. ft. suite. Computerized office with digital x-ray and Easy Dental software package. New equipment. Property ID #3071.

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



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SANTA ANA GP – New 3 fully eq. ops., 2 plumbed not eq., 1,500 sq. ft. in a 3 story medical building in busy intersection. Plenty of parking. Seller works 3 days/wk. Income source: 45% insurance & 55% cash. Computerized office with intra oral camera & Diamond 3 Star software. 36 year of Goodwill. Collected approx. \$553,494. Property ID #3101.

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

RIVERSIDE & SAN BERNARDINO COUNTIES

INDIAN WELLS GP – Long established practice in desirable area – 5 fully eq. ops., 1,400 sq. ft. suite, located in a 2 story professional building with ample parking. 3 day/wk practice with 4 day of Hygiene. Computer office with Data Com software. Approx. 10-12 patients/day & 16-20 new patients/mo. 99% patient referral. Income stream: 70% insurance, 20% cash & 10% capitation approx. \$3,500/mo. 20+ years of goodwill. Newly modeled spacious practice. Great Staff. Projecting approx. \$563,293 in 2009. **BUYER'S NET OF \$151,585.** Property ID #2801.

INDIAN WELLS (GP) NEW – Modern design spacious office with 2 fully eq. ops., 1 plumbed not eq. ops., 1,300 sq. ft. suite located in 2 story professional building with ample parking. Seller work 2 1/2 days/wk. Income source: 100% cash. Computerized office with intra oral camera and Easy Dental software. Motivated Seller moved to the Northern California. Collected approx. \$199,326 for 2009. Projecting approx. \$219,920 for 2010. **BUYER'S NET OF \$79K.** Property ID #3131.

LA QUINTA (GP) - One of the fastest growing cities in California - Leasehold Improvements & Equipment Only!! 3 fully eq. ops., 1,000 sq. ft. suite located in a strip shopping center. Computerized office with Dentrix software. Newer equipment. Affluent area World Class Golf, high end resorts and shopping. Practice established since 1995. Motivated Seller is moving out of state. Property ID#3011

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

SAN DIEGO COUNTY

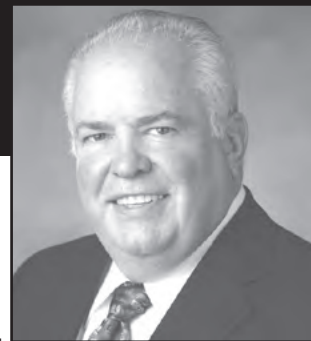
EL CAJON (GP) - New Solo practice. Free standing building with plenty of parking. Seller owns the building. Easy access to freeway. 3 fully eq. ops., 1 plumbed not eq., 2,200 sq. ft. office. 5 days/wk practice. Approx. 20-30 new patients/mo. Computerized office with intra oral camera. Income source: 70% insurance & 30% cash. 10 years of goodwill. Seller retiring. Collected approx. \$499,790 for 2009. Projecting approx. \$492,897 for 2010. **BUYER'S NET OF \$123,129.** Property ID #3031.

OCEANSIDE (GP) - 4 fully eq. ops., 1,500 sq. ft. office located in a one story Medical/Dental building. Spacious ops. w/ large windows and nice flooring. 2 day/wk practice with one day/wk of Hygiene. Approx. 16-20 patients/day. 100% cash; 100% patient referral, no PPO's or HMO's Easy software package. 4-15 year old equipment. Good location. Collected approx. \$345,049 for 2009. Projecting approx. \$ 371,772 for 2010. **BUYER' NET OF \$92,935.** Property ID #1641.

SAN DIEGO (GP) NEW – Leasehold improvement with some charts & building for sale!! 5 fully eq. ops., 1,300 sq. ft. office located in a 2 story building with 10 parking spaces. Computerized office with Dentrix software. Good location with heavy traffic flow. Building has a vacant 1, 200 sq. ft office next door which was a dental office with 4 ops., for expansion or for specialties. Seller is retiring. Property ID #3141.

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VENTURA / SANTA BARBARA / SAN LUIS OBISPO COUNTY

SANTA BARBARA COUNTY GP - Over 35 years of Goodwill - 3 eq. ops., 1,010 sq. ft., suite located in a two story retail center. Seller work 3 ½ days/wk. 12-15 new patients/month. Income Source: 75% insurance & 25% cash. Computerized office with intra oral, digital x-ray and Easy Dental software. 5 yr. old equipment. Great location. Collected approx. \$462,542 in 2009. Projecting approx. \$490,784 for 2010. **BUYER'S NET OF \$250,751.** Property ID #2881.

KERN COUNTY

BAKERSFIELD (GP) - New 2,000 sq. ft. suite in a one story strip center with 6 fully eq. ops. Seller works 3 1/2 days/wk. Approx. 20-30 new patients/day with approx. 40 new patients/mo. Income source: 15% insurance, 15% cash and 70% medi-cal (Pedo). 100% patient referral. Equipment is 4 to 10 years old. 23 years of Goodwill. Sellers own the building but not for sale. Collected approx. \$323,018 for 2009. Projecting approx. \$346,356 for 2010. **BUYER'S NET OF \$124,365.** Property ID #3081.

SPECIALTY PRACTICE

PALM SPRINGS (PERIO) NEW - Leasehold Improvement & Equipment only - 2 fully eq ops., 1 plumbed not eq., 1,510 sq. ft. office located in a single story free standing building with multiple suites. Practice established in 1997. Seller has primary office 20 miles away. Property ID #3151.

RIVERSIDE (ORTHO) - 4 chairs in Open Bay, 1 plumbed eq. op., 1,480 sq. ft. suite. Located on a large shopping plaza. 2 day/wk practice. Computerized office with Digital X-ray and Ortho II software package. New equipment. Approx. 40 patients/day and 12-15 new starts/mo. 50% insurance & 50% cash. Collected approx. \$363,385 for 2009. Projecting approx. \$436,068. **BUYER'S NET OF \$247,298.** Seller does x-rays on patients. Great location. Property ID #2751.

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

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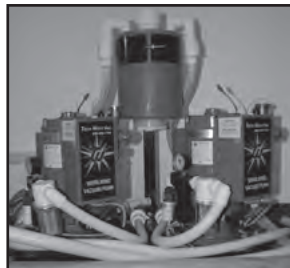
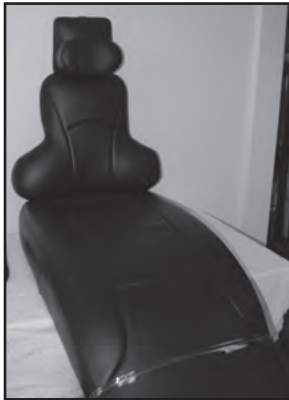
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2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

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DATES

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"Five Steps From Systems Collapse", Sally McKenzie

Friday, Sept. 17:

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

Fri/Sat, Oct. 29-30:

2010 Symposium: "Technology, Science & Leadership;
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Time Frame: 8:00 am – 4:30 pm, Registration: 7:30 – 8:00 am,
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