

# THE Dental Trader

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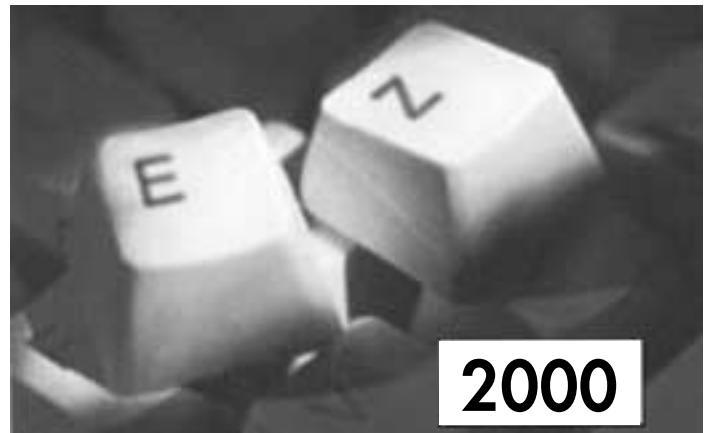
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*"I highly recommend that you use his legal services!"*

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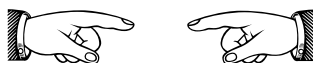
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### FRESNO COUNTY

**FRESNO COUNTY #1** - (3) op G.P. located in smaller town. Only private dentist in town. Annual gross collections \$315K+ on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Near Fresno County #2. Buy one or both. **NEW**

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

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

### KERN COUNTY

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

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

**BAKERSFIELD #12** - Fully built out dental office condo for sale. 2,158 sq. ft. 5 plumbed ops. Includes some equipment. Seller motivated. **SOLD**

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

### LOS ANGELES COUNTY

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

**BELLFLOWER** - (5) op G.P. for sale. On Main street with visibility/exposure/signage. Like new equipment. Cash/Ins/PPO/CAP. Monthly CAP. Check \$7,000+. Annual gross collections \$550K+. **SOLD**

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

**GLENDALE #3** - (2) op G.P. 3rd op plumbed. Attractive bldg. out. Ave. Annual Gross \$180K part time. Can do much more full time.

**GLENDALE #4** - (2) op G.P. 3rd op plumbed. Nicely appointed. Cash/Ins. Annual gross \$220K+ P.T. Can do more. **NEW**

**HOLLYWOOD** - (6) op G.P. (4) ops eqt'd located in store front with excellent signage, exposure and visibility. Average annual gross collect. \$369K+ on 4 1/2 days/wk. Cash/Ins/PPO/Denti-Cal/CAP patient base. Many walk-ins. Approx. 50-60 new patients/mos. Monthly CAP. Checks = \$10,000+. **PENDING**

**LOS ANGELES** - Bldg. and (4) op G.P. office for sale. Exposure/visibility/signage. Gross collections in 2003 were \$556K; Previous years collections in 2002 were \$839K prior to seller illness. Potential to take it to \$1M. Account receivables include in sale to help with cash flow. Cash/Ins/PPO/Cap/Denti-Cal patient base. Here's your chance to own your own bldg. and million dollar practice!

**RESEDA** - (3) op G.P. located in professional bldg. 2004 Gross collections projected at \$240K. Mixed patient base.

**SO. EL MONTE** - (5) op G.P. (4) ops eqt. (1) plumbed not equipped. Store front location on main street with signage and visibility. Annual gross collections approx. \$275K. Mostly Cash/Ins/PPO patients with small amount of Denti-Cal. **NEW**

**SO. LOS ANGELES** - (3) op G.P. located on first floor of Medical/Dental Bldg. Only DDS in bldg. Many patient referrals from other doctor tenants. Gross collections \$310K+ on 3 1/2 days per week. Cash/Ins/PPO/Denti-Cal/Cap. Cap check \$7,000+/mos. **SOLD**

### RIVERSIDE COUNTY

**COACHELLA VALLEY** - (6) op G.P. with some ortho for sale. (4) equipped ops. Cash/Ins/PPO patient base. Newer equipment. Dentrax s/w. Grossing \$400K+/yr. Seller retiring. **NEW**

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

### SANTA BARBARA COUNTY

**SANTA MARIA** - (3) op G.P. located in free standing bldg. with exposure/visibility/signage. Gross Collect. \$275K+/yr. Cash/Ins/PPO. **SOLD**

### SAN BERNARDINO COUNTY

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

### SAN DIEGO COUNTY

**NORTH SAN DIEGO CTY** - Hi-Tech, state of the art, Fee for Service G.P. office. (4) ops/2 Eqt. Excellent growth area. **SOLD**

### SAN LUIS OBISPO

**ARROYO GRANDE** - (4) op G.P. office for sale. Cash/Ins/PPO. Gross collect \$500k+/yr. Seller retiring. **SOLD**

### TULARE COUNTY

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

**TULARE COUNTY #2** - Bldg. and (4) op G.P. practice for sale on main street with excellent visibility and signage. Located in smaller town. Limited competition. Annual Gross collections \$435K+. Mostly Cash/Ins/PPO with small amount of Denti-Cal. **NEW**

### VENTURA COUNTY

**WEST VENTURA CTY #2** - (8) op G.P. on main street with excellent visibility/exposure/signage. Cash/Ins/PPO/CAP. Cap check = \$9K+/mos. Computerized office, digital x-rays, ave. annual gross collections \$850K. **NEW**

**OXNARD** - Bldg. and G.P. practice for sale on main street with excellent visibility and signage. (4) ops of older equipment. Annual gross collections \$275K+ on relaxed (4) (6) hour days. Can do much more Cash/Ins/PPO/Denti-Cal. Doctor is retiring. **NEW**

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*"Only four days before signing my practice purchase and lease documents, I called Mr. Olson for help. His quick response and practical advice protected my interests and saved me money in ways I never even considered."*

**Larry Cao, DDS, Orangevale, CA**

*"Mr. Olson's help with my incorporation and two practice purchases has been prompt, thorough, knowledgeable, and ethical. I highly recommend his services."*

**Warren Gerosa, DDS, Los Angeles, CA**

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**Ruth Shifman, DDS, Thousand Oaks, CA**

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**#C-171 FAIRFIELD** GP In Shopping Center Office Is "Like New" W/ 3 Fully Equipped Ops, Room For Add Op. Mostly Ins/Cash Pts. Collected \$280k In '02 On 2-Day Work Week! Steal At \$175K! Western Practice Sales 800-641-4179

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**PRACTICE FOR SALE NEW!** San Diego (Escondido) PRACTICE & BUILDING for sale! Established GP. 4 ops, room for expansion. SDPS 760-599-7828.

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# 1

**Financial Arrangements- One Day**  
By Dental BootKamp's Lead Coach Suzanne Black  
November 5th • Phoenix AZ

# 2

**Managing the Maze Of Occlusion Michael Melkers**  
Hands- On • Brea, CA • Feb. 4, 5, 2005

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Sell it!!

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## PRACTICES FOR SALE — November, 2004

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

**SAN DIEGO—LA JOLLA**—JUST LISTED!! **GENERAL** Practice established in 1980. 4 fully-equipped Operatories in approximately 1200 sq.ft.. Situated in attractive and well-known Professional Bldg. Outstanding Location. Owner retiring due to disability. Offered for 340K!

**SAN DIEGO—OCEANSIDE**—JUST LISTED!! 18 year established **GENERAL** Practice with excellent visibility. 2 blocks from freeway 5. Six spacious and fully-equipped Ops in approx. 2400 sq.ft. Approx 40% Cash, 30% Insurance, 20% Healthy Families, 10% DentiCal. 260K.

**SAN DIEGO—EL CAJON**—NEW LISTING!! Dentist retiring from 40 year established **GENERAL** Practice. 5 equipped Ops. (1 additional plumbed) in approx. 1350 sq.ft. Freestanding Building in shopping center. Approx. 70% FFS/30%DentiCal. Offered at only 175K

**SAN DIEGO—NORTH PARK**—Long-established **GENERAL** Practice situated at very busy intersection with outstanding office signage! Seller owns building. Equipment approx. 7 yrs old. Very clean and professional office with 4 equipped Ops—7 yr old equipment. 2003 collections 492K. Offered for sale at only 365K!! **BUILDING ALSO FOR SALE**

**SAN DIEGO—ESCONDIDO**—**GENERAL** Practice with 30+ years of **GOODWILL**. Owner practices 1 day/wk and has associate 2 days/wk. 4 equipped Ops with room for 2 more. Approx. 85% PPO. Practice offered for 100K! \*\*\*\*\***BUILDING ALSO FOR SALE: 1312 SQ.FT. ON LARGE LOT.** Within blocks of Hospital. 10+ parking spaces on property. Rare Opportunity available for 410K.

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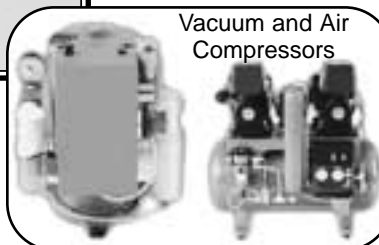
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### BAY AREA

**#B-157 CONCORD** - GP Long Estab. Coll'd \$245K in '02. 2 ops, plumbed for 3rd. Centrally Located! **FP \$160K**

**REDUCED!!! #C-171 FAIRFIELD** - GP in shopping center office is "like new" w/ 3 fully equipped ops, room for add op. Mostly ins/cash pts. Collected \$280K in '02 on 2-day work week! **Steal at \$150K!**

**#C-208 SANTA ROSA** - Great Location, Previous Collections avgs \$550K. **FP \$250K**

**#C-234 MARIN COUNTY** - GP, Long Estab. practice. Modern equipped 4 op office. Insured/Cash patients only. Prime location. **FP \$435K**

**#D-250 CUPERTINO** - Turn-key facility off Stevens Creek, less than two years old! Great location! Great Build Outs! Won't last! **Call for Details.**

**NEW #D-217 MONTEREY** - GP Long estab. practice. Prime location. Collections of \$954K in '03. Fully equipped 4 op office. Insured/cash pts only. Seller refers out most specialties. **Call for Details!**

### NORTHERN CALIFORNIA

**#E-122 YOLO COUNTY** - Long Estab. GP. Coll'd \$760K in '03. Ins/cash only. 2,100 sf w/5 ops, plumbed for 1 more. **FP \$460K**

**#E-183 EL DORADO HILLS** - GP with emphasis on cosmetic dentistry. Seller is pursuing other interests. Fee-for-Service, 900 sf 4 op ofc doctor avgs 14 pts per day w/30 new/mo. **Call for Details!**

**#E-236 SACRAMENTO** - GP Long estab. Modern equipped 6 op office w/ approx 300 sf. Insured/cash pts only. Collections of \$822K in '03. **FP \$450K**

**#E-251 SACRAMENTO** - GP Estab. practice. Prime location near Country Club shopping center. 1600 sq ft office, w/2 fully equipped ops, plumbed for additional. **Call for Details!**

**#E-258 SACRAMENTO** - GP, Long Estab. Seller retiring. Collections of \$281K in '03. Insured/cash pts only. Fully equipped 3 ops, plumbed for 4th op. Seller refers but most specialties. **Call For Details!**

**#E-259 ROSEVILLE** - GP, Long Estab. practice, Seller retiring. 2000 sq ft office, w/10 ops Coll'd \$146K in '03 on limited schedule. **FP \$75K**

**NEW E-267 WOODLAND** - GP with Collections of \$472K in '03. Modern equipped 4 op office, plumbed for additional op. Priced to sell! **FP \$250K**

**NEW #E-265 SACRAMENTO** - Long Estab. practice 4 ops, approx 18 new pts/month Coll'd \$550K in '03. **Call for Details!**

**REDUCED #F-149 MENDICINO COAST** - Great opportunity for dentist who would like to own their own bldg in beautiful beach community. **Call for Details!**

**#G-198 NORTH CHICO AREA** - GP, long Estab practice. Mostly ins/cash pts. Fully equipped 2 op. ofc, plumbed for 3rd op. Excellent opportunity for recent grad seeking a starter practice. **FP \$75K**

**#G-230 OROVILLE** - GP, Long Estab. practice. SELLER retiring Coll'd \$289k in '03. Seller refers out all specialties. 3 op office w/all new dental chairs. Seller wns office bldg, may consider selling. **FP \$185K**

**G-238 CHICO** - GP Long Estab. practice coll'd \$509K in '03. Modern equipped 3 op office. Mostly insured/cash pts w/10-20 new pts/mo. Practice is located in a busy, easily accessible main thoroughfare. **FP \$315K**. Seller owns Office Bldg, possible sale \$425K.

**#H-210 MOTHERLODE** - GP Long Estab. practice. Coll'd \$332K in '02. Low overhead office, netting approx 50% of collections. Modern 3 op ofc **FP \$220K**

### NORTHERN CAL CONT.

**REDUCED!! #H-224 NORTH HIGH SIERRA** - Long Established GP. 1400 sq ft office with 3 fully equipped office. Insured/Cash pts only. Coll'd \$314K in '03. Office bldg avail w/purchase of practice. **FP \$200K**

**#H-229 GRASS VALLEY** - Long Estab. Retiring GP. Great Opportunity! Seller wants to pass the torch onto new dentist in the fashion it was so amiably passed to him. **Call for Details!**

**NEW #H-253 PENN VALLEY** - GP in Awesome growing community. Office is adjacent to Lake Wildwood. 3 Fully equipped ops, 1000 sq ft office with beautiful leaseholds and never equipment. Great start-up or satellite office. **Call for Details.**

### CENTRAL CALIFORNIA

**#I-200 STOCKTON** - GP Managed Care Practice. Modern 1900 sq ft office with 7 fully equipped ops. Avgs 175 new pts/mo. **Call for Details**

**#I-249 STOCKTON** - GP Estab practice. 2 ops **Call for Details!**

**#I-188 TAFT** - GP 1400 sq ft, 4 op office, Dr. avgs 10 pts/day. Seller will entertain all reasonable offers on this quality practice. Real Estate is also avail w/400 sq ft Rental Space. **Call for Details!**

**#I-246 FRESNO AREA** - GP Collections of \$522k in '03. 5 fully equipped ops, w/all the latest technology. Patient base is a mixture of insured, private pay and Denti-Cal. **FP \$340K Call for Details!**

**#I-252 CLOVIS** - GP Prime retail center location. Modern equipped 6 op ofc. Growing practice w/ collections projected @ 775K for '04. Mixed pt base of insured/cash/managed care. **FP \$500K**

**#I-264 STOCKTON** - Long-established GP, quality practice in the desirable March Lane neighborhood of this family-oriented community. Dr. avgs 10 pts/day and with approx 10 new pts/month. 1214 sq ft, 3 op office is conveniently located in a highly visible, single-story Med/Dental Bldg. **Call for Details!**

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

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

### SOUTHERN CALIFORNIA

**#K-260 CORONADO CAYS** - GP, 5 op office mostly PPO practice. Good active pt, 50+ new pts/month. Dentrux. This wont last long! **Call for Details!!**

### ARIZONA

**REDUCED #Az-202 PHOENIX** - Centrally located in a well-known Med/Dental bldg near Metro Center, 5 op "turn key" facility that would cost nearly twice our asking price to duplicate. **Call for details! ONLY \$95K**

**#Az-203 TUCSON** - Long Estab quality practice with 1,500 sf bldg in desirable East/Central Tucson. Seller retiring. Gross approx \$300K on 12-18 hrs per week. **Practice and Facility FP \$450K**

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

**#Az-254 PHOENIX, AZ** - GP, 4 op practice w/ 1,353 sq. ft, with room for expansion into adjacent 1,000 sq. ft space. Large, stable patient base and seasoned staff. **Projected Gross in \$800K range.**

### ARIZONA CONT.

**#Az-255 N. SCOTTSDALE, AZ** - GP 5 op office. State-of-the-art equipment in a highly desirable neighborhood. Practice is generating. 30 New Patients per month in a 7-month scratch-start! **Call for Details!**

**# Az-247 CENTRAL ARIZONA** - Long Estab. practice. Great Cash Flow! **Call for details!**

### NEVADA

**REDUCED!! #R-128 RENO** - Long Estab. Fee-for-service GP. 5 ops office near hospital. Coll'd over \$600K in 2001, FP is only 50% of Gross! **FP \$175K**

**#R-142 - RENO** - Long Estab. GP. Seller retiring. 1,540 sf w/5 equipped ops, ofc is centrally located. Coll'd \$373K in 2002. Ins/cash pts. **Call for Details!**

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

**#LV-239 HENDERSON** - Well Estab. fee for service practice Whitney Oaks area of Henderson. 5 ops w/ private office in great location. Collections in the high \$700K's to low \$800K's. **Great value at \$475K.**

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

**#LV-242 LAS VEGAS** - Beautiful new office in busy business complex. Great growing location near Rainbow and 95. 6 Fully equipped ops - 3 operative and 3 Hygiene. **FP ONLY \$330K!!**

**#LV-243 LAS VEGAS** - Dr. owns this newer (6 yr old) free standing bldg near a busy intersection in the growing north part of Las Vegas. 3700 sf & 8 ops of excellence. **Call for Details!**

**#LV-248 LAS VEGAS** - GP, Estab 4 years, Seller is retiring. Dr avgs 20 pts w/ 10 Hyg pts per day & approx 80 new pts/month. 1,950 ft, w/5 ops. **FP \$635K**

**#LV-261 LAS VEGAS** - GP nice 4 op office in excellent location. **Call for Details!**

**#LV-262 LAS VEGAS** - Turn Key Facility, 2000 sq ft Pride Institute designed office. **Call for Details!!**

**#LV-263 LAS VEGAS** - Long Estab. 6 op practice. Beautiful 3000 sf office. **Call for Details!**

**NEW #LV-266 LAS VEGAS** - Turn Key facility with state of the art equipment. Would cost twice as much to duplicate. Stunning office with beautiful decor. **Call for Details!**

### HAWAII

**#HI-257 MAUI** - GP Beautifully decorated, beautiful views. One of the only dentists between Lahaina and Kapalua. On high traffic corner lot in professional bldg. Gross over \$650K on relaxed schedule. **Call for Details!**

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**#E-220 SACRAMENTO AREA** - Ortho, highly desirable foothills location. Visible location. Growing practice with great reputation. Collects in 450k range on short week. **Call for Details!**

**REDUCED #A-222 BAY AREA/MID PENINSULA** - Ortho, awesome practice! 3 op office, plumbed for 1 additional. Grossed over 200k on 2 day wrk wk. **\$150K**

**REDUCED #D-227 SOUTH BAY** - Ortho, Estab. Dr. avgs 20 pts/day w/avg of 8 new/month. Located in Prof. Med/Dental Bldg. **Priced to Sell \$195K**

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

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**LOS ANGELES COUNTY ENDODONTIC PRACTICE FOR SALE** Long established endodontic practice with average gross collections over \$550,000 per year very consistently with a net income of over \$350,000/year. 3 equipped operatories with fourth plumbed but not equipped in a one-story professional building. Solid referral base averages over 60 new patients per month. Motivated seller. Asking price is \$325,000. Call Kurt Skarin at 818-991-6552; 1-800-SKARIN #1 for more information.

**#G-230 OROVILLE** GP, Long Estab. practice. SELLER retiring Coll'd \$289k in '03. Seller refers out all specialties. 3 op office w/all new dental chairs and units. Seller owns office bldg, may consider sell or rent. FP \$185K Western Practice Sales 800-641-4179.

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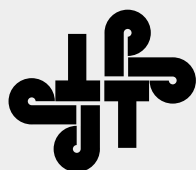
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**LOS ANGELES:** For Sale - Looking for a great start up practice or satellite on Wilshire. This 4 op office is only 3 1/2 years old. All leaseholds, dental equipment and office furniture were purchased new upon opening. Owner is moving out of the area for personal reasons and desires to sell immediately. Includes 600 plus charts. Total cost is only 200K.

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**SAN MATEO COUNTY:** For Sale - 2002 GP 374K with 358K adjusted net income - Doctor is retiring after 33 years in same location. Intraoral camera, digital x-rays and lasers in this upscale restorative practice.

**CARSON CITY, NEVADA:** For Sale - This practice is has gross receipts of over 1 million a year with a 50% overhead. Owner would like associate to join him and transition into ownership equity position. Area is experiencing high growth. Office is an attractive free standing building located in a very desirable area on a main through-fare.

**SAN MATEO COUNTY:** This is long established practice with Net Receipts 850K and 369K Adjusted Net income. At 57% overhead, this office provides an excellent rate of return. Owner will be staying and transitioning into retirement. Large facility with room for expansion.

**SACRAMENTO:** For Sale - This practice located in the Land Park Area. Net Receipts of 619K in 2003 and adjusted net income of 334K. This fee for service practice is well established. Owner would like to continue working two days a week. Patient base is large enough to accommodate this type of transition.

**SACRAMENTO:** For Sale - 2003 Gross Receipts were 300K. Doctor is retiring after 44 years, 30 years in the same location. There are 4 operatories. Equipment is only 2 years old. Office is centrally located.

**SANTA ROSA:** For Sale - 2003 Gross Receipts were 241K. There are 3 operatories, 2 are equipt. Doctor is retiring after 25 years in same location. Excellent potential. Ideal for new dentist or satellite practice.

**SANTA ROSA:** For Sale - 2003 Gross Receipts were 472K. It's present owner who is now retiring established this practice in 1958. Excellent location. Six days of hygiene. Practice open 4 days a week.

**SACRAMENTO:** For Sale - If you thought there were not any high quality practices available in the North Sacramento Area, think again. This fee for service practice had over 900K in Gross Receipts in 2003. There are 6 treatment rooms in a freestanding highly visible dental building. Doctors are retiring after 40 years of practice.

**CORCORAN:** For Sale - Average Adjusted Income \$117K, 2003 GR were 288K. 3 treatment rooms. 2 days of hygiene. Doctor works approximately 33 hours per week.

**SAN JOSE:** For Sale: 2003 Gross Receipts were 857K. Practice has been in same location for 26 years. Dr. is retiring. This is a conscious sedation, cosmetic and restorative practice. There are four operatories and 6 days of hygiene. Practice is located on main thoroughfare with high visibility.

**DALY CITY:** For Sale (Patient base only) Doctor is retiring and unable to renew lease. Dr. has practiced in same location for over 38 years. 450 active patients. Call for details. *Active patients defined as number of individual patients seen over the last two years.*

**UPCOMING PRACTICES:** These practices have not completed their valuations as of print date but may be available before the next publication: Saratoga, Sacramento, Bakersfield, Ventura, Balboa, Orange, 3 practices in Northern California Sierra Foothills.

### Contact: Corporate Broker

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**OXNARD STARTER PRACTICE FOR SALE** Gross collections of \$200,000/year on three days per week with net income of 50%. Four operatories in small professional building on a busy street. Seller does no marketing. Predominantly Hispanic patients. Some capitation and about 25% Denti-Cal. Excellent potential for growth through availability and marketing. Asking \$120,000. Motivated Seller. Call Kurt Skarin at 818-991-6552; 805-373-5585 or 1-800-SKARIN #1 with any questions.



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**BEVERLY HILLS COSMETIC PRACTICE FOR SALE** Located in the  
Golden Triangle of Beverly Hills, this long established fee-  
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average of 3 1/2 days per week. 5 equipped operator-  
ies with 2 additional plumbed but not equipped. Two and  
one-half days of hygiene per week. Higher end patient  
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Asking price is \$600,000.00. For all of the details call  
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**LOS ANGELES COUNTY ENDODONTIC PRACTICE FOR SALE** – Long established endodontic practice with average gross collections over \$550,000 per year very consistently with a net income of over \$350,000/year. 3 equipped operatories with fourth plumbed but not equipped in a one-story professional building. Solid referral base averages over 60 new patients per month. Motivated seller. Asking price is \$325,000.

**MORENO VALLEY EQUIPMENT AND LEASEHOLDS FOR SALE** – Three operator office in a professional building with 1,200 square feet has one fully equipped operator and two partially equipped operatories. Good opportunity for someone to get started in practice with a low overhead and minimal debt. Asking \$55,000.

**MARINA DEL REY GENERAL PRACTICE FOR SALE** – Outstanding facility in a professional building with marina views from every operator. Six operatories of new equipment including flat screen chair mounted monitors. 2 days/week of hygiene. Collects over \$600,000/year on 2 days/week with no welfare and no capitation. Unique opportunity for growth. Motivated seller. Asking price is \$450,000.00.

**BEVERLY HILLS COSMETIC PRACTICE FOR SALE** – Located in the Golden Triangle of Beverly Hills, this long established fee-for-service practice grossed \$688,000 in 2003 on an average of 3 1/2 days per week. 5 equipped operatories with 2 additional plumbed but not equipped. Two and one-half days of hygiene per week. Higher end patient base. Seller is willing to stay for a smooth transition. Asking price is \$600,000.00.

**OXNARD STARTER PRACTICE FOR SALE** – Gross collections of \$200,000/year on three days per week with net income of 50%. Four operatories in small professional building on a busy street. Seller does no marketing. Predominantly Hispanic patients. Some capitation and about 25% Denti-Cal. Excellent potential for growth through availability and marketing. Asking \$120,000. Motivated Seller.

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**LOMITA FEE FOR SERVICE GENERAL PRACTICE FOR SALE** – Established in 1966, this fee for service practice collects \$525,000-550,000/year on three days per week. Seller refers out all endo, all perio and most surgery. No Denti-Cal, no cap, no PPO's. 3 1/2 + days per week of hygiene. 4 ops in a free standing building. Seller will stay 5-6 days per month for transition. Asking \$400,000.

**CANOGA PARK MALL PRACTICE FOR SALE** – 12 operator facility with newer design, leasehold improvements and equipment. Gross collections have been \$1,000,000 per year. Practice is predominantly children and approximately 47% Denti-Cal. Absentee situation with significant potential to improve the gross with an owner/operator. Asking \$800,000.

**SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE** – Five operator practice in a smaller professional/retail building. Collects an average of \$650,000 per year with no welfare or capitation. One day per week of hygiene. Good quality, fee for service practice with upside potential.

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**VENTURA GENERAL PRACTICE FOR SALE** – Established general practice with gross collections of \$750,000+ per year on four day week. Five equipped operatories with two additional operatories plumbed but not equipped. No Denti-Cal and less than five percent capitation. Good net income with potential to be run absentee.

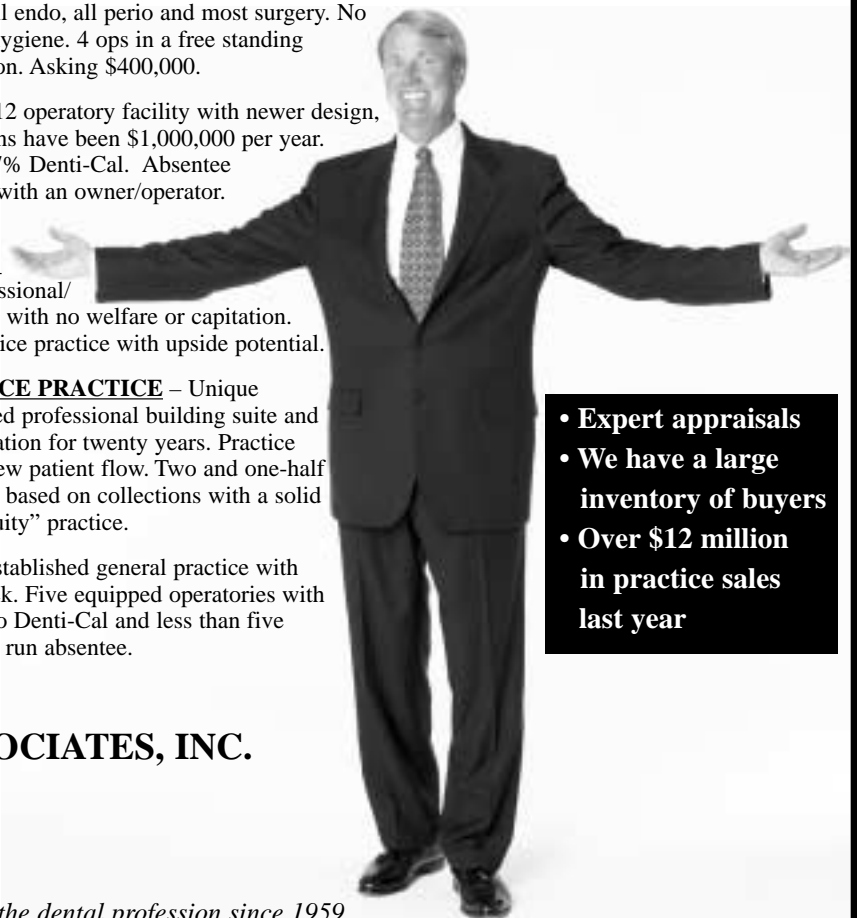


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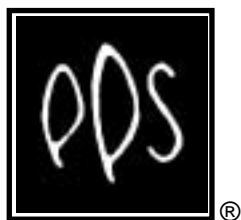
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**5844 SOUTH LAKE TAHOE**—Excellent opportunity to practice in Alpine Wonderland. Collections for 12-months ended 6/30/04 totaled \$275,000 on reduced schedule. Collections as recently as 2002 were \$440,000. 1,000 sq.ft. 4-Op suite rents for \$1,500/month. Full price \$99,000. For full particulars [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**5847 SAN FRANCISCO'S STONESTOWN GALLERIA CENTER**—Extremely rare opportunity to practice in desirable locale. Collections in 2002 and 2003 were \$490,000+/year. Collections first 6-months of 2004 totaled \$220,000 with Owner out January. 4-Op suite with \$160,000 invested. Full price \$300,000. For full particulars [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**5848 SAN JOSE'S ALMADEN VALLEY**—Currently averaging 10+ new patients/month and works 4-day schedule with 4+ weeks off/year. Collections in 2003 totaled \$350,000 on net production of \$372,000. 4-Op suite enjoys "below market" rent. Full price \$260,000. For full particulars [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).



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## **5849 SOUTHERN SANTA CLARA COUNTY'S GILROY**

—As you give careful thought as to where you might acquire that right practice, wouldn't it be great to find an opportunity located in a community staring right in the face of "The Path of Growth"? Well, this offering just happens to be in such a location. This practice represents a nice foundation for the Successor to establish rewarding career. On 4-day schedule with 2-days of Hygiene, this practice produced \$575,000 and collected \$530,000 in 2003 with very strong profits. Housed in a spacious 5-Op suite. For full particulars [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**5851 WEST SACRAMENTO**—If you thought you knew West Sacramento, you should see it now. Area is going through considerable development with practice sandwiched between hundreds of new homes (completed and under construction), with many being very high end. Collected \$615,000 in 2003 with Profits of \$230,000. Collections for 6-months ended 6/30/04 totaled \$309,000 with Profits of \$135,000. Beautiful 4-op office is centrally located in drive-up retail location. For full particulars [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**5852 MODESTO**—Located in the growing northeast area, this opportunity represents a solid foundation for Successor. Practice is tracking collections of \$400,000 this year with Owner finally devoting more attention here. (2003's collections were \$315,000). Great signage and just one complex removed from one of Modesto's busiest intersections. (Target is on the adjacent lot). Extremely attractive 4-Op office with intraoral camera, Panelipse, digital radiography and Dentrix 9.0 software. Great middle to upper-class patients. Learn more at [www.PPPSsellsDDS.com](http://www.PPPSsellsDDS.com).

**5853 CALIFORNIA'S PLUMAS COUNTY**—This busy Northern Sierra practice is located in the growing community of Portola and is only minutes away from the golfing paradise of Graeagle. Great fishing and outdoor activities abound, with Reno only 49-miles away. This well established practice will again collect \$600,000+ this year on 4-day week. Practice averages 25 new patients/month with payer mix being 50% cash, 25% Indemnity and 25% Delta Dental. 2,000+ active patients. 4-op, 1,500 sq. ft. office enjoys best location in town and rents for \$1,400/month. Great lifestyle purchase. Build your dream home in beautiful country environment.

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