

# THE Dental Trader

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So. Calif. Edition

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## "Happy Thanksgiving"

### FRESNO COUNTY

**CENTRAL VALLEY/So. FRESNO CTY** - (3) op comput. G.P. w newer refurb Belmont eqt, digital x-rays, & Dentrux s/w. In a town of 17,000 w very ltd. competition. Built out in mid 2009. Already collects \$10K+/mos on a ltd. sch. Cash/Ins/PPO. No HMOs or Denti-Cal. Town is loaded w cash & PPO pts who work @ the prisons & hospital. This is a gold mine for the right full time Buyer. Seller's plans have changed. **[NEW]**

### KERN COUNTY

**BAKERSFIELD #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]**

**BAKERSFIELD #23** - (12) op comput. G.P. Prime retail ctr. w excellent exposure/visibility & signage. Cash/Ins/PPO pt. base. Gross Collect. \$2.0M+/yr. Digital X-rays & Pano, paperless office, fully networked, & efficient modern design. Excellent advertising campaign in place with tons of new pts. Excellent long term experienced staff in place to assure Buyer's success. Will also consider a 50% Partnership. **[NEW]**

**BAKERSFIELD #24** - (4) op comput. G.P. located in a strip center w exposure/visibility & signage. (2) ops eqt'd w newer eqt., (2) add. plumbed ops. Cash/Ins/PPO pt. base. Gross Collect \$200K+/yr on (3) - (4) days/wk. Low rent. Seller retiring, but will assist w transition. **[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 600+ active pts. Seller retiring but will assist in the transition. **[NEW]**

**GLENDALE #2** - (5) op state of the art, comput. G.P. (4) ops eqt'd, 5th plumbed. Dentrux s/w, networked ops, intra oral camera system & digital x-rays. Prof. designed & decorated. Street level location in a two story free stand. bldg on a major blvd. Bldg has excel. signage & ample & free parking in rear. Additional space included in rear of office for expansion. Cash/Ins/PPO & small % of kids Denti-Cal. 2010 projected Gross Collections of \$500,000+. **[NEW]**

**NORTH L.A. CTY** - (5) op comput. G.P. located in a shop. ctr. w excellent exposure/visibility & signage. Great parking! Limited competition! Annual Gross Collections in the range of \$800K+ to \$975K+. Cash/Ins/PPO/HMO & very small amount of Denti-Cal. Mos Cap checks \$5K+. Seller retiring. **[NEW]**

**NORTHRIDGE** - (4) op comput. G.P. located in a smaller prof. bldg. on a heavily traveled main blvd. Bldg. is easily accessible & has ample free parking in rear. Cash/Ins/PPO pt. base. (17) years of Goodwill. 2010 Gross Collect projected at \$440K+. Selling due to health. Seller will assist w transition. **[NEW]**

**TEMPLE CITY** - (3) op turnkey office for sale. Located in a strip center w exposure/visibility & signage. (4) year old eqt. Location has been a dental office for 13+ years. Many walk-ins. Previous successful DDS @ this location bought a bldg. **[NEW]**

**WEST HILLS** - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Projected Gross Collect \$360K+ on a part time schedule. Digital x-rays & Dentrux s/w. Newer leaseholds. Seller retiring but will transition. **[NEW]**

**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.**

### RIVERSIDE COUNTY

**LAKE ELSINORE** - pride of ownership, state of the art (4) op comput. G.P. located in a shop. ctr w exposure, visibility & signage. (3) ops eqt'd w nearly new Belmont eqt, 4th op is plumbed. Networked ops, digital x-rays & a Quick Vision Imaging System. Cash/Ins/PPO & HMO pt. w mos. CAP of \$1.2K. Approx (20) new pts/mos. 2010 Projected Gross Collect of \$300K p.t. **[NEW]**

**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. **[SOLD]**

### ORANGE COUNTY

**ANAHEIM #1** - (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. **REDUCED.**

**ANAHEIM #2** - (4) op computerized G.P. and free standing building. Located on a major blvd. with heavy traffic. Excellent exposure/visibility/parking. Cash/Ins/PPO/Kids Denti-Cal patient base. New equipment. Dentrux s/w & intra oral camera. Digital ready. 2010 Projected Gross Collections \$240K+ on a 3.5 day week. **[NEW]**

### 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]**

### VENTURA COUNTY

**WESTLAKE VILLAGE #2** - (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+. **[SOLD]**

**WESTLAKE VILLAGE #3** - Well maintained (4) op comput. G.P. located in a smaller prof. bldg. w ample free parking. (3) ops eqt'd/4th plumbed. Newer eqt. digital x-ray, eye illumination system & central nitrous. (47) yrs of Goodwill. Cash/Ins/PPO & Smile Saver pt. base. 2009 Gross Collect \$200K+ p.t. Seller retiring but will assist w transition. **[PENDING]**

**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. Dentrux software and Pano equipped. Averaging 20-25 new patients per month. Annual Gross Collections \$400K+. **REDUCED.**

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**SAN DIEGO–CLAIREMONT Area** – Situated in strip center in a heavily populated residential community. This **GENERAL** Practice has 3 equipped Ops, and Digital PA and Pan X-Rays. Owner desires quick sale and practice is priced accordingly!!

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7. Do you know options to reduce needless liability in practice/lease/employment/contracts?
8. Is your practice Dental Board compliant?
9. Do you have a Will/Living Trust?

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**North Hollywood** - Equipment & Leaseholds w/charts! Long-estab practice in busy shopping center. 3 ops + x-ray room. Visibility; walkins; pole sign. Priced under \$200k

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**Northridge** – Equipment and leasehold only. Fully designed dental office with 3 ops fully equipped. A very inexpensive way to establish your practice.

**Reseda** - Turnkey practice opportunity. 9 ops fully equipped. Hundreds of thousands spent on equipmt & leaseholds. Free standing/single user building. Busy intersection.

**Reseda** - Selected PPO's accepted in this 100% private practice with over 35 years of goodwill. 3 hygiene days/wk. Revenues between \$35-42/mo on part-time schedule.

**Santa Clarita area** - Work where you live with this 8 year practice with modern equipment/leaseholds and clean look. Shopping center with sign and ample parking.

**Sunland** - 1st floor private practice with over 25 yrs of goodwill. 4 ops. Busy office. Some ortho revenues. Income over \$40k/mo on part-time schedule. Clean.

**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.

### *Ventura/Santa Barbara & San Luis Obispo Counties*

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**Simi Valley** - This one has it all! Location, sign, modern equipment, computerized, monthly revenues exceed \$40k/mo. Revenues ready to explode. Call now.

**Oxnard (upcoming)** - Call us now and get your name on the list before this one sells! 1st floor...5 ops...Revenues \$50k/mo...6 ops...busy. Ideal for absentee owner.

**San Luis Obispo (upcoming)** – Private only practice. 25+ yrs of goodwill. Active hygiene program. Revenues exceed \$35k/mo. Seller transition available.

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# Practice Sales & Appraisals

## *Los Angeles & Surrounding Areas*

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**Hawthorne** – Free standing building...Super large pole sign...Practice established over 25 years...One of THE busiest streets in LA County. 4ops + room for growth.

**Huntington Park** - High revenues! Large upside! Low overhead!! Near Florence & Pacific. With revenues of \$700k/yr on p.t. sched. Ready to be Crazy busy? Call now!

**Inglewood** – Private practice w/1st floor location. Ideal for absentee owner. Revenues of \$35k/mo on part-time schedule. Low cost....low overhead.

**Los Angeles/Inglewood border**– Long-estab private practice w/ 25+ yrs of goodwill. 1st floor location. Revenues \$35k+/mo. on part-time schedule. Seller motivated.

**Los Angeles** – Near LAX. Visible 1st floor location. Growing practice with revenues of \$25k/mo on part-time sched. Priced for immediate sale.

**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.

**Los Angeles (West)** – Private practice of 30+ years. On major thoroughfare. 3 modern equipped ops; revenues of \$40k/mo part-time. Transition available.

**West Covina** - 1st floor location. Very neat office w/3 ops. Equipment & leaseholds for complete turnkey opportunity. Excellent for first time owner.

## *Orange County & Surrounding Areas*

**Brea** - Leaseholds only. 3 ops plus room to expand. Nice design. Low cost long-term lease available. Priced for immediate sale.

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**Mission Viejo (upcoming)** - 35+ yrs of goodwill. Private only patients. 3 hygiene days/week. 4 equipped ops. Low rent rate. Seller retiring. Call now!

## *San Diego & Surrounding Areas*

**Carlsbad/ Escondido area (upcoming)** - Call us now if ready to step up!

**Temecula** – Must see. Revenues exceed \$65k/month. 15+ yrs of Goodwill. Thousands spent on Tenant Improvements; State-of-the-Art Office & Equipment. Shopping center.



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**SANTA MONICA:** Long established, Seller Retiring. 2 miles from the Beach! Asking \$300,000.

**RIVERSIDE:** Approximately 1,800 sq. ft. with 4 ops. Near 91 FWY. Asking \$360,000.

**ORAL SURGERY, SOUTH ORANGE COUNTY:** Long established practice in a great area!! Asking \$165,000.

**FOUNTAIN VALLEY:** Doctor retiring after 40 years. Very active area with few dentists! Asking \$535,000.

**ENDO, S. ORANGE COUNTY:** Long established, great location near ocean. 3 ops. Grossed about \$890,000 in 2009! Asking \$550,000.

**LONG BEACH, PERIO:** Seller retiring! Low lease rate. Asking \$135,000.

**29 PALMS/YUCCA VALLEY:** Two practices. Asking \$795,000.

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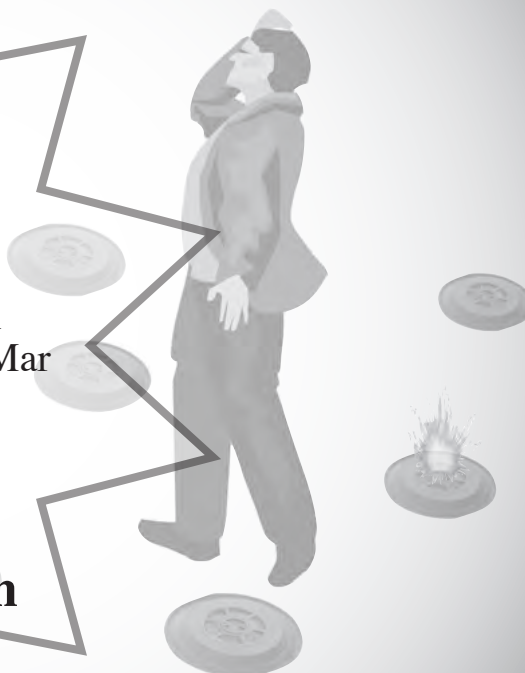
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### Ladera Ranch

**Start-up General Practice** - - Dr. started from scratch 2 years ago and needs to sell -beautiful 3 operatories in 1200 sq ft - digital x-rays and computer monitors in each operator - very few patients but they will be included in sale along with one employee - office cost over \$300,000 two years ago - no reasonable offer will be declined - first come, first serve.

### Downtown Los Angeles

**General practice** - 8 operatories - insurance, PPO and approx. \$1,100/mo in Capitation checks - grosses over \$600,000/yr - almost completely absentee owner (owner works 1 day/week)- orthodontist and pedodontist each work 3 days /month.

### Orange

**General Practice** -in strip center - 3 operatories + 1 equipped - cash, insurance, & PPO's - 2 1/2 years old- great starter practice or place to relocate your practice - Dr. selling for personal reasons is your gain.

### Santa Ana

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

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**PRACTICE FOR SALE** #3248 - Small town near Palmdale - GP Est. 15 yrs. Previous Seller Grossed \$800k in hi identity shopping ctr. Gorgeous office. 5 Ops. Nicely appointed PPS previously sold at \$550k. Seller turned down offer. Patients highly educated and salaried. This practice is available now @ \$250k. A fantastic buy. Expect \$500k 1st year. Call PPS (714) 832-0230.

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**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Canoga Park, Century City, Cerritos, Hesperia, Lakewood, La Mesa, Los Angeles, Moreno Valley, Monterey Park, San Clemente, San Diego, Santa Monica, Torrance and Valencia. Call Lee Skarin and Associates at 805-777-7707, 818-991-6552 or 1-800-SKARIN #1.

**LAKEWOOD CERRITOS DENTAL PRACTICE FOR SALE:** Two locations; one in a free standing building, which can be purchased or leased, and one in a large shopping center with excellent visibility. Each office has 25 equipped operatories. Practice has \$53,000 per month in capitation. 2009 collections were \$5,464,469 and 2008 collections were \$5,356,830. This practice requires an experienced buyer with significant management experience and a strong financial background. Asking \$2,000,000.

**MORENO VALLEY 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 evenings, no weekends, and minimal advertising. This is a great family community and an outstanding opportunity for a quality practitioner. Asking \$1,500,000 for the practice. Real estate is also available for purchase or lease. Available now!

**SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE:** Prime Wilshire Blvd. location with seven equipped operatories including Cerec unit, Global microscope, digital x-ray machines, and full computerization with Dentrrix software. Collections in 2009 were \$1,311,677 and in 2008 were \$1,326,108 with a net income in excess of \$450,000 each year. No advertising, no plans. Nine and one-half days of hygiene per week. Most oral surgery and perio and half of the endo is referred to specialists. Asking \$1,025,000.

**TORRANCE GENERAL PRACTICE FOR SALE:** This practice is located in a shopping center with excellent visibility and a high traffic count. Seller is retiring after 35 years of practice. Three equipped operatories. Practice collects \$180,000 per year with no Denti-Cal, no HMO, no advertising and no evenings. The practice cost more to build and equip than the asking price when it was moved to the current location in 1991. Motivated. Asking \$130,000.

**MONTEREY PARK GENERAL PRACTICE FOR SALE:** Established in 1977, this practice is a fee for service practice that consistently collects \$200,000 per year on three days per week. No Denti-Cal, no HMO, and no advertising. Three operatories of older equipment in a one-story professional building with very good visibility and signage. High net income percentage. Seller refers all endo, all perio surgery, most oral surgery, some pedo and all ortho. Good starter practice or satellite office. Retiring. Asking \$130,000.00 – **MAKE OFFER!!!**

**CANOGA PARK GENERAL PRACTICE FOR SALE:** This is an excellent starter practice that is located in small, one-story professional building on a busy street with good signage and visibility. The practice has two equipped operatories with one additional operator that is plumbed, but not equipped. Computer networked. Attractive office. Practice has \$4-5,000 per month in capitation and accepts all insurances. Owner works three days per week with no evenings or weekends. Seller refers all endo, all perio surgery, all third molars and all ortho. Good lease. Seller is motivated and must retire. Asking \$150,000.

**BEVERLY HILLS ADJACENT MANAGED CARE PRACTICE FOR SALE:** Practice is located in a professional building and has four equipped operatories plus two additional operatories that are plumbed but not equipped. The practice collected \$570,000 in 2009 and is averaging over \$50,000/month in 2010 on three days per week with a net income of \$280,000 in 2009 and a monthly net income of \$27,000/month in 2010. The Seller does not work in the practice at all. Easy transition. Asking \$465,000. – **SOLD AT ABOVE FULL PRICE**

**SAN DIEGO GENERAL PRACTICE FOR SALE:** Prominently located in a prime location in a major shopping center, this practice averages 44 new patients per month with minimal advertising. The office has four fully equipped operatories with digital x-rays and full computerization. Collections are over \$725,000 per year with no capitation. The net income averages over \$300,000 per year. The office is open five days per week with four full days of hygiene per week. Asking \$625,000.

**SAN CLEMENTE PRACTICE AND REAL ESTATE FOR SALE:** Free standing dental building with rental apartment unit within walking distance to the beach. Three equipped operatories with newer equipment. Long established fee for service practice collects \$170,000 per year with no marketing, no capitation, no Denti-Cal, no evenings and no weekends. Seller works a short three days per week with a high net income due to building ownership. Practice with real estate is available for \$750,000.

**VALENCIA PRACTICE FOR SALE:** Located in a retail center, this practice collects \$395,000 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.

**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 and \$265,000 for the first six months of 2010. The net income was \$192,000 in 2009 and \$120,000 for the first six months of 2010. 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 \$295,000.



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As with the housing market, the more desirable practices will stabilize in value sooner than those that are deemed to be less desirable. We have already seen market stabilization for dental practices in most communities and even a few that have spiked above last year's statistical average for the area suggesting that for the right practice within that community some will pay even more. However, as in real estate, timing is everything! The market rewards those that recognize the opportunity and seize it. (The timid may inherit the earth, but the opportunistic will own it in the meantime.)

A multitude of factors other than pure value indicate that buying a practice now is the right move. Attractive financing for practices is still available. The government has always favored small business and new legislation is set to take effect that will take small business benefits to a new level. There are also significant tax incentives associated with the purchase of a dental practice this year. Why not keep more of your income rather than pay it in taxes? Tax benefits are one of the primary economic reasons to own your own practice. Additionally, with the purchase of a dental practice, 100% of the purchase price can be either depreciated or amortized to reduce your income tax burden.

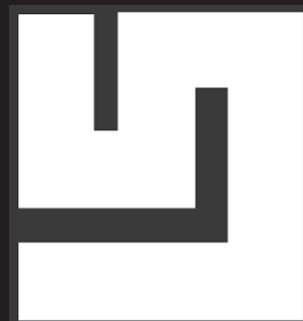
The market is stable. The financing is available. The tax benefits are significant and if you act now you can get the benefit this year! Carpe diem!

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Listing Price: \$1,250,000

Operatories: 8

Sq.ft: Approx. 2,500

2009 Gross: \$1,580,639

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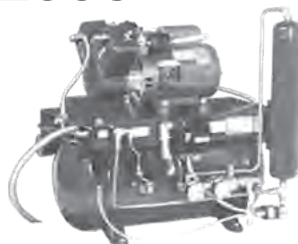
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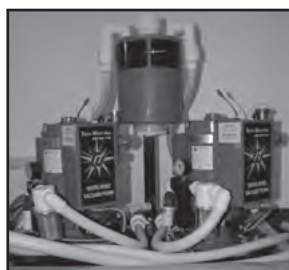
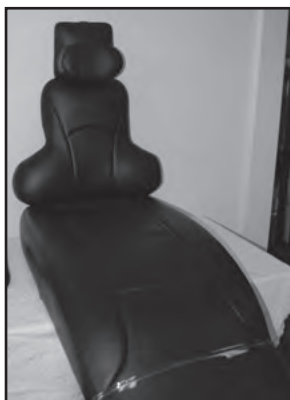
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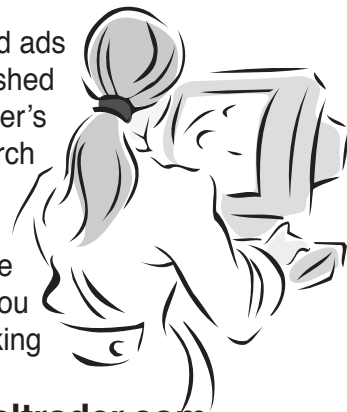
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**GLENDALE (GP) Turn-Key Practice** - 3 fully eq. ops., 5 plumbed not eq. ops., 1,200 sq. ft. suite, two story Medical/Dental building. 3 day/wk practice with approx. 30-40 new patients/mo. 45% insurance, 38% cash & 17% Medi-cal. 100% Patient Referral. Computerized office with Intra Oral Camera and Easy Dental software package. Good location. Projecting approx. \$218,004 for 2010. Property ID# 2591.

**GLENDORA (GP)** - 4 fully eq. ops., 1,600 sq. ft., located in 2 story building. Computerized office with intra oral camera and Dentisoft 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. Projecting approx. \$989,345 for 2010. **BUYER'S NET OF \$498K.** Great street visibility. Property ID #3041.

**HOLLYWOOD (GP)** - 6 fully eq. ops., 1,800 sq. ft. office located in single story shopping center. 20+ years of goodwill. 5 days/wk practice w/ approx. 30-40 patients/day. Income source: 15% insurance, 66% cash, 11% Medi-Cal & 8% capitation. Computerized office with digital x-ray. All dental chairs have been reupholstered and the outside and inside of the building has recently been painted. Grossed approx. \$936,888 for 2009. Projecting approx. \$942,597 for 2010. **Buyer's Net of \$208,070.** Property ID #3441.

**Web site: [www.calpracticesales.com](http://www.calpracticesales.com)**





Alice C. King, V.P.



# CALIFORNIA

## Specializing in the Selling

**LOS ANGELES** – 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 Dentrux 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 \$60,598.** Property ID #2771.

**LOS ANGELES GP** – Long established practice with excellent street visibility and amazing views. 3 fully eq. ops. 1 plumbed not eq., 1,000 sq. ft suite located in a multi story medical professional building. 3 days/wk practice. Approx. 10-15 patients/mo. Income source: 50% insurance & 50% cash. 100% patient referral. Computerized office with intra oral camera, digital x-ray and SoftDent software package. Grossed \$272,163 in 2009. **BUYER'S NET OF \$77,845.** Property ID #3251.

**LOS ANGELES GP** - Over 75 years of goodwill practice with 3 fully eq. ops., 1,100 sq. ft. suite located in 16 story medical building next to a hospital and developing new commercial and residential communities. Computerized office with intra oral camera, digital x-ray and Practice Soft software package. 5-6 year old equipment. Retiring Seller works 4 days/wk with 3 days/wk of hygiene. Approx. 8-10 patients/day. 100% patient referral. Income source: 70% insurance & 30% cash. Grossed \$663,170 for 2009. Projecting approx. \$657,290 for 2010. **BUYER'S NET OF \$222,953.** Property ID #3261.

**MISSION HILLS** - Leasehold Improvement & Equipment. Location has been a dental office for 30 years in a 1,313 sq. ft. suite located in a medical plaza. Approximately \$5,500 of tenant improvements will be available to Buyer. Seller had many referrals from the medical building and hospital employees with dental insurance. Office has 4 fully eq. ops., computer system, Soft Dent software and intra-oral camera. Close to 3 major freeway. Property ID #3541.

**PARAMOUNT (GP)** - 5 fully eq. ops., 1 plumbed not eq. op., 1,675 sq. ft. office located in a single shopping center. Computerized office with Dentrux software and digital x-ray. Absentee owner. Practice is open 2 days/wk. Approx. 41 new patients/mo. Income source: 53% insurance (PPO), 37% cash and 10% medi-cal. 20+ years of goodwill. Projecting approx. \$254,736 for 2010. Property ID #3241.

**SHERMAN OAKS GP** - Turn-Key practice located in busy shopping center. Office consist of 3 fully eq. ops. 840 sq. ft suite, computerized with Easy Dental software and intra-oral camera. Seller work 2 days/wk. Sees approx. 6-8 patients/day. Income source: 70% insurance & 30% cash. Great street visibility with heavy traffic flow. A must see to appreciate. Property ID # 3461.

**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. Projecting approx. \$491K for 2010. **BUYER'S NET OF \$291K.** Property ID #2491.

**WESTLAKE VILLAGE - NEW BUILD OUT – LEASEHOLDS AND EQUIPMENT ONLY!** – Approx. 25-50 charts included. Office started from scratch in January 2010. Seller has primary office in Valencia. Currently Seller works 1 day per week. Beautiful Office – Set up for Paperless / Digital – located on the 2nd floor of the “Westlake Medical Center” – Great Upscale area – Perfect to merge an existing office into / relocate or Start up. There are a total of five (5) PLUMBED OPS / 2 are equipped. Property ID # 3211.

**WHITTIER** - Price for a quick sale - Leasehold improvement & equipment only. 4 fully eq. ops., 2,500 sq. ft. suite located in single strip mall with excellent signage. Youth center and LASD across the street. Computerized office with Cam Sight software, intra oral camera and digital x-ray. 3-4 year old equipment. Property ID #2291.

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

**WHITTIER (PERIO)** – 70+ years of goodwill. 5 fully eq. ops., plumbed for N2O2, 2,000 sq. ft. office located in a single story free standing building. Building for sale. Seller work 4 1/2 days /wk with 3 1/2 days of hygiene. Approx. 20-24 new patients/mo. Income source: 65% insurance, 30% cash & 5% capitation. 100% patient referral. Computerized office with Easy Dental software. Grossed \$419,796 for 2009. Projecting approx. \$507,307 for 2010. **BUYER'S NET OF \$147K.** Property ID #3521.

**WHITTIER** - Leasehold improvements, Equipment & some charts! Long established practice consist of 2 fully eq. ops., with 2 yr old equipment. Located in a 1,092 sq. ft. suite on a 2 story brick building. Corner collection with great street visibility. Seller works 3 days/wk and sees approx. 6-8 patients/day. Income source: 60% insurance and 40% cash. A must see!! Property ID#3491.

### ORANGE COUNTY

**ALISO VIEJO (GP)** - Modern design Turn Key practice with great views and beautiful decor. 5 fully spacious eq. ops., 1 plumbed not eq., 2,600 sq. ft. suite located in a Medical Professional Building. Computerized with Eagle soft software, intra oral camera and digital x-ray. 5 days/wk practice with approx. 20 new patients/mo. Income source: 80% insurance & 20% cash. Seller will be relocating out of area. Property ID #3301.

**BREA** - Leasehold Improvements with Charts!! Well design practice with 3 fully eq. ops., 2 plumbed not eq. ops., 1,600 sq. ft. office located in single shopping center in downtown Brea. Has the exclusive for the only dental office in the center with a long term lease. Computerized office with Mogo software, intra oral camera and digital x-ray. 4 year old equipment. Seller will be working as Associate in a large HMO practice. Property ID #3381.

**FULLERTON (GP)** - Long established practice with excellent street visibility & large parking lot. Located in a single story shopping center. Has the exclusive for the only Dentist. Computerized office with digital x-ray and intra oral camera. Practice consist of 4 eq. ops., in a 1,000 sq. ft. office. Projecting approx. \$243,224 for 2010. Absentee owner. Property ID #3611.

**GARDEN GROVE (GP) Turn Key** - Ten (10) years of goodwill. Consist of 3 fully eq. ops., located in a 2 story professional retail building. Good exposure and visibility. Seller only works 1.5 days/wk. Income source: 20% insurance & 80% cash. 100% Patient referral. Computerized office with Dentrux software. Grossed \$129,355 for 2009. Property ID #3561.

**GARDEN GROVE (GP) GROUP SOLO PRACTICES~ 2 OFFICES UNDER ONE LOCATION – BOTH LISTINGS ARE TO BE SOLD TOGETHER:** Retiring Sellers / Great Location / Great Staff! / Great Potential / Office Condo for sale, price for building is to be agreed upon appraisal.

- **36 YEARS OF GOODWILL** / 3 eq. ops / Seller works 4 days per week and sees approx. 10-12 patients per day / Seller has 2 Hygienists working 2-4 days each / Office Income is 70% Insurance & 30% Cash / 100% Patient Referral / THIS GROUP SOLO IS NOT COMPUTERIZED / Projecting approx. \$696,730 for 2009 Corporate Year. Property ID #3591-A.

- **36 YEARS OF GOODWILL** / 2 eq. ops, & 1 plumbed not eq. / 1,000 sq. ft. / Seller works 4 days per week and sees approx. 12-13 patients per day / Newer Equipment / Computerized Office / Software used is Easy Dental / 100% Patient Referral / Projecting approx. \$332,685 for 2010. Property ID #3591-B.

**IRVINE** - Great opportunity for GP or Specialist!! Leasehold Improvements & Equipment Only - 5 fully eq. ops., 1,450 sq. ft. suite located in a busy large shopping center. Approx. 1/2 mile away from 405 freeway. Near Valley College. Seller is relocating practice to a new office. Property ID #3401.

**Web site: [www.calpracticesales.com](http://www.calpracticesales.com)**

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



Tina Ochoa, V.P.



# CALIFORNIA

## Specializing in the Selling

**IRVINE** - GP practice located in a busy shopping center next to a Medical Building. Easy freeway access. 4 fully eq. ops., 1,200 sq. ft. suite. 3 days/wk practice with approx. 45 new patients/mo. Income source: 60% insurance, 15% cash and 5% Medi-Cal & 20% capitation. 100% patient referral. Computerized office with intra oral camera and digital x-ray. Seller moving out of area. Property ID#3471.

**LAGUNA HILLS** - Great opportunity for a GP or Specialist. Leasehold Improvement, Equipment & Charts. Located in a shopping center with low rent. 2 fully eq. ops., 1 plumbed not eq. op., 800 sq. ft. suite. Brand new office with great potential. Motivated seller moving out of area. Property ID #3481.

**LAKE FOREST (GP) Turn-Key** - Well design modern office with great growth potential. 3 fully eq. ops., 2 plumbed not eq., 1,618 sq. ft. suite located in a 2 story building in busy shopping center. 4 days/wk office. Approx. 15-25 new patients/mo with approx. 10-15 patients/day. Income source: 50% insurance; 25% cash, 5% medi-cal & 20% capitation. Computerized office with Eagle software, intra oral camera and digital x-ray. Practice wired for two swing thru x-rays. Good street visibility with excellent signage. Property ID #3351.

**ORANGE (GP)** - Well established practice located in a single story medical center with 4 fully eq. ops., 1 plumbed not eq., in a 2,000 sq. ft. suite. Computerized office with intra oral camera, digital x-ray and Dentrix software. 4 days/wk practice. Income source: 80% insurance & 20% cash. Many referrals come from nearby Hospital. Great street visibility and heavy traffic flow. Property ID #3531.

**ORANGE COUNTY** - Beautiful State of the Art Dental Office / Multi Specialty / New Equipment / Digital Office / 70% insurance, 16% cash and 11%capitation (approx. \$16,000 p/mo in Cap checks) / Seller works 5 days per week. Great opportunity! Buyer MUST have a minimum of \$350,000 cash as down payment! Seller willing to carry part. Grossed \$1,700,000 in 2009. Projecting approx. \$1,717,261. Property ID #3291.

**SOLD S. ORANGE COUNTY GP** - Beautiful office with 6 fully eq. ops., 1 esthetician room, 3,350 sq. ft. suite located in a single free standing building with a long term lease. Computerized office with Dentrix software, intra oral camera and digital x-ray. 4 days/wk with 3 1/2 days/ of hygiene. Approx. 20-22 new patients/mo. Income source: 65% insurance & 35% cash. Grossed \$878,670 for 2009. **BUYER'S NET OF \$274,068.** Seller will be teaching full time seminars. Property ID # 3391.

**TUSTIN** - GP or Specialist. Leasehold improvement & equipment only! 3 fully eq. ops., 960 sq. ft. suite located in single story medical/dental building. Computerized office with Dentrix software, intra oral camera and digital x-ray. Approx. 3-4 year old equipment. Seller moving his practice to another city nearby. This location is conveniently located by the 5 freeway and surrounded by retail and restaurant venues. Property ID #3371.

### RIVERSIDE & SAN BERNARDINO COUNTIES

**CORONA** - Leasehold Improvement, Equipment & Some Charts!!! 4 fully eq. ops., 1 plumbed not eq., 1,592 sq. ft. suite located a busy shopping center. Computerized office with intra-oral camera. Seller leaving Healthy Family & Medi-Cal patient charts up to 21 yrs of age. Seller moving his practice to a new office. Practice has 12' ceiling ceilings, ceramic tiles in equipped operatories and waiting room and sound system in ceiling. Good street visibility with heavy traffic flow. Property ID #3431.

**MORENO VALLEY (GP)** - Turn-Key practice in busy Ralph's shopping center. 3 fully eq. ops., 2 plumbed not eq. ops., 1, 650 sq. ft. suite located in a single story building. Computerized office with Camsight software, intra oral camera and digital x-ray. Approx. 1-3 year old equipment. Seller works 2 1/2 days/wk. Approx. 20 patients/mo. Income source: 80% insurance & 20% cash. Seller will be focusing on his primary office in Corona. Property ID #3311.

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Greg Beamer, V.P.

**MURRIETA (GP)** - Leasehold improvement, equipment and some charts!! Well design office with 4 fully eq. ops., 1,350 sq. ft office located in a single story condo. Computerized office with intra oral camera and with Easy Dental software. Newer equipment. Seller will be focusing on his primary office in Calexico. Property ID #3221.

**RANCHO CUCAMONGA (Endo / GP)** - Leasehold improvements & equipment only! 6 equipped ops., 1,800 sq. ft. suite located in 2 story medical / dental professional building. Computerized office with intra oral camera, digital x-ray and Dentrux software. Motivated Seller moving the practice to a new building. Property ID #3191.

### SAN DIEGO COUNTY

**E. SAN DIEGO COUNTY GP** - Located in a one-story medical/dental professional building and with 5 fully eq. ops., digital x-rays and full computerization. Seller works 3 days/wk with 2 days/wk of hygiene. The practice averages approximately 20-25 new patients/mo. Grossed \$621,102 in 2009. Projecting approx. \$635,242 in 2010. **BUYER'S NET OF \$284,232.** Great location in picturesque community. Property ID #3411.

**SAN DIEGO COUNTY (GP)** - Busy shopping center with major anchor tenants. 4 fully eq. ops., 1,178 sq. ft. suite. Absentee owner. Associate works 3 days/wk. Income source: 50% insurance, 13% cash, 10% medi-cal & 27% capitation. Approx. 20-30 patients/day. 15+ years of goodwill. Computerized office with digital x-ray and Dentrux software. Grossed \$474,186 in 2009. Projecting approx. \$491,580 for 2010. **BUYER'S NET OF \$180,634.** Property ID #3341.

**SAN DIEGO COUNTY (GP)** - 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.

**SAN DIEGO** - Well established and still growing GP located on a major thorough fare in heart of San Diego. In small shopping plaza with other tenants including chiropractor and a therapist with free parking in front and back of the building. Practice consist of 5 fully eq. ops. with SoftDent software and intra-oral camera and digital ready. Seller works 4 days/wk with 4 days/wk of hygiene, Ortho 2x/mo and Perio 1x/mo. Sees approx. 12 patients/mo. Income source: 80% insurance and 19% cash and 1% capitation. Projecting approx. \$873,281 for 2010. **BUYER'S NET OF \$310K.** Property ID #3501.

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#### SELLER'S

##### DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

**John W. Knipf**  
jknipf@calpracticesales.com

**Robert A. Palumbo**  
rpalumbo@calpracticesales.com

#### BUYER'S

##### DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

**Alice King** - aking@calpracticesales.com  
**Greg Beamer** - gbeamer@calpracticesales.com  
**Tina Ochoa** - tochoa@calpracticesales.com  
**Maria Silva** - msilva@calpracticesales.com

John W. Knipf (Neff), President  
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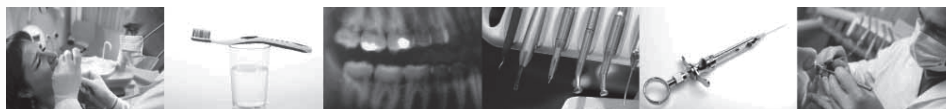
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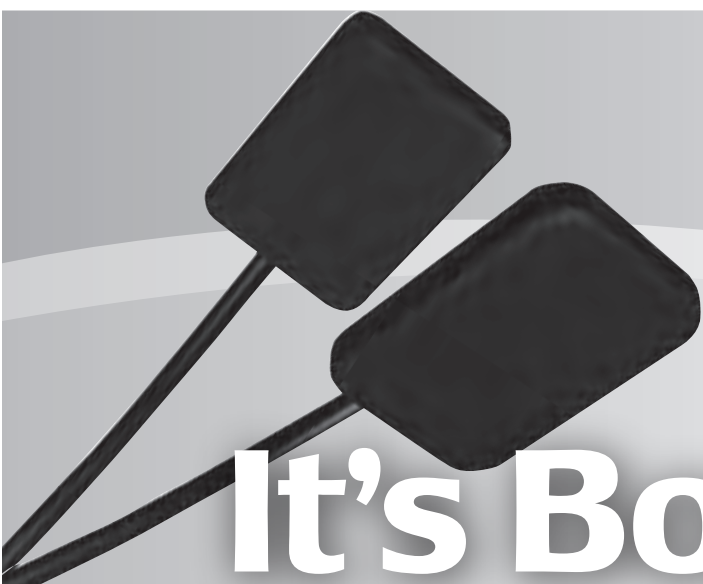
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- **ATWATER:** *For Sale* - General Dentistry Practice. Gross receipts \$177K with adjusted net income of \$3,495. Practice has been in its present location for the past 18 years. 1,080 sq. ft. 2-equipped operatories. Owner to retire. #14307
- **CENTURY CITY:** *For Sale* - Office Space, equipment and leaseholds only. Opportunity for low cost startup practice and/or satellite. Asking \$100K.
- **EL DORADO HILLS:** *For Sale* - General Dentistry Practice. 2009 GR \$790,758 adjusted net income of \$112K. Intra-Oral camera, Pano, Softdent software, 4-equipped ops, 6-hygiene days. Practice has been in its present location for past 18 years. Owner retiring. #14324
- **FOLSOM:** *For Sale* - General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. 2009 Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops. Digital, Dentrix, Intra-Oral camera, Laser. 5-year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring.
- **FOLSOM:** *For Sale* - General Dentistry Practice. 2009 Collections \$513K. Adjusted net income of \$14K. 4 ops (plumbed for 5), Intra-Oral camera, fiber optics, all ops. Patient base software. Owner retiring.
- **FOLSOM/CITRUS HEIGHTS/ORANGEVALE AREA:** *For Sale* - General Dentistry Practice. Approximately 4 miles from Lake Natomas. This 5 op, 1,700 sq. ft. office has 8 days of hygiene. Receipts were one million one for the last year with \$480K adjusted net income. The practice has shown increases every year the past five years. Practice has Panoramic machine and Practice Works software. Practice has been in its present location for 18 yrs of its 29 years. Owner is retiring. #14325
- **GRASS VALLEY:** *For Sale* - General Dentistry Practice. 2009 GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho, Perio, Endo, Surgery, Laser, Intra-oral camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring.
- **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
- **LIVERMORE:** *For Sale* - General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely up fit 1,082 sq. ft. office space. Dentrix software, 6-days/week hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- **LOS ANGELES:** *For Sale* - General Dentistry Practice. This practice 80% Dental and has approximately 1,000 active patients. Owner has operated in same location for 31 years. 2009 receipts were \$700K. 2-equipped tx rms, Laser, Intra-Oral camera Pano and Cephi. Call for details.
- **MODESTO:** *For Sale* - General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$100K. Dentrix, Cerec, and Intra-Oral camera. Owner to retire. #14308
- **NORTH HOLLYWOOD:** *For Sale* - General Dentistry Practice. 2009 GR \$642K with adjusted net income of \$251K. Office has 3 operatories 1 Addl. plumbed op, 1,350 sq. ft. in a small shopping center, very busy intersection-corner. Intra-Oral camera, laser, Easy Dental software. Owner relocating. #14328
- **NORTHERN CALIFORNIA:** *For Sale* - Pediatric practice. Owner has operated in same location for 32 years. Approx. 1,760 active patients. 1,160 sq. ft., Panoramic X-ray, Dexis Digital and Dentrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for details.
- **OROVILLE:** *For Sale* - General Dentistry Practice. Owner dentist recently deceased. 2009 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 \$900K with adj. net income of \$346K. Highly desirable location with 4 ops. Laser, and Intra-Oral camera. 5 days of hygiene. Owner recently deceased.
- **PALM SPRINGS:** *For Sale* - General Dentistry Practice. Fee for Service. 2009 Gross Receipts \$282K with adjusted net income of \$157K. 1,280 sq. ft., 3 equipped operatories. Intra-Oral camera, Pano, Practice-NEB software. Doctor willing to transition by working 1-2 days a week.
- **PLUMAS COUNTY:** *For Sale* - 3 equipped ops. Space available for 4th op. 1,245 sq. ft. office in good location. 2009 gross receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- **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 Sale* - General Dentistry Practice and Dental Building. 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/week. 1,800 sq. ft. with 6 equipped ops. (7 Avail). Dentrix software, Pano. Practice has been in its present location for 40 years. Owner retiring.
- **ROSEVILLE:** *For Sale* - General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops. 5 days hygiene/wk. Digital, Intraoral camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring.
- **SACRAMENTO/ROSEVILLE:** *For Sale* - One of many partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral camera, Digital Pano-Dexis, electronic charts, owner financing. Call for further information.
- **SAN FRANCISCO:** *For Sale* - Patient Base for Sale - Owner passed away last June and the practice has continued 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. #14315
- **SAN DIEGO:** *For Sale* - General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 5 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to withdraw out then retire. #14331
- **SAN DIEGO/CITY HEIGHTS:** *For Sale* - General Dentistry practice. Owner has operated in same location for 12 years. Approx. 1,000 active patients, Panoramic X-ray, Intra-Oral camera, in this 3-chair office. #14321
- **SAN JOSE:** *For Sale* - 3 op office space & equipment only in south valley area of San Jose. Fully equipped including hand instruments. If you are going to start up a practice or add a satellite practice you can save hundreds of thousands of dollars. New lease available from landlord with the option to purchase suite. #14330
- **SANTA BARBARA:** *For Sale* - General Dentistry Practice. This excellent practice's 2009 gross receipts \$891K with steady increase every year. Practice has 6 days of hygiene. 1,690 sq. ft., 5 ops. Laser, Intra-Oral camera, Schick Digital X-Ray, Datacon software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring.
- **SOUTH LAKE TAHOE:** *For Sale* - General Dentistry Practice. Office is 647 sq. ft. w/3 ops. Practice has been in its present location for the past 26 years. Owner to retire. #14277
- **TORRANCE:** *For Sale* - General Dentistry Practice. Owner has operated in same location for 20 years. Approx. 1,000 active patients, 1,080 sq. ft., Brian System, and CamSight software in this 2 equipped, 3 available-chair office. 2009 Gross receipts \$434K with 38% overhead. Owner relocating. #14320
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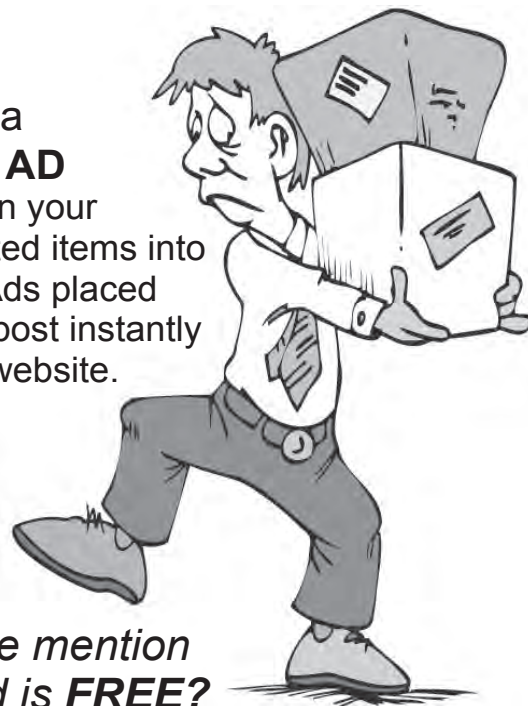
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**Instructor:** Wyatt D. Simons, DDS

**Tuition:** AGD members \$195 • Non-members \$245

Dental Students: \$49 • RDA/DA/RDH: \$100

*Includes Continental Breakfast & Fabulous Buffet Lunch*

**Registration:** 7:00 am, Program 8:00 am - 5:00 pm

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*Endodontic tooth models will be provided at the course. However, you may bring some extracted teeth to the workshop to also practice on.*

### Registration Form

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

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**Mail or Fax Registration to SCAGD c/o Robert E. Garfield, DDS,  
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**Timothy G. Giroux**  
DDS/Broker

## ASK THE BROKER

### Question:

I have a practice with an associate, a hygienist and several key employees. Should I have something in writing about their employment that would facilitate a sale or transition?

Fred J, DDS

Even though we have an attorney on staff, we are not lawyers and you need to consult your attorney on these matters. The law in different states also varies. However, I will expound on a few issues as to how I understand the situation here in California.

California is an "at will" employment state, but most attorneys would advise their clients have an "at will" clause signed by their employees as a stand-alone agreement or as part of an office manual. Along with an "at will" clause of employment, some attorneys would recommend that some type of "proprietary information" protection language also be part of the employment agreement. If one were to lose a key employee that has built relationships with the patient base, it would be wise to have some type of agreement in place that makes it clear that all patient information is proprietary to the practice.

Your attorney could also draw up language that would specifically address any efforts by the employees to solicit patients away from the practice. I have seen language that also includes proprietary management systems that are in place. Most of us dentists in California understand that covenants "not to compete" for employees (including dental associates) are not defensible in California, but obviously the proprietary information special to any practice could possibly be protected.

The language may have to be crafted differently for each type of dental employee, but any agreement that would help protect the practice goodwill in this fashion would obviously be beneficial for any buyer with these concerns. After all, the goodwill of most practice transitions represents up to 80% of the value of the practice. Maintaining the continued probability of patient visits to the practice, even in the event of employee turnover, is paramount to the value of the practice.

Again, I want to reiterate that these legal Human Resource questions should be directed to your attorney. It might be wise to address these matters well in advance of any planned transition and have your plan reviewed by your attorney on a regular basis to see if there are any changes to the law regarding these matters.

**Timothy G. Giroux, DDS** is currently the Owner & Broker at **Western Practice Sales ([westernpracticesales.com](http://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 :**  
[wps@succeed.net](mailto:wps@succeed.net) or Call **800.641.4179**



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**7 C.E. CREDITS - 9:00-4:00**

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**Ken Rubin**

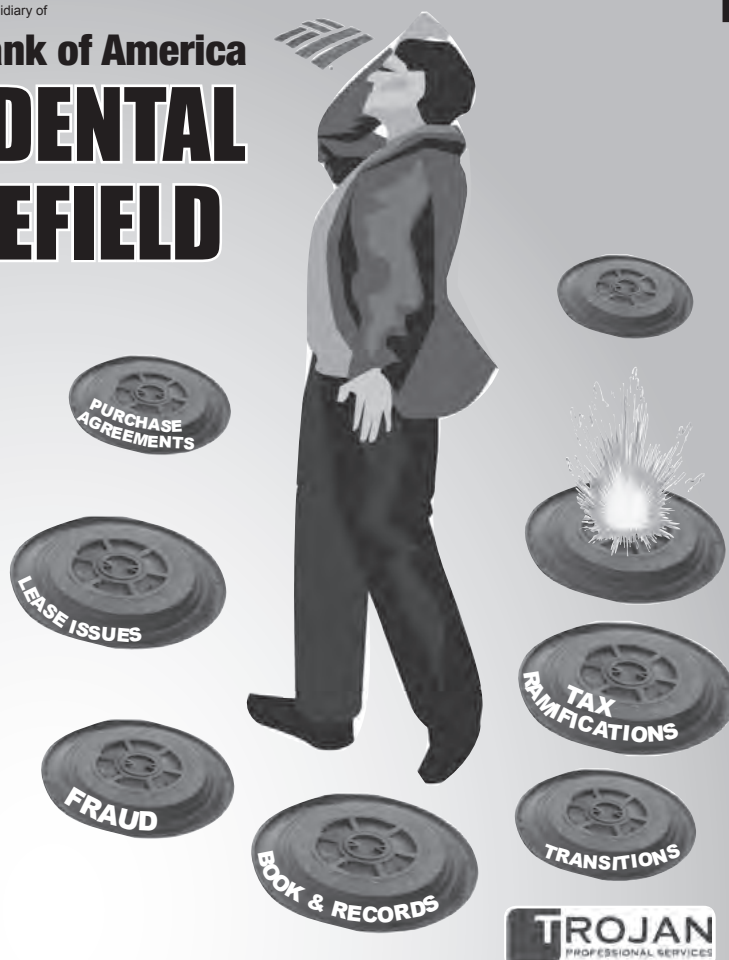
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**Friday, December 3, 2010**



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### Registration Form DENTAL TRADER

(Please Print in Capital Letters)

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## 2011 TRI-COUNTY DENTAL SOCIETY MEETINGS



**Thursday, February 24, 5:30 – 8:30 pm (5:30 – 6:30, social hour)**

**“Reconstructive Dentistry”, Tony Daher, DDS**

**Thursday, April 7, 5:30 – 8:30 pm (5:30 – 6:30, social hour)**

**“Soft Tissue Grafting”, Armen Mardirossian, DDS**

**“Socket and Bone Grafting”, Gregg Filippelli, DDS**

**Thursday, September 15, 5:30 – 8:30 pm (5:30 – 6:30, social hour)**

**Loma Linda U School of Dentistry: “What You Need to Know About Dental Trauma”, Leif K. Bakland, DDS**

**“Planning Successful Outcomes for Dental Implant Surgery”, Jaime Lozada, DDS**

**Thursday, November 17, 2011, 5:30 – 8:30 pm (5:30 – 6:30, social hour)**

**Western U College of Dental Medicine: “Oral Pathology for Everyday Practice”, Elizabeth Andrews, DDS**

**“Clinical Applications of Salivary Diagnostics”, Bradley Henson, DDS, PhD**

**“Dental Erosion & Acid Reflux Disease”, David Lazarchik, DMD**

**2-Core CEU's**

**Cost: \$40**

**Location: TCDS Conference Room, 952 S. Mt. Vernon Ave, Ste A, Colton, CA 92324**

**There will also be two-CPR/BLS Classes:**

**Friday, March 4, 9:00 am – noon, and Friday, September 9, 9:00 am – noon, location: The National Institute for Healthcare Education, 1280 E. Cooley Dr., Suite 12, Colton, CA 92324, Cost: \$70 plus \$22 (book)**

## 2011 New Dentist Meetings\*

**February 9, 6:30 – 9 pm (6:30 – 7 pm, Registration)**

**“How to Use or Avoid Peer Review”, Robert Casady, DDS**

**September 8, 6:30 – 9 pm (6:30 – 7 pm, Registration)**

**“How to Market for Success Online”, Lance McCollough, ProSites, Inc.**

**October 6, 6:30 – 9 pm (6:30 – 7 pm, Registration)**

**“How to Assess Associateship Contracts”, Robyn Thomason, CDA Compass**

**Monthly: “New Dentist Study Club” – TBA**

**\*Contact TCDS @ 909.370.2112 for meeting locations and fee rates**

***Make your reservation now by filling out this form and returning it to the TCDS office:***

**Send reservation(s) to: Tri-County Dental Society, 952 S. Mt. Vernon Ave., Ste. A. Colton, CA 92324**

**(909) 370-2112 • (800) 287-8237 • Fax (909) 370-4478 \* Email: [Stacey@tcds.org](mailto:Stacey@tcds.org) or [Shehara@tcds.org](mailto:Shehara@tcds.org)**

**Please check meetings you would like to attend:**

**\_\_\_\_ Feb. 24 \_\_\_\_ April 7 \_\_\_\_ Sept. 15 \_\_\_\_ Nov 17; CPR: \_\_\_\_ March 4 \_\_\_\_ Sept 9**

**\*New Professionals: \_\_\_\_ Feb 9 \_\_\_\_ Sept 8 \_\_\_\_ Oct 6**

**Name(s) \_\_\_\_\_**

**Phone \_\_\_\_\_ Signature \_\_\_\_\_**

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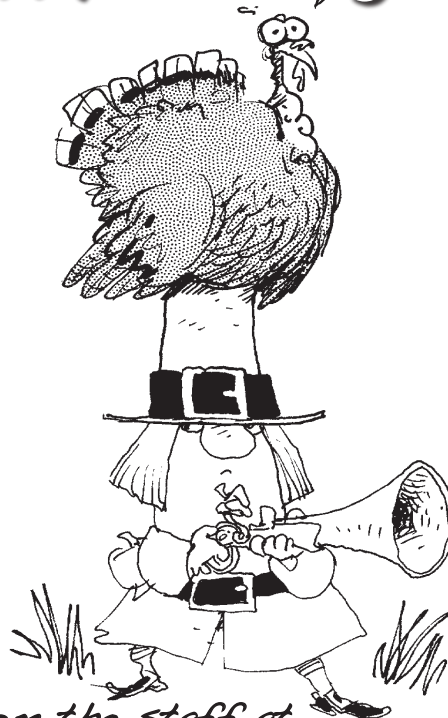
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This ad is for (check one): ☐ So. Calif. ☐ No. Calif. ☐ So. & No. Calif.

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- 5987 - Pediatric Practice - North Sacramento Valley. Best location, phenomenal facility. 2009 Collected \$514k on limited schedule. FP \$260k
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- 3180 - Pack your Bags go to NO. CA. Santa Rosa. Senior Seller. Grossing \$700k+ 2009; Live and work in a very desirable area. F.P. \$385k.
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- 3213 - Professional building in San Bernardino county. More details
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- 3227 - Orange county HMO. Gross \$1.3 mil. Modern multi op office. Good lease. Seller will stay 3+ yrs. Buyer to manage with specialists should gross \$2 million. F.P. \$1,250,000. Seller referred out \$250k in Endo, \$100k in O.S., \$300k in Ortho.
- 3235 - Ventura - EMERGENCY. Health necessitates sale. Hi identity shopping center. 1,100 sq.ft. 3 Ops. Est 32 yrs. Grossing \$300k. FP. \$225k.
- 3237 - Anaheim Hills - Group member wanted. Hi identity. GP has space to share with Specialist. Pedito/Ortho/or?
- 3238 - Modesto/Madera. Esb 20+ yrs. Grosses \$750k. Super staff. 6 Ops. 2,600 sq. ft. Hi identity corner bldg. Practice & bldg \$1.1mil make offer.
- 3240 - Redlands - GP Est - 5 Ops. Shopping center. Great lease. \$1.00 sq. ft. Grossing \$300k. FP. \$250k
- 3244 - Only \$265,000. A Most beautiful office. Near Palmdale. Grossing \$30k a mo. Previously \$70k. Hi identity shopping ctr. Gorgeous 5 Ops. This is a fantastic opportunity @ \$265k. Only 2 Dentists serve this town
- 3245 - Arcadia/Monrovia area. Location only. Million dollar location. 2,500 sq. ft. with 8 Ops, 4 equipped. Very busy shopping center.
- 3247 - Practice for sale - Glendora - Super shopping center. Est 15 yrs. Like new. Partnership being dissolved. Grossing \$45k to \$60k/mo
- 3248 - Small town near Palmdale. GP Est 15 yrs. Previous Seller grossed \$800k in hi identity shopping ctr. Available now @ \$250k
- 3250 - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. Grossing \$362k in '09. 1,800 sq. ft. 6 Ops equipped.
- 3251 - Anaheim. GP Estb. 1,700 sq.ft. rent \$2,400. Estb 1967. Conservative Senior. Gross \$240k. FP. \$150k.
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