

THE Dental Trader

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Navigating the Dental Transition Minefield

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Dec. 2 - La Jolla Dec. 3 - Irvine

See page 66 for details.

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FRESNO COUNTY

CENTRAL VALLEY/So. FRESNO CTY - (3) op comput. G.P. w newer refurb Belmont eqt, digital x-rays, & Dentrrix 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. **PENDING**

KERN COUNTY

BAKERSFIELD #21 Bldg. & Pract. for Sale - (10) op comput. G.P. (3) ops fully equipped, (3) ops partially equipped & (4) add. plumbed. On a main St. w excell. exposure. Annual Gross Collect. \$500K on (3) - (4) days/wk. Cash/Ins/PPO & small % of Denti-Cal. Seller retiring. **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.

LOS ANGELES COUNTY

COVINA #2 DUPLEX BLDG. & PRACTICE - (4) op computerized G.P. (3) ops eqt'd, 4th op plumbed not eqt'd. Cash/Ins/PPO/HMO/Denti-Cal patient base. 2010 Gross Collections \$251K+ on a (3) day wk. The free standing duplex building has exposure, visibility & parking, is 2,150 sq. ft. and is on an 8,900+ sq. ft. lot. Be your own landlord and rent the other side, or you can buy practice & rent space. Seller moving.

COVINA #3 - (3) op computerized G.P. w (52) years of Goodwill. Cash/Ins/PPO pt. base. 2010 Gross Collect \$242K+. Projected 2011 Gross Collect \$242K+ on an easy (3) day wk. Located in a small prof dental/medical bldg. on a main st. Free off st. parking. Low rent. Seller retiring, but will assist w transition. **NEW**

GLENDALE #6 - (5) op state of the art, comput. G.P. (4) ops eqt'd/5th op plumbed. Dentrrix s/w, networked ops, & digital x-rays. In a free stand bldg. on a main blvd. Prof. Designed & decorated. Excell exposure/signage & ample free pking in rear of bldg. Additional space in rear of suite for future expansion. Mixed pts base. 2010 Gross Collect. \$490K+. Projecting \$500K+ for 2011. **NEW**

NORTH L.A. CTY - (5) op comput. G.P. located in a shop. ctr. w excell. exposure/visibility & signage. Great parking! Limited competition! Annual Gross Collections in the range of \$800K+ to \$975K+. Mixed pts base. Mos Cap checks \$5K+. Seller retiring. **SOLD**

RESEDA #6 - (3) op computerized G.P. located in a well known, easily accessible professional building. Cash/Ins/PPO patient base. Annual Gross Collections \$150K part time. Excell starter or 2nd office.

SAN GABRIEL VALLEY - (3) op computerized G.P. Located in a two story medical/dental bldg on a well known, heavily traveled, main blvd. Cash/Ins/PPO pt. base w no HMO or Denti-Cal. Gross Collect. \$550K-\$600K/yr. Seller retiring but will assist w transition. **NEW**

WEST HILLS - (3) op comput G.P. located in a Prof. Bldg. Cash/Ins/PPO pt. base. 2010 Gross Collect \$305K on a part time schedule. Digital x-rays & Dentrrix s/w. Newer leaseholds. Seller retiring but will transition. **Back on The Market.**

RIVERSIDE COUNTY

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- Locate & Negotiate Dental Lease Space
- Pre-Sale Planning

ORANGE COUNTY

NEWPORT BEACH - (5) op comput. G.P. 4 ops eqt'd/5th op plumbed. Located in a low rise, high end, prof. bldg overlooking the marina. Superb location w easy fwy access, impeccable views, & plentiful parking. Cash/Ins/PPO & a small % of cap (approx \$1,000/mos). Annual Gross Collect \$400K+ on (2) days/wk. Can do much more w additional hours. Dentrrix s/w, digital x-rays & intral oral camera. 25+ yrs of Goodwill. 30-35 new pts /mos. Seller has a second office in northern CA & is tired of the commute. **NEW**

SAN BERNARDINO COUNTY

UPLAND #3 - (5) op comput. G.P. & Speciality Pract. located in a free stand bldg. Cash/Ins/PPO/HMO/Denti-Cal pt base. \$2K+/mos in Cap Ck. 2 days/wk G.P. 1-2 days/wk Endo. 1-2 days/mos O. S. and 1-2 days/mos Pedo. Excell situation for G.P. who likes to do Endo. Annual Gross Collect \$525K-\$625K. **Back on the Market.**

SAN DIEGO COUNTY

NORTH COUNTY - (4) op computerized G.P. located in a shop ctr with excellent exposure/visibility and signage. Annual Gross Collections of \$900K+. Dentrrix s/w. Digital x-rays, and paperless office. Cash/Ins/PPO/HMO patient base. Cap Cks of \$3-4K/mos.

SANTA BARBARA COUNTY

SANTA BARBARA #2 - Located in a highly sought after & desirable area, this G.P. is in a garden style prof. bldg w St. frontage. The comput. office has (4) ops./ (3) eqt'd/4th plumbed not eqt'd. Pt. base is Cash/Ins. & PPO only. There are (4) days of hygiene/wk, approx. (20) new pts/mos. & is Pano eqt'd. Collects. are \$400K+/yr on a (4) day wk. Some Acc't Rcv. included for immediate cash flow. Motivated seller. Priced to sell. **PRICE REDUCTION**

SANTA BARBARA #3 - (3) op comput. G.P. located in a dental/medical/prof. Bldg. Complex. 40 years of Goodwill. Cash/Ins/PPO pt. base. 8-10 new pts/mos. Annual Gross Collect. - \$250K/yr. on a relaxed (4) day wk. Digital x-ray equipped. Seller is retiring but will assist w transition.

SOLANO COUNTY

VACAVILLE - (3) op computerized G.P. turnkey office w charts. Located in this growing under served community. Located in a small prof. dental/medical bldg. w low rent. Practice has been shunted for (5) mos. Phone is still ringing and patients still looking for service. Low sale price. GREAT Opportunity!! **NEW**

VENTURA COUNTY

OXNARD #5 FREE STAND BLDG. & PRACTICE - Be your own landlord! (4) op computerized G.P. & an 1,100 sq. ft. free stand bldg. Cash/Ins/PPO/Denti-Cal pt. base. 2010 Gross Collect \$387K+ on a (4) day wk. 2011 Project Gross Collect of \$447K. Located on a heavily traveled main st. w a pole sign. Excell exposure & visibility. (12-14) new patients/mos w no advertising. Area has several new housing tracts & a new shop ctr. Excell Growth Potential. Seller is moving. **NEW**

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WANT TO RENT SPACE IN DENTAL OFFICE TWO DAYS/WEEK IN REDLANDS/SAN BERNARDINO AREA EMAIL amakati@yahoo.com (909) 289-3166.

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Looking for partner for a start up dental office in Newport Beach. Please email zturknejad@yahoo.com if interested.

SANTA BARBARA #2 (4) op comput. G.P. for sale. In a garden style bldg. w St. frontage. (3) ops eqt'd./4th plumbed. Pano eqt'd. Cash/Ins/PPO. (4) days of hygiene/wk. Approx. (20) new pts/mos. Collects. ~ \$400K/yr on a (4) day wk. D&M Practice Sales 818.591.1401.

For Sale Pentamix, 2 Bosworth Pressure Pots, Paramount Face Bow. All in great condition. Please E-mail anaitalabyan@yahoo.com for details.

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PERI-PRO III film processor great condition, switched to digital x-rays. \$1000.00 call ANNA at (818)701-6989.

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GLENDALE - JUST LISTED!! Owner retiring from 40 year GENERAL Practice situated in Med Bldg. in EXCELLENT LOCATION. 5 equipped Ops in 2250 sq.ft. Pride/THE designed. Lots of natural light.

TEMECULA - NEW LISTING!! GENERAL Practice started 12-07 in **GEORGEOUS** facility. 4 Ops (2 equipped) in 1800 sq.ft. Situated in Med Bldg. Adjacent to new Hospital under construction. All **DIGITAL & CHARTLESS**.

PALM DESERT - NEW!! Established in 2007, this **GP** has 6 Ops. with ADEC Equip. and Cabinetry, in 2600 sq.ft.. Situated in shopping center near Sun City, off of 10 freeway. All Fee-for-Service.

POWAY - Established 35+ years, this Quality **GENERAL** Practice has 5 Ops in 1700 sq.ft. situated in Prof. Bldg. Includes CEREC, IO Camera, Laser and Digital Radiography. **SOLD!!**

TEMECULA - JUST LISTED!! GENERAL Practice estab. 2003. 8 Ops (4 equipped) in approx. 2400 sq. ft. Close to 15 freeway in Old Town.

SAN DIEGO - CARMEL MOUNTAIN AREA - JUST LISTED!! GENERAL Practice in attractive Prof. Bldg. 5 Ops in 1600 sq. ft. Panoramic X-Ray. Equipment approx. 5 yrs old. Near 15 freeway, Costco and residential areas.

EL CAJON - GENERAL Practice and **BUILDING** available. 4 Ops. (3 equipped). Panorex. Approx. 50% Cash & 50% Ins. Owner does implants. Single story, free-standing building of 2200 sq.ft. Freeway close.

SAN DIEGO - Dental CONDO For Sale! Fully built-out and furnished. Only 2 years old—like NEW! 4 equipped Operatories (incl. Digital X-Rays). Situated on 1st Floor of attractive Prof. Bldg. just off I-15.

OCEANSIDE/CARLSBAD - JUST LISTED!! **PERIODONTAL PRACTICE** Long-established Insurance and Cash practice. Doctor practices approx. 3 days per week. Situated in freestanding bldg. on very busy street. Call us for details.

CARLSBAD - Quality **FFS GENERAL** Practice situated in Prof. Bldg adjacent to fwy 5. 4 equipped Ops in approx. 1700 sq. ft. Significant amount of dentistry referred out. Very well-established with loyal staff.

CARDIFF by the Sea - GP retiring from 20 year practice treating pts approx. 20 hrs per week. 3 Ops, Panorex in Prof Bldg. PPO and cash. Good freeway access. Priced for quick sale! **SOLD!!**

ESCONDIDO - JUST LISTED!! FFS and PPO satellite **GENERAL** Practice in freestanding bldg. 3 equipped Ops with large windows, in 1100 sq. ft.

SAN DIEGO—CLAIREMONT - Part-time **GENERAL** Practice, primarily PPO. 2 equipped Ops, approx. 800 sq.ft. in Prof Bldg. Excellent satellite or starter practice with existing Pts.

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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Most dentists have dental malpractice insurance. Having such insurance is all you need when you are sued to feel comfortable, and know that you are protected, right? Not necessarily. In many cases, the dentist learns too late to protect himself or herself.

In the past years, I have been receiving calls such as these:

"I was sued for malpractice over a year ago. We are two months before the trial and my carrier wants me to consent to \$125,000 settlement. What I did was right, but the defense attorney did not do the work to get the case ready."

"My insurance did not renew my malpractice insurance after I agreed to the settlement, even though it was clearly not my fault."

In the past few years, our firm has been hired repeatedly to oversee that the defense attorneys, hired by the insurance companies, are doing their job correctly.

The dentists are regularly encountering that the insurance companies are entering into cost saving agreements with the defense attorneys, or hiring attorneys who are willing to accept a lesser rate. As a result, the case suffers.

Although we have always been available to strategize the defense of the case (leaving the work to be done by the defense firm), more dentists are asking us to be present at their depositions or get involved with the representation.

In my opinion, as a general statement, it is hard and expensive to prove dental malpractice. There are few cases that are large enough to merit spending large sums by the patient's attorney to hire the right experts and do the necessary work. As a result, if the defense is diligent, many dental malpractice cases are defensible with a proper strategy. Strategy is the key.

If you are in a malpractice lawsuit, ask your attorney about the strategy he/she has for defending the case, and the timeline. If one does not exist or the strategy is not clear, then you may need to think about the case.

Automatic Film Processor Air Tech-A/T200XR, 3 yrs old. Used very little, well maintained. List \$7995, offered at \$2100. 619-440-2152.

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LA PUENTE PRACTICE AND BUILDING FOR SALE Owner suffered a stroke and can only practice on a limited basis. Last year's gross collections of \$300,000. Building is free-standing and approximately 3000 sq. ft. There are 4 operatories and 3 additional in the back of the office that could be used for Ortho. Thomas & Fees Practice Sales (714) 544-4341.

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Featured Practices for Sale

ANAHEIM – Turnkey Practice Opportunity. First floor location in Strip Center. 2ops equipped; 3 plumbed. Seller relocating from area. Sign. Visibility.

BAKERSFIELD – Small /part-time 3 ops practice catering to HMO patients. First floor location. Seller relocating from area. Excellent starter or merger opportunity.

BEACH CITIES (upcoming) – High-end/ private only practice. 4 ops. Spectacular ocean views. Over 20 years of goodwill. Revenues exceed \$40k/month on part-time schedule. Contact us to be placed on call-back list.

BEVERLY HILLS – Starter practice or merger opportunity. Over 35 years of goodwill! Owner retiring. 3 Ops. Most specialty procedures referred out. Private patients only. Transition available. Professional building.

CORONA – 2 Years Established Turnkey Practice opportunity / Bank Repo. Some patients. 3 equipped ops. Low Cost Office Lease. Act quickly.

FONTANA – This one has it all! Single-user/free standing building. Ample parking. Large sign. Very busy street. Growth area. State-of-the-Art equipment. 8+ op facility. Revenues exceed \$60k/month. Owner works limited schedule. Serious buyers only!

LONG BEACH – Cap Practice with revenues of over \$20k/month on part-time schedule. 1st floor location in professional building. Priced right!

LOS ANGELES (near LAX) – 3 Op practice with revenues of \$25k/month. Looking for right practitioner to take over. 1st floor location. Low overhead.

LOS ANGELES – Small Capitation Practice with revenues of nearly \$20k/month. Looking for aggressive practitioner to take this practice to the next level! Currently no advertising & seller working limited sched. Low overhead.

MONTEBELLO – Turnkey Practice Opportunity. First floor location in Major Shopping Center – just off 60 Fwy.! Very busy site across from B of A branch. 2ops equipped/3rd plumbed. Excellent started opportunity.

NORTH HOLLYWOOD – Practice with over 14 years of goodwill. First floor location in Major Shopping Center with busy anchor tenants. 3 ops equipped. Seller retiring. Sign. Visibility. Walkins.

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ONTARIO (upcoming) – Call now to be placed on list – this one won't last! Shopping center location. Established 8 years. Revenues of \$40/month w/out advertising.

RESEDA – Long-established private practice with some HMO revenues. Monthly revenues of \$35k/month. 4 ops located in professional building. Nice design and modern appearance. Seller working limited sched.; willing to assist in transition.

RIVERSIDE – Over 10 years of goodwill for this part-time practice. Seller refers most specialty work. Mix of Private/PPO. Ample parking. Priced right!

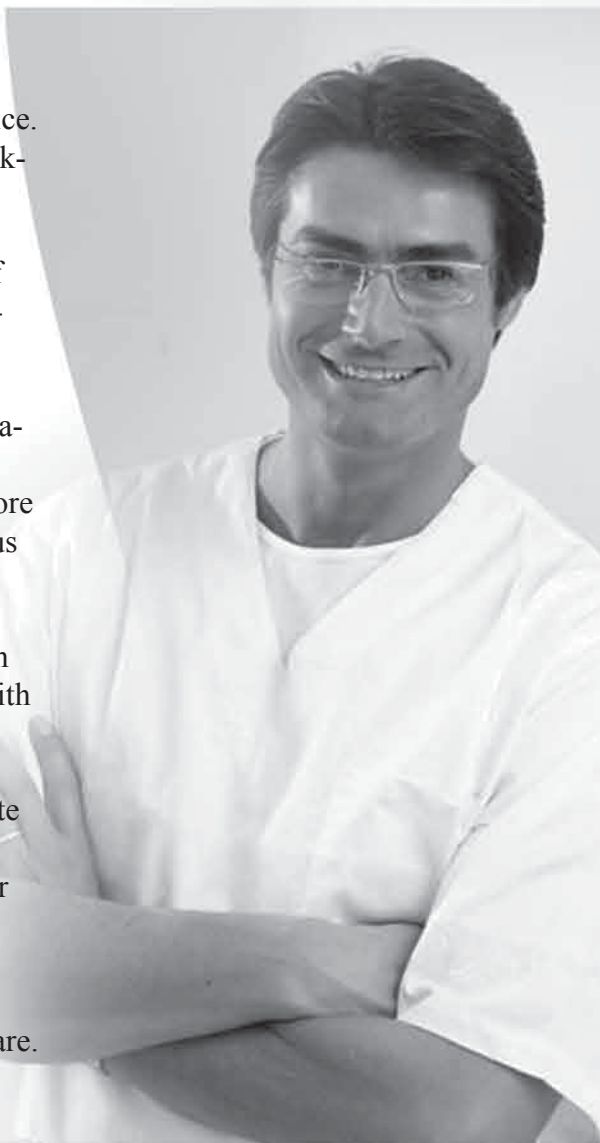
SAN DIEGO (downtown/upcoming) – Retiree with 30+ years of goodwill. Seller works 4 day/wk sched. Busy hygiene program. 4 ops. Revenues exceed \$50k/month. Call now!

SAN FERNANDO VALLEY (upcoming) – Shopping Center location with thousands spent on tenant improvements. 4 ops. One of the busiest intersections in all San Fernando Valley. Sign across store front. Ample parking. Revenues exceed \$50k/month. Tremendous opportunity.

SAN FERNANDO VALLEY – Strip center with sign exposure on major blvd. Drive-up easy parking. Beautifully equipped office with 3 ops plus separate x-ray room and private office. Low rent rate.

SAN FERNANDO VALLEY (North) – Long-Established Private Practice in Hispanic Area. First floor location with excellent sign exposure. Busy Street/Walkins. Excellent Parking. Revenues over \$40k/month.

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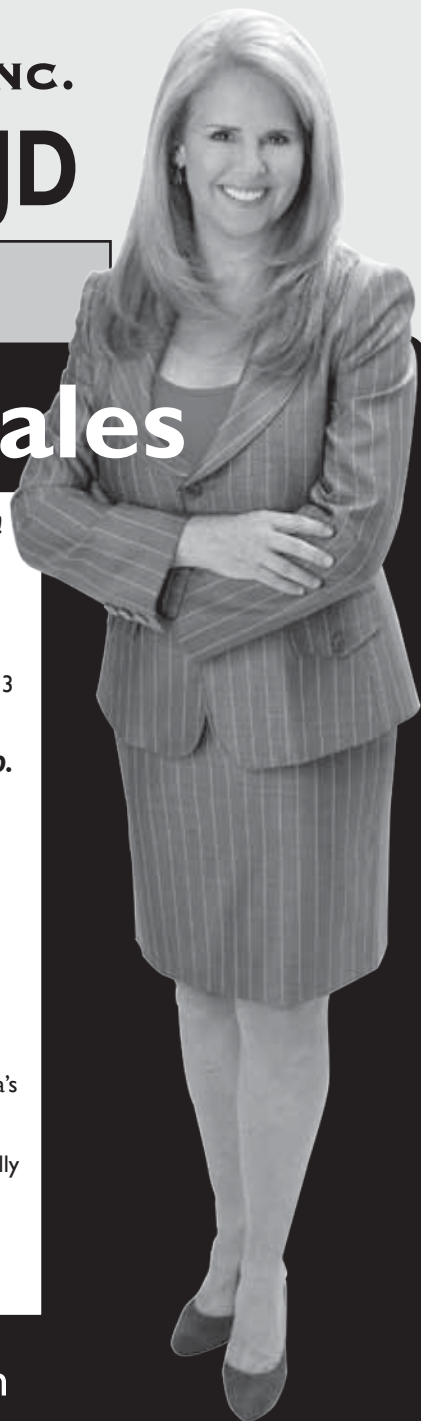
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LOS ANGELES COUNTY ENDODONTIC PRACTICE FOR SALE: Two office locations; one with two equipped operatories and the other with three equipped operatories. Stable collections of just under \$500,000 per year with a 50% net income. Asking \$295,000.

NORTH SAN DIEGO COUNTY CLINIC PRACTICE FOR SALE: Collected over \$2.6 million in 2010 and projecting the same for this year. \$16,000/month in capitation. No Denti-Cal. 90 new patients per month. One full time associate plus specialty. Seven days of hygiene per week. Excellent nine operator facility with visibility. Call for details.

THOUSAND OAKS PRACTICE FOR SALE: State of the art three equipped operator office was built in 2006 and is fully computerized and paperless with digital x-ray, including digital panoramic x-ray. Located in a retail building with good visibility there is good potential for growth with an active marketing program. Practice collects an average of \$370,000 per year on three days per week with no Denti-Cal and no HMO and nets an average of \$150,000 per year. Seller has moved out of the area. Asking \$330,000. - **PENDING**

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 \$2.4 million in 2010, \$2.1 million in 2009 and \$2.1 million in 2008 on ten dentist days per week with eleven days of hygiene per week. Net income is over \$900,000/year. 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. - **SOLD**

VALENCIA GENERAL PRACTICE FOR SALE: Established practice was relocated to a new facility in 2007. The office is state of the art with designer leasehold improvements, six operatories of four year old equipment. Fully computerized, digital and equipped to be completely paperless. Seller works four days per week and collected \$740,000 in 2010 and is currently averaging over \$66,000/month in collections for this year. Net income averages 35% of collections. No Denti-Cal. \$2,500/month in capitation. Asking \$585,000.

WESTCHESTER FEE FOR SERVICE PRACTICE FOR SALE: Located on an upper floor of a professional building with incredible views of LAX, this office has 40 years of goodwill with the same owner. Seller works three days per week and has three days of hygiene per week. Seller refers out all endo, all oral surgery, all perio surgery and all ortho. The practice collected \$272,000 in 2010 and is currently averaging \$27,000/month in collections for this year. The office has four equipped operatories with digital x-rays. Asking \$150,000. **FIRM**

MISSION HILLS CLINIC PRACTICE FOR SALE: Long established practice with over 40 years of goodwill. Collected \$900,000 in 2010 with a net income of over \$450,000 on four days per week. No Denti-Cal, minimal HMO, predominantly PPO insurance patients. Practice sees 50 new patients per month and has two days of hygiene per week. Five equipped operatories with digital x-rays and available improved space to expand the office to a total of nine operatories to add specialists. Asking \$720,000. - **SOLD**

CANYON COUNTRY GENERAL PRACTICE FOR SALE: This "bread and butter" practice collects over \$350,000 per year with a net income of 50%. Located in a shopping center, the office has four equipped operatories with good signage and visibility. Seller does no marketing and refers out perio surgery, implant placement and difficult oral surgery. No Denti-Cal and no HMO. Retiring after more than 30 years in the community. Asking \$275,000. - **PENDING**

WOODLAND HILLS STARTER PRACTICE FOR SALE: This office was started from scratch in 2006 by an older dentist as a part-time practice. Leasehold improvements and the equipment were all new as of 2006. There are two fully equipped operatories plus two additional operatories that are plumbed but not equipped. The practice has \$2,000/month in capitation and reports 20 new patients per month, many of which are walk-ins due to the visible location on Ventura Blvd. Seller has health problems and must sell. Asking \$100,000.

LA MESA MANAGED CARE PRACTICE FOR SALE: Absentee owner. Practice is located in a one story, smaller professional building and has four equipped operatories. \$3,000 per month in capitation payments. Collections for 2010 were \$262,383 but the collections for 2009 were \$356,676 with a different associate dentist. This practice has potential for a owner dentist that wants to work. Asking \$210,000. - **SOLD**

SHERMAN OAKS GENERAL PRACTICE FOR SALE: Established in 1976, this three operator office is collecting \$200,000 per year on three days per week with potential for a younger practitioner to build upon a solid nucleus of patients. No Denti-Cal, no HMO, no advertising, no evenings and no weekends. Practice gets 15 new patients per month from patient and PPO insurance plan referrals. Asking \$140,000. - **SOLD**

WEST LOS ANGELES PRACTICE FOR SALE: Located in a professional building, this practice has four equipped operatories with additional operatories plumbed but not equipped for future growth. The practice collects \$15,000-20,000 per month on two days per week with approximately \$3,000/month in capitation. Excellent opportunity for a buyer that wants a low cost practice or has patients in the area to merge. Asking \$210,000. - **SOLD**

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. - **SOLD**



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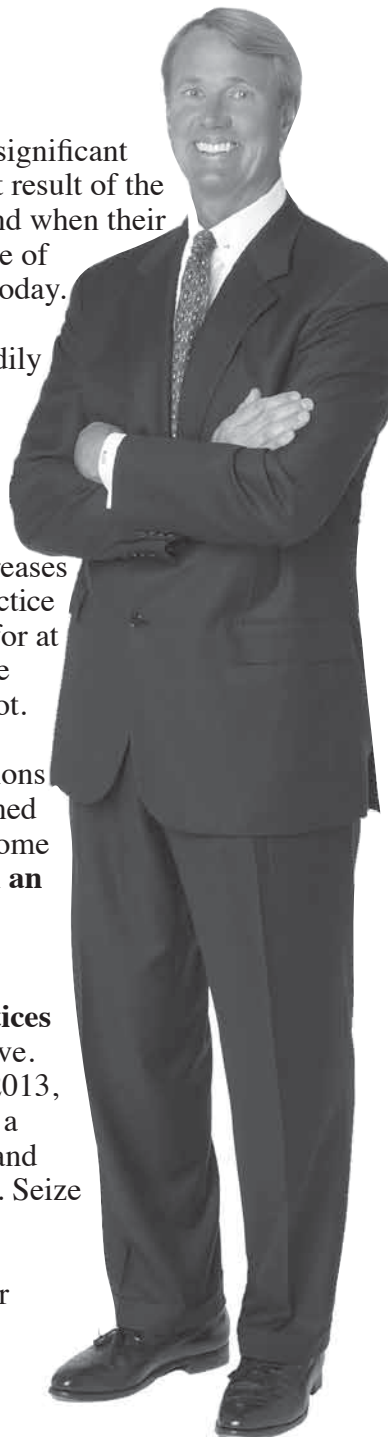
LOW INVENTORY REPRESENTS OPPORTUNITY

Within today's depressing economic news, there lies a significant opportunity for the person that can act now. As a direct result of the economy and Sellers' perception that prices will rebound when their revenues go back up, there is an unprecedented shortage of **quality dental practices** for sale at marketable prices today. This represents a real opportunity. There are plenty of Buyers looking to buy good practices. Financing is readily available for credit worthy Buyers and at attractive interest rates.

For Sellers, tax rates will not change until 2013 so gains on the sale of a dental practice will not be erased by taxes. There is little expectation that short term increases in revenue will result in a meaningful increase in the practice sale price, which means that Sellers will need to work for at least two more years to reverse today's situation and the market at that time is unpredictable, but the taxes are not. They will definitely be higher. For Buyers, the major income tax deductions afforded for equipment acquisitions can effectively shelter a substantial portion of their earned income in 2011 thereby significantly reducing their income taxes. **In some cases, a major practice purchase with an adequate allocation to equipment could eliminate a Buyer's income taxes entirely.**

So why now? The low inventory of **good dental practices** to choose from now makes every practice more attractive. With major increases in taxes set to kick in beginning 2013, there will be many practices offered for sale in 2012 as a function of low sales volume over the past three years and coming high tax rates. Get ahead of the curve. Act now. Seize the opportunity.

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Operatories: 2

Sq. ft: 1,739

2010 Gross \$545,706

Asking \$425,000!

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Operatories. Ortho

Sq. ft: 2,374

2010 Gross \$340,000

Asking \$225,000!

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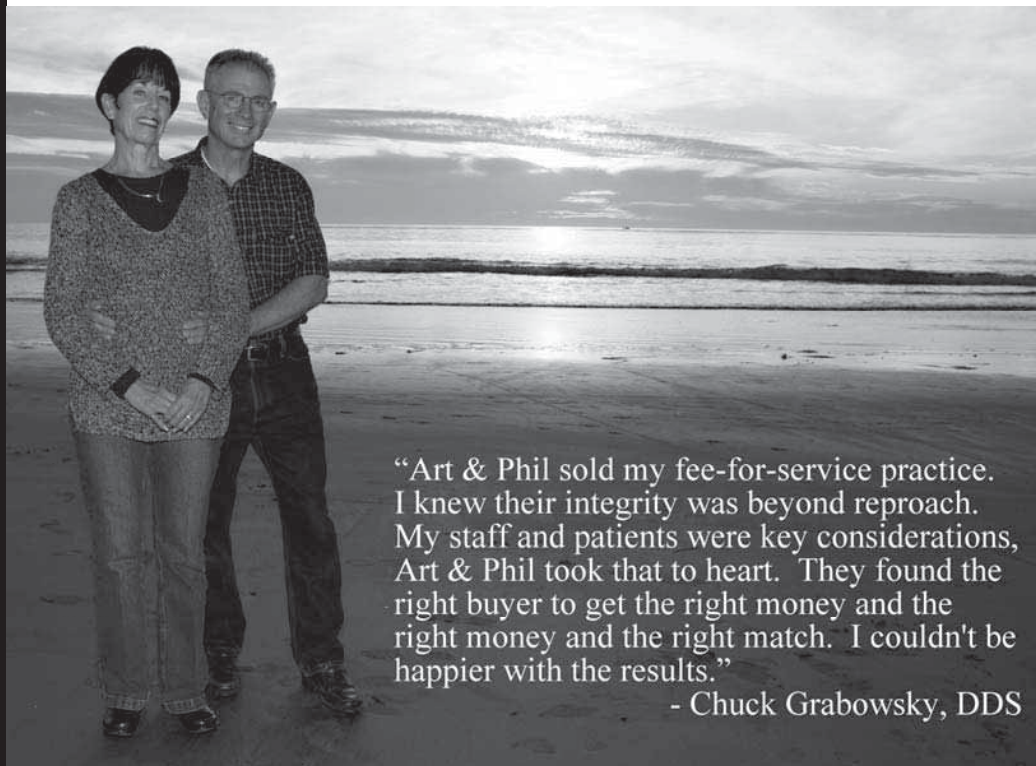
Operatories: 10

Sq. ft: 2,500 approx.

Projected 2011: \$1,700,000

Asking \$1,250,000!

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- Chuck Grabowsky, DDS

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S. SAN FRANCISCO – Shell Practice. 2 fully equipped ops., 1 additional plumbed, approximately 800 sq. ft. Located on busy street. Excellent visibility.

SAN FRANCISCO – Starter Practice. 4 fully equipped ops., approximately 1,250 sq. ft. Busy street. Good foot traffic. Located on major cross streets. Asking \$85K.

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SAN JOSE – Starter Practice. Beautifully designed practice located on busy street in small medical plaza. Good visibility. Approximately 1,200 sq. ft., 2 fully equipped ops, 1 additional plumbed. Close to Fwy 680.

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SAN DIEGO – Stand Alone Building. Over 12 years of goodwill. 3 fully equipped ops, 1,176 sq. ft. Busy street. Excellent visibility. Building is also available for Sale. Gross ~\$300K. Asking \$180K for Practice. Seller Retiring.

SAN DIEGO – 5 ops, ~1,600 sq. ft. located in strip center next to major streets. Close to Freeway 8. Excellent visibility. Ample parking in the front and back. Gross ~ \$756K in 2010. Approx. 90% PPO.

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GLENDORA – Approximately 1,750 sq. ft., 4 fully equipped ops, 1 additional plumbed. Equipment is approx. 3 yrs. old. Located on busy street, close to restaurants, shopping, medical center. High visibility. Asking \$350K.

GLENDALE – Shell Dental Practice in Medical Bldg. Approx. 670 sq. ft., 3 ops, waiting room, sterilization room, private office. Approx. \$2,240 Gross Rent including utilities & water. Good satellite office.

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TUSTIN – Shell Dental Office. 2 fully equipped ops, 2 additional plumbed. Adec chairs. Approx. 1,336 sq. ft. located in major shopping center on busy cross streets. Excellent location. Easy access to the Fwy 5 and 55.

ORANGE – Starter Practice. Approx. 1,071 sq. ft., 2 fully eq. ops, 1 additional plumbed. Located in shopping center on busy streets. Great opportunity.

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FEATURED LISTINGS

BEVERLY HILLS (GP) – Fee for service practice located in a multi story professional building with great window views to the city. 60+ years of goodwill. Absentee owner. Associate works 3 days/wk with 2 days/wk of hygiene. See approximately 5-6 new patients per month. 100% patient referral. Practice consist of 2 eq. ops., in a 751 sq. ft suite. Projecting approximately \$259,071 for 2011. Property ID #4081.

DEL MAR (GP) – Beautiful Décor officelocated in a one story medical dental building with ocean view. Fee for service practice consists of 3 fully computerized ops., with Open Dental software and digital x-ray. Seller works 3 days/wk with 2 days/wk of hygiene. Sees approximately 8-10 patients/day. Remodeled office in 2007. Heavy traffic flow with great street visibility. Projecting approximately \$425K in 2011. Property ID #4083.

SANTA ANA (GP) – Absentee owner. Long established practice located a single standing building with ample parking. Seller owns building. Practice consist of 4 fully computerized ops., with EZ Dental software and intra oral camera. Excellent street visibility and Heavy traffic flow. Nice office. Projecting approximately \$232K for 2011. **BUYER'S NET OF \$82K.** Property ID #4071.

UPLAND - General practice located in a busy shopping center. Excellent signage and visibility. Established in 2005. Practice consists of 3 fully computerized eq. ops., 1 plumbed not eq., with Genesis software and intra oral camera. There is no digital but wired for digital.. Seller works 3 days/wk and sees approximately 10-15 patients/day. 2011 monthly revenues approx. \$22K/mo. A must see!! Property ID #4065.

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GREATER LOS ANGELES COUNTY

BEVERLY HILLS (GP) – Fee for service practice located in a multi story professional building with great window views to the city. 60+ years of goodwill. Absentee owner. Associate works 3 days/wk with 2 days/wk of hygiene. See approximately 5-6 new patients per month. 100% patient referral. Practice consist of 2 eq. ops., in a 751 sq. ft suite. Projecting approximately \$259,071 for 2011. Property ID #4081.

CASTAIC – Modern design office located in a busy shopping center. Established in 2005. Three day per week practice with 1 day of hygiene. Insurance 70%, Cash 28% & 2% Capitation. Seller sees approximately 10-12 patients per day. Fully computerized practice with eq. ops. plumbed not eq., Dentrix software, intra oral camera and digital x-ray. Grossed \$357,460 for 2010. Projecting approximately \$390,759 for 2011. **BUYER'S NET OF \$121,088.** Excellent traffic flow with great street visibility. Property ID #4045.

ENCINO - PRICE REDUCED! Leasehold Improvements, Equipment & Some Charts! Located in a 12 story glass building. This 756 sq. ft. office consist of 3 spacious eq. ops., with Practice Web software, intra oral camera and digital x-ray. Seller was a Prosthodontist and moving 20 miles away. Corner location with good window views. A great starter opportunity. Property ID #3971.

GLENDORA – Long established general practice with 44 years of goodwill located in 2 story building. Practice consist of 4 fully computerized ops with Dent soft software and intra oral camera. 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. Grossed \$811,875 for 2010. Projecting approx. \$870,973 for 2011. **BUYER'S NET OF \$404K.** Great street visibility. Property ID #3041.

LOS ANGELES – PRICE REDUCED! 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. **BUYER'S NET OF \$95K.** Property ID #2771.

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LOS ANGELES - PRICE REDUCED! Leasehold Improvements and Equipment. General Practice located in a two story busy shopping center with great exposure and valet parking available. Practice consist 1,035 sq. ft. with 4 fully eq. ops. Computerized office with intra oral camera and 5 year old equipment. Absentee owner. Call CPS for more information. Property ID #3861.

LOS ANGELES - Leasehold improvements and equipment only! Excellent for a first time Buyer. Neat office with 3 eq. ops located in a multi story professional building. Priced for an immediate sale. Great views to downtown L.A. Property ID #4025.

LOS ANGELES (GP) – Turn-Key office in the Westchester area. Established in 1972, this fee for service practice is located in the 11th floor of a 12 story medical dental building. Retiring seller works 4 days/wk and sees approximately 5-8 patients per day. Fully designed office with 2 eq. ops. Good family dentistry. Beautiful windows views from the operatories to the L.A. mountains. Remodeled in 2002. Priced for an immediate sale! Property ID #4039.

LOS ANGELES (GP) – Fee for service office with over 12 years of goodwill. Located in 2 story Medical / Dental building with ample parking. Near a residential neighborhood and shopping centers. This digital office consists of 900 sq. ft. suite, 3 fully computerized eq. ops with Easy Dental software. Seller works 4 days/wk with 1.5 days of hygiene. There are approximately 11-12 new patients per month. Grossed \$552,904 for 2010. Projecting approx. \$526,634 for 2011. Buyer's net of \$141K. Corner location with heavy traffic flow and good signage. Seller desires a quick sale. Property ID #4057.

MONTEBELLO (GP) – Located in a free standing building with over 25 years of goodwill. Great street visibility, signage and foot traffic. The practice consists of 2,500 sq. ft., 5 fully computerized eq. ops with Dentrux software and intra oral camera. Four days/wk practice with 2 days/mo of hygiene. Approximately 15-20 new patients/mo. Income source: Ins. 70%; Cash 17%; Medi-cal 3%; & Cap 10%. Grossed \$396,350 for 2010. Projecting approximately \$348,242 for 2011. A must see! Property ID #4051.

PALOS VERDES ESTATES (GP Group Solo) – Well established practice with over 40 years of goodwill located in a three story prestigious building with ocean view and plenty of ample parking. Four days/wk office with 3 days/wk of hygiene. Fee for service. Approximately 5-10 new patients /mo. Practice consist of 3.5 computerized ops., with Dentrux software, intra oral cameras and Schick digital x-ray. Grossed \$304,779 for 2010. Projecting approximately \$368,418 for 2011. **BUYER'S NET OF \$100,982.** Convenient for South Bay residents. Property ID #4059.

SAN GABRIEL – PRICE REDUCED! GP or Specialists- Leasehold Improvement & Equipment Only– Newly remodeled spacious practice with 3 fully eq. ops., 1 plumbed not eq. op., 1,255 sq. ft. suite located in a prestigious 3 story brick medical professional building. Retiring Seller owns the building and is ensuring a smooth transition and ease of leasing arrangements. Seller willing to carry 50% of financing! Property ID #3161.

TORRANCE (GP) – Leasehold Improvement, Equipment & Some Charts. Long established office located in a 4 story medical building. Practice consist of 1,170 sq. ft., 2 fully computerized ops., with Eagle software and digital x-ray. Office plumbed for nitrous and oxygen. Equipment is approximately 7 years old. Property ID #4033.

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Maria Silva, V.P.

ORANGE COUNTY

ANAHEIM - Leasehold Improvement & Equipment Only! – Excellent for a first time owner. Located on a major boulevard in a two story colonial style medical plaza with large French windows. Excellent signage and visibility. On ground floor with direct access to the parking, offering ample shaded parking. Near the Anaheim Medical Center. Practice consist of 4 ops., 2 fully eq and 2 partially eq. Operatories plumbed for nitrous & oxygen with a Taylor Safety System. Property ID #4061.

GARDEN GROVE (GP) – Turnkey practice with over 20 years of goodwill located in a one story free standing building with ample parking. Reasonable rent. This office consist of 1,200 sq. ft., 2 eq. ops., 1 plumbed not eq., with Dentist Mate software. 4 day per week practice and sees approximately 10-15 new patients per month. Income source: 30% insurance / 47% cash / 23% capitation. 100% patient referral. Grossed approximately \$178,748 in 2010. Easy freeway access. Great exposure, visibility and signage. Property ID #3988.

IRVINE – Leasehold Improvements & Equipment Only. Well laid out office in a multi story professional medical building. Great views and good freeway access. Office consist of 7 computerized eq. ops with intra oral camera. Suite is approximately 1,867 sq. ft. Has new to older equipment. Seller purchase property. Priced for immediate sale. Property ID #4019.

IRVINE - PRICE REDUCED! Great opportunity for GP or Specialist!! Leasehold Improvements & Equipment Only. Office consist of 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.

IRVINE (GP) – Located in a busy shopping center with lots of foot traffic. The modern designed practice consists of 4 fully computerized eq. ops with Easy Dental software, intra oral camera and digital x-ray. Seller only works one half day/wk. Associate works 2 days/wk and sees approximately 8-12 patients per day. Income source: Insurance 32%; Cash 54%; & Capitation 14%. 100% Patient referral. Over ten years of goodwill. The office has been recently painted. Excellent exposure, signage and visibility. Property ID #4053.

LAKE FOREST - PRICE REDUCED! Leasehold Improvement & Equipment Only. Modern design office with State-of-the-Art equipment. Practice is computerized and consist of 4 fully eq. ops., 2 plumbed not eq., intra oral camera and digital x-ray. Established in 2008. The office also offers a day spa and med spa. Note: Optional spa equipment can be purchased for \$100,000. Seller owns condo and may consider selling if the price is right. Great opportunity for a GP or Specialist. Property ID #3631.

RANCHO SANTA MARGARITA - Leasehold Improvement & Equipment Only. This practice is located in South Orange County in a modern single story medical professional complex with views of surrounding mountain range. The Seller as been very successful in this location and needs to move to a larger facility. The leasehold improvements are listed for a small fraction of what was invested to build out this location. The Seller is a pedodontist who will remain in the area and desires a buyer that is of any of background to eliminate competing with each other. Property ID #4079.

SANTA ANA (GP) – Absentee owner. Long established practice located a single standing building with ample parking. Seller owns building. Practice consist of 4 fully computerized ops., with EZ Dental software and intra oral camera. Excellent street visibility and Heavy traffic flow. Nice office. Projecting approximately \$232K for 2011. **BUYER'S NET OF \$82K.** Property ID #4071.

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



Tina Ochoa, V.P.



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TUSTIN (GP) - State-of-the Art practice located in a two story Medical/Dental building. Incredible build out. Practice consist of 5 fully computerized eq. ops, 3 plumbed not equip., with Dentrix software and intra oral camera, and Digital X-ray. Seller works 4 days/wk, Associate 2 days/wk and Hygienist 2 days/wk. See approximately 40-50 new patients/mo. Income source: 50% insurance, 45% cash & 5% capitation (approx. \$2K/mo in cap checks). Practice was established in 2007. Potential for a multi specialty practice. Paperless office. A must see. Property ID # 4069.

RIVERSIDE & SAN BERNARDINO COUNTIES

HEMET (GP) - Established in 2004, located in a single story strip mall. Practice consist 1,379 sq. ft. office, 4 fully computerized eq. ops., with Easy Dental software. Office is open 2 days/wk and associate sees approximate 11-12 patient per day. 70% insurance / 28% cash / 2% capitation. Grossed \$105,145 in 2010. Seller invested over \$300,000 in the built out. Property ID #4077.

LA QUINTA - One of the fasted 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 Dexis software, intra oral camera and Dexis Digital X-ray. Newer equipment. Affluent area World Class Golf, high end resorts and shopping. Practice established since 1995. Motivated Seller opened new location. Property ID #4063.

MURRIETA (GP) - Turnkey practice located in a prestigious stand alone building. This state of the art office consist of 6 spacious eq. ops., with Open Dental software, intra oral camera and digital x-ray. Seller works 3 days/wk and sees approximately 10-15 new patients per month. Fee for service. 100% patient referral. Property ID #4002. ** Seller will consider leasing the space and equipment for a reasonable price. Please contact your CPS Agent for more details.*

RANCHO CUCAMONGA - Great opportunity for a GP or Specialist - Leasehold improvements & equipment only! Office consist of 6 equipped ops., 1,800 sq. ft. suite located in 2 story medical / dental professional building. Computerized office with digital x-ray and Dentrix software. Motivated Seller moving the practice to a new building. Property ID #3191.

TEMECULA (GP) - Fee for service practice in nice strip mall. Seller work 3 days/wk and sees approximately 15-16 patients per day. Established late 2007. Practice consist of 2 fully eq. ops., 2 plumbed not eq., with Practice Web software and digital x-ray. Beautiful office. Projecting approximately \$292K for 2011. Property ID #4075.

UPLAND - General practice located in a busy shopping center. Excellent signage and visibility. Established in 2005. Practice consists of 3 fully computerized eq. ops., 1 plumbed not eq., with Genesis software and intra oral camera. There is no digital but wired for digital. Seller works 3 days/wk and sees approximately 10-15 patients/day. 2011 monthly revenues approx. \$22K/mo. A must see!! Property ID #4065.

SAN DIEGO COUNTY

DEL MAR (GP) - Beautiful Décor office located in a one story medical dental building with ocean view. Fee for service practice consists of 3 fully computerized ops., with Open Dental software and digital x-ray. Seller works 3 days/wk with 2 days/wk of hygiene. Sees approximately 8-10 patients/day. Remodeled office in 2007. Heavy traffic flow with great street visibility. Projecting approximately \$425K in 2011. Property ID #4083.

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SAN DIEGO (GP) – Long established practice with over 27 years of goodwill. Fee for service office located in a busy shopping center with ample parking. Half block from a elementary school. Seller works 3 days/wk with 2 days/wk of hygiene. Approximately 5-10 new patients/mo. Practice consist of 4 fully computerized eq. ops with Practice Work software, digital x-ray and intra oral camera. Great visibility and signage and foot traffic. Grossed \$327,669 for 2010. Projecting approximately \$352,423 for 2011. **BUYER'S NET OF \$109K.** Seller will be focusing on primary office. Property ID #4049.

KEEN & SANTA BARBARA COUNTIES

SANTA MARIA (GP) – PRICE REDUCED! Office was established over 13 years ago and is located in a Medical plaza. Seller works 4 days/wk and sees approximately 14-15 patients/day. Income source: 45% insurance / 39% cash / 2% capitation / 14% healthy families. Practice consists of 4 fully computerized eq. ops, with Eagle Soft software and Intra oral camera. Great visibility from street and parking lot. Seller moving out of area. Grossed approximately \$654,962 in 2010. Property ID #4007.

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WOODLAND HILLS (PEDO) - Well equipped Pedo office with 3 chairs in open bay area. Fully computerized with Eagle Soft software and digital x-ray. Seller works 4 days/wk with half day/wk of hygiene. 31 years of goodwill. There is only one other Pedo in the area. Grossed \$627,192 for 2010. Projecting approximately \$680K for 2011. **BUYER'S NET OF \$315K.** Property ID #3661.

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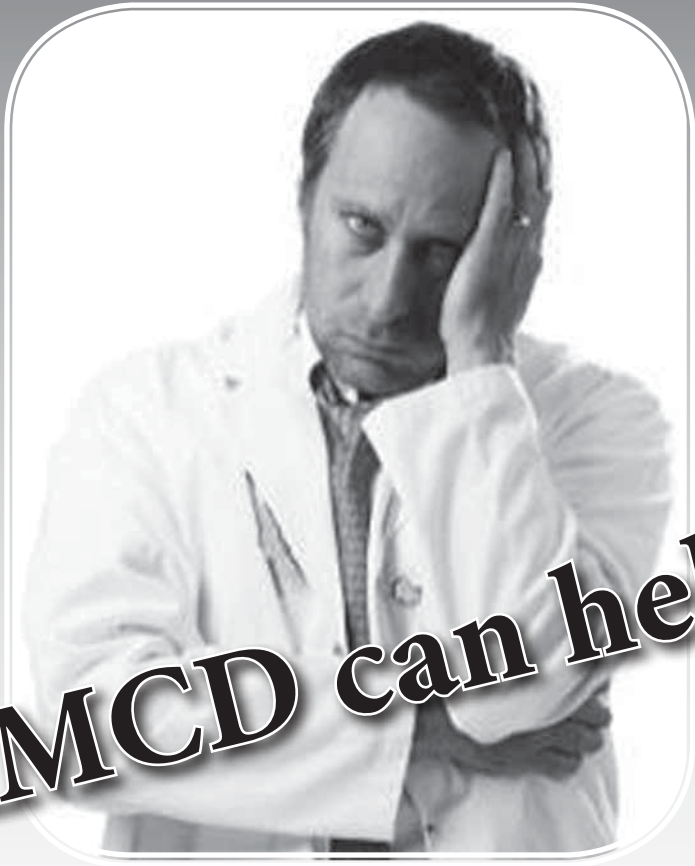
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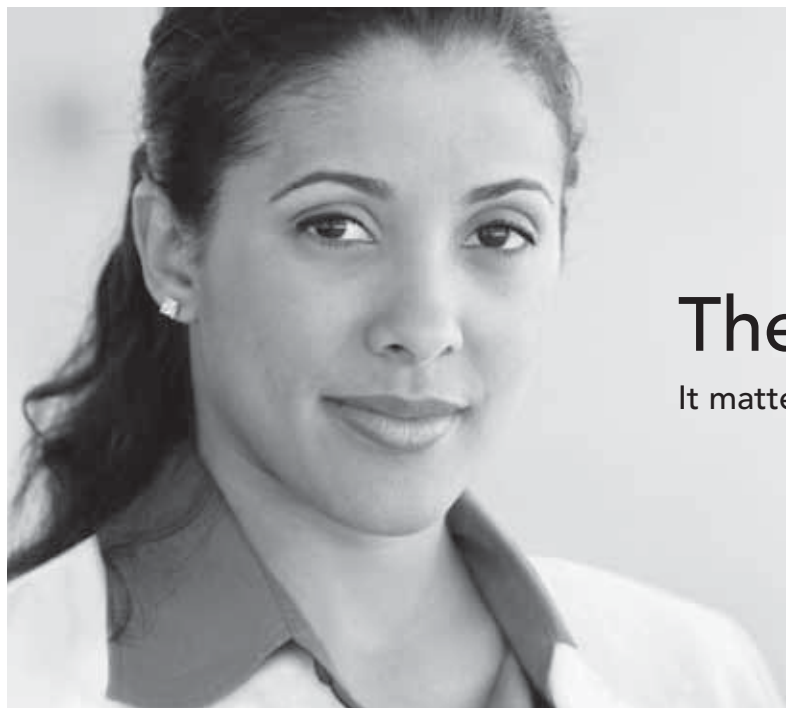
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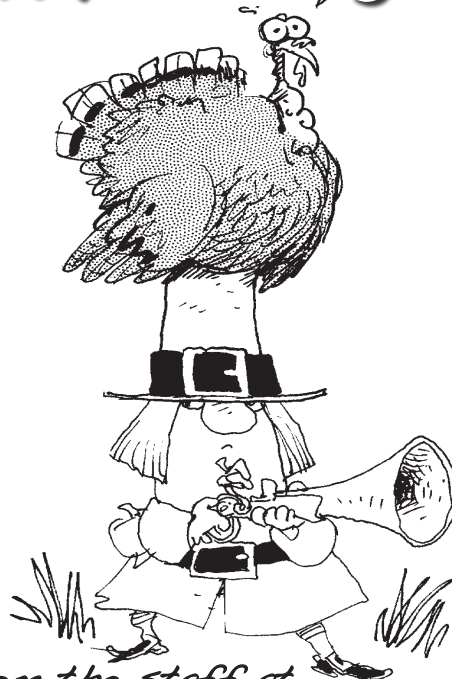
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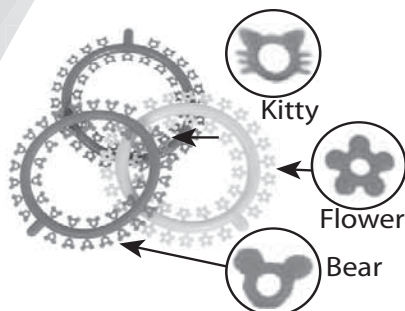
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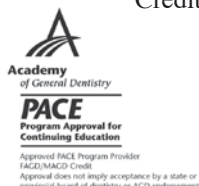
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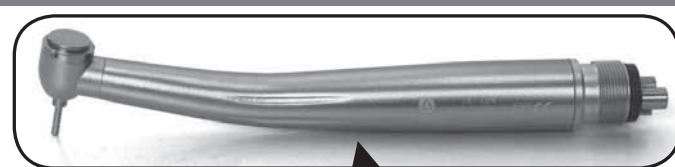
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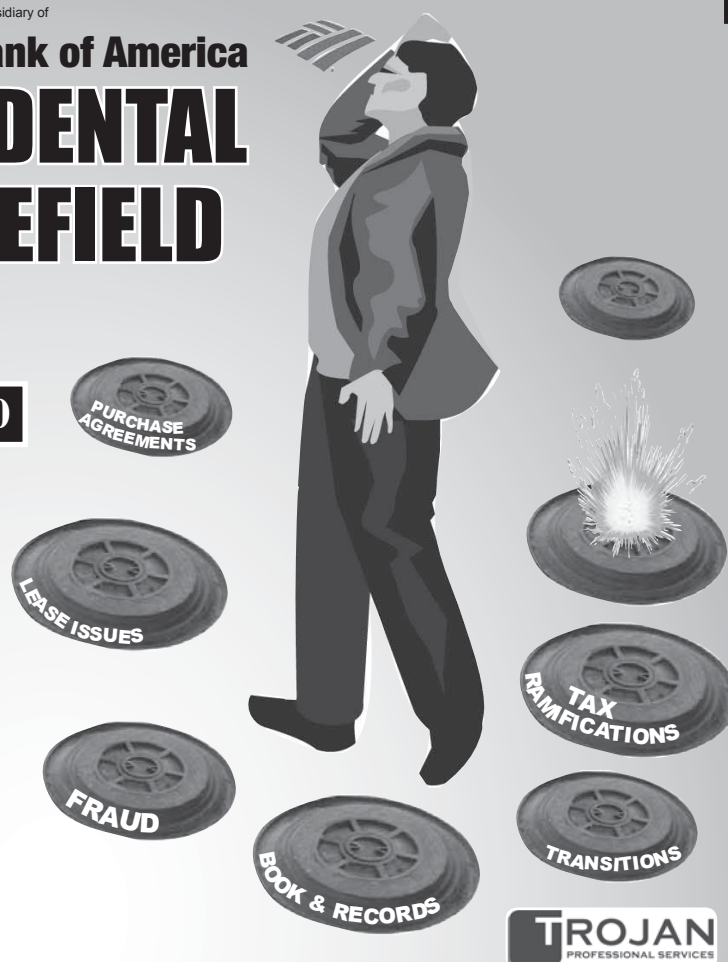
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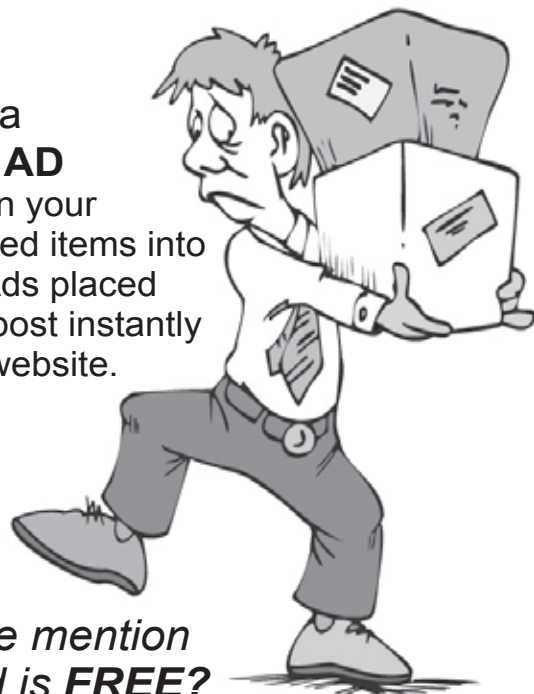
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- **CORONADO:** For Sale-General Dentistry Practice. Gross Receipts in 2010 \$405K. Office space 1,400 sq. ft., 4 operatories, Laser, Intra-Oral Camera. 1,000 active patients. 2 hygiene days a week. Practice has operated in its present location for 40+ years. Owner retiring. #14366
- **EL DORADO HILLS:** For Sale-General Dentistry Practice. 2009 GR \$790,758, adjusted net income of \$312K. 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.
- **EL DORADO HILLS:** For Sale-General dentistry practice. Gross Receipts of \$834K with an adjusted net of \$389K, 53% overhead. Office has five equipped operatories in 1485 sq.ft. Pano, Intra-oral Camera, Dentrix, 5 days of hygiene. Owner retiring.
- **FOLSOM:** For Sale-General Dentistry Practice. Gross Receipts in 2010 were \$703K with an adjusted net income of \$300K. 5 days of hygiene and approx 1,500 active patients. Leased Office is 2,000 sq. ft with 4 equipped operatories-5 possible. Patient Base software. Owner to retire.
- **FOLSOM:** For Sale-General Dentistry Practice 2009 Collections \$513K. Adjusted net income \$184K. 4 ops (plumbed for 5), Intra-oral camera, fiber optics in all ops. Patient base software. Owner retiring.
- **FOLSOM:** For Sale-General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 5 ops. Digital, Dentrix, Intra-Oral Camera, Laser, 5+year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- **FRESNO:** For Sale-General Dentistry IV Sedation Practice. (MERGER OPPORTUNITY) Owner would like to merge his practice into another high quality general dentistry or IV sedation practice. The merger would be into Buyers office. Seller would like to continue to work as either a partner or associate after the merger. 2010 collections were \$993K with a \$422K adjusted net income. There are 7 days of hygiene. #14250.
- **GLENDALE:** FACILITY SALE-General Dentistry Office Space & Leasehold Improvements Sale- Office located in a medical plaza, 1760 sq. ft. 7 operatories, computerized equipment approximately 5 years old. Two 5-year options available.
- **GRASS VALLEY:** For Sale-General Dentistry Practice. GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho. Perio, Endo, Surgery. Intra-Oral Camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337.
- **GRASS VALLEY:** For Sale-General Dentistry Practice. GR 545K 3 days/wk (4 avail). 3 hygiene days/week. 5 Ops (6 Avail) 1,950 sq ft. Refers out most/all Ortho, Perio, Endo, Surgery. Office has Laser, Intraoral Camera, Pano, & Dentrix Software. Owner retiring.
- **GRASS VALLEY:** For Sale-General Dentistry Practice. Owner retiring. Gross Receipts \$89K. Practice has been in the same location for the past 33 years. 2 equipped operatories, 3-4 available. Panoramic X-ray. Doctor owns building, which is available for purchase. This practice can also be combined with another Grass Valley practice also listed for sale. #14362.
- **GREATER CHICO:** For Sale-General Dentistry Practice. Gross receipts in 2010 were \$584K, with an adjusted net income of \$152K. Approx 1,100 active patients. 4 operatories, Pano, Intra-Oral Camera. Easy dental software. Leased office 1,200 sq. ft. Owner is retiring. #14359.
- **GREATER SAN JOSE AREA:** For Sale-General Endodontic Practice. 2009 Collections were \$1,187MIL with an adjusted net income of \$690K. There are 4 ops in this nicely decorated 1,400 sq. ft. office space. 4 microscopes. Owner has been in same location for 26 years with long-term employees. Owner is retiring but will continue to work 1 ½ to 2 years through the transition with the buyer.
- **HAWAII (MAUI):** For Sale-General dentistry practice. Gross Receipts of \$636K. Office has four equipped operatories in 1198 sq.ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 ½ days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise. #20101
- **IRVINE & COSTA MESA:** For Sale-General Dentistry practice combined. Gross receipts combined \$781K with adjusted net of \$396K. Both office spaces are leased with 4-5 ops in each. Both are 1,600 sq. ft. Irvine is equipped with Intra-Oral Camera, Pano & Dentrix. Costa Mesa is equipped with Laser, Intra-Oral Camera, Pano and Dentrix. #14355.
- **LAGUNA NIGUEL:** For Sale-General Dentistry Practice. 2010 gross receipts were \$503k. 4 operatories, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring. #14352
- **LAKE COUNTY:** For Sale-General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral Camera, Pano, and Data Con software. Owner to retire. #14338
- **LINDSAY:** For Sale-General Dentistry Practice & building. Gross Receipts \$330K with adjusted net income of \$219K. Owner has operated in present location for 27 years. Office space 1,489 sq. ft., 3 operatories available (2 equipped), Intra-Oral Camera, Soft-Dent software. 3-hygiene days a week. Owner retiring. #14363.
- **LIVERMORE:** For Sale-General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely decorated 1,082 sq. ft. office space. Dentrix software, 6-days/wk 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. 1,200 sq ft 4ops, 29 yrs in present location. Gross Receipts \$274K with adjusted net income of \$89K. Owner to retire. #14348
- **MARIN COUNTY:** For Sale-General Dentistry Practice. This is a small 650 sq.ft. office with three treatment rooms. The practice has a very low overhead of only 48%. 2010 gross receipts were \$179,000 with \$90,000 adjusted net. Practice includes Panoramic X-ray and Easy Dental Software. Refers out O.S., Perio., & Endo. Practice has been in its present location for 30 years. This is an ideal practice for the new grad or satellite practice for the established dentist. Owner is retiring. #14370
- **MODESTO:** For Sale-General Dentistry Practice. 5 operatories, 32-years in present location. Gross Receipts \$884K w/adjusted net income of \$346. Dentrix, Cerec, and Intra-Oral Camera. Owner to retire. #14308
- **NAPA:** For Sale-General Dentistry Practice. Gross Receipts \$800K, with adjusted net income of \$250K. Fee for Service. 1300 sq ft 4 ops 6 hygiene days 18 yrs in present location, 30 yrs in previous location. Owner to retire.
- **NEWPORT BEACH:** For Sale-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport Beach community. Three (3) hygiene days per week. Leased office space with 4 ops. in 1,450 sq. ft. Pano & Practice Works software. #14354.
- **NEVADA CITY:** For Sale-General Dentistry Practice. Gross Receipts \$491K with an adjusted net income of \$130K. Overhead 73%. Office leased 1,555 sq ft. 4 equipped operatories

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• **NORTHERN FRESNO:** *For Sale*-General Dentistry Practice. This is a perfect starter or satellite practice. Excellent location in North Fresno. Gross Receipts in 2010 were \$173K. Approximately 450 active patients. 3 operatories. Dentrix software. Leased office 1,200 sq. ft. Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.

• **NORTHERN CALIFORNIA:** *For Sale*-Endodontic Practice. This Endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq ft. There are 4 equipped treatment rooms with an additional 5th room available. Gross Receipts were \$638K with \$239K adjusted net income. Owner will stay for transition to introduce buyer. Owner is retiring. #14251

• **NORTHERN CALIFORNIA:** *For Sale*-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 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.

• **OCEANSIDE:** *For Sale*-Modern looking office. 4 op, office space and equipment only. Belmont chairs. Genex x-ray system, intraoral camera, approx 1,200 sq ft. Low overhead-Rent is \$1,900/month, and it's a 5 year lease. Staff is available for rehire-front desk \$15/hr, assistant 13/hr. Update all the computer systems after purchasing the office in 07. Computers and monitors in every room. #14346

• **PLEASANTON:** *For Sale*-General Dentistry Practice. Owner has other practice in Bay Area only in Pleasanton 1 day/wk. 300 active patients. Excellent location-beautiful 1600 sq.ft. 5-op office. Equipment like new, intra-oral camera, pano, Easy Dental software. Must See. #14364.

• **PLUMAS COUNTY:** *For Sale*-3 equipped ops. Space available for 4th op. 1,245 sf office in good location. Gross Receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318

• **RENO:** *For Sale*-General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/wk. 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

• **ROCKLIN:** *For Sale*-General Dentistry Practice. Gross Receipts \$593K in 2010 with \$240K adjusted net income.

Office is 1,630 sq. ft., with 4 operatories equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral Camera, Dentrix software. Owner to retire.

• **ROSEVILLE:** *For Sale*-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops. 3 days hygiene/wk. Digital, Intra-Oral Camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327

• **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. #14334

• **SAN DIEGO:** *For Sale*-General Dentistry practice. Gross Receipts \$414K. Practice has been operated by the same owner for the past 6 years. Leased 950 sq. ft. office with 3 equipped operatories. Dentix software, Intra-Oral camera, Panoramic X-Ray. Owner to relocate. #14356.

• **SAN DIEGO:** *For Sale*-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331

• **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, Datacan software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333

• **SAN LUIS OBISPO:** *For Sale*-Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$691K. The office has 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrix software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views. #14353.

• **SANTA CLARA:** *For Sale*-BUILDING ONLY: This building is located just west of Westfield Mall and Santana Row. The building has two units. One side is designed and plumbed for dentistry and the other was a law office. There is 3,776 sq. ft. of office space. The dental office is approximately 2,500 sq. ft. with 6 operatories. The building is

presently being re-roofed. Excellent opportunity for a startup practice or for the dentist that needs more space. Financing available through various dental lenders. #14368

• **SANTA CRUZ:** *For Sale*-General Dentistry practice. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. 3 equipped operatories. Intra-Oral Camera, Pano, Digital X-Rays, and Dentrix software. Practice has been in its present location since 1980. Owner retiring.

• **SANTA CRUZ:** *For Sale*-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361

• **TORRANCE:** *For Sale*-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 1000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14320

• **TORRANCE:** *For Sale*-General Dentistry Practice. Gross Receipts \$413K with an adjusted net income of \$203K. 50% overhead. Practice has been in its present location for the past 25 years. The office has been tastefully remodeled. Office is 800+ sq. ft. with 3 equipped operatories. 4 -hygiene days per week. Doctor is to retire. #14369

• **TRACY:** *For Sale*-General Dentistry Practice. Gross Receipts \$832K adjusted net income \$504K. 3 operatories, Pano, Patient Base software, leased office space 1,100 sq. ft. Practice in same location for 33 years. 22-new patients seen a month. Owner would be willing to come back 1-2 days a week.

• **TRACY:** *For Sale*-Equipment, furnishings, and leaseholds only. In the Central Valley. Fully equipped including 4 Belmont Accutrac chairs, 2 Midmark chairs, 6 DCI rear delivery units, 3 Genex x-ray units, 1 Sonic Digital x-ray processor, 1 Statim 5000, 1 Harvey autoclave, 2,800 Sq ft, 6 Ops. New lease available from landlord.

• **VISALIA:** *For Sale*- General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$ 321K. Office is 1,380 sq ft with 3 equipped operatories. Intra-Oral Camera, Digital X-Rays, Mogo software, equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

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Saturday, December 3, 2011

Restorative Solutions for Natural Teeth and Implants: A Current Perspective

presented by Baldwin W. Marchack, DDS, MBA

This presentation will demonstrate the vast array of ceramic solutions for natural teeth and implants available today, including abutments, crowns, bridges and other fixed implant prostheses.

The morning session, "Taking the mystery out of the new generation of high-strength all ceramic restorations" will focus on all ceramic solutions for natural teeth. Clinical and laboratory procedures and the different features and properties of various ceramic and CAD/CAM systems will be discussed, as well as the basic criteria for using/choosing one material or one system over another. Enhanced coping designs to minimize porcelain fracture, creative custom CAD/CAM coping, and methods of cementation will also be presented.

The afternoon session, "Restorative solutions for implants in the digital age", will focus on CAD/CAM individual abutments, crowns and other fixed dental prostheses for implants. Clinical and laboratory procedures involved in both single and multiple unit implant restorations, and the unique and innovative applications of various systems will be discussed.

SPECIAL FEATURE

This is an interactive presentation and the audience will have the opportunity to use remote control audience response devices to participate in diagnosis and treatment planning exercises throughout the entire day. The results of the audience's responses will be instantly tabulated and displayed as a graph on the screen for immediate feedback.

ABOUT THE SPEAKER

Baldwin Marchack is a 1971 graduate of the University of Southern California, School of Dentistry. In 1989 he received his MBA from the Anderson Graduate School of Management at UCLA.

Dr Marchack is a Fellow of the American College of Dentists, a Fellow of the International College of Dentists, a Fellow of the Pierre Fauchard Academy, a Fellow of the American Academy of Esthetic Dentistry and a Fellow of the Academy of General Dentistry.

Dr Marchack is currently the Chair of the Editorial Council for the Journal of Prosthetic Dentistry, and he maintains a private practice with a focus on esthetic, restorative and implant dentistry in Pasadena, California.

Space is limited—preregistration is required. No on-site registration.

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- 6002 - San Jose's Evergreen Valley - Long Established practice moved into new building and suite 3+ years ago. Busy Hygiene schedule. \$650k per year performer. Strong profits. 4 Ops with computers.
- 6005 - Fairfield - West of I-80. Seeks full time Successor. Operates on 2.5 week schedule by Owner with other commitments. Collected \$500k in 2010 with profits of \$249k. Attractive 3 Op suite. Highly visible location.
- 6006 - Stockton - Beautiful office near intersection of West Hammer and Lower Sacramento. Busy retail location. Ideal for nearby Dentist seeking office upgrade or someone with a Business plan. 4 Ops, digital radiography, computer charting. No goodwill. FP \$99k
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- 6010 - Berkeley's Alta Bates Medical Village - Great location. Enjoys economic muscle flexed by its neighbor UC Berkeley. Collections average \$435k/yr. Extraordinary relationship with another Dentist generates \$10k+ per month in additional revenue. 2011 experiencing spike in performance.
- 6011 - San Jose - West of I-280. Long established practice off Saratoga Ave. Has averaged \$400k yr in collections. 3 Ops w/ 4th available in 1,100 sq. ft. suite
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- 3193 - Palm Desert. Grossing \$400,000+. Great Location.
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- 3240 - Redlands - GP Est-5 Ops. Shopping ctr. Should do \$300k to \$400k first year with little marketing. Great lease \$1.00 sq.ft. FP \$285k
- 3248 - Small town near Palmdale. GP Est 15 yrs. Previous Seller grossed \$800,000 in hi identity shopping ctr. Available now @ \$250k
- 3250 - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. Grossing \$370k in '09. 1,800 sq.ft. 5 Ops equipped. Low rent
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- 3287 - So. CA. \$6,000,000 Practice. Est. 25 yrs. Prestigious Hi identity location. 12,000 sq.ft. \$1.00/per sq.ft. \$30k Cap/mo. Requiring substantial net work. Nets \$1 million plus. Approx. 800 Implants.
- 3288 - Bakersfield area - Gross \$900k, net \$400k. 4 Ops. Cash, Insurance, few PPO's. Low overhead. Rent only \$2,500. Free standing bldg, includes \$60k A/R. Full Price \$650k
- 3290 - Santa Paul at Fillmore-Hi identity location. GP Gross \$400k+. Est 2006. Like new. 5 Ops plumbed, 3 equipped. Steady growth. Beautiful office.
- 3297 - So. Bay. Location Only. Free standing Dental bldg on main street.
- 3298 - Long Beach area. Corner Location. Bread and Butter practice. Long established. Collects \$500k per year.
- La Habra - Great starter Shopping center with low rent, low overhead, 4 ops in over 2000 sq. ft. Rent only \$2700. Grossing \$15 to \$30,000. Full Price \$185,000.
- Hawaiian Gardens - Long Estb. hispanic prtc. Grossing near \$500,000. Beau off 5 ops Grt shopping center. FP \$350,000.
- Temec/HMO. Gr. \$700,000 part time. 8 ops fantastic location Million Dollar corner. Full Price \$565.
- Corona HMO GR \$70 to \$80k month absentee. Low overhead FP \$850,000.
- 3303 - Oxnard/Ventura- Emergency - Health. Hi Identity Shopping center. Location. Est 23 yrs. 3 Ops. Only \$165,000 Outstanding Opp first yr \$500k (714) 345-9659
- 3304 - Glendora - Hi identity shopping corner. New Location. GP who likes Ortho also as no Ortho in area. Full Price new office \$200k to \$250,000

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