

THE Dental Trader

VOL. 9 NO. 11 • NOVEMBER '12
So. Calif. Edition

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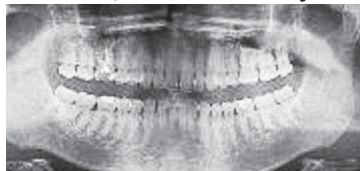
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PRACTICE SALES AND LEASING

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CA Broker #01172430**FRESNO COUNTY**

CENTRAL VALLEY/SO. FRESNO CTY - (3) op comput. G.P. w newer refurb. Belmont eqt. Digital x-rays & networked. Dentrix s/w. In a smaller town w very limited competition. Mos. Gross Collect \$40K+ on a (3) day wk. Cash/Ins/PPO pts. Low overhead office. Seller to concentrate on his other office in L.A. **[NEW]**

KERN COUNTY

BAKERSFIELD #21 Bldg. & Pract. - (10) op comput. G.P. & free stand. bldg for sale. (3) ops fully eqt'd, (3) ops partially eqt'd & (4) additional plumbed not eqt'd ops. Located on a main street w excell. exposure/visibility & signage. Annual Gross Collect. \$500K+ on an easy (2 1/2 - 3) day week. (3) days of hygiene booked 6-12 mos out. Cash/Ins & PPO. Fully eqt'd "removable" dental lab w a full time technician. Experienced staff. Seller retiring. **BACK ON THE MARKET**

LOS ANGELES COUNTY

ANTELOPE VALLEY - (7) op comput. G.P. located in a highly visible, easily accessible, free standing bldg. on a main boulevard. All ops are digital x-ray equipped. There is a Pano and a Ceph., an experienced staff, and room to grow. (20-30) new pts/mos. (50+) years of Goodwill. Cash/Ins and some PPO pt base. Annual Gross Collections of \$1.5M+. Projecting \$1.6M+ Collections in 2012. A Real Money Maker!

CONEJO VALLEY - "TO DIE FOR!" GORGEOUS (3) op comput. G.P. & Condo. Digital & chartless. Cash/Ins/PPO pt base. Annual Gross Collect. \$500K+ on 3.5 days/wk. 17 years of Goodwill. Refers out all Endo, O.S. & Perio Surgery. Restorative practice w upper middle class pts. Seller retiring.

HACIENDA HEIGHTS #1 - (2) op p.t. G.P. located in a shop. ctr. w exposure/visibility & signage. Low overhead office w high % net. Cash/Ins/PPO pt. base. 2011 Gross Collect \$164K+ on 2 1/2 days/wk. Seller retiring from private practice to work for county. **Back on the Market.**

HACIENDA HEIGHTS #2 - (3) op comput. G.P. located in a two story prof. bldg. w excellent signage & parking. Cash/Ins/PPO pt base. 4 1/2 days/wk of hygiene. (38) yrs of Goodwill. (10) new pts/mos. 2012 Projected Gross Collect. \$525K+. Seller retiring. **[NEW]**

LOS ANGELES (SILVERLAKE - ATWATER AREA) - (3) op G.P. located in the trendy Silverlake - Atwater area of L.A. (28) years of Goodwill. Cash/Ins/PPO pts. 2011 Gross Collections ~ \$140K on a p.t. schedule. Retail store front w exposure/visibility. Seller owns bldg. & will grant Buyer first right to purchase in future. Seller retiring. **[SOLD]**

NORTHRIDGE - (6) op comput. G.P. (5) ops eqt'd (6th) partially eqt'd & plumbed. (20) years of Goodwill. Cash/Ins/PPO/HMO pts. 2011 Gross Collections \$400K+ on a two day week. Approx \$3K/mos Cap cks. 17-19 new pts/mos. Seller to concentrate on his main office, & is to busy for this one. **REDUCED AGAIN**

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. Digital X-rays & Dentrix s/w. Excell starter or 2nd office. **REDUCED [PENDING]**

VALENCIA - Drop Dead Gorgeous! (6) op comput. G.P. Newer build out & equipt. Cash/Ins/& a few PPO's. 2012 Projected Gross Collect \$775K-\$800K on 4 days. Digital x-rays & Pano. Dentrix & Dexis. Cerec. All the bells & whistles! 22+ years of Goodwill. (4) days of hygiene/wk. (1-2) days/mos of Perio. Seller has a degenerative condition & is calling it quits before it worsens. Great opp for an experienced, quality oriented DDS looking for a larger, higher end practice. **Re-Priced! [NEW]**

RIVERSIDE COUNTY

"Room for Your Riverside County Practice Listing"

ORANGE COUNTY

ANAHEIM #3 - (3) op comput. G.P. in a one story prof. bldg. on a well known, major blvd. Abundant off St. parking. Dr. works 2.5 days/wk & collects approx \$20K/mos. Does no advertising. Can produce/collect more w some advertising & more days. Cash/Ins/PPO w no Denti-Cal or HMO's. Low rent & overhead. Great starter or second location. **[NEW]**

IRVINE - (3) op comput. turnkey office. Some charts included but not guaranteed. Located in a shop. ctr. w exposure/visibility & signage. Pano equipped. Plumbed for central nitrous. Digital x-rays. Location has been a dental office since 1992.

SAN BERNARDINO COUNTY

"Room for Your San Bernardino County Practice Listing"

SANTA BARBARA COUNTY

SANTA BARBARA #3 - (3) op comput. G.P. located in a dental/medical/prof. bldg. complex on the 1st floor w easy access to parking. Dr. retiring after 40 years. Significant goodwill available in the charts. Does little Peds even tho many kids are attracted to the complex. Refers all specialties. 8-10 new pts/mos. 6-8 pts/day. Ave. Annual Gross Collect. \$250K on a 4 day wk. Cash/Ins/PPO pts. Digital X-rays. Support during transition. Very attractive price.

SANTA BARBARA #4 - (3) op G.P. office located in a prof. bldg. on a main thoroughfare, w off street parking. (2) large eqt'd ops. w room for two more. 40+ years of Goodwill. Excellent lease terms. 2012 Projected Gross Collect. \$140K p.t. Seller retiring but will assist w the transition. **[NEW]**

TULARE COUNTY

SAN JOAQUIN VALLEY - (4) op comput. G.P. & Free Stand. Bldg. In a smaller town w limited competition. Cash/Ins/PPO pt base. Annual Gross Collect \$500K on 4 - 4 1/2 days/wk. 28+ years of Goodwill. 10-20 new pts/mos. Seller retiring. **[NEW]**

So. TULARE COUNTY - PORTERVILLE AREA - (6) op comput. G.P. in a major shop. ctr. w exposure & visibility. Cash/Ins/PPO/Kids Denti-Cal pt. base. Annual Gross Collect. \$500K+ on a (4) day wk.

VENTURA COUNTY

PORT HUENEME #2 - turnkey office w charts. (3) ops eqt'd. In a strip ctr w exposure, visibility, & signage. In an upscale beach area. Easy Dental s/w, digital tomograph, & digital x-ray. **[PENDING]**

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Pelton Crane **new in box** Spirit 1500 Ellipse L/R radius - over the patient Delivery unit - model 1585 \$3500.00 Color Grey. Contact Jen @ (562)596-1661.

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PACIFIC BEACH—NEW LISTING!! Owner retiring from **GENERAL** Practice with 4 Ops (3 equipped) in approx. 1000sq.ft. Professional Bldg. Panorex. [NOTE: could be combined with previous listing].

SAN DIEGO—NEW LISTING!! Imperial Beach area. Estab in 1997 this **GENERAL** Practice has 3 Ops in 1200 sq.ft. Situated in Busy strip center with Macdonalds and KFC. Close to fwy 805.

OCEANSIDE—NEW LISTING!! Estab. **GENERAL** Practice situated in commercial/residential area. Digital X-Rays. Paperless practice. 3 Ops in approx. 1000 sq. ft.

TEMECULA—NEW LISTING!! Dr. joining Academia and offers this **GENERAL** Practice estab in 2007, situated in newer Medical Bldg, immediately adjacent to Hospital under construction. GORGEOUS office with 4 Ops (2 equipped in 1800 sq.ft.. Digital and Paperless.

POWAY—NEW LISTING!! Retiring from **GENERAL** Practice estab in 2006. Outstanding LOCATION at busy intersection. 3 Ops in approx. 1150 sq. ft., in freestanding building.

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ESCONDIDO—GENERAL Practice and BUILDING. Primarily PPO. 3 Ops (2 equipped) in approx. 1000 sq.ft. Building is freestanding, very visible on corner lot. 30 years of Goodwill!!!

TEMECULA—GENERAL Practice established 2003. 8 Ops (4 equipped) in 2400 sq. ft., in retail center. Close to 15 fwy in "Old Town."

ESCONDIDO—NEW LISTING!!—GENERAL Practice and BUILDING. Started in 1995, currently part-time due to disability. 75% PPO. 5 equipped Ops (3 more plumbed). Freestanding Building situated in residential & professional area. 1705 sq.ft.. Lots of dentistry referred out.

GLENDALE—Doctor retiring from **GENERAL** Practice with 40 years of GOODWILL! Excellent Location and in Med Bldg. "Pride/THE designed. 2250 sq.ft. Lots of large windows!

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-Peiman Soleymani, D.D.S., Periodontist Los Angeles, Ca.

"Having been represented by Mr. Kerendian many times, I was impressed with his expertise, quick response to questions, and degree of care."

-Mark Davidson, M.D., Los Angeles, Ca.

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-Dan P. Benyamini, D.D.S., Family Practice, Los Angeles, Ca.

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Featured Practices for Sale

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.

CHINO HILLS - Shopping center location w/modern office equip. 8+ yrs of goodwill. Revenues exceed \$30K per month on part time schedule. Seller transition available. Must See.

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!

KERN COUNTY – Long established practice in free standing bldg. 5+ ops. Just north of Bakersfield, this location is a store front practice with monthly revenues in excess of \$30K/mo. on part time basis. Long term staff will remain for smooth transition. Priced for immediate sale.

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

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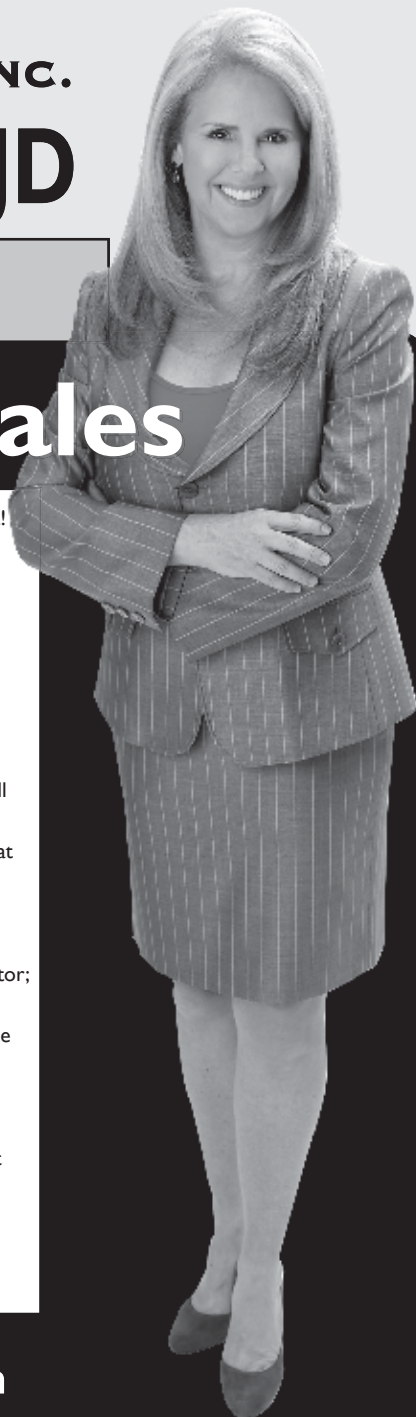
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SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE: Small, fee for service practice, collects \$170,000 per year on two and one-half days per week. Seller refers out most endo, all perio surgery and all implant placement. The practice does not accept HMO or PPO insurance patients. The office consists of 3 equipped operatories. The lease will expire at the end of May, 2013 and the Seller is willing to relocate the practice and transition the patients to a new location if a Buyer would so desire. Asking \$150,000.

TORRANCE GENERAL PRACTICE FOR SALE: This office is located in the Del Amo Medical building and the landlord of that property is not offering any leases beyond December, 2013. As a result, this office is ideal for a dentist with an office in the area or a dentist looking to open a new location in Torrance. The practice collected \$573,000 in 2011 with a net income of \$290,000 on three days per week. Buy the office now, work the practice in the present location for one year and then move it to your new location or existing office. Great practice building opportunity. Asking \$220,000.

ENCINO GENERAL PRACTICE FOR SALE: Over 35 years of goodwill. This practice collects \$440,000 per year on two and one-half days per week with one and one-half days of hygiene per week with no HMO and no advertising. The office has 6 equipped operatories plus an x-ray room. Seller is willing to transition the practice to a buyer or will move the practice to a buyer's office and work in that office for one year to facilitate the patient transition/retention. Asking \$360,000.

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I had a large, multi-million dollar per year practice in North San Diego County. With increased taxes coming next year and seeking a lifestyle change, my wife and I made the decision to sell the practice and move out of state. We contacted Kurt Skarin of Lee Skarin and Associates to discuss the sale. Based upon our income and profitability, Kurt gave us valuable insight into what we could expect to get for our practice.

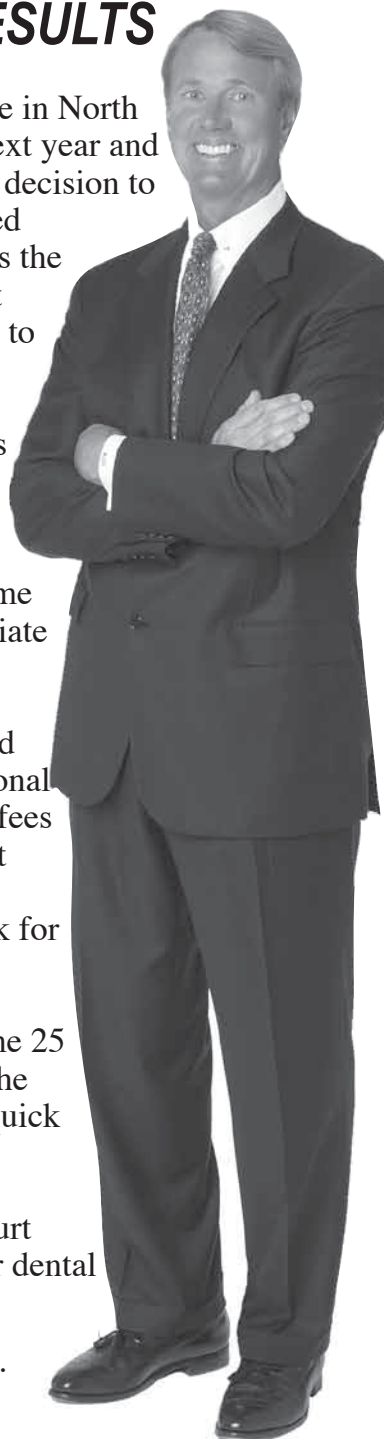
We received a full price offer within forty-six days of listing the practice for sale and that was when the real work began. Due to the size of the transaction, there were some challenging financing issues to deal with and Kurt was always able to come up with creative solutions to the problems or negotiate a better arrangement for us.

Kurt assisted the buyer with obtaining his loan and handled all aspects of our sale in the most professional manner. He saved us thousands of dollars in legal fees as he was able to handle all of the legal aspects that arose. He prepared all of our documents and did everything possible to keep our transaction on track for a successful closing.

This was not my first practice sale with Kurt. Some 25 years ago, he sold my first practice in Torrance in the same way – a full price offer with a very smooth, quick and efficient transaction.

I would definitely recommend that you contact Kurt Skarin of Lee Skarin and Associates to handle your dental practice sale.

Thomas Davies, D.D.S.
Carlsbad, CA



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VALLEJO DENTAL PRACTICE FOR SALE – Gross ~ \$650K. Digital office located in major retail shopping center. Excellent visibility. 4 fully ops, 1 additional plumbed. Approx. 1,500 sq. ft. Approx. 20-25 new patients per month.

OAKLAND STARTER PRACTICE FOR SALE – 5 eq. ops. Renovated 2 yrs ago. ~1,932 sq. ft. in professional bldg.

REDWOOD CITY DENTAL PRACTICE FOR SALE – Gross ~ \$399K. 2 ops, 1 additional plumbed. All digital, paperless. Great visibility. Across from major retail store. Approximately 70% PPO, 20% Cash, 10% Capitation.

SAN JOSE BUILDING FOR SALE – 2 Units totaling 2,197 sq. ft. Approximately 1,100 sq. ft. each. Located on major cross street. Across from retail plaza, nearby anchor stores, restaurants and many more. Ample parking spaces. Easy access to Fwy 101. Ideal for Dental, Medical or Office use. Great opportunity for Owner or Investor.

SAN JOSE PRACTICE FOR SALE – Gross ~ \$200K. GP located in shopping center. 3 fully equipped operatories, 1 additional plumbed and approximately 1,270 sq. ft. #H928SJ.

SAN JOSE STARTER PRACTICE FOR SALE – Beautifully designed practice located on busy street in small medical plaza. Good visibility. Approx. 1,200 sq. ft., 2 fully equipped operatories, 1 additional plumbed. Close to Fwy 680.

PALM SPRINGS DENTAL PRACTICE FOR SALE (BUILDING PURCHASE OPTIONAL) – Gross ~ \$ 1 million. 5 fully equipped ops. 2,500 sq. ft. Freestanding professional building in the heart of central Palm Springs.

LA JOLLA DENTAL PRACTICE FOR SALE – Gross ~ \$300K. 2 fully equipped operatories, ~ 1,000 sq. ft. in Professional building surrounded by Medical Centers, restaurants, and shopping centers. Great visibility. Easy access to Fwy 5. Ample parking space. #1015LJM.

LA JOLLA DENTAL PRACTICE FOR SALE – 15 years of goodwill. 3 eq. operatories, 1 additional plumbed, ~ 1,438 sq. ft. Located in strip mall. Lots of traffic. Close by school, beach, restaurants & markets. Ample parking space.

ESCONDIDO DENTAL PRACTICE FOR SALE – 3 fully equipped operatories, 2 additional plumbed, ~ 2,100 sq. ft. Located in strip mall on major intersection. Close by anchor stores, pharmacies, restaurants and school.

SAN DIEGO DENTAL PRACTICE – Over 24 years of goodwill. 2 eq. ops, 1 additional plumbed, ~ 900 sq. ft. Open 3 days per week. Located on major streets in plaza with supermarket, college, restaurants. Ample parking space.

LOS ANGELES DENTAL PRACTICE & FREESTANDING BUILDING FOR SALE – Gross ~ \$520K. 7 fully equipped ops, approx. 2,200 sq.ft. Good signage & bill board. Great visibility. Major street. Close to 5 Fwy.

LOS ANGELES DENTAL PRACTICE FOR SALE – Gross ~ \$200K. Over 16 years of goodwill. 4 fully equipped operatories, 1 additional plumbed. ~ 1,600 sq. ft. Close to pharmacy and school. Easy access to Fwy 110 & Fwy 105.

SANTA ANA TURNKEY DENTAL BUILDING FOR SALE – 2 Suites~2,134 sq.ft., 7 plumbed, 5 fully eq. ops. Located on major street in Professional Medical Bldg. Easy access to Fwy 55 & 5. Possible to sale Suites separately.

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WESTMINSTER DENTAL PRACTICE FOR SALE – 1600 sq.ft. with 3 fully equipped operatories, 2 additional plumbed. Cash & PPO only. Easy access to Fwy 405. Close by restaurants, markets, shops, and entertainment. #104WMD.

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Our firm placed a "Space for Lease" ad on the Dental Trader's website in November for the December edition (unnecessarily as it turned out) because we signed a lease with a new dentist/tenant who saw our ad online November 18th!! It was a great advertising decision.

Linda Schwartz-Wright

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DENTAL PRACTICE WANTED Buyer looking for practice grossing from \$500K to 1 mil, established patients, high visibility, retiring seller, open to any price range. SELLERS call Loc Pham, Broker (714) 550-7494 or quickbiz4-e@yahoo.com.

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The Dental Trader is now removing certain ads placed by dentists. Those placing free statewide ads for staff, selling a dental practice or seeking employment in So. Calif. will be automatically removed from the No. Calif. edition and vice versa. Only paid ads will still be run statewide. Both editions may be read online at dentaltrader.com.

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NEW LISTING - \$300,000 - General Dentistry Practice in Newport Beach, Orange County, Southern California with three (3) operatories, includes equipment, Zoom bleaching, sterilization/lab and over 40 years of goodwill at the same location. Located near Newport Center/Fashion Island in a desirable building with views from each operatory. **IN ESCROW.**

\$709,000 - General Dentistry Practice in Coastal Orange County, Southern California, with four (4) operatories, fully equipped. Great location near shopping center. Modern, beautifully appointed office with high end finishes. Must see! Call our office for more information.

PRICE REDUCTION - \$95,000 - Leasehold Improvements in Pasadena, Los Angeles County, Southern California with six (6) Adec Chairs/Lights in a great part of town. Contact our office for more information.

\$800,000 - General Dentistry Practice in the High Desert, San Bernardino, Southern California, with seven (7) operatories, fully equipped, business office, private office, staff lounge, storage room, sterilization room, and adjustment lab located in a free-standing building. Practice gross collections over \$1M in 2011, practice established over 35 years.

\$450,000 - General Dentistry Practice in N. San Diego County, Southern California with five (5) operatories, sterilization room, adjustment lab, dark room, reception area, staff lounge, and business office. Located in a professional building. Established over 37 years, this practice refers out all specialty work. Room to grow! **IN ESCROW.**

NEW LISTING - Price TBD - Perio Practice in Orange County, Southern California with five (5) operatories, fully equipped, one (1) plumbed, not equipped, sterilization room, staff lounge, private office, business office, consultation room, storage room. Great location on the first floor near freeways, hospital, and shopping. Call our office for more information.

NEW LISTING - \$275,000 - General Dentistry Practice in Palm Springs, Riverside County, Southern California with four (4) operatories. This practice is located on a main street, and has been established since 2005. Seller is moving out of the area. This is a PPO/Fee For Service practice, no HMO.

\$450,000 - General Dentistry Practice in La Verne, Los Angeles County, Southern California with four (4) operatories, private office, staff lounge, sterilization/lab combo, adjustment lab, x-ray room, dark room, reception area in a retail center. Over 33 years of Goodwill.

\$650,000 - General Dentistry Practice in Santa Ana, Orange County, Southern California with four (4) operatories, fully equipped, x-ray room, dark room, reception area. Practice in the same location for 24 years.

\$80,000 - Dental Leasehold Improvements and Equipment in Lake Forest, Orange County, Southern California with four (4) operatories, sterilization room, reception room, staff lounge, and private office in a retail center with plenty of foot traffic. **IN ESCROW.**

\$650,000 - General Dentistry practice in Cypress, Orange County, Southern California with six (6) operatories, \$13k cap checks/union per month, 20 years in same location. Call our office for more information.

PRICE REDUCTION - \$300,000 - General Dentistry Practice in Los Alamitos, Orange County, Southern California with seven (7) operatories, sterilization room, wet lab, business office, private office, staff lounge. Located on a busy street with plenty of frontage.

\$1,100,000 - This office does it all! General Dentistry / Specialty Practice in Sacramento, Sacramento County, Northern California, with two (2) suites, one consists of general dentistry, the other does Specialty work. Nine (9) total operatories, six (6) equipped, three (3) plumbed, not equipped, with sterilization room, adjustment lab, x-ray room, dark room, reception area, staff lounge, private office, and storage room. Digital xrays, paperless office. Member of most PPO/HMO plans, **large monthly CAP CHECKS! IN ESCROW.**

PRICE REDUCTION - \$395,000 - Prosthodontic Practice in Walnut Creek, Contra Costa County, Northern California with three (3) operatories, fully equipped, two-desk laboratory, administrative office, and private office near a retirement community. Doctor retiring, 28 years in the same location.

NEW LISTING - Price TBD - Perio Practice in Coastal Orange County, Southern California with five (5) operatories, lab, sterilization area, business office, private office in a professional building. Great location. Seller is retiring with 33 years of goodwill. Call our office for more information.

\$545,000 - Amalgam-free General Dentistry Practice in Westwood, Los Angeles County, Southern California with five (5) operatories, includes equipment, wet lab, consultation/seminar room, sterilization room. Doctor retiring. Great location across from UCLA campus in a professional building.

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HACIENDA HEIGHTS #2 (3) op comput. G.P. for sale. Located in a two story prof. bldg. w newer eqt., excellent signage & parking. Cash/Ins/PPO pts. 4½ days/wk of hygiene. 38 yrs. of Goodwill. 2012 Projected Gross Collect. \$525K+. Seller retiring. D&M Practice Sales 818.591.1401.

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When I first started practicing dentistry in 1998, my CPA at the time had me practicing as a C corporation, but while I was studying tax law in law graduate school, I realized a S corporation was a better fit for me, and I elected the S corporation entity for my own dental practice. Many doctors rely on the advice of their accountant but a CPA may only look at a portion of the equation. As a dentist and attorney, I have discovered that while both provide protections from liability, selecting the right type of corporation means avoidance of double taxation.

For many dentists an S corporation is preferable to a C corporation. This is because S corporations are tax reporting entities, and C corporations are tax paying entities. S corp earnings are reported on the owner's tax return (similar to a Partnership) and taxed at the owner's individual tax rate. A C corp is preferred over an S corp when a choice of ending of fiscal year is desired instead of the fixed ending date of December 31. Obviously the size and scope of your dental practice determines which option makes the most sense, both from a liability as well as a tax perspective. If you are unsure which option best suits your particular situation, call me for a complimentary consultation. I'm here to help.



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LONG BEACH (ORTHO) – This orthodontic practice is located in a 3 story professional medical dental building with 46 years of goodwill. Has excellent traffic flow and plenty of parking. In residential area. Easy access to the 405 freeway. Office consists of 4 chairs in open bay in a 1,281 sq. ft. suite. Motivated seller works 3 days/wk and Associate 1 day/wk. Insurance/Cash/Cap. Advertises in Yelp and Japanese newspaper. Low sales price for immediate sale. Great starter practice. Contact your CPS Agent for more details. Property ID #4255.

MURRIETA GP – Established in 2010, this general practice is located in one of the busiest intersections of Murrieta surrounded by anchor tenants. Motivated seller works 4 days/wk and sees approximately 10-15 patients/day. Income source: Insurance / Cash / Capitation. Office consists of 3 fully equipped operatories with Dentrix software in a 1,400 sq. ft. suite. Please contact your CPS Agent for more information. Property ID # 4247.

S. ORANGE COUNTY GP - Established is 2006, this modern contemporary designed office is located in 2 story medical building. Office was remodeled in July 2011 and consists of 6 fully equipped operatories with Dentrix software and digital x-ray in a 1,850 sq. ft suite. Major equipment is approximately 1-7 years old. Seller works 1 days/wk with 2 days/wk of hygiene and 1 day/mo of oral surgery. Monthly revenues of approximately \$34,000/mo. Income source: Insurance / Cash / Capitation (\$ 1,636/mo of cap checks). Beautiful office. Excellent started opportunity. Call us now. Property ID #4215.

WRIGHTWOOD GP – Well established practice with over 21 years of goodwill nestled among the pines high in the San Gabriel Mountains. Retiring seller works 3 days/wk and with 3 days/wk of hygiene. Fee for service. Office consists of 4 fully equipped operatories in a 1,265 sq. ft. suite. Located is a two story building. Projecting approximately \$510,906 for 2012. Buyer's net of \$178,130. Please contact your CPS Agent for further details. Property ID # 4243.

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CERRITOS (GP) TURN-KEY - This practice has over 40 years of goodwill. Seller is the second owner and has now decided to retire. This office is located in a strip mall with no vacancies. Practice consists of 3 eq. ops, 4 plumbed not eq. for expansion. Plumbed for nitrous and oxygen. With excellent rent, this practice is spacious with vaulting ceilings. Income source: Insurance / Cash / Some Medi-cal. Retiring seller work 5.5 days/wk and see approximately 5-10 new patients per month. **SOLD** Uses no advertising and patient flow is based on walk in traffic and patient referral. Contact your CPS Agent for more information. **Property ID # 4205.**

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LA PUENTE GP – Well established practice was relocated to a new facility in 2006. The practice is now located in a free standing building with private parking which seller is open to sell the building. Office consists of 5 fully equipped operatories. Its open 4 days/wk. Motivated seller sees approximately 6-10 patients/day. Insurance/ Cash/Some Capitation. Great location with excellent visibility and signage. Low sales price for immediate sale. Great starter practice. Contact your CPS Agent for more details. **Property ID #4253.**

LOS ANGELES (ORTHO/GP) - Leasehold improvements and equipment only! Excellent for a first time Buyer. Neat office with 3 chairs in open bay, though walls could certainly be constructed to add additional privacy. Recently made some upgrades. Office is located in the prestigious Wilshire West Medical Towers with great views of downtown L.A. and Century City. Priced for an immediate sale. Contact CPS for more information. **Property ID # 4025.**

LOS ANGELES – General practice located in a 16 story medical /dental building on one of the busiest boulevards in L.A. Over 34 years of goodwill. State-of-the-art facility. Fee for service. Seller works 2 days per week, Associates 4 days/wk with 5 days per week of hygiene. See approximately 15 new patients per month. Office consists of 1,187 sq. ft. suite (11th floor), 4 fully eq. ops, with Dentrax software. Monthly revenues of ~\$27K/mo. Grossed approximately \$313,298 in 2011. Projecting approximately \$344K for 2012. BUYER'S NET OF \$114K. Staff speaks Japanese, Chinese, Spanish and Tagalog. Seller will be focusing on his Torrance practice. Want more details? Please call your CPS Agent now! **Property ID #4147.**

MALIBU - TURN-KEY - General practice located in a very desirable upscale area with excellent exposure, visibility and signage. Three day/wk practice with two days/wk of hygiene. Fee for service practice. 100% patient referral. Practice consists of 4 fully eq. ops., plumbed for N2O2, computerized with Easy Dental software, intra oral camera and digital x-ray. Practice is low volume, high fee & high quality dental care. Office has new floor, paint and air conditioner system. Seller will be concentrating on primary offices. Low sales price for immediate sale. Contact your CPS Agent for more details. **Property ID #3651.**

MONROVIA - Dental space for rent located in a busy shopping center on a major street with great visibility. Excellent signage, ample parking and heavy traffic flow. Office consists of 8 spacious operatories that are plumbed not equipped, private office, business office, large reception, lab/sterilization area, lounge room and storage room. Great opportunity for GP or Specialist. Ask your CPS Agent for more details. **Property ID #4207.**



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N. HOLLYWOOD (TK) - While this facility has all new state of the art equipment, and has been completely remodeled. It has recently reopened to see patients and is a landmark in the community for over 30 years, known for being a premier dental office. This attracts the high end clientele from the local media industry in North Hollywood, as well as consistent walk-in traffic from the sidewalk that is the only passage between the street and the practice. One of the reasons the walk-in traffic is so exceptional, is that it is surrounded by multiple anchor tenants such as: Starbucks, Mc. Donald's, H&R Block, Pizza hut, Numero Uno Pizzeria & Burger King, Tonga Hut and Century 8 (Theaters) North Hollywood. The building also has billboard signage and too many extras to note here. The Seller has an incredible knowledge and experience with insurance plans, he has established plans here for you that otherwise would be a challenge to attain. This spacious office with excellent lease terms will certainly not be on the market for long, so ensure you get on the list to view the practice before it's gone. **Property ID # 4211.**

SAN FERNANDO - (TK) While this facility has all new state of the art equipment, and has been completely remodeled, on only 1.5 days a week it is collecting ~\$12,000 - \$17,000 per month. The practice is underdeveloped and the seller does not have the time to invest here, you benefit because you could not replace the equipment alone for the asking price that already has income for you. The location of this practice is incredible, seated between Sam's Club and Home Depot; the high end traffic it attracts has to be experienced firsthand. In addition to the two anchor tenants mentioned, some of the other tenants that provide exceptional traffic flow to the area are: Mc Donald's, Kentucky Fried Chicken, Quizno's, El Polo Loco, Taco Bell, Office Depot, Supercuts and too many others to mention sharing the same parking lot here. This spacious office located in the premier center for the area with good lease terms, it will certainly not be on the market for long. Ensure you get on the list to view the practice before it's gone. **Property ID # 4245.**

WEST COVINA GP + Building - Established in 1993, this general practice is located in one story building which is available for purchase. Office is approximately 1,000 sq. ft. and whole building is approximately 3,000 sq. ft for expansion. Retiring seller works 5 days/wk and sees approximately 10-16 patients per day. There's 55% insurance, 40% cash and 10% denti-cal. Practice consists of 3 fully spacious equipped operatories with Easy Dental software and digital x-ray. Offers rear parking, great visibility and signage. Projecting approximately \$364,613 for 2012. Buyer's net \$109,674. Please contact your CPS Agent for more information. **Property ID # 4237.**

WESTLAKE VILLAGE - SEMI NEW BUILD OUT / LEASEHOLD IMPROVEMENTS, EQUIPMENT & CHARTS ONLY! Office started from scratch in January 2010. Seller has primary office in Valencia. Approximately 200 charts included. Currently Seller works 2 days 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 four (4) plumbed ops and 1 equipped op. Contact us for more details. **Property ID #3211.**

WESTWOOD (GP) - Long established practice with over 30 years of goodwill. Modern designed office. Located in a 12 story medical / dental building. Motivated Seller works 1.5 days/wk and sees approximately 15-21 new patients/mo. Insurance / Cash / Capitation (~\$1700/mo in cap checks). Practice consists of 2 fully eq. ops with Easy Dental software. 6 year old equipment. Grossed \$194,171 in 2011. Monthly revenues of \$15K/mo. Very desirable area. Call us now for more details!!! **Property ID # 4181.**

ORANGE COUNTY

IRVINE (GP) - PRICE REDUCED! Well established practice with over 10 years of goodwill is located in a busy shopping center with lots of foot traffic. This modern designed practice consists of 4 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% (~\$2,650 in cap checks/mo). 100% Patient referral. The office has been recently painted. Office has excellent exposure, signage and visibility. Grossed approximately \$314,349 in 2011. Seller will be focusing on his primary office in Culver City. **Property ID #4053.**

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Maria Silva, V.P.

IRVINE - Leasehold Space. This practice was started from scratch in October 1983 and the Seller is only second owner who has outgrown the facility. The office has just been completely remodeled and is move in ready, including but not limited new: tile, lighting, plumbing fixtures and cabinetry. *Please note we are only selling the facility there is no dental equipment included in the current pricing model except for the vacuum and compressor. **Property ID #4169.**

LAGUNA HILLS - This nice General practice is located in the 2nd floor of a 2 story busy shopping center on one of the busiest streets in L.H. with over 19 years of goodwill. It has Great visibility and signage. Upscale neighborhood. Seller has a flat rate lease that includes all utilities, maintenance, janitorial supplies and cleaning. Office is open 3 days/wk but certainly can produce more. Fee for service. Office consists of 4 fully eq. ops, in a 1,700 sq. ft. suite. Well lay out office with island containing the sterilization area. Monthly revenues of approximately \$47K/mo. Grossed approximately \$615,786 in 2011. BUYER'S NET OF \$243K. **Property ID #4155.**

ORANGE - Well established practice located in a single story medical center with 4 fully computerized eq. ops, with intra oral camera, digital x-ray and Dentrux in a 1,040 sq. ft. suite. Fee for service office open 4 days/wk. An excellent lease includes all minor repairs, even bulb/fixture replacement. Full service cleaning is also included with bathroom supplies. This full service lease also includes storage outside of the office where the vacuum and compressor reside. All utilities are paid for with the exception of the phone service and answering service. Many referrals come from nearby Hospital. Great street visibility and heavy traffic flow. Grossed approximately \$185K in 2011. **Property ID #3531.**

SAN JUAN CAPISTRANO - Leasehold Improvement & Equipment Only! Modern designed practice located in a 2 story professional building on a retail center. Easy freeway access. Practice consists of 3 fully eq. ops. in a 1,113 sq. ft. suite. Computerized office with digital x-ray and Easy Dental software package. 3 year old equipment. Excellent practice for a first time buyer. Motivated seller will be focusing on her primary office. Ask your CPS Agent for more details. **Property ID #3071.**

SANTA ANA (GP) - TURN KEY LOCATION. 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. Grossed approximately \$189,952 in 2011. **Property ID #4071.**

SANTA ANA - Leasehold Improvement & Equipment Only! Great starter practice is located on the second floor of a multi story professional medical building. Excellent lease. Office consists of 1,268 sq. ft. with 3 computerized eq. ops, and 2 plumbed not eq. for expansion with EZ 2000 software. Well designed. Motivated seller made some upgrades approximately 2 years ago and now purchased a building nearby. Ask your CPS Agent for more details. **Property ID #4221.**

S. ORANGE COUNTY GP - Established is 2006, this modern contemporary designed office is located in 2 story medical building. Office was remodeled in July 2011 and consists of 6 fully equipped operatories with Dentrux software and digital x-ray in a 1,850 sq. ft suite. Major equipment is approximately 1-7 years old. Seller works 1 days/wk with 2 days/wk of hygiene and 1 day/mo of oral surgery. Monthly revenues of approximately \$34,000/mo. Income source: Insurance / Cash / Capitation (\$ 1,636/mo of cap checks). Beautiful office. Excellent started opportunity. Call us now. **Property ID #4215.**

TUSTIN - Leasehold Improvement & Equipment Only! Beautiful state-of-the-art office is located in a two story medical dental building with heavy traffic flow. Office consist of 5 fully eq. ops, 3 not eq. for expansion in a 2,085 sq. ft. suite. Motivated seller built out the practice in 2007. Equipment 5 years old. This is an excellent opportunity for a GP or Multi Specialty practice. Great practice with room to grow. Contact your CPS Agent for more information. **Property ID #4225.**

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



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RIVERSIDE & SAN BERNARDINO COUNTIES

CATHEDRAL CITY – Established in 2007 this modern designed office is located in a busy shopping center with great visibility and signage. Practice consists of 3 fully spacious computerized eq. ops with Practice Works software, 1 plumbed not eq., for expansion in a 1,620 sq ft suite. Equipment is 5 years old. Sellers work 2 days/wk. Insurance / Cash / Some Cap. (\$1450/mo in Cap checks). Monthly revenues of \$23K. Grossed \$229,529 in 2011. Projecting approximately \$297K in 2012. Buyer's net of \$119K. **Property ID #4189.**

LA QUINTA - One of the fastest growing cities in California - Leasehold Improvements & Equipment Only!! Practice consists of 3 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 – Established in 2010, this general practice is located in one of the busiest intersections of Murrieta surrounded by anchor tenants. Motivated seller works 4 days/wk and sees approximately 10-15 patients/day. Income source: Insurance / Cash / Capitation. Office consists of 3 fully equipped operatories with Dentrix software in a 1,400 sq. ft. suite. Please contact your CPS Agent for more information. **Property ID # 4247.**

RANCHO CUCAMONGA – Leasehold Improvement & Equipment Only! Practice consists of 4 fully eq. ops in a 1,275 sq. ft. suite. Located in a busy one story shopping center with excellent visibility, signage, and traffic flow with ample parking. Great opportunity. Seller relocated practice to new location. **Property ID #4161.**

TEMECULA – Leaseholds and Equipment ONLY! Bank owned location. Nice office with 2 eq. ops, 2 plumbed not eq. in a 1,857 sq. ft. suite. Located in a 3 story prestigious building. Great natural light and views with a courtyard entrance. Mediterranean décor and lush landscape. Near upscale neighborhood. Excellent starter practice. Call us now!! **Property ID #4159.**

WRIGHTWOOD GP – Well established practice with over 21 years of goodwill nestled among the pines high in the San Gabriel Mountains. Retiring seller works 3 days/wk and with 3 days/wk of hygiene. Fee for service. Office consists of 4 fully equipped operatories in a 1,265 sq. ft. suite. Located in a two story building. Projecting approximately \$510,906 for 2012. Buyer's net of \$178,130. Please contact your CPS Agent for further details. **Property ID # 4243.**

SAN DIEGO COUNTY

SAN MARCOS - Leasehold Improvements & Equipment! Established in 2010, this modern designed office is located in a two story building. In a retirement community and high income area. The practice consists of 2 eq. ops, consultation/private office, reception area and a storage room in a 800 sq. ft. office. Price for an immediate sale. Contact your CPS Agent for more information. **Property ID #4217.**

VENTURA & SAN LUIS OBISPO COUNTIES

CENTRAL COAST (GP) - Located in a Historic Colony District on a single free standing building with a flat lease. Great visibility and heavy traffic flow. This landmark on the central coast is surrounded by rolling hills studded with oaks; historic buildings; quaint lake, park and zoo. Seller works 3 days/wk with 6 days/wk of Hygiene. Fee for service. Sees approximately 10-15 new patients/mo. Office consists of 3 fully eq. ops with Dentrix software, digital x-ray and intra oral camera. Grossed approximately \$995,145 in 2011. Projecting approximately \$1,046,466 for 2012. Well established practice with 48 years of goodwill. Seller will be focusing on second office. Contact your CPS Agent for more information. **Property ID # 4201.**

PORT HUENEME (GP) - Absentee Owner Practice. Seller is retiring. Office was established in 1980 and currently Seller has one (1) Associate working 2 days per week and 1 day per week of Hygiene. Office is located in a busy two story retail plaza with heavy traffic flow. Practice consists of 3 eq. ops, with motion sensor sinks, 920 sq. ft. suite. Income source is 90% Insurance, 10% Cash. Great location and great ocean views. Grossed \$277,103 in 2011. BUYER'S NET OF \$74K. **Property ID #4167.**

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VENTURA (GP) – Turn Key office located in a single strip mall on one of the busiest intersections in Ventura with great street visibility near residential area and government building. Heavy traffic flow. Absentee owner brings associates with an inconsistent schedule of 1-1 ½ days per week. Well established practice with over 24 years of goodwill. Insurance / Cash / Some Denti-cal. Practice consists of 3 eq. ops, Easy Dental 2010 and intra oral camera. Contact your CPS further information. **Property ID #4193.**

SPECIALTY PRACTICES

LADERA RANCH (ORTHO) – Beautiful state-of-the-art office located in a two story medical/dental building near schools and residential area where new homes are being built. Practice was established in 1978 and consists of 2,627 usable sq. ft. with 5 fully eq. chairs in open bay, 2 chairs in adult room with Dolphin software. Retiring Seller is currently working 4 days/wk and sees approximately 40 patients per day. Fee for service office. Grossed \$604,701 in 2011. Monthly revenues of \$42,000/mo. Seller also rents space from GP in a nearby city 1/2 day/wk for the past 25 years which is included in the sale as well. Please contact your CPS Agent for more details. **Property ID #4209.**

LONG BEACH (ORTHO) – This orthodontic practice is located in a 3 story professional medical dental building with 46 years of goodwill. Has excellent traffic flow and plenty of parking. In residential area. Easy access to the 405 freeway. Office consists of 4 chairs in open bay in a 1,281 sq. ft. suite. Motivated seller works 3 days/wk and Associate 1 day/wk. Insurance/Cash/Cap. Advertises in Yelp and Japanese newspaper. Low sales price for immediate sale. Great starter practice. Contact your CPS Agent for more details. **Property ID #4255.**

MURRIETA (ORTHO) - Established in 2009, this modern, state-of-the art private specialty office is located in a one-story shopping center with excellent signage to a major street. Seller works approx 2 days/wk with 12-17 starts per month. Projecting approximately \$624,000 for 2012, monthly revenues of \$52,000/month combined with low overhead allow for 55% Profit Margin and Buyer's Net of \$260K. Practice consists of 5 open bay chairs, 2 consult rooms, paperless charting and digital Pano/Ceph. Great practice with room to grow! Don't miss this opportunity! Contact your CPS Agent for more information. **Property ID#4195.**

S. CALIFORNIA ENDO - Established in the 1990's, this practice is in a 2,200 sq. ft. office located in a stand-alone building and was completely remodeled in 2007; there are 5 fully-equipped treatment rooms with Pelton & Crane chairs and deliveries, Dexis digital x-ray, Dentrix office management software, 4 Zeiss Microscopes and an experienced staff. Buyer's net of \$569,640 and projecting ~\$1,325,103 for 2012. The practice has a great referral base and is all insurance & cash and it's ready for someone who wants to build on a very solid platform. Seller owns the building, which is available for purchase. **Property ID #4229.**

SAN GABRIEL - This Specialty practice has been in existence since 2003 with 1 eq. ops and 3 chairs in open bay. With no GP services, the focus has been on Orthodontics with some Endo, Perio with very little O.S. which was recently started. The practice is located on the corner unit within one of the busiest intersections in the city and offers ample private parking. Great signage and visibility. Call your CPS Agent for more details. **Property ID #4139.**

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Tina Ochoa - tochoa@calpracticesales.com
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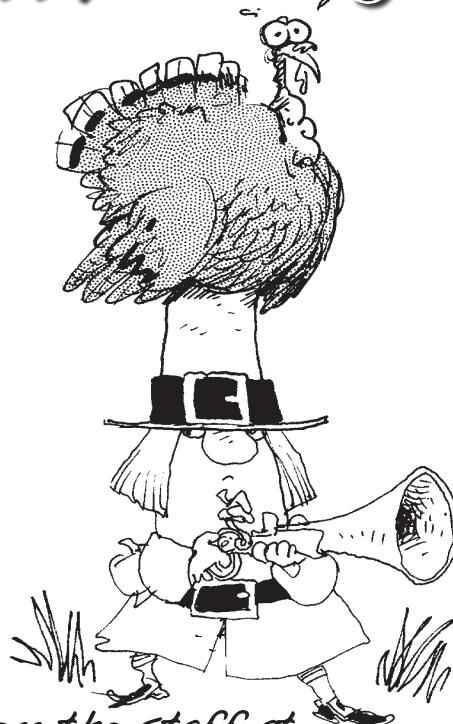
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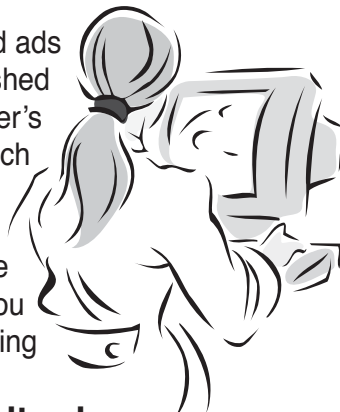
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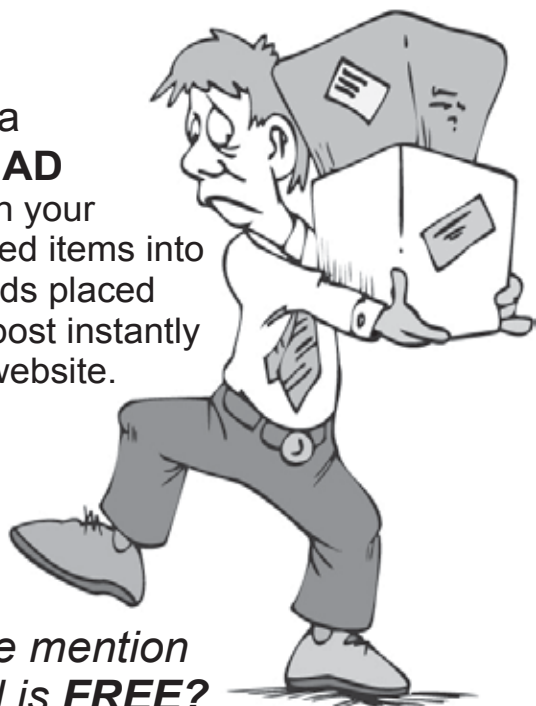
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- **LAGUNA NIGUEL:** *For Sale*-General Dentistry Practice. 2010 gross receipts were \$503K. 4 operators, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring. #14352
- **LAKE COUNTY:** *For Sale*-General 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
- **LANCASTER:** *For Sale*-General Dentistry Practice. This 4 operator office is located in 2,360 Sq Ft on the second floor of an attractive Medical Dental office building. Gross receipts were \$676,000 with a \$174K adjusted net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional operatories could be added to existing space. Great location. #14376.
- **LEMOORE/HANFORD AREA:** *For Sale*-General Dentistry Practice & Building. Owner has worked in this location since 1971. Gross Receipts were \$378K with \$139K adj. net income. There are 3 equipped operatories and 3 days of hygiene. Purchase of the building is optional to the Buyer. 100% financing is available for both building and practice. Excellent opportunity for new grad or satellite practice. #14375.
- **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. Dentrux 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-TRACY-STOCKTON AREA:** *For Sale*-Pediatric Practice. \$677,000 in collections in 2010 with a \$357,000 net income. This 3-chair office is located in approximately 1,250 sq ft & has recently been remodeled. Patient Base software. Office equipped for NO2 & IV sedation. Practice has operated in its present location for 20 years.
- **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.

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HENRY SCHEIN PPT INC.

California Regional Corporate Office

DR. DENNIS HOOVER, Broker

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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, with 100 X-Ray, Dexis Digital and Dentrix software in this 3-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. Gendex x-ray system, intraoral camera, approx 1,300 sq ft. Low overhead-Rent is \$1,900/month, and it's a 3 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
- **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/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
- **ROCKLIN:** For Sale-General Dentistry Practice. Gross Receipts \$593K in 2010 with \$240K adjusted net income. Office is 1,630 sq. ft., with 3 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, 8 day hygiene/wk. Digital, Intra-Oral Camera, Dentrix, Trojan, Fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- **SACRAMENTO:** For Sale-General Dentistry Practice. Gross Receipts \$546K with adjusted net income of \$159K. Office is 2,400 sq ft with 7 operatories. Practice has been operating in the same location for the past 50 years. Pano, Sofident software. Owner to retire. #14374
- **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 BERNARDINO:** For Sale-General Dentistry Practice. GR \$972K. Practice has been in its present location for the past 35 years. Leased 4,500 sq ft of office space- 12 equipped operatories. Dentrix software, Pano and Cerac. Accepts HMO. Multi-specialty practice. Owner to relocate. #14377
- **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. Dentrix 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, Datacon 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 1,800 sq. ft. with 6 operatories. The building has been recently 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. #14358.
- **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. 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. #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-Equipment, furnishings, and leaseholds only. In the Central Valley. Fully equipped including 4 Belmont Accutrach chairs, 2 Midmark chairs, 6 DCI rear delivery units, 3 Gendex x-ray units, 1 Softendigital x-ray processor, 1 Statim 5000, 1 Harvey autoclave. 2,800 Sq ft, 6 Ops. New lease available from landlord. #14335.
- **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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Southern California Academy of General Dentistry *presents*



An Endodontic Workshop

(Limited to 50 Dentists-No limit on Auxiliaries)

Sunday, December 2, 2012 8am to 5pm

Registration 7am 8 CE Units

Embassy Suites Hotel

11767 Harbor Blvd, Garden Grove, CA 92840

Continental Breakfast & Fabulous Buffet Lunch Included • Free Parking

Instructor: Nader Vafaie, DMD, MMSc,

Board Certified Endodontist

Attendees should bring extracted teeth with occlusal access holes cut in them.

Attendees will learn "hands-on" the latest evidence based endodontic methods that will enhance the long-term prognosis of endodontically treated teeth by precision techniques.

Tuition & Registration Form Below



How To Use Botox Therapy in Your Dental Practice

Sunday, December 16, 2012 8am to 5pm

Registration 7am 8 CE Units

Embassy Suites Hotel

800 North Central Ave., Glendale, CA 91203 (Just north of the 134)

Continental Breakfast & Fabulous Lunch Buffet Included • Free Parking

Instructor: Andrew Blumenfeld, MD

Introductory Comments by John S. Bettinger, DDS,

Immediate Past-president of The Dental Board of California

Botox therapy has many uses in restorative dentistry. Your California dental license already permits you to treat various dental related conditions by injecting Botox. This course will cover the uses of botulinum toxins, their history, dosage preparation and injection techniques for a variety of dental procedures including TMJ, bruxation therapy, lips and masseter muscle contour, treatment of migraines, myogenic and trigeminal nerve modulation. Informed consent and risks, benefits and alternatives (RBA) will also be included.

We expect a large audience for these courses, so register early.

Registration Form

Dental License No: _____ 6-digit AGD # if you are a currently paid member: _____

DR / RDH / RDA / DA (Circle)

Name _____

Address _____ City _____ State _____ Zip _____

Telephone _____ Fax _____ E-Mail _____

☐ Visa ☐ MC ☐ Amex ☐ Discover Credit Card #. _____ Exp. _____ Total _____ Security Code _____

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Cancellation Policy: Must be within 10 days of the meeting for a 90% refund.

Endo Workshop	<u>Tuition Due by Nov. 24, 2012</u>	<u>After Nov. 24, 2012</u>	<u>At the Door</u>
AGD Member	\$225	\$275	\$450
Non-AGD Member	\$295	\$345	\$450
Dental Auxiliary	\$100	\$130	\$200

Botox	<u>Tuition Due by December 8, 2012</u>	<u>After December 8, 2012</u>	<u>At-the Door</u>
AGD Member	\$195	\$250	\$400
Non-AGD Member	\$275	\$325	\$400
Dental Auxiliary	\$125	\$175	\$250

Make checks payable to SCAGD, 2720 Aqua Verde Circle, Los Angeles, CA 90077-1502
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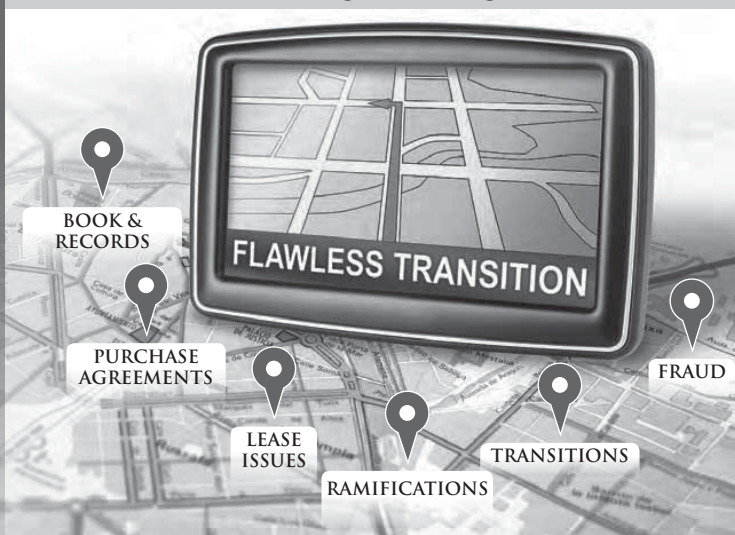
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Dental Practice Consultant

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CPA of Ken Rubin & Company

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9:00am - 4:00pm

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9:00am - 4:00pm

"Navigating the Dental Transition Minefield"

The Glidewell International Technology Center

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Irvine, CA 92612 • (949) 399-1945

Lunch will be served

Excellent information regarding practice transitions. Highly recommend this seminar for both buyers and sellers. Mr. Wood, Mr. Wiederman, along with Mrs. Johnson were all very knowledgeable speakers.

-Dr. Mircea Mitu D.D.S.

WHETHER YOU OWN OR PLAN TO OWN A DENTAL PRACTICE, THIS SEMINAR IS FOR YOU!

This will be an in depth look at the many issues you face when selling or purchasing a dental practice, entering into a partnership buy-in or becoming an associate with an option to buy the dental practice in the future. Three of the leading experts in dental practice transitions will point out the many issues you will face when attempting to sell or acquire a dental practice. Areas of discussion will include: Evaluating books and records; analyzing the dental software and charts; lease issues which can destroy your investment; pitfalls in the purchase agreement; tax ramifications of a sale or purchase; continuing to practice dentistry after a sale; trade secret protection; restrictive covenants and covenants not to compete; financing issues; and many other topics.

This was an excellent course on Practice Transitions. Overwhelming knowledge and information provided. Great reviews on all aspects of practice transitions. I feel more ready and at ease to move forward with my transition because of this seminar.

-Dr. Hani Jamah, D.D.S.

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PATRICK J. WOOD

Patrick J. Wood is a member of the law firm Wood & Delgado and has been representing dentists for over 30 years. Mr. Wood received his B.A. degree from UCLA and his JD degree from Southwestern University. He was admitted to practice law in California in 1978, and he or other members of the firm are also admitted in Colorado, Texas, Nevada, Arizona and Hawaii. He has lectured extensively at dental conventions, dental societies and dental schools. His firm negotiates over 100 office leases each year, and is involved in over 50 dental practice sales each year. Wood & Delgado have offices in Irvine, California and San Francisco, California.



ART WIEDERMAN (Speaking only in Orange County Location)

Art is President of Wiederman & Associates in Tustin, California, a CPA firm dealing exclusively with dentists. He specializes in the areas of tax and financial planning and dental financial practice management, helping dentists to meet their business and personal financial goals. He has lectured to numerous local, state, and national dental groups and dental schools, he is a founding member of the Academy of Dental CPAs, and has written a highly respected book entitled "The Art of Finance."



KATHLEEN JOHNSON

Kathleen Johnson is a dental practice management and transition consultant with 34+ years in the dental field and a founding member of the Academy of Dental Management Consultants. Kathleen is known for her comprehensive practice evaluations and transition consulting services for dentists and associates. Whether helping a dentist confidently transition into retirement, assisting a new dentist with finding the ideal practice, or helping a dentist find new passion in her or his business, Kathleen provides the support and expertise dental professionals need to make it happen!



KEN RUBIN (Speaking only in San Diego Location)

Ken Rubin is a San Diego based Dental CPA and Dental Practice Broker. As a result of 28 years of experience in dental practice transitions he has obtained valuable practical knowledge to help dentists experience smooth transitions. He is a frequent author and speaker, and is a founding member of the Academy of Dental CPAs.

REGISTRATION FORM | TROJAN

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NAVIGATING THE DENTAL TRANSITION MINEFIELD

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Well established GP with busy strip mall location just off a main street. Large practice with ample room for more than one dentist and a substantial hygiene department.

New!

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Modern, upscale GP in a spacious and elegant, 1,800+ square foot office. Close to major freeways in a family friendly community.

New!

SAN DIEGO

GP with 30+ years goodwill. Located in attractive professional building. Well trained, dedicated staff. Motivated seller.

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Spacious and attractively appointed 6 chair, open bay orthodontic practice. Well established business in a prime location. Friendly and accommodating staff.

TORRANCE

GP in modern and efficient, 5 op facility equipped with digital x-rays and intraoral cameras. Over 32 years of goodwill. The seller is retiring.

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Four op GP located in a stand-alone building. Well established with 39 years of goodwill and a stable patient base. The seller is retiring.

SOUTHWEST RIVERSIDE COUNTY *Price Reduction!*

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Busy GP with a great Bakersfield location. The office is nicely appointed and efficient. The seller is relocating out of the area.

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Additional Listings

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Well established & respected Sonoma County GP known for personalized, quality dental care in a family oriented community. Seasoned staff, stable patient base, approx. 1,500 active pts. 2011 GR \$767K+ w/4 doctor days. Seller retiring & willing to help for smooth transition. Asking for practice \$560K. Building is also available for purchase. Carroll & Company (650) 403-1010 www.carrollandco.info CA DRE #00777682.

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BISHOP: For Sale General Dentistry Practice & Building. After 29 years in the same location this retiring dentist is selling both his practice and building. Collections were \$1,000,243 in 2011 with \$387,000 adjusted net income. There are 6 days of hygiene in this 5 op., 1,800 sq. ft. building. 100% financing available for both building and practice. #14390 HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

CE WORKSHOP in Los Angeles Advanced Occlusal Disease Management Workshop with Dr. Jose Luis Ruiz. February 21-23, 2013 21 CE Units,

PRACTICE FOR SALE North San Diego - New Listing! – Modern, upscale practice in a spacious and elegant office. Family friendly community. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

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Systemic Perio: Where are the links? • *Joan Otomo-Corgel, DDS, MPH*

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MOUNTAIN RESORT Tired of four dentists on one corner- and raising your family in a questionable area - sell your existing practice and move to a paradise area of California, where relatives and friends would welcome a trip to see you and your family on occasion. Mountain resort, a winter wonderland, summers fishing and hunting, hiking and enjoying living on a relaxed schedule and having enough money to take a vacation any where in the world every other month. Seller grosses \$1,000,000 and nets \$500,000 5 ops in state of art office. RE may be available. Super staff, low overhead office, Appraised at \$850,000. Serious seller retiring, would be generous to Buyer who wants a change of life. FP\$700,000.

PALM SPRINGS - PALM DESERT GROSS \$2,000,000 if you buy both Practices, or buy individually, one can include Dental Building, Both Hi Identity/Locations. 5ops in PS and 4 ops in Palm Desert. both have advantages, Buyer with a marketing plan will gross \$3,000,000.

SAN DIEGO BEACH CITY HIGH IDENTITY FREE STAND DENTAL BUILDING- ABSENTEE SELLER - HEALTH EMERGENCY SALE--Gr \$800,000 Requires hands on Dentist who can motivate staff to build to over a million like seller did when he had more time to work practice. Full Price on practice \$550,000.

210/57 FREEWAY INTERCHANGE CONFIDENT YOUNG BUYER ON A MISSION-- Join senior Seller willing to assist in a five year Buy out. Seller grosses in excess of one million consistently. Actually enough room for two young dentists. With a marketing plan there are many options available No HMO or Medi-Cal

MONTCLAIR PURCHASE PRICE \$750,000 Need cash or bank loan for \$250,000 using other assets as collateral. Tricked out 6 op HI identity dental Office; Newly Constructed, This is an extension of a Practice Thomas Fitterer sold two times in 40 years and now will certainly be a million dollar office within five years. If you like the top of the muffin, you will like this opportunity. A great 2nd office that will be your first office within three years.

HEMET--HI IDENTITY CORNER --LIKE A WESTERN DENTAL LOCATION-HMO OFFICE-SELLER WORKS TWO DAYS Ten ops in pedo ortho bay, and incl comm lab all in 4000sq ft and approx \$4000 rent. Incls approx 100K in ortho Gr approx 700k previously over a million when Seller limited himself to two offices. Wth good marketing plan this is a \$1,500,000 opportunity. FP \$550,000.

MURIETTA-TEMECULA Classic 4 op office, Seller Grosses \$750,000 3 and 1/2 days a week. NO PPO; HMO, Medi-Cal, Beautiful Office, Seller Retiring FP 550,000.

LANCASTER Estb. 50 years, center of city. 6 ops in 3000sq ft. Low rent, Part Time Seller Gr \$400,000 plus, Seller Mgr. says full time DDS will do a million.

When the US gets into a space program again, this practice will take off like a rocket. Great future. Doing 5 or \$600,000 now is assured.

ANAHEIM HILLS SELLER WANTS PARTNER TO SHARE OVERHEAD-Preferably a Dentist with a following in the area.

LAMONT/ARVIN Part time Dentist grs \$40k in Two days will assist young Dentist In building nice volume office. Free Standing Dental Condo next to MacDonalds 3000sq ft office 5 ops with living area Full Price with Real Estate \$385,000 or present offer.

BALDWIN PARK HIGH IDENTITY FREE STANDING DENTAL BUILDING- (to be appraised) Small dental building 3 ops with conservative lady dentist, gr \$200,000 plus located next to large Medical Complex. Practice \$185,000.

RESEDA SF Valley Area High Identity location; 70 New Patients per month growing rapidly grossed \$600K in 2011, With current projections \$1,000,000 this year.

GARDEN GROVE KOREAN PRACTICE--est 20 yrs, Store Front, Gr \$350,000 full Price \$250,000.

ANAHEIM PART TIME DENTIST 1 to 1 and 1/2 days per week Gr \$200,000. Previously oped 4 Doctor days, Seller has no time to cover the practice. Full Price \$150,000.

LA/QUINTA/PALM DESERT HI IDENTITY CORNER NEAR NEW CITY OF 5000 residents nearest to this office est 20 plus years, 4 ops in 1200sq ft, low rent, Gross \$780,000 2011 project \$840,000 2012. Full Price \$660,000.

BUYERS LOOKING FOR MULTI MILLION DOLLAR OFFICES REQUESTED TO REGISTER WITH PPS

3237 - Anaheim Hills - Solo group member wanted-Hi-identity-HiTech share beautiful space.
3250 - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. 1,800 sq. ft. 5 Ops equipped. Low rent.

3280 - Indio - 4,600 sq.ft. building. First Dental Practice in Indio. Original location across street from City Hall. 2 Op office ready to expand

3281 - Yucca Valley - Hi identity(huge sign) small Dental building. 600 sq. ft., 2 Ops on .44 acres, zoned for additional home plus apts. F.P. \$110k.

3284 Temecula/Menafecce CLASSIC NO HMO PPO OR MEDI-CAL Estb 30 YRS, Gr \$850K 4 ops 3 days hygiene FP \$550,000

NEW Sml Twn minutes from Bakersfield MODERN RE/Practice Gr 20 to 40 per month Bargain.

Apple Valley/Hesperia Gr \$700 to \$800 Free Std Bldg Avail Absentee.

3290 - Santa Paul at Fillmore-Hi identity location. GP Gross \$400k+. Est 2006. Like new. 5 Ops plumbed, 3 equipped. Steady growth. Beautiful office.

3298 - WESTWOOD/BH Estb 9 yrs HI IDENTITY CORNER GROUND FLR Gr \$350k No covenant, still a bargain at \$350k Seller invested over \$350,000.

SELLERS-FREE APPRAISAL (714) 832-0230

3299 - Lamont/Arvin Practice and RE next to MacDonalds Very Part time seller gr 15 to 40 per month. Full time DDS will do \$500,000. Full price \$250,000 RE \$150,000.

4000 - Hi identity Apple Valley Special SHOPPING CENTER Dental Office front and center Gr 650,000 Seller very conservative. Part time DDS says full time DDS will do a million FP at \$50, K.

4001 - Cathedral City. HI HI Identity corner dental off 8 to 12 ops FP \$150,000 dk Previous 1,000,000 location.

Temec/Hemet HMO. Gr. \$600,000 part time. 8 ops fantastic location Million Dollar corner. Full Price \$565.

3284 - Temecula Classic-Cash & Indemnity 3 Days Hygiene 4 ops 3 equip super staff. Grossing Approx \$850K. Retirement.

HEMET/TEMECULA - HMO PT ABSENTEE GR \$700 PPS says Buyer will do 1.5 within 18 months Special Situation.

Victorville-Apple Valley-Hesperia Area - Estb 20 yrs GP Gr \$700 plus Net Approx \$300 Conservative. More Vol avail 8 Ops Hi Identity Shopp Cent FP \$550,000 Serious Seller. Can do 1 million.

Santa Ana - estb 20 yrs - Super Hi identity intersection, 50 to 75000 auto per day. Five ops - Grossing 40 to 60K per month. Net \$200 to 300,000 -Great opportunity to build million dollar office here. Absentee Owner.

Lancaster - Estb 50 years - Hi identity central location, low overhead. Gross \$480,000 by part time owner. Seller can work back per new owner. Five operatories. Sellers Mgr says Full Time Doc will do a million here.

Orange County - Beautiful office - the right buyer will gross 2 million first year. Need specialists to group with this fantastic opportunity. Financing in place. Need Entrepreneur who has a team of specialists in place or dentist with multiple talents. HMO/PPO/Ins/Cash. Includes 9 days hygiene 10,000 - charts. As said with right team will do 2 million first year. Hi identity location shopping center.

Also Fantastic opportunity near 57/210. LAVERNE GROSSING 1.2 million. Fulltime DDS will do more. Call PPS.

Carlsbad - Est 30 plus yrs Free Standing Bldg 12 ops Absentee run Gr \$700,000 HIGH IDENTITY BLDG-- Full Price Practice \$585,000.

BALDWIN PARK -HI IDENTITY BLDG & PRACTICE est. 1984 3 ops 50%Latin 30%Philippino.

CARLSBAD HI IDENTITY 4000 sq ft Dental Bldg and Practice est 28 yrs Gr 7 to 800k. FP \$585,000.

LONG BEACH Hi Ident Dental Condo and practice est 50 yrs newly renov Both \$750k.

GARDEN GROVE KOREAN est 20 yrs Store Front Gr \$350k Full Price \$285k. 210/57 5000 sq ft Gr 1.2 Full Price 1.1 Seller will assist finance.

ANAHEIM HILLS SHARE OFFICE HI IDENTITY

SANTA ANA HI IDENTITY 75000 Autos pass daily, 1400 sq ft Rent only 2300 40 NP/month.

DREAM PRACTICE - GR COLLECTIN \$1,000,000 net \$500,000 Live in winter wonderland and summer fishing and camping area, fall hunting for the outdoors family, State of Art Dental Building 5 opp, Cash Insurance and PPO's on moderate fees. Patients appreciate work done. The best area to raise a family, or for a young dentist who welcomes being the Dentist for the City. Value \$850,000 Seller more concerned to help a young family than getting the last Dollar in Practice value. He has made it and wants to begin his retirement. Broker value at \$750,000 as a bargain, seller willing to adjust to include any additions Buyer needs in his mind to make it a spectacular purchase for the Buyer Call PPS 714-832-0230. Palm Springs - Palm Desert - Gross 2,000,000 first year with both or Buy individually Call PPS 714-832-0230.

San Diego Bch City Gross \$800,000 absentee DDS lives far away. Owner operator will gross 1,000,000 first yea Beautiful Deco Architecture High Identity Bldg available or rent. Call PPS 714-832-0230.

SELLERS, CONSIDER SELLING YOUR practice doing \$500,000 and Buy a Million Dollar dream Practice.

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CPS buyers have a high success rate, here are actual revenues posted on recent sales:

- Increased 51% - Canoga Park projected \$739,020.00 & collected \$1,513,094.00
- Increased 47% - Vista projected \$362,700.00 & collected \$770,239.00
- Increased 13% - Santa Monica projected \$777,360.00 & collected \$888,511.00
- Increased 10% - Castaic projected \$398,489.00 & collected \$442,208.00

CPS works to match buyers with the right sellers to ensure a transition that benefits both doctors, their staff and patients. We call that a Win-Win-Win-Win situation.

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