

THE Dental Trader

VOL. 10 NO. 11 • NOVEMBER '13
No. Calif. Edition

Ph: 877-888-4237 • 949-429-6836
Fax: 949-498-1198 • DentalTrader.com

**FREE ADS FOR DENTISTS
& STAFF!**

Buy, Sell or Trade all things Dental



DENTAL X-RAY SYSTEM HALF-OFF SPECIAL

Call for your free
in-office Demo:
800-273-5033

DIGITAL SYSTEM INCLUDES:

Everything you need for a digital exam room!

High Quality Diagnostic Digital X-Ray Sensor,
Imaging Software, Intra-Oral Camera,
Dell i5 Computer, 20" Monitor,
Choice of pole or rectangular cart on wheels,
EZ 2000 Billing Software, Perio Charting,
Installation, Onsite Training & Tech Support.

\$9,995

Regular Price: \$19,990

Lease to buy:

- No Money Down
- No Payments for 90 Days
- \$224 per mo. for 60 mos.
- \$1.00 Buyout

ONC
Certified*



Panoura 18s

- 3-in-1 Digital Pan X-Ray
- Upgradable to Ceph & 3D
- Bitewing & FMX functionality
- In use by Cedars Sinai Med. Ctr. & other major hospitals

\$32,995

or lease to own at
\$739/month for 60
mos w/\$1 buyout



Digital X-Ray Sensor

- New EVASelect Sensor
- Much Sharper & More Durable (than original EVA sensor)
- High-End Superior Quality
- Rounded Corners & Edges
- Waterproof-Sterilizable
- Contrast & Spatial Resolutions
- Replaceable cable



Visit us at ADA
Booth #1450

*Featuring complete digital imaging and practice management software/hardware bundle. Scheduling, recall, billing, with ability to obtain patient benefits in seconds with optional integrated Benefit Service by Trojan Professional Services. Qualifies as a certified ONC Electronic Health Record solution to help obtain federal incentive payments, when integrated with optional Clinician Software.

BBB
A+ Rated

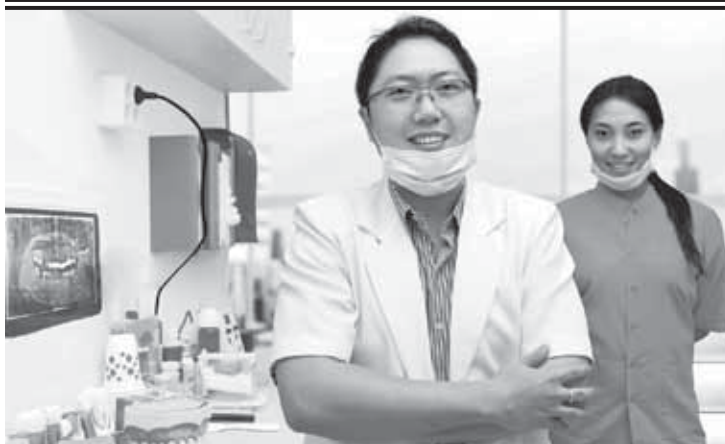
Video Demo @
www.ez2000digital.com

*We bridge to virtually all
practice management systems*

Are you buying a dental practice?
Contact us for a **FREE LETTER OF INTENT** negotiation.

THE MOST *important decision*
OF YOUR CAREER.

ARE YOU SURE YOU HIRED THE
best legal counsel
TO PROTECT YOU?



We have represented more
dentists in buying and selling
their practices than any other
law firm in the country.

WOOD & DELGADO
ATTORNEYS AT LAW

THE AUTHORITY IN DENTAL LAW



Patrick J. Wood & Jason P. Wood
Attorneys at Law

REPRESENTED **OVER 4,000 DENTISTS**

Practice Acquisitions/Sales • Partnerships
Business Transactions Lease Negotiations
Estate Planning • Transitions

November 1st & 2nd – Patrick & Jason Wood | San Diego Dental Convention

Friday: 12:30-2:30 “CALIFORNIA DENTAL PRACTICE ACT”
3:00-5:00 “ASSOCIATESHIPS, PARTNERSHIPS, ACQUISITIONS, OOH MY!!!”

Saturday: 12:30-2:30 “CALIFORNIA DENTAL PRACTICE ACT”
3:00-5:00 “HOW TO GROW, MANAGE & SELL YOUR DENTAL PRACTICE”

November 7th 6:00-9:00 – Jason P. Wood | Sacramento Dental Society

*“THE LEGAL DEAL OF THE YEAR: \$6K WORTH OF ADVICE FOR
THE PRICE OF ADMISSION”*

November 22 & 23rd – Patrick & Jason Wood | CEA Dental

Friday – “CALIFORNIA DENTAL PRACTICE ACT”
“ASSOCIATESHIPS, PARTNERSHIPS, ACQUISITIONS, OOH MY!!!”

Saturday – “CALIFORNIA DENTAL PRACTICE ACT” &
“HOW TO GROW, MANAGE & SELL YOUR DENTAL PRACTICE”

800-499-1474 • 800-511-2138 fax • www.DentalAttorneys.com

Wells Fargo Practice Finance

**WELLS
FARGO**

Here to help you every step of the way

Whether you're preparing for ownership or planning for growth, Wells Fargo Practice Finance can help you achieve your practice goals.

- Up to 100% customized financing to help acquire, start or expand your practice
- Competitive fixed rates with preferred pricing for ADA® members
- Complimentary business planning tools, educational resources, and practice management consulting to help you succeed throughout your career

Let's talk. Call us for a complimentary consultation and ask for your free Practice Success Planner.

Wendee Bren

1-888-874-1590

Angela Christopher

1-630-621-7195

Andrew Ventura

1-855-853-4751

Or visit us at wellsfargo.com/dentaltrader

ADA

Business Resources™

Connecting dentists with business solutions

All financing is subject to credit approval.

ADA® is a registered trademark of the American Dental Association. ADA Business Resources™ is a service mark of the American Dental Association. ADA Business Resources is a program brought to you by ADA Business Enterprises, Inc., a wholly owned subsidiary of the American Dental Association.

© 2013 Wells Fargo Bank, N.A. All rights reserved.

Wells Fargo Practice Finance is a division of Wells Fargo Bank, N.A.

Together we'll go far



Toothmaster 10 inch Orthodontic Model Trimmer. \$300. 989-390-1998.

Not Used Wall mounted SIEMENS X-ray for \$2000, call (714)848-8433.

GOLETA dental office for sublease 2-3 days/week. Call (805)967-1231.

Pano xray machine for sale. Used. \$699 OBO. Sold as is. Text 818-7321689.

Rinn xray Film holders of various sizes 20 pieces, 7 snap ray holders all \$80, call 408-871-0877.

SDS Light for post mounting dental chair. intensity control, \$250 obo (818) 631-8180.

Biolase iLase Pen 2 days old Brand NEW. I can't get used to it. \$2000 jhkbusiness@yahoo.com.

MENDOCINO CO "Gateway to the Redwoods!" Quality care in 4 ops \$325k (FN-148) WPS/800-641-4179.

Dental Offices needs experienced manager in Santa Clara. We're offering interesting salary and Profit Sharing. For application <http://goo.gl/F9WRR5>.

Sirona CEREC 3 2005 machine \$8,900. 559-638-6808 pattyda@frankikutadds.com.

Ray Foster MT10 Orthodontic Model Trimmer in very good condition. \$300 989-348-2626.

complete Papoose board child large 6-12 yrs like new \$460, contact Angelica 408-871-0877.

Increase your production by having experienced PERIODONTIST at your office. 424-645-7173.

SELLING Jun-Air 6-4 Air Compressor. Model 1152000. \$960 - Have Pictures (949) 293 - 7138.

NEW! Marus NuStar Dental Chair ONLY! \$3,895.00 Call 1-818-833-7701.

Orthojet orthodontic acrylic 100g powder 118 ml liquid \$50, call 408-871-0877.

Dental practice for sale in Redwood city, CA for \$378K (3.op+Dentrix + Dexis Xray) Pls call 6504651348.

Adec Self-Contained Dental Cart \$1400 New Kavo 635B Handpiece 450.00 New Hu-freidy direct Flow Swivel insert 25KHz \$85.00 858-729-4084 dentalfixit911@gmail.com.

5 op dental office for lease, with equipment for sale. Dual monitors in each op. Turlock, CA. Call (415) 595-9055.

Very lightly used SIGNET dental unit. Dr and Assistant sides. LIKE NEW, little use. Retail new \$4500. Asking \$950 559-435-5660.



PRACTICE SALES AND LEASING

**CA REPRESENTATIVE FOR THE NATIONAL
ASSOCIATION OF PRACTICE BROKERS (NAPB)**



Paul Maimone Broker/Owner
CA Broker #01172430

FRESNO COUNTY

CENTRAL VALLEY/SO. FRESNO CTY - (3) op comput. G.P. w newer refurb. Belmont eqt. Digital x-rays & networked. Dentrux 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.

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. Seller retiring. **[SOLD]**

BAKERSFIELD #26 - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. Suite (#1) is 2,300 sq. ft. and is fully eqt'd with a (5) op G.P. turnkey dental office including instruments & supplies! The second suite is also plumbed for dental but can be used for medical, chiropractic, accounting, insurance, etc. & has just been remodeled. The two suites could also be combined to make a larger single use dental or medical facility! The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of dental goodwill.

BAKERSFIELD #27 - Great startup opp. or 2nd office. (4) op comput G.P. in a smaller medical/dental bldg. On a main thoroughfare w signage. (2) ops of new eqt w (2) add plumbed. Cash/Ins/PPO/Denti-Cal pts. Open (1) year p.t. & Collects \$6-\$8K/mos. Seller is moving to be closer to family, but will assist w the transition. **[NEW]**

LOS ANGELES COUNTY

BEVERLY HILLS - Great startup opportunity or 2nd office. (2) ops fully eqt'd. Turnkey office; no charts. In a smaller professional bldg. on a well know main thoroughfare. Seller has had success here, & is moving to larger facilities. **[NEW]**

ENCINO - (4) op comput. G.P. Located in a modern, well known, easily accessible, recently remodeled professional bldg. on a main thoroughfare. Magnificent panoramic Valley views from (3) ops. Cash/Ins/PPO pt. base. Annual Gross Collect \$600K on a (4) day wk. Digital X-Rays & Laser eqt'd. Refers out all Endo. Seller moving, but will assist w Transition. **[PENDING]**

HAWTHORNE - (7) op comput G.P. Located in a free stand, single use bldg, on a main thoroughfare. Exposure/visibility & signage. Large off street parking lot. (6) ops fully eqt'd w 7th op plumbed. Digital X-Rays. Cash/Ins/PPO pt. base. Many walk ins. Pano eqt'd. Pract started (7) mos ago & already collecting \$30K+/mos. Location has been a DDS office for 50+ years. Seller to concentrate on other office. **[NEW]**

So. PASADENA - EMERGENCY SALE! SELLER PASSED AWAY! (5) op comput. G.P. Newer remodeled office & some newer equipt. Fee for Service practice. (8) days of hygiene/wk. 1,500 + active patients. Digital x-rays & central nitrous. 2012 Gross Collect \$1.2M+. 40 years of Goodwill. **[SOLD]**

SANTA CLARITA VALLEY - Cash/Ins/PPO Bread & Butter Practice. (4) ops eqt'd. Located in a medical/dental/professional bldg. complex. Crown & Bridge, dentures & implants. 40+ years of Goodwill. Financials Pending (call for Details). Seller retiring, but will assist with an orderly and successful Transition. **[NEW]**

TOLUCA LAKE - Great startup opp. or second office! (4) op comput. G.P. (2) ops eqt'd w new eqt. (2) add plumbed. Digital x-ray. Located in a free stand, duplex bldg. on a well known main thoroughfare. Cash/Ins/PPO/HMO pts. \$1K/mos cap ck. Collect approx \$10K/mos on (1) day/wk. Seller to concentrate on other office **[SOLD]**

WEST SAN FERNANDO VALLEY PEDO/ORTHO - Comput. Pedo/Ortho office. On outer perimeter of a small prof bldg. w exposure/visibility. (3) op open bay & (1) op quiet room. Pano eqt'd. Digital x-rays. Cash/Ins/PPO. 30+ yrs of Goodwill. Annual Gross Collect. \$600K+. Seller retiring.

WOODLAND HILLS #4 - (9) op comput. G.P. (6) ops of newer eqt. (3) add. plumbed. Located on a main thoroughfare in a busy shop ctr. w excellent exposure, visibility & signage. Cash/Ins/PPO & HMO pts. Mos. Cap Ck approx. \$2K/mos. 2013 Projected Gross Collections \$370K p.t. **[SOLD]**

ORANGE COUNTY

Room for Your Orange County Practice Listing.

RIVERSIDE COUNTY

CORONA - Drop dead gorgeous, beautifully designed & appointed dental spa w all the special touches including: extensive art work, soft colors, french provincial waiting room furniture, free stand. waterfalls, plush carpeting, wood cabinets & flooring. There are (5) ops fully eqt'd w new eqt. In addition, there are two spa rooms, one set up for massage & the other for facials. The office is located in a two story 2,900 sq ft free stand. bldg. w exposure/visibility & signage. The bldg is also available for purchase. Digital x-rays, comput. & Pano eqt'd. Parking is convenient & free in the adjacent lot. Production of \$1.2M on a (4) day week. Owner/Doctor health compromised.

SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

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. **REDUCED.**

VENTURA COUNTY

EAST VENTURA COUNTY - (3) op comput. G.P. Located on a main thoroughfare w some visibility. Fee for Service pts. Pano eqt'd. Very low overhead. 2013 Projected Gross Collections \$500K. **[SOLD]**

OXNARD #7 - (5) op turnkey G.P. office located in a freestand bldg. on a main thoroughfare w some exposure, visibility & signage. (4) ops fully eqt'd. (2) ops are newer & (2) ops are older. (5th) op is plumbed. Very low lease rate. Hispanic area w many walk-ins. Sale includes all eqt, leaseholds, furniture, some instruments & rights to office lease. No pt charts. Reasonably priced for immediate sale. Priced less than build out costs.

UPCOMING PRACTICES FOR SALE

Agoura, Anaheim, Beverly Hills, Camarillo, Corona, Culver City, Fountain Valley, Fresno, Glendora, Los Angeles, Montebello, No. Hollywood, Oxnard, Panorama City, San Fernando Valley, San Gabriel, Thousand Oaks, Torrance, Ventura Cty. & West Covina.

D&M SERVICES:

- Practice Sales & Appraisals
- Expert Witness Court Testimony
- Practice Search & Matching Services
- Medical/Dental Bldg. Sales & Leasing
- Practice & Equipment Financing
- Pre-Death and Disability Planning
- Locate & Negotiate Dental Lease Space
- Pre-Sale Planning



**"The Personalized Service
Dental Broker®"**

P.O. Box #6681, Woodland Hills, CA. 91365
(866) 425-1877 Outside So. CA or (818) 591-1401

www.dmpractice.com

Buying A Practice? Expanding? Need New Equipment? Consolidation? Working Capital?

LCF specializes in

"NO STRESS LOANS"

One call will change the way you look at lending. Our Personable and Professional Staff will create the loan you want and secure your approval quickly.

We have flexibility other lenders don't have and can offer you terms and rates that meet your specific needs. You don't need unnecessary financial pressure when purchasing your new practice you just need LCF.

- Quick & Simple Phone-In Applications
- Start-Up Expansion • Working Capital
- Construction • Consolidation Real Estate
- Equipment Financing • Practice Acquisition
- Low Rates • Flexible Terms

No Hidden Fees • Deferred Payments
Step Payments • Up to 25 Year Financing

We fund
large & small equipment
purchases too!

For Fast & Friendly Service Call
800-550-9228
LCF Financial Services
www.lcffin.com

A Division of LCF Financial Inc.

DRE Lic. #01875780

OAC
9.13

Ortho/pedo chairs (4) by Dexta, side units, stools and other equipment, excellent condition for sale. Photos available. rmeister@cox.net.

I am a Board-Certified periodontist. I provide comprehensive patient care in your office: Implants, extractions, grafting, crown lengthening. Email socalimplants@gmail.com

Belmont dental light for sale Works well except missing 2 screws. Professional uninstalled. Text 818-7321689. \$160 OBO. Pomona 91767.

ZILA PROSELECT ULTRA SONIC SCALER. PACKAGE OPEN, TESTED, NEVER USED. PLEASE CONTACT 619-599-3595 OR monicamaghiar@yahoo.com REAL BARGAIN.

Ask your SPOUSE today...Are you playing Russian Roulette with your family's future? Take my FREE 3 minute SELF-EXAM to find out what bullets are aimed at your family. Contact Ken Ross D.D.S. at kenrossdds@aol.com or call (818) 848-5619.

Patient and equipment base sale in Redwoodcity, CA for \$220K (650 pat.+goodwill). For more info please call Dr.Boyer@650-4651348.

Looking for RDA in Santa Clara with X-Ray License for Monday and/or Tuesdays for application <http://goo.gl/8wl2Dl>.

Please Call 1-818-833-7701 For Dental Equipment Service Or Relocation.

Looking for a motivated and experienced periodontist to add to our busy group practice. Work 2-4 days a month in state of the art offices. Flexible scheduling and excellent compensation. Immediate openings in Las Vegas and San Diego. NV/CA license required, 1+ year of experience preferred. Contact Dr. Bobby Soleiman at (818) 389-7288 or periodontalproviders@hotmail.com.

All on 4 the most lucrative procedure in dentistry. Hands on course and live surgery. If interested: (949) 718-0208, evergreen1835@yahoo.com.

Pacdent FMX clear film mounts 1 pkg of 100+ \$28, call 408-871-0877.

LICENSED DENTIST AVAILABLE FOR HYGIENE ONLY POSITION. humble, gentle, team- player, increase case-acceptance, great chair-side manner. aman32dmd@aol.com 714-470-8231. Dr. Singh.

Dental Computer Training Specializing in Dentrax, EagleSoft, and SoftDent, Academy of Dental Practice Careers caters to anyone who needs more dental office computer training. Instruction is offered in 3 forms, In-Office, at your location, Online at www.adpc.edu.com, or at our ADPC training facility. Call 877-235-7100 or visit DentalPracticeCareers.com.

STOCKTON Located outside Brookside Country Club on West March Lane. Collected \$500,000 with Profits of \$198,000 in 2012. 2013 trending \$540,000. To learn more, go to www.PPSsellsDDS.com.

Need a Practice Transition Attorney?

Hire the Best.

**#1 Avvo® Rated Attorney
in USA (2012-present):
Mergers/Acquisitions &
Corporate/Incorporation**

"Bob is not one of those people that will blindly do something; he takes his client's interests close to his heart and does everything to guide you in a right direction."

"His kindness and understanding combined with his professionalism was a reassuring and stabilizing force for me throughout this process."

"He always answered my questions thoroughly and always helped me understand my options."

"He knew how to deal with other attorneys and not slow the deal down I was sooooo impressed I will never use any other attorney."



29 Years Experience

Pragmatic Advice

Reasonable Fees

USC Law '84

Dartmouth '81



Robert W. Olson, Jr., APC

Dental Practice Sales & Purchases
Partnerships, Leases & Corporations
Real Estate Sales & Purchases

888.963.1120

RWO@transdental.com
mobile.transdental.com

"Prompt and Personalized Service - Guaranteed"

EZ REFI & PRACTICE ACQUISITION LOANS

LENDING FOR ANY DENTIST AND ANY NEED!

Our Practice Refinance Program makes it easy to pay off student loans, equipment purchases, credit card balances and consolidate other obligations into one loan with an affordable payment plan. We have preferred wholesale rates and terms to match your needs.

Expanding? Buying a practice? Remodeling? New Equipment? We can fund it!

Cash flow fluctuates but with OCF, those predictable peaks and valleys won't be a problem anymore. Lose the stress....explore your options.

Confidential free consultation!



OZARKS CAPITAL FUNDING

Solutions for the working dental professional

Kurt Conrad 949 300 2433
or email kurt.conrad@ocflink.com

FREESTANDING BUILDING AND DENTAL PRACTICE WANTED in LA County or Orange County: 4-8 operatories in retail shopping center, high foot traffic, Cash/PPO, low overhead, retiring doctor and lots of goodwill. SELLERS call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or practice@lcffin.com | www.lcffin.com.

SAN BERNARDINO PRACTICE FOR SALE 2012 Gross \$275K, Asking \$228K, Est. 2005, Part Time Practice, Seller Retiring, 100% Financing. Call ProMed 888-277-6633 [RE#00662298].

MENDOCINO CO "Gateway to the Redwoods!" Quality care in 4 ops \$325k (FN-148) WPS/800-641-4179.

LANCASTER General Practice – 4 ops in 2,360 sq.ft.. GR \$676K w/\$174K adj. net income. Henry Schein PPT - Dennis Hoover 209-605-9039, #14376.

They definitely moved the cheese, if you are just going around in circles, give us a call at Handpiece Trading Post, 800-445-6719.

Galileos Comfort cone beam for sale 3 years rarely used new \$160000 accept offers, also waterlase MD soft and hard tissue laser new \$85000 accept offers serious buyers only 7148874510.

Are you a new graduate dentist in CA looking for the right opportunity to start your career? To retain all your equity and secure your future? Visit www.nexusdentistry.com or email info@nexusdentistry.com.

CENTRAL IDAHO PRACTICE FOR SALE Spacious, 3 op GP (room for a 4th op). High quality, state-of-the-art equipment. Refined dental business in a beautiful area with abundant recreational choices. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

NEW! Marus NuStar Dental Chair ONLY! \$3,895.00 Call 1-818-833-7701.

PRACTICE FOR SALE La Mesa. GP estab 40 yrs in Prof Bldg. 4 Ops, Digital Pan & X-Ray: SDPS: 760-599-7828.

Want to stop receiving The Dental Trader or have it mailed to a different address? Just complete the Subscribe/Change Address or Cancellation form at dentaltrader.com.

IV Sedation Training For Dentists 60 Hours of didactic and the administration of IV sedation to 20 pt.s while supervised by anesthesia provider. Upcoming Dates / Locations Nov. 2013-San Diego, CA | Jan. 2014-Sacramento, CA Approved by California Dental Board. Sedation Permit Renewal CE Available live or online! For more information visit www.SedationConsulting.com or call 888-581-4448.

REDDING Stellar reputation, quality care and location! ~2,264 sf w/4 ops. \$500k (GN-134) WPS/800-641-4179.

The end of the year is almost here, what's on your wish list? We can probably get it for you at half price or less. Handpiece Trading Post (since 1980) 800-445-6719.



San Diego Practice Sales

*SAN DIEGO'S MOST EXPERIENCED,
TRUSTED & ACTIVE BROKER (since 1990)*

We have sold HUNDREDS of Practices totaling several MILLIONS of Dollars!!

VISTA—JUST LISTED!! Estab in 1972, this Quality GP has 4 Ops and is situated in Medical Bldg with fwy visibility. Approx 1400 sq ft. Excellent Lease and Parking. Panoramic X-Ray.

LA JOLLA—NEW!! Retiring from this 30 yr estab GENERAL Practice. 2 Ops in Prof Bldg on highly visible corner. All FFS. Possibility to expand office.

CARMEL Mtn/PENASQUITOS—NEW LISTING!! This GENERAL Practice has 3 Ops and is situated in a strip center. Cerec and Laser are included.

CLAIRMONT—Retiring from GP situated in Prof Bldg, on busy thoroughfare. 4 Ops (2 equipped) in approx. 800 sq ft. Primarily PPO.

LA JOLLA—NEW LISTING!! Smaller GENERAL Practice situated in well-known, attractive Prof Bldg. Close to fwy 5 and UCSD. 2 Ops. Nicely appointed office.

LA MESA—NEW!! Well-established (40 yrs) GENERAL Practice in Prof Bldg along busy thoroughfare. 4 Ops, ADEC cabinets and units. Digital Pan and 1 digital X-Ray.

MIRA MESA--NEW!! 20+ year GENERAL Practice has 6 Ops in approx. 1300 sq.ft. Situated on corner of busy intersection. Approx 90% PPO.

OCEANSIDE—OFFICE CONDO FOR SALE. Situated in Medical-Dental Bldg., next to TriCity Hospital. Approx 1980 sq.ft. Lots of natural light!

TEMECULA—NEW LISTING!! GENERAL Practice estab 2008. BEAUTIFUL Office with high-end improvements. 5 Ops (3 equipped) in 1750 sq.ft. Busy, upscale retail center. Digital X-Rays, Pan-Ceph. Approx 70% PPO, 30% Cash.

VISTA—FOR LEASE. Approximately 2650 sq. ft. of divisible ground floor space. Situated in highly visible medical-dental bldg. along highway 78. Previously occupied by dental practice. Generous tenant improvement allowance, flexible terms and affordable rental rates.

OCEANSIDE/CARLSBAD—PERIODONTAL PRACTICE. Long-established Insurance and Cash practice. Doctor practices 2-3 days/wk. Situated in freestanding building on very busy thoroughfare. Excellent lease.

CARLSBAD—FOR LEASE. Fully built-out dental office situated in 2-suite Dental Bldg. Approx. 1700 sq.ft. with lots of windows. 4 Ops. Very spacious office!!

for updates, please visit us at
WWW.SDPRACTICESALES.COM

SAN DIEGO PRACTICE SALES can also assist you with *PRACTICE APPRAISALS, BUY-IN BUY-OUT TRANSACTIONS and LEASE NEGOTIATIONS.*

For More Information Call:

Mike Hostler (760) 599-7828 Bob Fleming, D.D.S.
(voice mail)
SERVICE — INTEGRITY

DentiMax Advanced for Networks Only \$2,499. From the charting screen, you can post procedures directly to the ledger and are literally one click away from digital x-rays, clinical notes, treatment planning and medical alerts. To order, call DentiMax at (800) 704-8494.

Biolase iLase soft tissue laser. \$1,000. Barely used. Call Dr Calleros 310-200-1958.

10 TEETH IN 1 HR...correct receding gums without the pain, limitations, post-procedure risks and healing of grafting. 24 hour recovery period, results visible on day of treatment. Visit pinholesurgicaltechnique.com.

"Efficiency in the handling of contract, amendments, etc. Knowledge of dental practice sales will save time and expense. They do represent their clients interests thoroughly." Vel Tamanaha, DDS Los Angeles, CA. Wood & Delgado-Nation's #1 Dental Law Firm. Visit Us at: www.dentalattorneys.com.

DENTAL EQUIPMENT FOR SALE XRAY UNIT BY CASTLE MDX, ALABAMA CART, KAVO FIBEROPTIC EXAM WANDS. ALL VERY GOOD CONDITION 909-838-5702.

EQUIPMENT FOR SALE Adec Chairs w/ ops, overhead lights, compressor, vacuum system, hand instruments, handpieces, etc. I can send photos. asharrison21@gmail.com.

NEW! Technodent ECO-19 Dental Chair ONLY! \$3,895.00 Call 1-818-833-7701.

Dental Office Relocated-Dental Supplies, Small Equipment, Instruments for Immediate Sale. Contact 310 387-2682 to schedule a preview.

MANTECA MODESTO AREA'S RIPON 3 Ops, 2 more wired & plumbed. \$180,000 invested here. 2012 collected \$327,000 on 3-days with 5-weeks off. Should be \$500,000+ performer. To learn more, go to www.PPSsellsDDS.com.

Gendex GX-770 x-ray for sale, excellent working condition \$1100.00.Sacramento area, local pick-up only. Contact: lipovean@hotmail.com.

Thomas Sudbijo, DMD (Tustin, CA)-Law Offices of Jeng and Associates is definitely one law firm that I will continue to use for my legal needs. Dr. Jeng was very helpful addressing my questions and was on top of things and kept me informed in every step. Call Jeng & Associates 714-858-0536.

FOR SALE Midwest Slow Speed Contra Angle Handpiece and sheath. Friction-grip head. Fits Shorty or Rhino motor only. (323)851-6622.

Legal Tip You can save up to \$1,700 by forming your corporation at year-end. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

Adec packages starting at \$7995 Belmont \$3999, we have lots of re-conditioned X-rays, compressors, pumps and small equipt also: .Handpiece Trading Post 800-445-6719.

Recently retired DDS Various high quality hand instruments--explorers perio probes, restorative instruments (carvers,condensers,prep instruments) Many NEW (323) 851-6622.

Are you looking for Independent Dental Experts or Peer Review Services. Please visit www.nexusdentistry.com or email us at info@nexusdentistry.com.

looking for an endo specialist one or two times a month in Sacramento area. Please email resume to louiskimdds@yahoo.com.

N. OF SACRAMENTO General Practice – 2012 GR of \$521K w/ overhead of only 52%. 1,650 sq. ft., 4 ops. Henry Schein PPT - Tom Wagner 916-812-3255, #CA528.

In house periodontist Keep your patients. 14 years of experience. All surgeries. Provider with all insurances. Reasonable and practical. 310 422 9049.

DENTAL PRACTICE WANTED in VALLEJO: Buyer looking for 3-5 ops, fee for service, 15-20 patients per month, annual production \$500K+. SELLERS call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780. (714) 550-7494 or practice@lcfinc.com.

Orthodontic Office Space for sale: Elk Grove. 1200 ft 2. Recently built-out. Plumbed 4 ops (including consult room). Equipment negotiable as turn-key operation. Will consider all offers. jhoh80@yahoo.com.

SAVE YOURSELF SOME TIME



Read The Dental Trader online.

All those email and website addresses are hyperlinked when you view the publication in pdf format.

Click on **EDIT**, then on **SEARCH** to quickly locate something specific. Online readers get a ten day jump on those who wait for it to arrive in the mail and score the best bargains.

DENTAL PRACTICES FOR SALE

DENTAL PRACTICE IN CAMPBELL FOR LEASE OR FOR SALE #AT613CB – Located on a busy main street great street visibility & signage. It's a beautiful 2-story free standing building, situated on a whole corner lot with its own spacious parking. Dental clinic on 1st floor is 2600sf with 7 plumbed & wired ops, 5 equipped with Adec chairs & delivery system, digital Planmeca Panoramic X-ray, massage chair, spacious consultation room, 2 restrooms. There's 900sf private room upstairs. Cerec acquisition unit & milling machine are optional. Easy access to Hwy 280 & Hwy 17.

MILPITAS STARTER DENTAL PRACTICE FOR SALE #M7213M – Located in shopping center on major streets. 3 fully equipped operatories and 1 additional plumbed. Easy access to Freeway 680 & Freeway 880.

FAIRFIELD DENTAL PRACTICE FOR SALE #213FF – Gross ~\$190K. ~1,400 sq.ft. , 2 eq. ops, 1 additional plumbed.

New Listing! OAKDALE STARTER DENTAL PRACTICE FOR SALE #ODH96F – Starter Practice located on main street with excellent visibility and signage. 2 fully equipped operatories in approximately 930 sq. ft. in freestanding building.

New Listing! FONTANA STATER DENTAL PRACTICE FOR SALE #FTN917K – Starter Practice located in shopping plaza with excellent street visibility & practice signage. ~1,350 sq. ft., 3 ops. Nearby medical clinics and close to Fwy 10.

SAN BERNARDINO STARTER DENTAL PRACTICE & REAL ESTATE FOR SALE – Single story stand alone building at the intersection with good visibility. 3 fully equipped ops, ~1,163 sq. ft. Close to Fwy 215. Great opportunity!

RIVERSIDE DENTAL PRACTICE FOR SALE #131RS – Gross ~\$300K. 3 fully equipped ops, 1 additional plumbed. ~1,200 sq. ft. Located in busy retail center on major intersection. Good visibility & exposure. Easy access to Fwy 91.

FRESNO DENTAL PRACTICE FOR SALE #1813F – Excellent visibility. ~ 2,000 sq. ft., 3 eq. ops, 2 additional plumbed.

ESCONDIDO DENTAL PRACTICE FOR SALE #76ESD – 3 ops, 2 add't plumbed, ~ 2,100 sf. Strip mall. Near anchor stores.

PARAMOUNT DENTAL PRACTICE FOR SALE #Z619PM – Gross ~\$560K. Located on busy street in big shopping center with major anchor stores. Great visibility. Mostly Cash/PPO. ~1,200 sq. ft. 4 ops. Easy access to Fwy 710 & 91.

ARCADIA DENTAL PRACTICE FOR SALE #M612AR – Gross ~\$500K. Single story stand alone with big private parking lot building. Located on main street with good visibility. Mostly Cash/PPO. ~ 1,500 sq.ft., 4 equipped ops.

SAN GABRIEL STARTER PRACTICE FOR SALE #W528SG3 – GP located on main street in Medical Building with other medical offices & Pharmacy with good street visibility. ~1,255 sq. ft., 3 eq. ops and 1 add't plumbed.

LOS ANGELES DENTAL PRACTICE & FREESTANDING BUILDING FOR SALE – Gross ~\$600K. 7 eq. ops. in ~ 2,200 sq. ft. freestanding building. Good signage, good visibility and foot traffic. Located on major busy street close to 5 Fwy.

LOS ANGELES DENTAL PRACTICE FOR SALE #25LAMK – Gross ~\$360K. 7 fully eq. operatories, ~ 2,300 sq. ft. Located in a highly visible, single story shopping center. 9 years of goodwill. Excellent exposure, visibility & signage.

LOS ANGELES DENTAL PRACTICE FOR SALE #LA1130S – Good street visibility. ~ 1,000 sf, 3 ops. Close to Chinatown.

New Listing! IRVINE DENTAL PRACTICE FOR SALE #IRV99KP – Located in retail shopping center on busy street. Starter Practice with 3 fully eq. ops, separated rooms in ~ 1,163 sq. ft. Ample parking space. Close to 405 Freeway.

COSTA MESA DENTAL PRACTICE FOR SALE – 2013 Projected \$1.9 Million. General dental practice. Many patient referrals. 6 fully equipped operatories in 2,500 sq. ft. Mostly Cash/PPO. Easy access to Freeway 55. Rare opportunity!

New Listing! ANAHEIM STARTER PRACTICE FOR SALE #L815A – Busy intersections. ~1,350 sq.ft., 4 eq. ops. Good visibility.

ANAHEIM DENTAL PRACTICE FOR SALE #G228A – Gross ~\$225K. Freestanding building located on busy street. Excellent visibility. Good foot traffic. 4 fully equipped operatories, 1 additional plumbed, ~ 1,200 sq. ft.

Call for additional listings or visit our website!!!

BUY PRACTICE • SELL PRACTICE • FINANCE PRACTICE
Call Loc Pham, Broker (714) 550-7494 For More Information!
practice@lcffin.com | www.lcffin.com
LCF Financial, Inc. BRE #01875780

In-house Periodontist available to treat your patients. *More than 10 years of experience *Board Certified *Quality work, friendly, caring *Implants, perio, grafts, thirds, IV *I bring the equipment and supplies *Implant prosthetics mentoring *Covering SF to Palo Alto and East Bay
sfimplantforteeth@gmail.com.

NEW! DentalEZ Silhouette Dental Chair ONLY! \$3,895.00
Call 1-818-833-7701.

Dental Office closing liquidating all dental equipment every thing must go please contact Dr. Nowack at (760)789-7002.

Submit your free ad or subscribe online at dentaltrader.com today!

Magnifying Loupes New. \$750. 4x Power DenMat brand. Adjustable Width. Got this extra one that I never used. (626)447-0888.

YREKA Quality FFS, Warm & Caring. ~900 sf w/ 3 ops \$180k/ Real Estate \$110k (GN-149) WPS/800-641-4179.

2011 CEREC AC Bluecam, 2012 McXL Milling Unit & 2011 Ivoclar Programmat Oven For Sale. Has been kept up to date with CEREC club so warranty is transferable. Buy outright for \$65k obo. 916) 996-2986.

Powerful Online Patient Communicator SMS Text Messaging directly to patient's cell phones, Automated Confirmations & Reminders, Online Scheduler, Patient Feedback Surveys, and more! A Must for Any Practice that wants to grow exponentially. Call 800-273-5033 for your 30 day free trial.

BioSonic US100R Ultrasonic Scaler. 25 and 30K compatible. Perfect condition. Feel free to test. Pics available. 310-922-5666 \$350.

Need New Patients? Find out how Nexus can attract 50+ New Patients per month to your practice, guaranteed!
www.nexusdentistry.com or email us at info@nexusdentistry.com.

ORAL SURGERY/IMPLANTS IN YOUR OFFICE Stop referring out. 3rd Molar Extractions, Dental Implants, Bone Grafting, Sinus Lifts performed by Friendly Experienced GP with extensive training. Will treatment plan with you. Call (562)248-6284 or email kcleedds@gmail.com. Please leave a message.

Brand new dental chair and light (w/out delivery unit), blue. Paid \$2500, Sac. \$850. San Fernando Valley (818)5187426.

FOR SALE BIOLASE!!! GREAT DEAL \$850. PLEASE CONTACT US AT 714-842-5035 FOR MORE INFO.

ENCINO (4) op comput. G.P. for sale. Located in a modern, well know, easily accessible, recently remodeled prof. bldg. on a main thoroughfare. Magnificent panoramic Valley views from (3) ops. Cash/Ins/PPO pts. Annual Gross Collect \$600K on a (4) day wk. Digital X-Rays & Laser eq't'd. Refers out all Endo. Seller moving, but will assist w Transition. D&M Practice Sales 818.591.1401.

WHY SEND YOUR ENDO OUT?



I Finish all Inoperable ENDO with
Lifetime Warranty, Apicos,
Retreats, Calcified, Unfound,
Unusually Curved Canals,
Perfs Repairs, Broken Files.

PROVIDE EVERYTHING.
20 Years Experience - 1000s Done

EXCELLENT RESULTS.
MIN \$36 K NET GUARANTEED.

theendodoctor@yahoo.com
562-968-4061

Ask your SPOUSE today...are you playing Russian Roulette with your family's future? By age 65 there is a 70% CHANCE of needing long-term care! Would this BANKRUPT your family? Contact Ken Ross D.D.S. at kenrossdds@aol.com or call (818) 848-5619.

DENTAL ASSOCIATE WANTED Fresno family practice. Great compensation, Amazing staff, hightech CBCT in premises. email resume to: g.donan@sbcglobal.net.

Please Call 1-818-833-7701 For Used Or Refurbished Dental Equipment Quotes.

Brand new in box Demetron Demi Plus LED curing light & Picasso AMD laser. Make offer. deutschdds@verizon.net.

DENTAL PRACTICE WANTED in SAN JOSE with 3+ operators, 1,500 sq. ft. in good retail location or freestanding building. Good visibility. SELLERS call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780. (714) 550-7494 or practice@lcfinc.com.

Z-Glove powder free latex exam gloves. \$2.99/Box. Free shipping. To order call (559)248-1070.

PAINLESS TREATMENT for receding gums! New technique replaces the need for incisions, grafts, sutures, multiple appointments and long term healing. See Pinhole Surgical Technique flier in this issue or visit pinholesurgicaltechnique.com.

NEW! DentalEZ E3000 Dental Chair ONLY! \$2,895.00 Call 1-818-833-7701.

Dental Equipment For Sale 4 dental chairs and stools, 4 delivery units, 2 x-ray units, 4 track lights, 1 pano., vacuum and compressor. Photos available. Email dr. at: hrc1841@aol.com.

SAN RAMON FACILITY ONLY – 1,400 sq.ft. w/4 fully equipped ops, 2 additional plumbed. Great location. Henry Schein PPT - Jim Engel 925-330-2207, #CA511.

WATERLASE iPLUS FOR SALE 2012 BIOLASE Hard/Soft Tissue Laser. Excellent Condition. Handpieces, Tips, Goggles included. pivosmiles@aol.com, 818-429-8792.

My Practice is Nothing Without You!



Levi Barlavi, Principal of the Pacific Health Law Group

"Levi assisted my partner and I with the purchase of our last two dental practices and he was great in all aspects of the practice transition. His professionalism and attention to detail gave us the peace of mind to go forward with both deals. I've worked with other lawyers before and Levi puts your needs and priorities first. Thanks again for all the support and advise."

*- Pasha Hakimzahdeh, DDS
West Hills & Bell Garden, CA*

*"Thank you Dr. Pasha. The greatest compliment is a client's return business and it is a privilege to have worked with you over the years **My practice is nothing without clients like you!** I never forget this point. I look forward to your continued success and trust in my practice."*

-Levi Barlavi, Esq.

As an attorney specializing in meeting the legal needs of dentists throughout California, I have a simple goal: **to add value to your practice.** I accomplish this by being accessible, thorough and placing my client's needs first. I am committed to client service because I know it is what you want, and what will secure your return business and referrals. That is the greatest compliment! If you want to like your attorney in addition to receiving thorough legal work please call me today for a free consultation. Let me earn your trust.

Legal Services *for* Dentists

- Practice Acquisitions/Sales
- Lease Reviews & Negotiations
- Professional Corps & Partnerships
- Employment Law Matters
- Space Sharing Agreements
- Dispute Resolution/Litigation



Toll Free: (888) 995-5384

1875 Century Park East • Suite 600

Los Angeles, CA 90067

www.pacifichealthlaw.com

Protecting Your Investment, So You Can Grow Your Practice.

When you contact an advertiser, we request you please tell them **YOU SAW THEIR AD IN THE DENTAL TRADER**. Thank you!!!!

LASSEN CO Quality, well-established, family-oriented. 1,600 sf w/3 ops \$120k (HN-059) WPS/800-641-4179.

Perio and Clinical Charting for only \$499 when purchased with DentiMax billing software. To order, call DentiMax at (800) 704-8494.

DENTIST NEEDED PT for office in SAN JOSE, minimum 3 years exp required, please call 818-203-4272.

SALINAS Strong foundation. Great two person practice. 9.5 days of Hygiene. 6-Ops. 2012 collected \$1.1 Million. To learn more, go to www.PPSsellsDDS.com.

Buying or selling or moving an office? call us at 800-445-6719, At Handpiece Trading Post we can help.

Pancorp Laser-1000 Pan/Ceph (2005). Nice Working Condition. Newbury Park. \$3800 or best offer. 805-552-9998.

Have you spent most of your dental career working for someone else? Need a new path? www.nexusdentistry.com or email us at careers@nexusdentistry.com.

South San Diego Coastal Opportunity For Sale! Location has been an established practice for 20+ years. Recently updated exterior, interior and new equipment. Very low Overhead. Close to freeways, neighborhoods and busy local shopping center. Solid management systems! Desirable Lease! Owner will consider partial carry-back. Super opportunity for growth! *2013 Forecasted Collections mid \$300,000* 100% increase over 2012 Call Jack@NexPhase 760-685-1484.

Dental assistant must have experience coronal polish, x ray license. located in Santa Barbara please email resume jonjonbb@gmail.com.

DENTAL PRACTICE WANTED in SAN DIEGO COUNTY: Buyer looking for general practice, 3+ operatories, fee for service and annual production \$350K+. SELLERS call Loc Pham, Broker at LCF Financial, Inc. DRE #01875780. (714) 550-7494 or practice@lcffin.com.

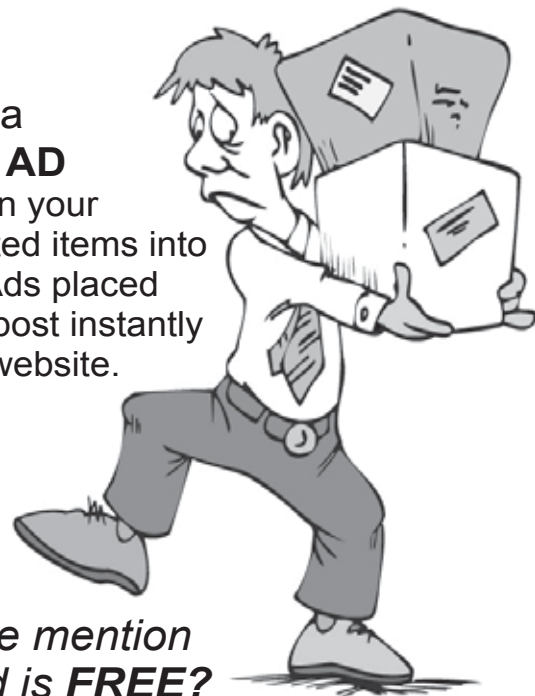
looking for an experienced TX coordinator/ office manager in santa barbara. jonjonbb@gmail.com.

"Kurt Conrad has financed multiple practices for me over the 20 years he has been helping me and my early retirement!" Dr Whitaker- Call 949.300.2433 or email KURT.CONRAD@OCFLINK.COM.

"Pat and Jason On behalf of the members of ADS and our colleagues, I want to thank you both for presenting such an informative session at our Las Vegas meeting. Our group always enjoys hearing from you both and we look forward to an ongoing relationship." Nancy L. Schoyer, Executive Director: ADS. Wood & Delgado-Nation's #1 Dental Law Firm. Visit Us at: www.dentalattorneys.com.

Clean out that junk drawer and sell the stuff you don't need.

Place a **FREE AD** and turn your unwanted items into cash! Ads placed online post instantly to our website.



Did we mention the ad is FREE?

Visit our FAQs page at **dentaltrader.com** for details

Best value in the Ski Seminar CE industry. Feb. 8-15, 2014 Aspen/Snowmass, CO. Contact SCAGD, 310-471-4916 or drrobertgarfield@aol.com.

PRACTICE FOR SALE Temecula. GP with Digital X-Rays, 5 Ops in 1750 sq. ft. SDPS: 760-599-7828.

SEEKING EMPLOYMENT USC GRAD, great with pedo, hard worker, and excellent communications skill. 310-228-7971.

Zoom! Advanced Power Plus Light System - Only used twice. Like new! Call for pricing 760-602-9500 or Email: info@bressiranchfamilydentistry.com.

WE buy sell and trade..new and used sensors working or not!. Call Handpiece Trading Post. (since 1980).....800-445-6719.

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.

NEW! Myray RXDC eXTend X-Ray ONLY! \$2,995.00 Call 1-818-833-7701.

Experience the right Nexus Between Business and Dentistry! A One-Stop-Shop for Comprehensive Business Development. www.NexusDentistry.com.

Substantially Increase Your Revenue

by Having Dental Implants Placed at Your Office

How many of the following procedures do you refer out each month?

- **Dental Implants**
- **Periodontal Surgeries**

Including crown lengthening, gingival grafts and pocket reduction flap surgeries.

- **Surgical Extractions**

Including impacted wisdom teeth.

Keep them in-house and reclaim your profits!

Annual NET profits could range from
\$100,000 to \$500,000

How much are YOU losing out on?

Why we are different from a solo traveling surgeon:

✓ **Comprehensive Network of Surgeons**

Experienced oral surgeons and periodontists enable your office to always have a surgeon on staff, even if your regular dedicated surgeon is sick or on vacation.

✓ **Completely Mobile**

We bring absolutely everything we need in our complete mobile surgical carts, including all surgical and disposable material, instruments and surgically-trained dental assistants.

✓ **Training Provided**

For our contracted offices, we will train your entire staff on proper diagnosis, treatment planning and increasing case acceptance.

"Do what you do best, we do the rest!"™

Since 2008, Implant Outreach® is **The First Comprehensive Mobile Surgical Services** for Dental Offices in the United States.™

For testimonials, please visit
www.implantoutreach.com



Call Now 888.871.0009

info@implantoutreach.com | www.implantoutreach.com

Buy it! Sell it! Trade it!!!

WESTERN PRACTICE SALES | John M. Cahill Associates

What separates us from other brokerage firms?

As dentists and business professionals, we understand the unique aspects of dental practice sales and offer more practical knowledge than any other brokerage firm. We bring a critical inside perspective to the table when dealing with buyers and sellers by understanding the different complexities, personalities, strengths and weaknesses of one practice over another.

Our extensive buyer database and unsurpassed exposure allows us to offer you...

A Better Candidate

A Better Fit

and A Better Price!

Let us provide a FREE "Opinion of Market Value" on your Practice*

*To be used for your internal purposes only, not to be confused with a formal business appraisal.

800.641.4179

westernpracticesales.com

Santa Rosa seller is changing careers and offering a well-established and successful general practice. No insurance contracts, well-trained staff, 4 doctor day/week & attractive 1,700 sq. ft. office in desirable neighborhood close to downtown. 2012 \$576K+, 2013 on schedule for \$612K+ as of June. This is a terrific opportunity! Asking \$450K. Contact Carroll & Company (650) 403-1010, dental@carrollandco.info. CA DRE #00777682.

Atascadero Newer freestanding building offered along with a great practice. Excellent location! Integrity Practice Sales, Broker Bill Kimball, DDS (855) 337-4337.

NEW! Belmont Bel-20+ Dental Chair ONLY! \$3,895.00 Call 1-818-833-7701.

SOQUEL General Practice – 3 ops in approx. 1,100 sq.ft. in professional building. \$338K GR on 2 day/week. Henry Schein PPT - Jim Engel 925-330-2207, #CA550.

I USED TO PAY RENT for my office, then I purchased a mobile dental office. I was amazed how many people were simply unable to get to a dental office. Dentistry was fun again and the patients (many are elderly with great insurance) seemed to appreciate me more. It was the best (and most lucrative) lifestyle change of my career. 26' turnkey mobile dental clinic is yours for \$58K. See display ad in this issue or call Dr. Litano DMD208-739-5683.

STOCKTON Fully computerized, paperless, digitalized. 5,000 sf w/10 ops \$425k (IG-067) WPS/800-641-4179.

SAN JOAQUIN VALLEY (4) op comput. G.P. & building for sale. In a smaller town w very limited competition. In a free stand. bldg. w exposure/visibility. Building is also for sale. Annual Gross Collections \$500K+ on a 4 day week. Cash/Ins/PPO. Seller retiring. D&M Practice Sales 818.591.1401.

"I have patients flying from Europe to get this procedure!" The all new Pinhole Surgical Technique eliminates the need for grafts, incisions, sutures, patient discomfort and heals overnight! Visit pinholesurgicaltechnique.com for stunning development!

Implant in your office 22 Yrs. ICOI Diplomate 05. I Take excellent care of your patients with gauranteed results. 310 435 2600.

PERIODONTIC Practice for Sale North San Diego County. Long-established. Priced attractively for quick sale!! SDPS:760-599-7828.

Belmont op. packages starting at \$3999. Adec starting at \$7999. We also have a whole warehouse of chairs, units, lights, x-rays, compressors and pumps and whatever you might need. Handpiece Trading Post (since 1980) 800-44-6719.

TURLOCK Nothing but the very best! Well established Shared/Solo Group Practice, offering quality care. 10 ops (shared) \$428k (IG-165) WPS/800-641-4179.

NEW! Tuttnauer Valueklave 1730M Sterilizer ONLY! \$2,295.00 Call 1-818-833-7701.

Pearson**Pearson Dental Equipment Specials**

(800) 535-4535 ext 212
(818) 362-2600 ext 676

Ask for Mfg quarterly specials
 for advertised items.
 Mention promo code: TDT112013

pearsondental.com**NuSTAR + Alliance 1258 Swing-Mount Delivery System****OPERATORY PACKAGE Includes:****MARUS NuSTAR CHAIR**

- > Hydraulic Chair
- > Dual-Articulating Headrest
- > Integrated Back Switches
- > Swing-Away Armrests
- > All Metal Construction

Alliance 1244 Curve Post Light

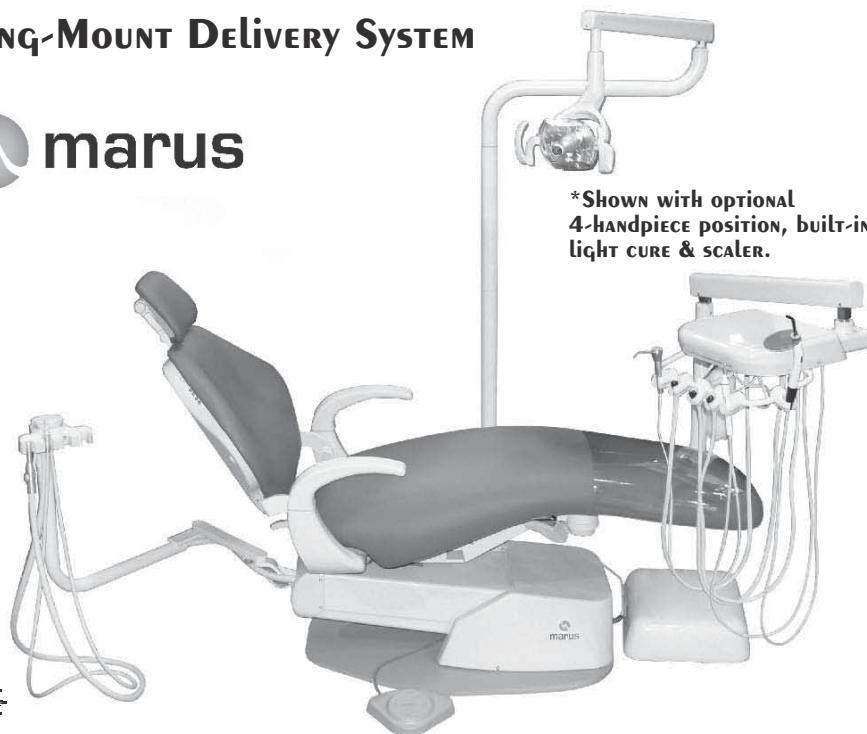
- > Three Axis Tension Adjustment
- > Sleek Aseptic Design
- > High /Low Intensity Switch

Alliance 1258 Swing-Mount Unit

- > 3-Auto Handpiece Control Unit
- > Self-Contained Water System
- > Wet/Dry Disk Foot Control
- > Doctors 3-Way Syringe

Alliance Rear Mounted Assistant's VACUUM

- > (1) HVE / (1) SE Valve
- > Central Vac Canister



*Shown with optional
 4-handpiece position, built-in
 light cure & scaler.

OPERATORY PACKAGE
 w/REAR MOUNTED
 ASSISTANT'S VACUUM

M27-0064.....

\$7,995.00**ALTERNATIVE 1000 OPERATORY PACKAGE****OPERATORY PACKAGE Includes:****NEWBERG 1237 Chair**

- > Hydraulic Chair
- > Five Operator-Programmable
- > Available with Wide-Back or Narrow-Back Seamless Upholstery
- > Double-Articulating Headrest, Adjustable for Height and Wheelchair Positioning

NEWBERG 1227 Dental Light

- > Curved Operating Light
- > Three Axis Tension Adjustment
- > Sleek Asepsis Design
- > Dual Light Intensity Switch

NEWBERG ALTERNATIVE 1000 Unit

- > 3 Auto Handpiece Control Unit
- > Self-Contained Water Bottle System
- > Wet/Dry Disk Type Foot Control
- > Air and Water Quick Disconnects
- > Telescoping Assistant's Arm

OPERATORY PACKAGE
 w/ASSISTANT'S INSTRUMENTATION
 D02-9910.....

\$6,495.00

OPERATORY PACKAGE
 w/Cuspidor
 D02-9905.....

\$6,995.00**Newberg**

MENTION
 PROMO CODE:
 TDT112013

pearsondental.com/yearendsale



Pearson

Dental Supplies, Inc.

Pearson Dental invites you to our
2013 Year End Clearance Sale!

Friday, December 6, 2013 (9:00AM — 4:00PM)

**Priced
to
Clear!**

CLEARANCE SALE OF DENTAL EQUIPMENT

Take advantage of 4th Quarter Manufacture Promotions

Pearson's Main Office and Showroom
13120 Telfair Ave., Sylmar, CA 91342
Tel. 1-800-535-4535 Fax 818-833-3200

Operatory Packages, X-Rays, Chairs, Units, Lights, Vacuums, Compressors, Stools,
Showroom Equipment, Amalgamators, Processors, Handpieces, Digital Equipment,
Curing Lights, Demos, Discontinued Etc... * Much More * Refreshments

For More Information
or Equipment Quotes
Call 818-833-7701

GXS-700 Digital INTRAORAL SENSORS

GENDEX
DENTAL SYSTEMS

ONLY!
*\$7,995.00

(Size #2 Sensor Only)
*Trade-in Price,
Call For Details

Size #1 SensorG25-0551
Size #2 SensorG25-0552
Size #1 & #2 SensorsG25-0553



Suni SuniRAY INTRAORAL SENSORS

Suni

ONLY!
\$4,495.00

*Receive 10%
Additional Discount
*Trade-in Special,
Call For Details



Size #1 Sensor.....\$89-1004
Size #2 Sensor\$89-1005

NOMAD PRO2™ HANDHELD DC-X-RAY SYSTEM

ARIBEX™



P23-9771

**Call
For Special
Pricing!**

RXDC EXTEND DC X-Ray System

ONLY!
\$7,295.00



myray
new comfort
in digital imaging

M66-1075

AIR TECHNIQUES

SCANX Classic

**Call
For Special
Pricing!**

A32-6082



DIAGNodent PEN LASER CARIES DETECTION (KaVo)



K05-0084

ONLY!
\$2,095.00
(Pen Only)



PORTER STANDARD FLOWMETER SYSTEM

ONLY!
\$2,795.00

> STANDARD NITROUS
CART SYSTEM
> TWO MANUAL GAS FLOW
ADJUSTMENT KNOBS
System includes:
Adult SCAVENGER
SYSTEM, in-line VACUUM
CONTROL block
and 3 LITER BAG



P58-0524

Valueklave Tuttnauer

> 7" DIAMETER X 13" DEEP



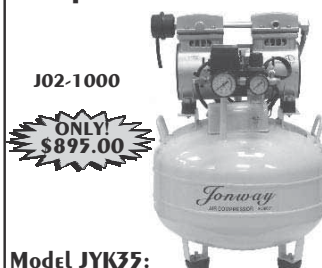
T80-0003

ONLY!
\$2,295.00

Oil-less Lab Jonway COMPRESSOR

J02-1000

ONLY!
\$895.00



Model JYK35:
1 HP, 9.25 Gal.
16"L X 16W X 25"H

COMPACTORQUE 636CP

4-Hole Autochuck
Handpiece
K05-0771

ONLY!
\$395.00

**Buy 3
GET 1
FREE!**

Black Pearl Eco

4-Hole Autochuck
Handpiece
B34-0169

ONLY!
\$325.00

**Buy 3
GET 1
FREE!**





(855) 337-4337

www.integritypracticesales.com

Call (855) DDS 4 DDS or visit www.integritypracticesales.com today for more information about our listings or to discuss your best options for a successful transition!

Northern San Luis Obispo County:

Small practice, ready for growth and offered at a great price. 2012 Collections at \$427,000.

Perio Practice: Well-established perio practice with 4 ops. New listing, please call for more information.

Central Coast Pediatric: Beautiful well established office with buyer's net (after loan) of over \$750,000. Call for details.

Bakersfield: A part time and long-term opportunity to work 2 days a week while leasing space from another dentist or incorporate the patients into your own practice. Estimated buyer's net \$50,000.

San Diego Coastal: High-end 3 chair dental practice one block from the beach in prestigious north county! Estimated buyer's net \$232,000.

Northern San Luis Obispo County: Newer building for sale in addition to a great practice.

Santa Maria: Small stand-alone building with a great practice. Excellent potential for growth!

Santa Barbara: 100% fee for service office with a buyer's net of \$206,000 (after loan).

Northern San Luis Obispo County: Great practice, nice location in a small beach town in San Luis Obispo county. 2012 collections over \$800,000. Call for details.



Many of our clients aren't sure whether they should sell now or grow their practice for a few years first. Give us a call for a no obligation consultation. Bill Kimball, DDS is one of dentistry's most respected authorities on practice growth and transitions. Bill is a licensed practice broker and has been a successful management consultant since 1995. CA BROKER #01911548

Join us for one of our upcoming
Maximize Practice Value
Seminars!

Call today for details.
BlueprintForPracticeSuccess.com

DENTAL PRACTICE WANTED in Cerritos and Bellflower: Buyer looking Hispanic patient population in retail shopping center, foot traffic, Cash/PPO, retiring seller. call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or practice@lcfinc.com | www.lcfinc.com.

Are you a CA dentist tired of the burdens of management, HR, and other back-office operations? Is it interfering with your joy in practicing dentistry? Please visit www.nexusdentistry.com or email us at info@nexusdentistry.com.

EL SOBRANTE 3-day practice collected \$170,000 in 2012. 3-Ops. Building optional purchase. To learn more, go to www.PPSsellsDDS.com.

Spending too much for software? DentiMax offers complete clinical and practice management software for under \$1,000. Call (800) 704-8494.

Are you a dental shopper seeking bargains? We strive to provide the best bargains in every issue of The Dental Trader. Often it is dentists who refer bargain deals to The Dental Trader. If you spot a real deal, please tell that company about us or tell us about them so we can get their sweet deal into the publication. 877 888 4237 Many thanks!!

UKIAH Rated as the #1 best small town to live in California! Street-level office/desirable area. 900 sf w/ 3 ops \$275k (FN-185) WPS/800-641-4179.

NEW! SciCan Bravo 17 Chamber Sterilizer ONLY! \$5,495.00 Call 1-818-833-7701.

Central Valley Perio practice. Call for details on this new listing! Integrity Practice Sales, Broker Bill Kimball, DDS (855) 337-4337.

Contra Costa County San Pablo Ave. E. Bay Owner retiring-2012 tracking 550k of collection with 4 weeks of vacation 4OPS/Pano Nice Office Low Rent & Expenses. 510-619-4240.

Implant Outreach is the FIRST AND ONLY COMPREHENSIVE MOBILE SURGICAL SERVICES NETWORK of experienced board certified Oral Surgeons, Periodontists that helps your patients at your own office while substantially increasing your profits. We bring everything we need including all instruments and supplies but also our own surgically trained assistants. Our comprehensive mobile services surpasses by far the limited traditional services offered by solo traveling surgeons. Call 888-871-0009 or visit www.implantoutreach.com for details.

Ask your SPOUSE today...are you playing Russian Roulette with your family's future? ONE out of THREE dentists will be disabled. Is your family SHIELDED from this BULLET? Contact Ken Ross D.D.S. at kenrossdds@aol.com or call (818) 848-5619.

Are you a new graduate dentist in CA looking for the right opportunity to start your career? To retain all your equity and secure your future? Visit www.nexusdentistry.com or email info@nexusdentistry.com.

Peri-Pro x-ray developer sold in hours!

"Just a note to say how happy I am with an ad I placed in the morning of April 10th that was answered in the afternoon of the same day. I am stunned that what I wanted to sell was sold only a few hours later. Very surprised and very happy with The Dental Trader!"

Dr. Reed



**Place your free
reader ad online
today & don't be
surprised when
the phone starts ringing.**

Our Ad Board is very active!

Visit dentaltrader.com

(1st time advertisers should look at the FAQs page first for simple instructions)

RENO NEVADA PRACTICE FOR SALE Busy GP in an efficient, 4 op (3 equipped) office. The only reason this profitable business is on the market is because the seller is relocating out of the area. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

PRACTICE FOR SALE La Jolla. GP with 2 Ops in Prof Bldg. Great Location: SDPS: 760-599-7828.

FRESNO Well loved, respected, established! Net Profit over \$350k! 1,452 sf w/4 ops \$390k (JG-188) WPS/800-641-4179.

Free Retirement Plan Feasibility Study with every practice purchase. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

OFFICE CONDO FOR SALE Oceanside. Next to TriCity Hosp. 1980 sq.ft. SDPS: 760-599-7828.

Taylor Liao, Manager of Kings Two Dental Supply (City of Industry, CA)-What can I say about him? He's the lawyer we go to when we need a lawyer. Dr. Chester Jeng of Law Offices of Jeng and Associates is very personable and knowledgeable in dentistry and law. He's definitely a straight shooter, he tells you what you need to know and also what you probably do not want to hear. He's the one we go to if we need a lawyer. Call Jeng & Associates 714-858-0536.

NEW! DentalEZ CV-101 1HP Vacuum Pump ONLY! \$1,895.00 Call 1-818-833-7701.

A Different Kind of Dental Attorney

I know dentistry's unique legal & financial challenges

Services

Incorporation
Estate Planning
Buy/Sell Agreements
Lease Reviews
Space Sharing
Agreements
Workers' Compensation
Practice Sales
*Call us
for other services!*

Member

CA State Bar
NC State Bar
US Federal Courts
US Federal Tax Courts
Calif. Dental Licensure

**Tip of the month:*

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.



Chester Jeng, DDS, JD, LL.M (Master Degree in Tax Law)
Dentist and Attorney

Law Offices of Jeng and Associates (714) 858-0536 Jenglaw@yahoo.com

1440 North Harbor Blvd., Suite 900, Fullerton, Ca. 92835

*Disclaimer: Monthly tip is not legal advice and in no way attorney-client privilege has been created.
Consult a CPA or attorney if you need tax or legal advice.

1 IN 5 DENTISTS currently practicing in the U.S. are licensed here in Calif. That's why there are so many "Practice For Sale" ads in The Dental Trader. You can reach all these CA dentists with The Dental Trader. Visit dentaltrader.com for details.

A 33-month study of 43 patients with 121 recession sites treated using the Pinhole Surgical Technique was published in Oct., 2012, by The International Journal of Periodontics and Restorative Dentistry to international acclaim. Visit pinholesurgicaltechnique.com.

INDIAN WELLS General/TMJ Practice. 4,000 sq. ft. suite, 6 Ops. 2011 GR \$350,000 on just one doctor day/week. Henry Schein PPT – Mario Molina 323-974-4592, #CAM530.

It's the "One year rule" if you haven't used it in a year call us at Handpiece Trading Post (800-445-6719), and we will buy it or you can trade it in for something you can really use!

Are you looking for Independent Dental Experts or Peer Review Services. Please visit www.nexusdentistry.com or email us at info@nexusdentistry.com.

CENTRAL VALLEY (So. FRESNO COUNTY) -(3) op Comput. G.P. w newer eq't'd. for sale. In a smaller town w very limited competition. In a free stand. bldg. w exposure/visibility. Digital x-rays. Dentrix s/w. Cash/Ins/PPO. Very low overhead. Monthly Gross Collect. \$40 - \$50K on a 3 day week. D&M Practice Sales 818.591.1401.

"Kurt Conrad approved my Practice Acquisition Loan when all the others Banks said no!" Dr Trammell- Call 949.300.2433 or email KURT.CONRAD@OCFLINK.COM.

NEW! DentalEZ CV-102 2HP Vacuum Pump ONLY! \$2,195.00 Call 1-818-833-7701.

Award Winning Digital Sensors DentiMax sensor package includes size 2 and size1 sensors with imaging software. Call (800) 704-8494.

MOUNTAIN VIEW Rare opportunity! High-quality, potentially large-scale practice. Heart of Silicon Valley. 2,000 sf w/7 ops (+1) \$950k (DC-191) WPS/800-641-4179.

It's the one year rule if you haven't used it in a year, call Handpiece Trading Post at 800-445-6719 and trade it or sell it and get something you can really use.

MURIETTA General Practice, 5 Ops, 2012 GR \$513K with \$213K adj.net. Henry Schein PPT/MPG – Kerri McCullough 949-300-0312, #CAM544.

LAKE COUNTY Quality practice w/ friendly staff! ~2,400 sf w/ 3+ ops w/ Cerec! \$699k (FN-087) WPS/800-641-4179.

Can't locate your ad? The Dental Trader routinely deletes nearly 100 reader ads each month because the advertiser failed to include contact information on their ad. Ads that do not have a phone number, email address, etc are not published. If you can't find your ad, that may be why.

DentiMax Dental Software Only \$499, add clinical for \$499. Go to www.dentimax.com to download your free demo. Call DentiMax at (800) 704-8494.

PRACTICE AND LIVE IN VICTORIAN VILLAGE OF FERNDALE Dairy and ranching community with distinguished school, great family values and outdoor activities with Giant Redwoods, ocean and rivers. Beautiful 1350 sq ft building to buy or lease Gross 2010 357,000 2011 411,000 2012 421,000 limited hours of four half days three hygiene with opportunity for growth email hoosiercal@sbcglobal.net Vm 707-845-4151.

NO MORE GRAFTS! Learn to treat gum recession in one appointment with no grafts, incisions or sutures and overnight recovery period! See Pinhole Surgical Technique flier in this issue or visit pinholesurgicaltechnique.com.

Want to score a better deal! Read The Dental Trader online at dentaltrader.com before it hits the streets in print. (usually around the 20th of each month). Online reader often score the best bargains. Check out the ad board too! Next month's ads appear there now!!

NEW! KaVo 636CP 4-Hole Handpiece ONLY! \$395.00 (3+1 Promo) Call 1-818-833-7701.

BAKERSFIELD General Practice, 3,650 sq. ft. with 8 Ops., 7 equipped. GR \$1.2MM with \$453K Adj. Net Inc. Henry Schein PPT - Kerri McCullough 949-300-0312, #CAM554.

MODESTO Facility Recently remodeled! High foot traffic! Can be purchased with or without new equipment. 2,300 sf w/6 ops \$224k (IN-193) WPS/800-641-4179.

Are you a CA dentist tired of the burdens of management, HR, and other back-office operations? Is it interfering with your joy in practicing dentistry? Please visit www.nexusdentistry.com or email us at info@nexusdentistry.com.

Santa Barbara Well-established and upscale practice provides an excellent opportunity. Integrity Practice Sales, Broker Bill Kimball, DDS (855) 337-4337.

NEW! Gendex GXS-700 Sensor Size #2 ONLY! *\$7,995.00 *Trade-in Price Call 1-818-833-7701.

FFFFFFFree? Join thousands of dentists who place FREE ads in The Dental Trader. Ads appear instantly on our Ad Board, your phone can start ringing today! See FAQs page at dentaltrader.com for simple instructions.

SACRAMENTO Tucked in well established "Pocket Area" in highly desirable professional corridor. 1,112 sf w/3 ops REDUCED! Now Only \$140k (EG-198) WPS/800-641-4179.

GREATER SACRAMENTO Orthodontic Practice – Like-new, 2,300 sq.ft. w/7 chairs & extensive improvements. Henry Schein PPT - Tom Wagner 916-812-3255, #CA551.

PRACTICE FOR SALE Vista. Established GP in Medical Bldg. 4 Ops in approx. 1700 sq. ft.

Want your Dental Trader to follow you?



Just use our Change of Address form at:

www.dentaltrader.com

and provide the address you want it mailed to.

Your home, post office box, anywhere!

The Dental Trader does not sell or share it's mailing list with anyone...your privacy is fully protected.

HENRY SCHEIN®

PROFESSIONAL PRACTICE TRANSITIONS

Contact
one of our
experienced
Transition
Consultants



Dr. Lee Maddox
License #01801165
25 Years in Business



Dr. Dennis Hoover
License # 0123804
36 Years in Business



Dr. Thomas Wagner
License #01418359
40 Years in Business



Jim Engel
License #01898522
42 Years in Business

PRACTICE SALES • PARTNERSHIPS • MERGERS • VALUATIONS/APPRAISALS • ASSOCIATESHIPS • CONTINUING EDUCATION

CENTRAL AND NORTHERN CALIFORNIA LISTINGS

BAKERSFIELD: General Dentistry Practice in growing area. 3,650 sq. ft. suite with 8 Ops, 7 equipped, 1 plumbed. Digital x-rays and intra-oral camera. \$453K Adj. Net on \$1.2MM of Collections. #CAM554

BAKERSFIELD & SMALL FARM

COMMUNITY: 2 General Dentistry Practices 30 min. apart from each other, staff and doctor work both locations. Strong patient base in each practice. Room for growth. Rare opportunity. \$588K gross with \$278K combined adj. net. #CAM557

BISHOP: General Dentistry Practice & Building. 1,800 sq. ft. building. Collections over \$1MM in 2011 with \$387K adj. net inc. 5 Ops, 6 days of hygiene. 100% financing available for both practice and building. 29 years in same location, retiring dentist selling both practice and building below valuation price. #14390

CENTRAL COAST PEDODONTIC: Great location with over 800 new patients in 2012. Gross receipts over \$775K on 4 day work week. 4 Ops, fully equipped. Doctor moving out of area. #CAM546

CENTRAL COAST PROSTHODONTIC:

Beautiful area near shopping. Over \$1.1MM in Gross Receipts in 2011. 4 Ops, a full in-house lab with IOS, mill, casting ovens, and ceramic ovens. #CAM535

CHICO: General Dental Practice. Well established practice in free-standing building has 1,800+ active patients with average of 15 new patients per month. 2012 Collections of \$1.4MM with 7-8 days of hygiene. Digital Cone Beam X-ray, Digital X-rays, Lasers, and Dentrux software. Buyer can purchase or lease building. Retiring Owner will consider an associate leading to purchase of practice. In Escrow. #14392

COALINGA: General Dentistry Practice: 3 Ops, 1,100 sq. ft., 1,000 active patients, remodeled in 2011. Owner completing Orthodontic program in Texas while averaging 2 days/week in office. Owner will relocate permanently to Texas when the program is completed. Excellent opportunity for new dentist or an established dentist looking for a satellite office. #CA564

DANVILLE: Professionally designed office located in the affluent community. 5 fully equipped Ops with computers in each room. Digital x-ray, digital Pan., and central Nitrous Oxide/Oxygen. Seller relocating to a new building after 27 years of practice. Photos available upon request. In Escrow. #CA548

FOLSOM/EL DORADO HILLS: General Dentistry Practice. Like new office with 1,200 sq. ft. and 4 Equipped Ops. 2012 Gross Receipts of \$405K with 2 1/2 days hyg/week. Dentrux, Laser, Digital X-rays, and Intra-oral cameras. Owner is selling to pursue other interests. #CA103

FREMONT: General Dentistry Practice. 10 Ops, digital x-ray, digital Pan in 3,050 sq. ft. 4,000+ active patients, PPO/HMO with 2012 Gross Receipts of \$1.2MM with Adj. Net of over \$300K. #CA553

GRASS VALLEY: General Dentistry Practice with Gross Receipts of \$491K with \$130K Adj. Net, 73% overhead. 1,555 sq. ft., 4 equipped Ops, 5 available. Laser, Intra-Oral Camera, Cerec, and Eaglesoft software. Owner retiring. In Escrow. #14379

GRASS VALLEY: General Dentistry Practice. 1,950 sq. ft. office condo available to purchase. 2012 Gross Receipts of \$443K on 3 days/wk. 6 Ops, 3 days hygiene, Dentrux software, Pano, Laser, Intra-oral Camera, long-time cash practice. In Escrow. #14372

GREATER CHICO/REDDING: General Dentistry Practice. Owner retiring. Well-established, 3 op office with Intra-oral, Pano, Imaging System, and Patient Education software. 2012 Gross Receipts of \$252K+. #CA104

GREATER SACRAMENTO: Associate to Owner Opportunity. 2012 Gross Receipts of \$879K. Well-appointed 1,400 sq. ft. office with 5 Ops, Intra-oral Cameras, Laser, Cerec, 4 days hygiene, Softdent software. Associate to work 2 days a week in 2013 & 2014 then purchase practice. Equipment about 5 years old. Owner to work back 2 days per week for 2 years after purchase. In Escrow #CA525

GREATER SACRAMENTO: General Dentistry Practice & Building. 2,316 sq. ft. with 6 Ops. EZ Dental, Pan, 8 days hyg./week. \$900K average prod. last 3 years. Very nice office in a great location. In Escrow. #CA560

GREATER SACRAMENTO ORTHODONTIC: Like-new practice in 2,300 sq. ft. office with extensive leasehold improvements and 6 chairs. 220 active patients in Phase I. Call for additional information. In Escrow. #CA551

HOLLISTER: FACILITY ONLY: Great shopping center location, 3 Ops and 2 more plumbed with cabinets. Adec chairs, units, and lights, Dexis, Easy Dental, and Pano in approx. 1,800 sq. ft. Owner relocating. #CA563

MILPITAS: General Dentistry Practice: This 1,440 sq. ft., professionally designed office is located on a major thoroughfare in the business district. 4 Ops with Intra-oral cameras and computers in each op. plus a Pano X-ray. Great upside potential for a young and energetic buyer. Owner retiring after 46 years. In Escrow. #CA562

NORTH OF SACRAMENTO: General Dentistry practice with 5 Ops in 2,050 sq. ft. suite. 2012 Gross Receipts of \$1.2MM+ with overhead of only 54%. Dentrux, Intra-oral Cameras, Digital X-ray, Imaging System, and Pano. Practice established at current location for over 15 years. #CA106

NORTH OF SACRAMENTO: General Dentistry Practice. 2012 Gross Receipts of \$521K in well-designed, 1,650 sq. ft. office with 4 Ops. Low overhead of 52%, 4 days of hygiene, Easy Dental software. 1,600+ patients. Most Specialty work referred out. Owner retiring. #CA528

NORTH OF SACRAMENTO: General Dentistry Practice: Owner retiring. 2012 GR of \$515K on 32 hour week, 37 weeks per year. EZ Dental software, Pan., Fiber Optics. Newly remodeled with 4 equipped ops, 5 available. Approx. 1,500 active patients. 20 hours hyg. per week. Building available for purchase. #CA558

RIDGECREST: General Dentistry Practice and Dental Building. 4 Ops in 1,536 sq. ft. Owner has worked in same location for 32 years and is retiring. This small practice grossed \$175k in 2012. Pictures of the building are available upon request. Lots of potential. #CA523

SAN JOSE: FACILITY ONLY: Elegant Blossom Valley office with 6 ops in approx. 3,700 sq. ft. Digital X-ray, computer workstations in every room, Reception w/flat screen TV, equipped business office, sterilization, and conference room. Great start up location or satellite office. Full inventory and photos available. #CA565

SACRAMENTO: General Dentistry Practice. 2012 Gross Receipts of \$642K with low 54.2% overhead. 8 available Ops, with 7 equipped in 2,400 sq. ft. office/building, located in one of Sacramento's historic, well established neighborhoods. In Escrow. #CA549

SALINAS: General Dentistry Practice with 4 Ops. in approx. 1,275 sq. ft. 2012 Gross Receipts of \$226K on reduced schedule. Referrals on all Endo, Perio, OS, and Ortho. Great upside potential. Owner retiring after 34 years. #CA552

NORTHERN CALIFORNIA OFFICE
1.800.519.3458

www.henryschein.com/mpg

SOUTHERN CALIFORNIA OFFICE
1.888.685.8100

Henry Schein Corporate Broker #01230466

Buy it! Sell it! Trade it!!!

DENTAL PRACTICE BROKERAGE

Making your transition a reality.



Mario Molina
License #01423762
35 Years in Business



Thinh Tran
License #01863784
11 Years in Business



Jaci Hardison
License #01927713
26 Years in Business



Kerri McCullough
License #01382259
35 Years in Business

More than
75 Years of
Experience!

PRACTICE SALES • PARTNERSHIPS • MERGERS • VALUATIONS/APPRAISALS • ASSOCIATESHIPS • CONTINUING EDUCATION

SAN RAMON FACILITY ONLY: Great location, includes equipment, leaseholds, and furnishings only. 1,400 sq. ft. with 4 equipped Ops and 2 additional plumbed rooms. #CA511

SANTA CRUZ COUNTY: ILLNESS FORCES IMMEDIATE SALE: General Dentistry Practice. 2012 Gross Receipts of \$465K on 4 day week. 5 Ops. in approx. 1,500 sq. ft. suite. 3 days of hygiene/week and 12 new patients/month. CAD/CAM, Intra-oral Cameras, Pano, and Datacon software. Owner has been in same location for 32 years and will help Buyer during the transition. #CA105

SANTA CRUZ ENDODONTIC: Attractive, 850 sq. ft. office; ideal for the established Endodontist looking for a satellite practice. Owner will work for new buyer 1-1½ days/week. The practice is located in a large medical/dental complex. 2 ops with Schick Digital X-rays. Gross Receipts have been \$350K-\$400K with only 55% overhead. #CA102

SOQUEL: General Dentistry Practice. 1,100 sq. ft. in prof. building. Gross Receipts of \$338K on 2 days per week with aver. 10 new patients per mo. 3 Ops with Schick Digital X-ray and Dentrix. #CA550

TURLOCK: General Dentistry Practice. 2012 Gross Receipts over \$950K with only 54% overhead. \$444K Adj. Net inc. 8 days of hygiene, Intra-oral Camera, Pano, digital x-rays, and Dentrix software. Owner retiring. In Escrow. #CA506

WALNUT CREEK PROSTHODONTIC: 3 Ops, fully equipped, 2-desk laboratory, admin. office, and private office near a retirement community. Doctor retiring, 28 years in the same location. #CAM540

SOUTHERN CALIFORNIA LISTINGS

ANAHEIM: General Dentistry Practice with 3 modern Ops in a professional building. Gross receipts of \$423K with Adj. Net of \$140K. Seller is retiring and refers out most specialty procedures. Growth potential! #CA101

CERRITOS: General Dentistry Practice with 7 Ops, 6 fully equipped, 1 plumbed in a 1,500 sq. ft. suite with digital x-rays and SoftDent software. Practice has been established for 39 years and is near shopping, residential and freeway. \$140k adjusted net of \$408k of collections. Most specialty work is referred out, room to grow. #CA100

COASTAL ORANGE COUNTY: Retiring doctor spent \$500K in 4 new Ops of Pelton & Crane chairs

and cabinetry in addition to the tenant improvements. Dentrix and Dexis, Digital Pan. Close to the ocean - dream location! Gross collections over \$600K in 2011 and \$500K in 2012. Practice #CAM566

COASTAL ORANGE COUNTY: High-end general dentistry practice. 2 year old 1,800 sq. ft. 4 Op office. High-end Pelton & Crane equipment, Kavo electric handpieces and implant Systems. Dentrix and Dexis. Implants are about 46% of business. 2011 Gross Receipts were \$1.2MM. In Escrow. #CA520

COASTAL ORANGE COUNTY PERIODONTAL: Prof. Bldg. near freeway. 2011 Gross Receipts over \$400K. 5 Ops, fully equipped. Retiring doctor works 3 day wk w/ 4 days of hygiene. #CAM533

INDIAN WELLS: General Dentistry Practice in area for 3+ yrs. with strong emphasis in TMJ. 4,000 sq. ft. suite built 2 yrs. ago w/ 6 Ops, all new equipment and fixtures. 2011 Gross Receipts were over \$350K w/ 1 Dr. day per wk. CMT Pan/Ceph machine and lecture room. #CAM530

LANCASTER: General Dentistry Practice - This 4 op office is located on the second floor of an attractive Medical-Dental building. Gross Receipts of \$676K with \$174K adj. net. Dentist is retiring after 39 years. 4 days of hygiene. 2,360 sq. ft. w/ 4 Ops and room for more. 4 days of hygiene. Asking price has been lowered! #14376

MURRIETA: General Dentistry Practice with 5 fully equipped Ops, Softdent software and digital x-rays with three sensors. Practice had 2012 Gross income of \$1.5MM and \$875K Adj. Net Income. Practice has 8 days of hygiene per week and has been established over 20 years in this family community. #CA107

MURRIETA: General Dentistry Practice - Tastefully decorated 1,300 sq. ft. suite with 4 Ops. Pan/Ceph and Easy Dental software. 2012 Gross Receipts over \$530K w/ \$213K adj. net. #CAM544

NEWPORT BEACH: General Dentistry Practice with 3 equipped Ops. High-end equipment less than 10 years old and includes ADEC chairs, Kavo handpieces, 2 Dexis sensors, and Dentrix software. 2012 Gross Receipts \$350K on 3 1/2 days/wk. Located near hospital in a desirable area. In Escrow. #CAM534

NEWPORT BEACH: General Dentistry Practice with 4 Ops near Newport Center/ Fashion Island. Dentrix software, gross Collections of over \$265K with \$58K Adjusted Net. Seller refers out most specialty work, room to grow. #CAM559

NORTH SAN DIEGO COUNTY: General Dentistry Practice. Free-standing building in desirable area. 12 equipped Ops. CAP and PPO contracts. \$1.2MM in collections with \$405K adj. net. Large legacy practice with 35 yrs. goodwill. #CAM555

NORTH ORANGE COUNTY ENDODONTIC: 5 equipped Ops and 3 Zeiss wall-mounted microscopes. Practice has been established for approximately 30 years and utilizes PBS Endo software. Gross Receipts of \$370K and an Adjusted Net of over \$172K on a 3 day week. #CAM561

ORANGE: General Dentistry Practice in professional building in central location near Anaheim Hills/Villa Park. 2012 Gross Receipts \$830K. 5 fully equipped ops. Retiring doctor has 47 years of goodwill. In Escrow. #CAM543

ORANGE COUNTY PERIODONTAL: Convenient first floor location. Near freeway, hospital and shopping. 2012 Gross Receipts of \$450K on a 4-day week. Practice has 5 Ops, fully equipped, and 1 add'l plumbed Op. Doctor moving out of state. #CAM536

SAN GABRIEL VALLEY: General Dentistry Practice. 2012 Gross Receipts over \$570K on 3 1/2 day week. 4 Ops with laser and digital radiography. In Escrow. #CAM541

SAN JUAN CAPISTRANO: General Dentistry Practice with 4 Ops, fully equipped with digital x-rays. Gross Receipts of \$656K in 2012. Doctor retiring after 28 years. #CAM539

SOUTH ORANGE COUNTY: General Dentistry Practice with 5 Ops, 4 fully equipped. EagleSoft, laser, digital x-rays, and an intra-oral camera. Most specialty work referred out. 2012 Adj. Net of \$324K on \$793K Collections. In Escrow. #CAM556

YORBA LINDA: General Dentistry Practice. Well-appointed office in prime location in family community. 5 Ops with 3 days of hygiene and 3 doctor days per week. Practice established for 28 yrs. In Escrow. #CAM531

OUTSIDE OF CALIFORNIA

HAWAII (Maui): General Dentistry Practice. Gross Receipts of \$636K. 4 Ops in 1,198 sq. ft. Pano, Laser, Intra-oral Camera, Fiber Optics, 2 1/2 days hygiene. Owner retiring. Don't miss this opportunity to live and work in paradise. #20101

NORTHERN CALIFORNIA OFFICE
1.800.519.3458

www.henryschein.com/mpg

SOUTHERN CALIFORNIA OFFICE
1.888.685.8100

DentiMax

The Total Package

Amazing Over the Top Year End Specials

Must purchase by December 31, 2013 • (promo code: California3)

Dream Sensors & Dream Software



\$1500

Off Each Sensor!

20% off

Any Practice Management Purchase.



FREE
iPad Mini

with purchase of two or more sensors.

Take an additional

\$10000

OFF with Training Purchase.

Must purchase Practice Management Bundle with the Complete DentiMax Training System.

(877) 987-8444

Buy it! Sell it! Trade it!!!

ENJOY THE OPEN ROAD! Mobile dentistry is a joy. Lower overhead, greater patient base and some retirement communities are filled with patients who have difficulty getting around. Fully equipped mobile dental coach for sale. \$58K. Dr. Litano DMD 208-739-5683.

Office makeover time! New Belmont upholstery (your choice of color) and new base plates (about \$350 ea. retail) all for \$799, while they last. Call Handpiece Trading Post (since 1980) 800-445-6719.

Avoided grafts? Referred patients to specialists for receding gum surgery? Not any more! Easy, low impact, low risk technique can be mastered in hours. Visit pinholesurgicaltechnique.com to learn about Pinhole Surgical Technique!

FOR SALE Many Rubber Dam punches (Ivory, Hu-Friedy, Hartzell) Rubber Dam clamps and removers amalgam carriers (double ended) (323) 851-6622.

FREE 2014 Calendar in this edition! Courtesy of The Dental Trader and our calendar sponsors. Hang it on your wall. It has holidays, tradeshow and much more in it.

Free Retirement Plan Exit Strategy Review with every practice sale. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

MERCED On relaxed pace, 2013 trending \$360,000 in collections. 2012 collected \$350,000 with Profits of \$205,000. Endo, OS & Perio referred. This is a "Goldmine Practice!" This IS NOT a Delta Premiere Practice. Full price \$150,000. To learn more, go to www.PPSsellsDDS.com.

2 Digital Sensors for a fraction of the competition's price! The DentiMax sensor package includes size 1 & 2 sensors with imaging software. Call (800) 704-8494.

SACRAMENTO Oral Surgery This highly efficient office occupies ~ 3,000 sf w/ 4 fully equipped ops \$325k (EN-203) WPS/800-641-4179.

NEW! Suni SuniRay Digital Sensor Size #1 or #2 ONLY! *\$3,995.00 *Trade-in Price Call 1-818-833-7701.

Need New Patients? Find out how Nexus can attract 50+ New Patients per month to your practice, guaranteed! www.nexusdentistry.com or email us at info@nexusdentistry.com.

NEW OFFICES INEXPENSIVE TELEPHONE SERVICE so amazingly cheap we cannot even state the price. You must call if you are building out an office and need phones. Save thousands. Call EZ2000 at 800-273-5033 . Ask for Mark.

Seeking dental office with high dental patients volume in Sacramento county or close to it please reply to brownsouri@yahoo.com.

EVERETT, WASHINGTON PRACTICE FOR SALE Consistently growing 5 op GP with annual collections over \$1,000,000. This profitable practice is a gem! Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.



TIMOTHY GIROUX
DDS/BROKER

ASK THE BROKER

I am buying a practice, but now my dentist friend says it is priced too high. What do I do?

Great Question. I firmly believe that only *YOU* can determine if it is priced too high. At first glance, that may sound ridiculous as you should have input from consultants and friends on this important decision, but let me explain.

PRICE

Price is generally a function of the local marketplace. A friend of mine recently purchased a 1,500 sq ft home for \$1.1m after looking for more than a year. Someone from Kansas would think this is absurd. However, this house was in Marin County and truly might have been a great buy! The same holds true for dental practices. The price is usually dictated by the market. In an active market, this number usually falls into a "rule of thumb" range.

PRICE IS PROBABLY THE LEAST OF THE FACTORS THAT DETERMINES SUCCESS!

VALUE

The buyer's perception of value vs. price makes the practice either a good or poor decision for him/her. That value can ultimately only be determined by the individual buyer and is specific to that buyer. (Therefore generic PROJECTED incomes for the practice are worthless unless they are done for a specific buyer and his/her skill set). Of course, the buyer needs to do all the due diligence necessary to determine the value for his/her unique circumstances. The buyer also needs to understand exactly how the practice generates its revenues and determine how the practice might perform in their own hands. If they determine that they fall short on "filling the shoes of the older dentist", then they need a plan on how to deal with that. This could include working more hours, offering later appointments, signing up for more plans or a host of other ways to generate additional revenue. This is a long-term decision which needs to be addressed in a larger context.

IT'S NOT ABOUT THE PRICE - IT IS ABOUT THE OPPORTUNITY

I have seen practice transitions that were resounding successes even when priced well over 100% of gross receipts. In one particular case, the buyer's accountant and friends even advised her not to buy. However, she doubled the size of the practice in the first year! I have also seen practices fail that were practically given away and everybody thought it was a steal. So what's the difference? Your advisors and friends may not be aware of what kind of dentistry the Seller was doing. In addition to that, they may not know what type of dentistry you are capable of. You might hear of a dentist's horror story on a transition or a scratch start. In another dentist's hands, the result might have been totally the opposite.

CONCLUSION: Price will be dictated by the market. Value or opportunity is in the eyes of the beholder.

Timothy Giroux, DDS owns Western Practice Sales and is a member of the nationally recognized dental organization, ADS Transitions.

Questions?

Contact Dr Giroux at wps@succeed.net or 800.641.4179

A Brighter Future For Dentistry Is Coming



Welcome to Our Place



DentalEquities

Dentists For The Advancement of Dentistry

Investor@DentalEquities.com

START YOUR STAR-UP PRACTICE WITH FULLY EQUIPPED SPACE 2 CHAIRS 2 DAYS/WK \$2000/MO IN SUNNYVALE, CA 408.329.2327.

Have a big decision about equipment or your office to make? Call us for free consultation, let our 40 years of business knowhow lend some good advice. Handpiece Trading Post, 800-445-6719.

Zoom! Whitening Not Working Stored in storage for a year - May need bulbuse. As Is. \$150 obo 714.540.8000.

Implant Outreach provides all dental specialists perfectly suited to treat your patients in the comfort of your own office. Call 888-871-0009 or visit www.implantoutreach.com for details.

SACRAMENTO DENTAL OFFICE FOR LEASE This dental office is 1140 sq feet. Has all tenent improvements which include new flooring, paint, counttops, plus some equipment. Call (916)483-2484 or e-mail bfaheydds@att.net.

Please Call 1-818-833-7701 To Beat Or Match Any Dental Equipment Quotes.

Santa Rosa seller is changing careers and offering a well-established and successful general practice. No insurance contracts, well-trained staff, 4 doctor day/week & attractive 1,700 sq. ft. office in desirable neighborhood close to downtown. 2012 \$576K+, 2013 on schedule for \$612K+ as of June. This is a terrific opportunity! Asking \$450K. Contact Carroll & Company (650) 403-1010, dental@carrollandco.info. CA DRE #00777682.

SAN FRANCISCO'S EAST BAY 2012 collected \$1.9 Million. Profits \$1 Million. Collected \$1.2 Million thru 6/30/13. Not close to realizing potential. Paperless & digital. Full price \$1.2 Million. To learn more, go to www.PPSsellsDDS.com.

SUNNYVALE Facility Location, location, location! Reasonable rent, low overhead, easy accessibility. 650 sf w/ 2 ops \$78k (DG-207) WPS/800-641-4179.

Luis Kong, DDS (San Francisco, CA)- Thank you Dr. Chester Jeng of Law Offices of Jeng and Associates. Your prompt attention to my concerns is something I am so thankful for. Definitely, you are the "go to" attorney for me. Call Jeng & Associates 714-858-0536.

NEW! Aribex Nomad Pro Handheld X-Ray ONLY! \$5,895.00 Call 1-818-833-7701.

"The more you promote your honest message with integrity Jason, the better served the profession of dentistry is! You are truly a gift to our profession! I thoroughly enjoyed watching your course!" Howard Farran DDS, MBA. Wood & Delgado-Nation's #1 Dental Law Firm. Visit Us at: www.dentalattorneys.com.

LOOKING FOR SOMETHING but can't find it? Call Bruce at The Dental Trader. I have a comprehensive database of dental companies developed for the past 31 years...I will help you find whatever you're looking for. Just gimme a call at 877 888 4237.

Don't See ? Your Ad?



Every week dozens of people place reader ads but forget to include a phone number or email address, so we must delete them. This happens over 100 times a month! We send notices out to the advertisers but fewer than 50% resubmit their ads so if you don't see your ad, this may be why. Be sure to include some form of contact info so our readers can respond.

SAN DIEGO PRACTICE SALES Looking to BUY or SELL a practice in San Diego County?? Call the area experts for prompt personal service with integrity. We can also assist you with PRACTICE APPRAISALS, BUY-IN/BUY-OUT TRANSACTIONS, and LEASE NEGOTIATIONS. Call for complimentary consultation. 760-599-7828.

SAN JOSE Facility In a popular Dental Professional building! ~1,635 sf w/ 3 ops (+2 add'l) \$95k (DN-204) WPS/800-641-4179.

"Kurt Conrad saved me \$240,000 by refinancing my Practice Acquisition Loan." Dr Cabrera - Call 949.300.2433 or email KURT.CONRAD@OCFLINK.COM.

Your JUNK is another doctor's GEM! Place a free ad in The Dental Trader and turn your JUNK into money. Submit you ad online at dentaltrader.com after reading the instructions on our FAQs page. The first 20 words are free!

Best value in the Ski Seminar CE industry. Feb. 8-15, 2014 Aspen/Snowmass, CO. Contact SCAGD, 310-471-4916 or drrobertgarfield@aol.com.

NEW! BienAir Black Pearl ECO 4-Hole Handpiece ONLY! \$395.00 (3+1 Promo) Call 1-818-833-7701.

4 Unitek chairs model 300. mobile pump base, electric back, great shape, ready for satellite office! \$600 for all! (805)714-6701.

Looking to purchase an existing practice or start one from scratch?

We have the financing you need to make it happen.

Bank of America Practice Solutions has helped thousands of dental practices secure financing, and we can do the same for you. We offer working capital to get you started, plus flexible terms up to 15 years.*

Practice acquisition:

- Up to 100% financing for your practice — up to \$5,000,000.
- 12-month interest-only options for lower payments initially.
- Principal reduction and early payoff options.
- Practice purchase and real estate combination loans.



Northern California contact Phill Hoover:

1.614.361.8976

phil.hoover@bankofamerica.com



Southern California contact Matthew Christie:

1.877.252.0938

matthew.christie@bankofamerica.com

Practice start-up, remodel, relocation and expansion:

- Up to 100% financing for everything from architectural fees to construction, to equipment and cabinetry.
- Up to 36 months of graduated payments.
- Up to 12-month rate lock through the project build-out phase.
- Demographic Site Analysis to help find the ideal location and patient base you want.†



Southern California contact Ali Karjoo:

1.614.403.8295

ali.karjoo@bankofamerica.com

Mention this ad and get half off your closing costs. Act now—offer ends December 31, 2013.

* All programs subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply. Bank of America Practice Solutions may prohibit use of an account to pay off or pay down another Bank of America account.

† Bank of America Practice Solutions engages Scott McDonald & Associates, a national marketing firm specializing in demographic research, site analysis and profile reports for health care professionals to produce a demographic report to assist health care professionals in evaluating where to locate their professional practices. Scott McDonald & Associates charges a fee for this service, which is passed on to the customer. Bank of America is a registered trademark of Bank of America Corporation. Bank of America Practice Solutions is a division of Bank of America Corporation, N.A. ©2013 Bank of America Corporation 9/2013 AR666B5f

Practice Solutions

Bank of America 

HAWTHORNE (7) op comput G.P. for sale. Located in a free stand, single use bldg, on a main thoroughfare. Exposure/visibility & signage. Large parking lot. (6) ops fully eq't'd/7th op plmbd. Digital X-Rays. Cash/Ins/PPO pts. Many walk ins. Pano eq't'd. Pract started (8) mos ago & already collecting \$30K+/mos. Location has been a DDS office for 50+ years. D&M Practice Sales 818.591.1401.

Temple city office for sale, leasehold and equipments. Excellent busy street exposure. billwin6270@gmail.com.

2 Brand New W&H A-dec Synea TA-98 LW High Speed Handpieces. \$900 each. Contact info (559) 638-6808. pattyrd@frankikutadds.com.

YORBA LINDA General Practice with 5 Ops. Laser, digital x-rays. 28 years goodwill. 3 days hyg. & 3 doctor days/week. Henry Schein PPT - Thinh Tran 949-533-8308, #CAM531.

PERIODONTIST available for your office. 6 years experience as GP. Implants, sinus, perio surgery, sedation. Excellent interpersonal skills. USC & LLU alumnus. 310-849-0616.

Have you spent most of your dental career working for someone else? Need a new path? www.nexusdentistry.com or email us at careers@nexusdentistry.com.

SELLING 4x Portable X-ray Machines. Model Trophy - IRIX 70. \$640 each. Have pictures. (949) 293 - 7138.

Seeking experienced Orthodontist in Modesto, CA area to work 2 to 3 days per month. Email Resume to happybraces@gmail.com.

SELLING Harvey Chemiclave MDT Sterilizer. Model 5000. \$250 - Have Pictures (949) 293 - 7138.

SACRAMENTO Family-oriented FFS restorative practice! Office ~ 1,287 sf w/4 ops. \$225k (EN-208) WPS/800-641-4179.

SELLING Wheelchair Lift, Silver Star Lifts and Ramps. Model Backpacker MV. \$1050 - Have Picture (949) 293 - 7138.

Root canals Retreatments, trauma, Apical Surgery, and Immediate implant placement+ reastoration in your office. 20+ years experience DDS-MSD. Email: PCDP@COX.NET.

SACRAMENTO OFFICE FOR LEASE 1140 sq 3 ops. All tenant improvements new flooring, paint countertops, plus some equipment. Call (916)483-2484 or e-mail bfaheydds@att.net.

Bakersfield denture lab for lease. Fully equipped. Terms negotiable. jpost19692@aol.com.

SPECIALIST SUBLEASE AVAILABLE Beautifully designed dental office right in the heart of La Jolla available for any specialist. For more info & pictures, pls call 858-754-7444.

NEW! Air Techniques Peri-Pro Film Processor ONLY! \$1,895.00 Call 1-818-833-7701.



"I placed an ad selling some SCHICK CDR sensors I had for \$4,000.00 in The Dental Trader. Before the ad was even published in the magazine the items were sold to doctors who saw 'em on the Dental Trader's Online Ad Board. Response was fast and the ad was free... hard to beat that!"

Dr. Eric Prouty-Costa Mesa, CA

DENTAL EQUIPMENT FOR SALE Xray unit. Kastlel MOT - works well, Alabama Cabinet, Kavo Fibrophic Wands, Vista Endo/Perio Irrigators. 909-838-5702. FOR SALE X-ray processor Dent-X 810 Basic, \$1500.00 or best offer. Excellent cond. Call 951-279-2700.

Experienced dentist needed 2-3 days/weeks 45 minutes north of San Francisco. Phone (408)981-0709, Fax (408)774-1700, future buy-out.

Legal Tip: Sellers Will you remain liable on the lease after the sale? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

JOHNSON CONTOURING PLIER #114 and CROWN & SHELL PLIER #417. NEVER USED IN UNOPENED PACKAGING. \$50 for both, OBO. email: flaviapbl@gmail.com.

Los Osos Buyer's net on a 10 year loan estimated at \$235,674. Building for sale also. Small beach town, great opportunity! Integrity Practice Sales, Broker Bill Kimball, DDS (855) 337-4337.

DENTAL OFFICE FOR LEASE WEST SACTO, JEFFERSON SQUARE, 4 OP. 5 DAYS AVAIL. PLEASE CALL 916-996-1178.

PERIODONTIST BOARD CERTIFIED 16 years EXPERIENCE does PERIO / IMPLANT / EXTRACTIONS in your office carry all instruments / materials 8776252682 californiaperio@gmail.com 9492000600.



WESTERN PRACTICE SALES

800.641.4179

WPS@SUCCEED.NET | WESTERNPRACTICESALES.COM

Practice Transitions Made Perfect™

BAY AREA

AG-194 SAN FRANCISCO: Established ~ 25 years. State-of-the-art equipment. Modern, spacious and spectacular office. Professionally designed and decorated with patient flow and office efficiency in mind! Richmond District off Land's End. 3,410 sf w/ 7 ops **\$1.925m**

BC-175 EAST CONTRA COSTA: Vast employment, shopping & activities! 1,995 sf w/5ops **\$300k**

BN-183 HAYWARD: *Kick it up a notch by increasing the current very relaxed work schedule!* 1,300 sf w/ 3 ops **\$150k**

CC-151 SANTA ROSA: Stable patient base, well-respected, close to Memorial Hospital. 2,262 sf w/ 6 ops **\$875k** *Real Estate avail.*

CC-170 SOLANO COUNTY: Minutes from nearby wine country! 950 sf w/3 ops **\$225k**

CN-158 PETALUMA: Predominantly Capitation practice. 1,000 sf w/ 4 ops **Reduced! \$395k**

CN-184 SOLANO COUNTY: Well established, premier practice. 2,180 sf w/ 5 ops. State of the art equipment **\$775k**

CN-189 ANTIOCH VICINTY: In the heart of the beautiful California Delta! 3 ops **\$275k**

D-9091 ATHERTON: Turnkey operation 969 sf & 3 ops **Call for Details!**

DC-113 MILPITAS: Seller retiring! Great location 1,009 sf w/ 3 ops. Plumbed for 1 add'l **\$110k**

DC-164 WATSONVILLE: Shopping complex/main thoroughfare. Modern & Attractive. 2,365 sf w/ 6 ops **\$395k**

DG-116 SALINAS AREA: Large, loyal & stable. Popular Retail Center. 1,400 sf w/5 ops. State-of-the-art Equipment **Reduced! \$195k**

DG-124 MILPITAS: Highly visible. Desirable area. 960 sf w/ 2 ops + 1 add'l **\$130k**

DG-156 SAN JOSE: Hardwood Floors & plenty of windows! 1,160 sf w/ 3 ops (+2 add'l) **\$145k**

BAY AREA CONTINUED

DG-161 FREMONT: Beautiful office generating 40+ new pts/mo. 1,440 sf w/ 4 ops **\$215k**

DN-204 SAN JOSE Facility: Located in a popular Dental Professional building! ~1,635 sf w/ 3 ops (+2 add'l) **\$95k**

DG-202 SARATOGA Facility: Attractive, well-maintained, 2-story Medical/Dental/Professional building. Desirable upscale, affluent area. 1,568 sf w/ 4 ops **\$185k**

DC-191 MOUNTAIN VIEW: Rare opportunity! High quality, potentially large-scale practice. Heart of Silicon Valley. 2,000 sf w/7 ops (+1) **\$950k**

DG-207 SUNNYVALE Facility: Location, location, location! Reasonable rent, low overhead, easy accessibility. 650 sf w/ 2 ops **\$78k**

DG-212 FREMONT: One of the most beautiful practices we've listed! Courtyard Garden welcomes patients. Your talent and skill keeps them! 2,181 sf w/ 3 ops **\$188k**

DG-214 CUPERTINO: Seller highly motivated and will consider all reasonable offers! Opportunity to own property in the future. Highly desirable commercial corridor. 1,200 sf w/ 3 ops +1 \$100k obo

NORTHERN CALIFORNIA

EG-198 SACRAMENTO: Tucked in well established "Pocket Area" in highly desirable corridor. 1,112 sf w/3 ops **REDUCED! \$140k**

EN-167 SACRAMENTO: One of the most desirable, affluent areas. 1,849 sf w/5 ops. **\$450k**

EN-208 SACRAMENTO: Family-oriented FFS restorative practice! Office ~ 1,287 sf w/4 ops. **\$225k**

FN-181 NORTH COAST: Well respected FFS GP. Stable patient base. 1,000 sf w/3 ops **SELLER MOTIVATED! \$150k (25% int. in bldg. avail.)**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

NORTHERN CALIFORNIA CONTINUED

FN-087 LAKE COUNTY: Quality practice, friendly staff & Cerec 2,400 sf w/3+ ops **\$699k**

FN-148 MENDOCINO CO: "Gateway to the Redwoods!" Quality care in 4 ops **\$325k**

FN-185 UKIAH: Street-level office. 900 sf w/ 3 ops **\$275k**

GN-134 REDDING: Stellar reputation, quality care and location! 2,264 sf w/4 ops. **\$500k**

GN-149 YREKA: Quality FFS, Warm & Caring. 900 sf w/ 3 ops. Now Only: **\$180k/Real Estate \$110k**

GN-196 CHICO: Appealing location! ~2,510 sf w/4 ops **\$150k**

GN-177 CHICO/ROVILLE: Spacious 2,500 sf w/6 ops **\$399k**

GN-201 CHICO: Beautiful practice located on major thoroughfare with stellar reputation! 1,400 sf w/ 4 ops & room for another **\$425k**

HN-213 NORTH EAST CA: Close to the Oregon Border, this FFS practice is ~2,200 sf w/ 3op +1 add'l **\$145k**

HN-059 LASSEN CO: Quality, well-established, family-oriented. 1,600 sf w/3 ops **\$120k**

CENTRAL VALLEY

I-9721 STOCKTON: Prof. complex. 1,450 sf w/ 3 ops & plumbed for 1 add'l **\$75k**

IG-067 STOCKTON: Fully computerized, paperless, digitalized. 5,000 sf w/10 ops **Now \$425k**

IG-165 TURLOCK: Well established Shared/Solo Group Practice. 10 ops (shared) **\$428k**

IN-193 Modesto Facility: Recently remodeled! High foot traffic! Can be purchased with or without new equipment. 2,300 sf w/6 ops **Listed at only \$224k**

IN-205 STOCKTON Facility: Get ready to practice your best dentistry here! One of the most desirable professional corridors. Newly remodeled. 1,565 sf w/ 4 ops **\$169k**

CENTRAL VALLEY CONTINUED

JG-188 FRESNO: Loved, respected, Established! Net Profit over \$350k! 1,452 sf w/4 ops **\$390k**

JC-178 SAN JOAQUIN VALLEY: Historical Building in thriving area! 2,206 sf w/6 ops **\$495k**

IN-211 MODESTO: Located in a single story, multi-unit Professional building, 1,500 sf w/ 4 ops. **\$300k**

SPECIALTY PRACTICES

EG-131 ROSEVILLE/AUBURN Ortho: 2 practices within ½ hour of each other! **\$175k**

I-7861 CENTRAL VALLEY Ortho: 2,000 sf, open bay w/ 8 chairs. Fee-for-Service. **\$370k**

I-9461 CENTRAL VALLEY Ortho: 1,650 sf w/5 chairs/bays & plumbed for 2 add'l **\$180k**

IC-163 CENTRAL VALLEY Perio: Well-respected FFS. 2,300 sf w/5 ops **\$175k (Bldg: \$250k)**

EN-203 SACRAMENTO Oral Surgery: This highly efficient office occupies ~ 3,000 sf w/ 4 fully equipped ops **\$325k**

GN-209 SACRAMENTO VALLEY Endo: Be the one to carry on the stellar reputation and tradition! 1,400 sf w/ 3 ops **\$350k**

We are a proud member of:



**DENTAL
TRANSITIONS™**

VALUATIONS | SALES | CONSULTING

We Buy, Sell & Trade Dental Equipt.

End of the Year equipment deals!

Handpiece Repair Special

Midwest, NSK etc..\$79

**GENUINE CERAMIC BEARINGS
FOR**

Star 430 SWL, SW\$99

New Turbine.....\$149

Kavo Euro Bearings \$99

New turbine.....\$149

Low Speed Overhaul.....\$149

Titan S Scaler Overhaul ..\$99

Professional technicians

1 day speedy repair!

Call for free pick-up!

"We welcome trade-ins on equipment and supplies! Since 1980 family owned and operated!"

**We buy, sell and trade used sensors!
Working or not.**

**Adec packages
Starting at
\$6999**



Closeouts!

Cavi-Jet (re-cond).....\$1895

Contra Angle, 16 to 1 for endo (new)....\$295

Contra 32 to 1 for implants (new).....\$395

Midwest ATC (new) call for pricing

Sensors. Schick and Kodak, call

X-rays Belmont, Gendex, Sirona.....\$1995

Re-upholster your chair for \$450

Apollo, cordless, turbo curing light.....\$995

Valuable Coupon*****Valuable Coupon
1 FREE HANDPIECE REPAIR
(\$79.00 VALUE)
(Limit 1 per office or customer)

Valuable Coupon*****Valuable Coupon

**Belmont Package
Chair, unit and light
\$3999 with 1 year warranty**



Starting or selling an Office?

Let us know when and we can help you save thousands!

We also buy whole offices and equipment, etc.

We also carry new and rebuilt X-rays and processors, sterilizers, ultra-sonic scalers, piezos, "jets," sterilizers, stools, LED curing lights, roto-endo units, intra-oral cameras, surgical handpieces, electric lab handpieces, and other lab stuff.

Equipment Parts are available!

Obscure and hard to find! Call Us!

Handpiece Trading Post

**18627 Brookhurst St. #351
Fountain Valley. CA 92708**

**We like trade-ins! Visit us at:
www.handpiacetradinglepost.com**

800-445-6719

Dental Chairs...used in good cond. \$500
Utility Carts.....new \$179
Doctor's stools \$125, Assistant's..\$175
Kavo low speed, new with head... \$1495
Electrosurges...call for model and pricing
Kavo handpieces..\$395: Star 430SWL.\$299
Tradition p/b..\$225. etc, Electrics! Units!

Please Call 1-818-833-7701 And Ask About Special Dental Equipment Promotions And Rebates.

IMPACTED WISDOM TEETH Keep 'em in your office. **MORE THAN 25,000 IMPACTED THIRD MOLARS REMOVED. SAN FRANCISCO BAY AREA. AGE 14 - 25.**
www.IVwisdom.com IVWISDOM@AOL.COM
 415.297.9046.

IT ONLY TAKES A MOMENT...you can have your Dental Trader subscription sent anywhere! To subscribe, change your address or request deletion from our mailing list simply use the online forms at dentaltrader.com. We do not sell or share our mailing list with anyone...ever!

SARATOGA Facility Attractive, well-maintained, Medical/Dental/Prof bldg. Desirable upscale, affluent area. 1,568 sf w/ 4 ops \$185k (DG-202) WPS/800-641-4179.

BAKERSFIELD #26 Free stand. bldg & turnkey DDS office for sale. Located on a major thoroughfare w monument signage. Suite (#1) is 2,300 sq ft & contains a fully eqt'd (5) op turnkey DDS office. Suite (#2) has just been remodeled, is plumbed for dental, but can be used for medical, account., insurance, etc. The two suites can be combined to make a large single use facility. D&M Practice Sales 818.591.1401.

Best value in the Ski Seminar CE industry. Feb. 8-15, 2014 Aspen/Snowmass, CO. Contact SCAGD, 310-471-4916 or drrobertgarfield@aol.com.

Part-Time Endodontist (New Grads OK)- Newer Office, Endodontist after hours or some Saturdays; Local to Folsom preferred. folsomfamilydental@gmail.com.

Share space in Sunnyvale. 1-3 ops. Possible staff share. Perfect to start your own practice or expand to new location. 408-738-0656.

Please Call 1-818-833-7701 To Receive Dental Equipment Quotes For Your Practice.

2 DCI handpiece lubricators. \$200 each or both \$350. Complete 3m MDI mini implant kit with implants- NEW NEVER OPENED paid \$3000 will accept \$2000 or best offer call (949)361-4867.

one brand new Paedo sensor and a used owandy sensor for sale. Any offer will be considered Email Managment24hours@yahoo.com.

Legal Tip Does it matter whether the sale closes this or next year? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

SACRAMENTO DENTAL OFFICE FOR LEASE 1140 sq 3 ops. All tenent improvements new flooring, paint, countertops, plus some equipment. Rent is \$1650.00 a month Please call (916)483-2484 or e-mail bfaheydds@att.net.

"Kurt Conrad reduced my interest rate nearly in half from my existing 8% practice loan and provided zero prepayment penalty." Dr Fielder- Call 949.300.2433 or email KURT.CONRAD@OCFLINK.COM.

2 used Belmont Dental Chairs with cuspidor, all attachments, no units, needs oil, minor repair, \$300 each. call (714)848-8433.

Experience the right Nexus Between Business and Dentistry! A One-Stop-Shop for Comprehensive Business Development. www.NexusDentistry.com.

Practically NEW patient chair and mounted light. Electronic foot control, excellent condition. Paid over \$2400 sac. \$900 molarman111@hotmail.com (818)518-7426.

"I am so happy that the net profits of over \$100K per year I got from working with Implant Outreach is the same or better as if I did the treatments myself without increasing my hours or spending a penny". For more information, please watch our informational video and Testimonials on www.implantoutreach.com or call 888-871-0009.

Equipment For Sale (Located Central CA) A-Dec & Pelton Crane Dental Chairs, Stools, Lights, X-Ray & More Email jen.chisholm@comcast.net for information & pictures.

3-D Cone Beam Panoramic Panoura 18s Now Available. See video demonstration and pricing at www.ez2000digital.com. As low as \$739 per month on lease to own. Call 800-273-5033 to order. Leasing plans available.

**WANT FIRST SHOT
 ● AT THE ●
 REAL BARGAINS?
 READ THE TRADER
 ONLINE BEFORE THE
 ISSUE HITS THE
 STREETS IN PRINT!**

www.thedentaltrader.com



Looking for Alternative Options in Your Dental Career?

**Tired of Managing the Office or Hesitant
to Start Your Own Practice?**

**Want a Boost to Better Compete
in Today's California Market?**



NEXUS®
A Community Of Smiles™
949 202 1777
www.NexusDentistry.com



Making Dentistry Fun & Rewarding

New or used orthodontal tools and materials wanted. Leave message at 626-277-8828.

micromax cordless slowspeed cordless handpiece. Paid over \$850. Yours for \$400. Used only two times molarman111@hotmail.com 8185187426.

PRACTICE FOR LEASE WEST SACTO, 4 OP. AVAIL FOR 5 DAYS, LOCATED IN A STRIP SHOPPING CENTER. ACTIVE PATIENTS. CALL 916-372-7022.

CENTRAL COAST Pedo Practice with 4 Ops. GR \$775K on 4-day wk. Great location. Over 800 new pts last yr. Henry Schein PPT - Tinh Tran 949-533-8308, #CAM546.

Gendex GenOptix System with all accessories and digital film eraser. Perfect condition. Photos on request. Best offer. rmoretadds@bizla.rr.com.

FREMONT One of the most beautiful practices we've listed! Courtyard Garden welcomes patients. Your talent and skill keeps them! 2,181 sf w/ 3 ops \$188k (DG-212) WPS/800-641-4179.

SCHOOL FOR DENTAL ASSISTANTS Offers approved Infection Control, X-ray, Coronal Polishing and P&F Sealants Licensing Courses. (323) 582-3205.

EVA Digital Sensor (size 2) for Sale, used one month asking \$3,000 or your best offer. Email foothilldental4@aol.com.

Various supplies and used dental equipment for two ops in Calaveras County. \$5000 for everything OBO. Email for list. agapedentist@gmail.com.

ZOOM! Zoom 1 bleaching light, only 100 hrs on bulb. Great condition. Sac. \$350 molarman111@hotmail.com 8185187426.

Looking for an old ad from way back? The Dental Trader has a special search engine to our Archives page at <http://thedentaltrader.com/archive.htm> so now you can search our entire website and archive for anything you may need. Search results appear in seconds.

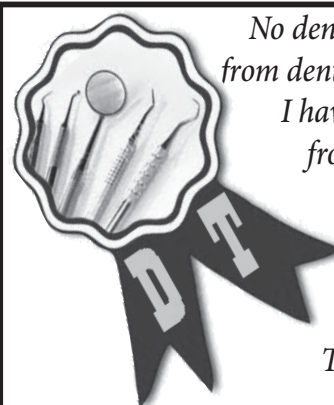
Endodontist wanted in Visalia, Ca 1-2 days a month. Please contact Becky at 559-732-7224 with any questions.

Please Call 1-818-833-7701 To Receive Financing Options For Dental Equipment.

BOARD CERTIFIED ORAL SURGEON AVAILABLE FOR CENTRAL VALLEY- 3RDS, IMPLANTS, MULTI EXTS, GRAFTING, SINUS LIFTS WITH IV ANESTHESIA. CALL 209 626 9583.

FOR SALE Pano/Ceph Gendex Orthoralix 9200, 2 yrs old. Excelent condition. call (559)222-9923 for more info.

"They know what dentists need since they only represent dentists." Alice Moran, DDS San Clemente, CA. Wood & Delgado-Nation's #1 Dental Law Firm. Visit Us at: www.dentalattorneys.com.



No dental publication has more ads from dentists than The Dental Trader. I have bought over a dozen items from doctors advertising in the Trader, attracted employees with my ads and even sold a few items to other dentists.

The Dental Trader is the best!

Ron P., DMD

I'm a GP Dentist looking for work. Part-time or Full-time. California Licensed. Part-time or Full-time..Relocation ok. Contact Doctorlinh@hotmail.com.

BAKERSFIELD #27 Great startup opp. or second office for sale! (4) op comput. G.P. (2) ops eq't'd. w new eqt. (2) add. plumbed. Cash/Ins/PPO/Denti-Cal pts. Open (1) yr. p.t. Collect \$6-8K/mos. Very low overhead. Pract. ready to be taken to the next step. Seller moving to be closer to family, but will assist w the transition. D&M Practice Sales 818.591.1401.

WANTED Digital Pan/Ceph and/or Digital Pan. Please email details to DDSConglomerate@gmail.com.

Caring, Female Pedodontist Seeking associate position at quality oriented pediatric office. Please contact healthysmiles4kids@gmail.com for more information. Thank you!

DENTAL ASSOCIATE WANTED Fresno family practice. Great compensation, amazing staff, hightech CBCT in premises. Email resume to: g.donan@sbcglobal.net.

Almost new CEREC machine Used Twice Comes with oven and all accessories Just take over payments Contact:6502658818 (Oniel).

Experienced Associate wanted Central Valley. Minimum 5 years experience. Email visaliadental@yahoo.com for more details.

Pano 2007 Orthopantomograph OP-100 in good condition. Easy PSP digital conversion. \$2000 OBO. Buyer pays shipping. contact Dextersc@dslextreme.com (909)800-3818.

DG-214 CUPERTINO Seller highly motivated and will consider all reasonable offers! Opportunity to own property in the future. Highly desirable commercial corridor. 1,200 sf w/ 3 ops +1 \$100k obo (DG-214) WPS/800-641-4179.

KAVO DIAGNOdent Pen & Display Monitor for Sale \$2500. Never used. Contact for more information 760-602-9500/info@bressiranchfamilydentistry.com.

26' MOBILE DENTAL CLINIC for sale fully equipped, digital everything, turnkey coach ready to go. Just put your name and number on it and you're all set. I got calls from patients driving alongside me! See display ad in this issue or call Dr. Litano DMD 208-739-5683. \$58K takes the keys.



*The Art of Endodontics:*TM Everything has changed but the anatomy

A Continuing Education Program
Eight CEU lecture credits

Saturday, November 23, 2013

Disneyland Hotel

1150 W. Magic Way • Anaheim, CA, 92802

7 to 8 am Continental Breakfast,
Registration and Visit Exhibitors
12 to 1 pm Buffet Lunch and Visit Exhibitors

Presentation Synopsis

The morning presentation relates the most fundamental and unchanging endodontic issues—pulp, dentin, root, and root canal anatomy—to principles of treatment, simplifying our choices among evolving procedural technologies.

A diagnostic regimen is shown that can definitively rule endo in or out, and if pain is of endo etiology, it can definitively discover which tooth is referring the pain. The use of cone beam CT imaging is shown as a diagnostic as well as a treatment planning tool, finishing with a logical plan that clinicians can use when considering whether to save the tooth with further treatment or to replace it with an implant fixture.

The afternoon presentation shows Dr. Buchanan's most current treatment methods, shown in HD through clear tooth replicas and during treatment of live patient cases. Procedures covered include guided-access cavities, rotary negotiation, shaping canals with one to three files, bug-jarring irrigation and 3D obturation accomplished in seconds.



About Our Speaker

L. Stephen Buchanan, DDS, FICD, FACD

Dr. Buchanan, is a diplomate of the American Board of Endodontics and an assistant clinical professor at the post-graduate endodontic programs at USC and UCLA. He maintains a private practice limited to endodontics and implant surgery in Santa Barbara, California and is the founder of Dental Education Laboratories, a hands-on training center serving general dentists and endodontists, upgrading their skills in new endodontic and implant technology.



**AGD Membership
Now is the time to join**

Join now and pay half the membership dues for 2014. You will also save \$200 immediately by qualifying for the member rate of \$95 for this course. For more information on AGD benefits and membership, please visit our website.

www.AGD.org



**Academy
of General DentistryTM**

PACE

**Program Approval for
Continuing Education**

The California AGD is designated as an Approved PACE Program Provider by the Academy of General Dentistry. The formal continuing dental education programs of this program provider are accepted by the AGD for Fellowship, Mastership and membership maintenance credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. The current term of approval extends from 6/1/2012 to 5/31/2016.

Registration - Clip or copy this form then submit by mail or fax

See you in Anaheim!

Please submit a separate form for each attendee. Please print legibly.

First Name _____

Last Name _____

Address _____

City _____ State _____ Zip _____

Telephone _____

Email _____

AGD Membership # _____

All information is kept confidential

Fees ☐ AGD and Delta Dental Member \$ 95.
☐ Non-member \$ 295.

Payment Method (make checks payable to CAGD)

Check: Payment Enclosed: Total Amount \$ _____

Credit Card:

Name of Cardholder _____

Card No. _____

Expiration Date _____ Security Code* _____

Signature _____

Card billing zip code if different than shown at left _____

* The security code on VISA and MC is a 3-digit no. at the end of the signature panel on the back. On AMEX it's a 4-digit no. above the account no. on the front.

**Fax this registration
to:** (916) 932-2209

**Mail this Registration
form to:**

CAGD
Attn: Event Registration
950 Glenn Drive,
Suite 150
Folsom, CA 95630

For Questions call:
(916) 932-2245

**Cancellations can only
be honored before
November 15, 2013**

Buy it! Sell it! Trade it!!!

Two-op leasehold improvements in San Andreas. Great for DentiCal (be only provider) or relaxed pace. Low rent. \$5000 OBO. Agapedentist@gmail.com.

Royal Dental Chair with light & unit. Lt Gray. Good condition. Pictures available. (310)502-4619 John.

Please Call 1-818-833-7701 Regarding New Dental Office Planning Or Existing Office Renovation.

Need Full/Part Time Spanish Speaking People Friendly RDA for South Sacramento Dental Office. Email Resume to sainidsinc@gmail.com.

19 years experienced General Dentist Looking for part/full time position east bay/peninsula/south bay area call 510-449-4714/drpatelk@yahoo.com.

Will Purchase Your Dental Office Anywhere in CA. Write back with number of operatories, location and production. Dentalavailability@yahoo.com.

CEREC 3 Acquisition Unit and Milling Machine, include any accessories we have. Will take best offer.... Jessika 562-493-1421, Los Alamitos.

ORAL SURGEON & ORTHODONTIST NEEDED in a dental office in Delano. Please call (661)7259393.

For sale 2 used Kerr Demi LED curing lights with stands, chargers, etc. Great working condition, original packaging. Call 949-478-3486.

Autoclave for sell Validator 10 Model AA, single owner, works great, \$500.00 OBO contact: pdoboy28@yahoo.com.

MadaJet XL Needle Free Injector (needleless injection) Full setup in box. Never used. Retail \$500. Asking \$325/obo email: HollywoodSmileBuilder@gmail.com.

Practice available immediately Located near Pismo Beach Resorts in San Luis Obispo County, on the beautiful California Central Coast. Grossing over \$1.1 Mil, Low overhead, high net. Excellent opportunity for experienced dentist. Doctor retiring. 805 709 6117 getfitorfat70@gmail.com.

Sirona 3 Milling Unit Ivoclar Glazing Oven, and Cerec CAD/CAM RED v3.8 with blocks \$19,999 OBO. D2DManagementCo@gmail.com.

Ivoclar Ivocap Injector with clamping frame. 323-644-1050. 800 dollars. In very good condition. Call please for more info and shipping.

Air Techniques A/T 2000 Xray Developer with automatic replinisher. Xray light box. \$100 for both. 562-493-1421 Jessika, Los Alamitos.

Dentatus Atlas Narrow body implants and Inroductory kit, display model \$800, call for details Dr Thakur 408-871-0877.

Toothmaster 10 inch Orthodontic Model Trimmer. \$300. 989-390-1998.

CONSUMER ALERT!

The Dental Trader

**refuses to do business
with the following companies:**

AMERICAN BUSINESS CARD

(A CEG Company)

P.O. Box 15190

Scottsdale, AZ 85267

www.americanbusinesscard.com

Ph: 800-555-2234 Fax: 800-500-4506

PROFESSIONAL FINANCING INC.

Alexander Slepak

20371 Irvine Avenue, #100

Newport Beach, CA 92707

www.professionalfinancing.net

doctor@professionalfinancing.net

Ph: 323-272-3543 Fax: 480-948-0082

***This notice is based on the advertisers'
contractual lack of performance and/or
legal action/court judgments.***

***If you have had a problem with these or any other
Dental Trader advertiser, please send your
formal complaint to:***

**The Dental Trader
Attn: Complaints
Post Office Box 2631
Capistrano Beach, CA 92624
Fax: 949-498-1198
Email: tradestaff@cox.net**

Be sure to include any relevant documentation concerning your complaint

DENTAL DIRECTORY

LEE SKARIN AND ASSOCIATES, INC.

KURT SKARIN

DENTAL PRACTICE SALES & APPRAISALS

530 W. Stafford Road, Westlake Village, CA 91361
805.777.7707 • 800.752.7461 • Fax: 805.777.0051

Email: lsainc@aol.com

www.leeskarinandassociates.com



CA DRE: 00863149



Your voice for excellence
through education and advocacy

The only organization dedicated to the needs of the general dentist.
Learn more about everything that AGD has to offer by visiting

www.agd.org and

Join Today!

Call toll-free at 888.AGD.DENT (888.243.3368)



HOWDY PARTNER!

Contact us to promote your business here!

www.DentalTrader.com



Go for the best - Get the **Highest Rated Software** by the ADA*

800-273-5033

Online demo - www.ez2000software.com



Western Practice Sales

Dentists Serving Dentists

800.641.4179

wps@succeed.net
westernpracticesales.com



Timothy G. Giroux, DDS



KINGS TWO DENTAL SUPPLY

Your One Stop Dental Shop

- Large Equipment
- Small Equipment
- Service Department
- Dental Supplies
- Ortho Products
- Digital Imaging
- Implantology
- Handpiece Repair
- Full Service Dental Lab

Tel: 800.715.5464

Fax: 626.581.8137

TAX • FINANCIAL ADVISORY • VALUATION

CUONG LE, CPA



2020 Pico Blvd., Suite C
Santa Monica, CA 90405

(310) 450-5708

le@lecpa1.com

Success Through Diligence

Rope in Profits!



www.DentalTrader.com



**CALIFORNIA
PRACTICE SALES INC.**



John W. Knipf
President

Robert A. Palumbo
Executive Vice President

326 W. Katella Ave. #4-G, Orange, Ca 92867
(714) 639-2775 • www.calpracticesales.com

CA DRE #00491323

DENTAL DIRECTORY

ROBERT W. OLSON, JR.

a Professional Corporation
Business, Corporate & Real Estate Law

- USC Law 1984, Dartmouth 1981
- All Inclusive Packages
- Free Website Services

805.882.1120

california.transdental.com
RWO@transdental.com



TAXHELP+ ACCOUNTING SOLUTIONS

Business - Individual
Member California Society
of CPAs and AICPA

*A Complete Accounting & Tax
Preparation Services Company*

Contact: Robert Tracy, CPA

www.taxhelpco.com

408-558-9000

1426 E. Hamilton Ave., Suite A, Campbell, CA 95008

**Buying A Practice? Expanding?
Need New Equipment? Consolidation?
Working Capital?**

For Fast & Friendly Service Call

800-550-9228

LCF Financial Services • www.lcffin.com

A Division of LCF Financial, Inc.
DRE Lic. #01875780

HENRY SCHEIN® PROFESSIONAL PRACTICE TRANSITIONS

1-800-519-3458

ppt@henryschein.com

www.henryschein.com/ppt



**CHECK OUT
OUR READER AD
FORM ONLINE**

www.DentalTrader.com

WOOD & DELGADO

Attorneys At Law

Representing Dentists for over 30 Years in the Areas of:

Real Estate • MSOs • Practice Purchase Agreements
Partnership Agreements • Leases • Transitions
Space Sharing/Group-Solo • Associate Agreements
Corporate Formations/Dissolutions
Partnership Disputes • Estate Planning

Patrick J. Wood, Attorney at Law

Jason P. Wood, Attorney at Law

Toll Free: 800-499-1474 • Fax: 949-553-1720

Visit our website at: www.dentalattorneys.com



PRACTICE SALES AND LEASING
"THE PERSONALIZED SERVICE DENTAL BROKER"®



Paul Maimone
Broker/Owner

P.O. Box #6681, Woodland Hills, CA 91365

Phone: 818.591.1401 • 866.425.1877 Outside So. CA

www.dmpractice.com

CA Broker Lic. #01172430



**The smart way to
shop or trade**

Advertise with us!

www.DentalTrader.com



Professional Practice Sales

Buying or Selling a Dental Practice?

Know Your Options

Talk to the Professionals

Contact: Ray Irving

San Francisco: (415) 899-8580

Sacramento: (530) 894-0700

www.PPSellsDDS.com



San Diego Practice Sales

- represents Sellers and Buyers
- exclusively in San Diego County
- more than 28 years of experience
with the San Diego Dental Community

For More Information Call:

(760) 599-7828

WWW.SDPRACTICESALES.COM

If you have cell service...



...you have
The Dental Trader!
As mobile as you are.
dentaltrader.com

Not Used Wall mounted SIEMENS X-ray for \$2000, call (714)848-8433.

GOLETA dental office for sublease 2-3 days/week. Call (805)967-1231.

Pano xray machine for sale. Used. \$699 OBO. Sold as is. Text 818-7321689.

Rinn xray Film holders of various sizes 20 pieces, 7 snap ray holders all \$80, call 408-871-0877.

SDS Light for post mounting dental chair. intensity control, \$250 obo (818) 631-8180.

Biolase iLase Pen 2 days old Brand NEW. I can't get used to it. \$2000 jhkbusiness@yahoo.com.

MENDOCINO CO "Gateway to the Redwoods!" Quality care in 4 ops \$325k (FN-148) WPS/800-641-4179.

Sirona CEREC 3 2005 machine \$8,900. 559-638-6808 pattyda@frankikutadds.com.

Ray Foster MT10 Orthodontic Model Trimmer in very good condition. \$300 989-348-2626.

complete Papoose board child large 6-12 yrs like new \$460, contact Angelica 408-871-0877.

Increase your production by having experienced PERIODONTIST at your office. 424-645-7173.

SELLING Jun-Air 6-4 Air Compressor. Model 1152000. \$960 - Have Pictures (949) 293 - 7138.

NEW! Marus NuStar Dental Chair ONLY! \$3,895.00 Call 1-818-833-7701.

Dental Offices needs experienced manager in Santa Clara. We're offering interesting salary and Profit Sharing. For application <http://goo.gl/F9WRR5>.

Looking for RDA in Santa Clara with X-Ray License for Monday and/or Tuesdays for application <http://goo.gl/8wl2DI>.

Adec Self-Contained Dental Cart \$1400 New Kavo 635B Handpiece 450.00 New Hu-freidy direct Flow Swivel insert 25KHz \$85.00 858-729-4084 dentalfixit911@gmail.com.

5 op dental office for lease, with equipment for sale. Dual monitors in each op. Turlock, CA. Call (415) 595-9055.

Very lightly used SIGNET dental unit. Dr and Assistant sides. LIKE NEW, little use. Retail new \$4500. Asking \$950 559-435-5660.

Ortho/pedo chairs (4) by Dexta, side units, stools and other equipment, excellent condition for sale. Photos available. rmeister@cox.net.

I am a Board-Certified periodontist. I provide comprehensive patient care in your office: Implants, extractions, grafting, crown lengthening. Email socalimplants@gmail.com.

Belmont dental light for sale Works well except missing 2 screws. Professional uninstalled. Text 818-7321689. \$160 OBO. Pomona 91767.

ZILA PROSELECT ULTRA SONIC SCALER. PACKAGE OPEN, TESTED, NEVER USED. PLEASE CONTACT 619-599-3595 OR monicamaghiar@yahoo.com REAL BARGAIN.

Ask your SPOUSE today...Are you playing Russian Roulette with your family's future? Take my FREE 3 minute SELF-EXAM to find out what bullets are aimed at your family. Contact Ken Ross D.D.S. at kenrossdds@aol.com or call (818) 848-5619.

Dental practice for sale in Redwood city, CA for \$378K (3.op+Dentrix + Dexis Xray) Pls call 6504651348.

Patient and equipment base sale in Redwoodcity,CA for \$220K (650 pat.+ goodwill). For more info please call Dr.Boyer@650-4651348.

Please Call 1-818-833-7701 For Dental Equipment Service Or Relocation.

Looking for a motivated and experienced periodontist to add to our busy group practice. Work 2-4 days a month in state of the art offices. Flexible scheduling and excellent compensation. Immediate openings in Las Vegas and San Diego. NV/CA license required, 1+ year of experience preferred. Contact Dr. Bobby Soleiman at (818) 389-7288 or periodontalproviders@hotmail.com.

Orthojet orthodontic acrylic 100g powder 118 ml liquid \$50, call 408-871-0877.

CENTRAL IDAHO PRACTICE FOR SALE Spacious, 3 op GP (room for a 4th op). High quality, state-of-the-art equipment. Refined dental business in a beautiful area with abundant recreational choices. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

All on 4 the most lucrative procedure in dentistry. Hands on course and live surgery. If interested: (949)718-0208, evergreen1835@yahoo.com.

Pacdent FMX clear film mounts 1 pkg of 100+ \$28,call 408-871-0877.

LICENSED DENTIST AVAILABLE FOR HYGIENE ONLY POSITION. humble, gentle, team- player, increase case-acceptance, great chair-side manner. aman32dmd@aol.com 714-470-8231. Dr. Singh.

Dental Computer Training Specializing in Dentrix, EagleSoft, and SoftDent, Academy of Dental Practice Careers caters to anyone who needs more dental office computer training. Instruction is offered in 3 forms, In-Office, at your location, Online at www.adpc.edu.com, or at our ADPC training facility. Call 877-235-7100 or visit DentalPracticeCareers.com.

STOCKTON Located outside Brookside Country Club on West March Lane. Collected \$500,000 with Profits of \$198,000 in 2012. 2013 trending \$540,000. To learn more, go to www.PPSSellsDDS.com.

CHANGE OF ADDRESS FORM

THE
Dental Trader
Buy, Sell or Trade all things Dental

OLD ADDRESS

Dentist's Name _____

Address _____

City/State/Zip _____

NEW ADDRESS

Dentist's Name _____

Calif. Dental License # _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

E-mail _____

Authorizing signature _____

PLEASE MAIL TO:

PO Box 2631, Capistrano Beach, CA 92624
or Fax this form to 949.498.1198

on or before the 1st of the month.

For faster filing, submit this form online at:

www.dentaltrader.com

FREESTANDING BUILDING AND DENTAL PRACTICE WANTED in LA County or Orange County: 4-8 operatories in retail shopping center, high foot traffic, Cash/PPO, low overhead, retiring doctor and lots of goodwill. SELLERS call Loc Pham, Broker at LCF Financial, Inc. (714) 550-7494 or practice@lcfinc.com | www.lcfinc.com.

SAN BERNARDINO PRACTICE FOR SALE 2012 Gross \$275K, Asking \$228K, Est. 2005, Part Time Practice, Seller Retiring, 100% Financing. Call ProMed 888-277-6633 [RE#00662298].

MENDOCINO CO "Gateway to the Redwoods!" Quality care in 4 ops \$325k (FN-148) WPS/800-641-4179.

LANCASTER General Practice – 4 ops in 2,360 sq.ft.. GR \$676K w/\$174K adj. net income. Henry Schein PPT - Dennis Hoover 209-605-9039, #14376.

Copyright 2013 THE DENTAL TRADER. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any storage of information and retrieval system.

READER AD FORM FOR DENTIST & STAFF ONLY

The Dental Trader

Buy, Sell or Trade all things Dental

Post Office Box 2631, Capistrano Beach, CA 92624

Submit this form online at: www.dentaltrader.com or Fax: 949-498-1198
We do not accept anonymously submitted ads

Type or print ad copy clearly: _____

PAYMENT MUST BE SUBMITTED WITH THE AD

Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐ Discover ☐

Card # _____

3 Digit Security Code (on back of card)

Exp. Date _____

FREE Reader Ads offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc)

For Commercial Reader Ad Rates, (to promote a business) please use form below.

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

Reader Ad Rates:

☐ 20 words or less - *FREE.....(\$1 per word, thereafter-65 words maximum) _____

☐ All Bold Type: Add \$10.(add option: \$10) _____

☐ All Bold Type with Bold Border: Add \$15.(add option: \$15) _____

☐ Black Box with Bold White Lettering: Add \$20.(add option: \$20) _____

Total # of words.....(first 20 words free-add \$1 per word after first 20 words) _____

Total _____

Advertiser's Name _____

Charge Card Billing Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-mail _____

Authorizing signature _____

Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month

COMMERCIAL AD FORM FOR BUSINESSES

The Dental Trader

Buy, Sell or Trade all things Dental

Post Office Box 2631, Capistrano Beach, CA 92624

**Submit this form online at: www.dentaltrader.com,
 mail w/check or Fax submissions
 (accepted w/charge card payment only) to 949-498-1198**

Type or print ad copy clearly: _____

PAYMENT MUST BE SUBMITTED WITH THE AD

Form of Payment:

Check enclosed ☐ Visa/MC ☐

American Exp. ☐ Discover ☐

Card# _____

3 Digit Security Code (on back of card)

Exp. Date _____

This ad is for: ☐ So. Calif. ☐ No. Calif. ☐ So. & No. Calif.

Bonus Feature Reader Ad Rates:

☐ 20 words or less - \$20.....(\$1 per word, thereafter-65 words maximum) _____

☐ All Bold Type.....(add option: \$10) _____

☐ All Bold Type with Bold Border.....(add option: \$15) _____

☐ Black Box with Bold White Lettering.....(add option: \$20) _____

☐ Total # of words..(first 20 words \$20-add \$1 per word after first 20 words) _____

Total _____

Name: _____

Charge Card Billing Address: _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-mail _____

Ads accepted by fax until the 1st of the month. Ads submitted online accepted until the 7th of the month.



Professional Practice Sales of The Great West

Specialists in the Sale and Appraisal of Dental Practices

If you want your practice "For Sale", we are not the firm for you.

If you want your practice "SOLD", contact us!

For complete details on any of these opportunities, go to www.PPSsellsDDS.com

- 6053 SAN FRANCISCO'S SOUTH BAY PEDO PRACTICE** Long established. 2013 is tracking \$660,000 in production, \$650,000 in collections and \$255,000 in Available Profits. Great staff. 1,700 different patients seen last 24-months.
- 6052 BERKELEY** Trendy north side shopping area. Very strong foundation. 4-days of Hygiene. Beautiful hi tech office with great curb appeal. 2012 collected \$590,000. Lots of work referred out.
- 6050 MERCED** Phenomenal foundation to build upon. Native son retiring. On relaxed pace 2013 trending \$360,000 in collections. 2012 collected \$350,000 with Profits of \$205,000. Owner refers Endo, OS & Perio. 2012 did 130 Amalgams and only 60 composites. This is a "Goldmine Practice!" This IS NOT a Delta Premiere Practice. Merced has a bright future anchored by UC Merced and agriculture. Full price \$125,000.
- 6049 SAN FRANCISCO'S EAST BAY 2012 collected \$1.9 Million with Profits of \$1 Million. Collections thru 9/30/13 were \$1.65 Million.** Performance realized by One Dentist. Not close to realizing potential. Successor who tweaks practice where it needs to be tweaked shall create something special. Paperless & digital. Little competition with phenomenal upside. Enjoys very trendy location. **Full price \$1.2 Million.**
- 6048 SALINAS** Strong foundation. Great opportunity for two Dentists. 9.5 days of Hygiene per week. 6-Ops. 2012 collected \$1.1 Million. 2013 tracking \$1.2+ Million.
- 6047 STOCKTON** Located outside Brookside neighborhoods on West March Lane. 2012 collected \$500,000 with profits of \$198,000. 2013 trending \$545,000!
- 6046 PINOLE** Collects \$500,000. 4-days of Hygiene. Beautiful office. Refers Endo, OS, prosthetics & pedo. Great Office Manager.
- 6045 MANTECA/MODESTO AREA: RIPPON** 3 Ops, 2 more wired & plumbed. \$180,000 invested here. 2012 collected \$327,000 on 3-days with 5-weeks off. Should be \$500,000+ performer.
- 6044 MODESTO** Best north side Coffee Shop location. Attractive & contemporary 1,105 sq.ft. 3-0-3. New computers and monitors in Ops, new server, digital radiography. Collects \$380,000/year. 2 Hygiene days per week.
- 6043 WESTERN CONTRA COSTA COUNTY'S EL SOBRANTE** Highly visible location in stand-alone building on Appian Way. \$200,000/year practice on 3-day week. New Doc who improves signage, curb appeal and employs marketing shall see spike in performance. Building optional purchase. Full price \$75,000.
- 6041 PLEASANT HILL** Collected \$365,000 in 2012. Previous 3-years averaged collections of \$415,000 and Profits of \$180,000.
- 6008 MENDOCINO COAST'S FORT BRAGG** 2012 collected \$750,000. 2013 shall exceed \$800,000. 4-days of Hygiene. Digital radiography. Computers in Ops. Full price \$235,000.

Professional Practice Sales of The Great West



Ray and Edna Irving
(415) 899-8580 ~ (800) 422-2818
www.PPSsellsDDS.com

For complete details
on any of these
opportunities, go to
www.PPSsellsDDS.com

Thinking on selling your practice? Call "PPS of The Great West" today.
This shall be the best decision you make regarding this important change in your life!

"I listed with a competitor for 12 months. Had two people visit my practice. First weekend PPS had my listing, I had 3 people visit and an offer by the end of the first week. Thank you for allowing me to move on to the next step of my life."

"It was a pleasure to work with PPS. I had to sell because of health complications. Mr. Irving listed my practice on Jan 1st, we closed escrow on Feb 27th. It took him less than 60 days to complete the sale as promised."

"When I decided to sell my ortho practice, I sought the services of a large company. Over the 12-month contract, I had one buyer visit. Word was out. It had a devastating effect on my bottom line. Fortunately, I found Ray and Edna Irving! When I finally sold, I choose between two good offers. My regret was the time and money lost with the other guys."

"When I signed the Listing on June 1st, Ray stated he would have the practice sold by Labor Day. The sale was concluded on Sept 1st, two days before Labor Day. Wow!"

"I will always remember your statement when I questioned your contract being only four months. You stated: 'If I can't sell your practice in that time, you should get someone else.' Well, you did with time to spare!"

"Before I called Ray, I had a listing with another prominent Broker. After eleven months without a sale, I called Ray. He sold it in about a month! Would I recommend Ray? Yes!"

"In April, I asked Ray Irving to sell my practice. At the same time my friend decided to sell his practice. He employed another firm. My practice sold June 22. My friend's practice still hasn't sold and he was putting his dreams on hold."

PPS of The Great West's reputation is built upon grounded ethics and effectiveness. Our trademark "client services" include accurate assessments, impeccable marketing plans, complete transparency, generating quick responses, realizing multiple Offers, securing 100%+ financing in days, expert papering of our transactions and sound counsel. Everything is done to protect our Client and to effect a successful transfer. Our intent is simply to provide the best service imaginable for this very important engagement.



HAPPY THANKSGIVING

PRSRT. STD
U.S. POSTAGE PAID
SAN DIEGO, CA
PERMIT No. 94

Is it Time to Sell Your Practice?



Ray and Edna Irving



Professional Practice Sales
of The Great West

*Specialists in the
Appraisal and Sale of Dental Practices
Since 1966*

(800) 422-2818

(415) 899-8580

Fax: (415) 899-8588

Ray@PPSsellsDDS.com

www.PPSsellsDDS.com

"As I approach the time to sell my practice, this is what I have determined..."

There is way too much to risk by selling the practice myself. This is not about finding a buyer; it is about finding the "right" successor.

I need someone to shepherd me from start to finish. I want an advocate who has cut their teeth on hundreds of concluded transactions as I cannot afford my sale to be someone's learning curve. I require my advocate to spend the necessary time with me as I get ready for this career changing event. This is not another sale. It is my one-and-only sale! I expect my advocate to properly prepare my practice for sale. If that means multiple meetings, interfacing with my accountant and sitting down with my spouse and I, this is what I expect. I do not want someone to puff me up with false expectations. I require candid answers for what I can expect.

I would like to meet with an interested candidate after they have submitted an Offer along with their Resume. And I would like to consider a number of candidates as I make this important decision as to what is best for my patients, my staff and me.

I expect my advocate to do the heavy lifting from start to finish as that is why I have engaged them. I do not want someone to be delegating this exercise to different parties, nor do I want to be chasing them for progress reports. I want to be in control from start to finish. As I have placed my practice "For Sale", I would like it "Sold" in a timely manner.

Finally, I want the best risk management protection which money can buy.

I only have one chance to get this right!"



A commission paid to PPS of The Great West is your insurance premium that your sale was handled properly.