

THE Dental Trader

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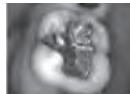
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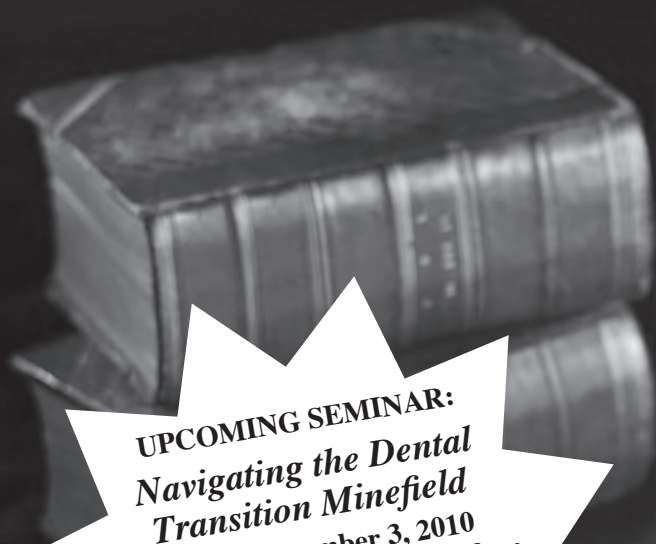
Business Transactions

- Transition Consulting
- Practice Purchase Agreements
- Partnership Agreements
- Shareholder Agreements
- Associate Agreements
- Associate Buy-ins
- MSO's

Lease Negotiations

Dental Board Defense

Estate Planning



UPCOMING SEMINAR:
***Navigating the Dental
 Transition Minefield***
Friday, December 3, 2010
 7 C.E. Credits • 9:00am - 4:00pm
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For Sale 53 Triad VLC Resin custom tray material (blue), Triad curing light, surveyor. Please email lidadmd@yahoo.com.

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SoCal GP (3 op, 1200 ft) Practice for sale. nicely equipped, excellent visibility, and all charts included. Yucaipa, CA. \$165K. Hkimjr@yahoo.com.

Irvine beautiful hightech practice for sale, A-dec 500 chairs, 5 ops. Matsco confirmed \$429K asking price. Email ocsmiledesign@yahoo.com.

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FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. Only private dentist in smaller town. Annual collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD IMMEDIATELY!** **SOLD**

KERN COUNTY

BAKERSFIELD #20 - (3) op computerized G.P. & a duplex bldg. (2) ops eqt'd with new eqt, 3rd op plumbed not eqt'd. Cash/Ins/PPO & some regional center reimbursements. No HMO's or Denti-Cal! Gross collect \$450K-\$470K/yr. 35 years of goodwill. Approx 25 new pts/mos. Seller retiring. **SOLD**

BAKERSFIELD #22 - (5) op computerized G.P. (3) ops fully eqt'd, 4th eqt'd with chair and x-ray, 5th plumbed. Retail location with exposure/visibility and signage. Cash/Ins/PPO/Denti-Cal. Gross Collect approx \$200K/yr on (2) days/wk. Seller to concentrate on other practice. **NEW**

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

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

LOS ANGELES COUNTY

ALHAMBRA #2 - (2) op G.P. located on the street front side of a small one story medical/dental building. Some exposure and signage. Mostly cash pts with some Ins and PPO. 2009 Collections of \$140K on a very limited schedule due to seller's health. Seller quotes 600+ active pts. Seller retiring but will assist in the transition. **NEW**

CALABASAS - DDS office Build to Suit opportunity for long term lease in a prestigious two story prof. bldg. Bldg. is conveniently located just off the fwy. near the center of town. 1,200 to 3,600 sq. ft. available. **NEW**

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

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

SANTA CLARITA VALLEY - HERE'S THE ONE YOU'VE BEEN WAITING FOR!! (11) op computerized G.P. (10) ops eqt'd, 11th op plumbed. In a well known prof. bldg. with great signage! Cash/Ins/PPO/HMO and small amt of Denti-Cal. Gross Collect of \$1.6M+/yr. **with an annual net of approx \$600K!** Cap Cks of \$13K-\$15K/mos. Refers out Diff. O.S., Perio & Ortho. Pract can be easily grown to \$2.5M+/yr by adding more hygiene, specialists, and advertising. **SOLD**

VALLEY VILLAGE (SHERMAN OAKS) - (4) op computerized G.P. located in a free standing bldg. on a major boulevard. Cash/Ins/PPO patient base. Annual gross collections \$475K+ on a 3 1/2 day/week. Seller is a 1-800 DENTIST Provider. Seller retiring but will assist in transition. **PRICE REDUCED.**

RIVERSIDE COUNTY

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

SAN JACINTO (HEMET) - (4) op computerized. G.P. Absentee owned HMO practice with \$6K/mos Cap Check. No Denti-Cal! 2009 Projected Gross Collect \$450K+ on a (3) day week with a projected owner/operator net of ~\$180K. **SOLD**

ORANGE COUNTY

ANAHEIM #1 - (3) op computerized G.P. Low overhead office. Cash/Ins/PPO/Denti-Cal patient base. Annual Gross Collections exceed \$260K/yr on p.t. schedule. **REDUCED.**

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

SAN BERNARDINO COUNTY

HIGHLAND #1 - (3) op G.P. 2 ops eqt'd with newer eqt, 3rd op plumbed and eqt'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. No HMO's & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. **SOLD**

VENTURA COUNTY

WESTLAKE VILLAGE #2 - (4) op computerized G.P. in a very desirable upscale area. (3) ops of newer eqt/4th op plumbed. Very upscale office with vaulted ceilings, marble floors and counters, pastel colors etc. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. 2009 Gross Collections \$600K+. **SOLD**

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

VENTURA - (3) op computerized G.P. and free standing bldg. Located in a highly desirable area. Cash/Ins/PPO patient base with (1) HMO that pays \$1,800/mos. Seller is a 1-800-DENTIST Provider. Dentrax software and Pano equipped. Averaging 20-25 new patients per month. Annual Gross Collections \$400K+. **REDUCED.**

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Northern California Looking to purchase a large general practice in Bay area or Central valley, Please e-mail: eifle12@yahoo.com.

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LANCASTER, CA Well established, 4 op GP with an excellent location. Over 34 years goodwill. The seller is retiring. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

HAYWARD, CA First 6 months collection 2010 ~ \$315K. 2009 collection - \$570K, 5 ops. Loc Pham, Broker 714-550-7494.

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PRACTICES FOR SALE – October, 2010

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SANTEE – Doctor retiring from this **GENERAL** Practice established in 1971. Currently practicing approximately 20 hrs per week. PPO and Cash Patients. Situated in freestanding building along major artery in growth area. 6 Ops in 1900 sq. ft.

SANTEE – Very well-established **GENERAL** Practice situated in single story Professional Bldg. ALL Fee-for-Service (insurance and cash). 4 Ops. Equipment in excellent condition. Very consistent revenue. Very high quality practice. **SOLD!!**

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PRACTICES FOR SALE

San Fernando Valley & Surrounding Areas

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

North Hollywood - Strip center location on busy street. 5 ops plus x-ray room. Good visibility. Revenues of over \$40k/mo. Priced for immediate sale.

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

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

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

Los Angeles (East) – 30+ years of goodwill. Seller retiring. Walk-ins. Hispanic Area. Large sign available. Seller owns bldg and willing to offer low cost rent.

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

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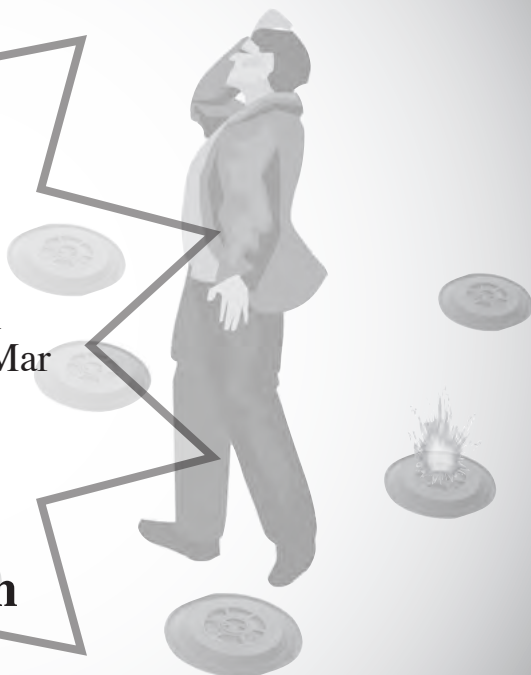
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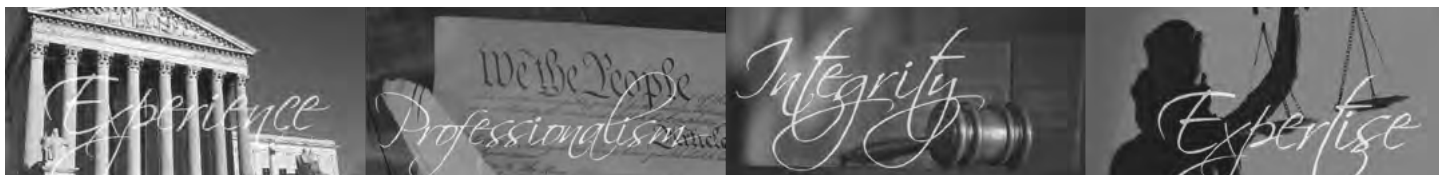
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VALENCIA PRACTICE FOR SALE: Located in a retail center, this practice collects \$395,000 per year on three days per week with a net income of \$180,000 per year. Over \$5,000 in capitation income per month with 20 new patients per month. No advertising, no Denti-Cal, no evenings and no weekends. Most production is done by associates as the Seller works in this practice less than one day per week. Four equipped operatories. Asking \$265,000 including the accounts receivable.

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HESPERIA MANAGED CARE PRACTICE FOR SALE: Predominantly HMO patient base with \$12,000/month in capitation checks and 40+ new patients per month. Office has six operatories and is located in a shopping center. Great visibility and potential for growth. Practice is 100% absentee operated. Seller never works in the practice. Practice collects over \$470,000 per year. Asking \$375,000. – **PENDING**

LA MESA MANAGED CARE PRACTICE FOR SALE: Located in a one-story smaller professional building, this four operatory practice collected \$410,000 in 2009 on four days per week with \$3,500 per month in capitation. The majority of the remaining patients have PPO insurance. The practice does not accept Denti-Cal. This is an absentee operated practice with good potential for a working owner. Asking \$300,000.



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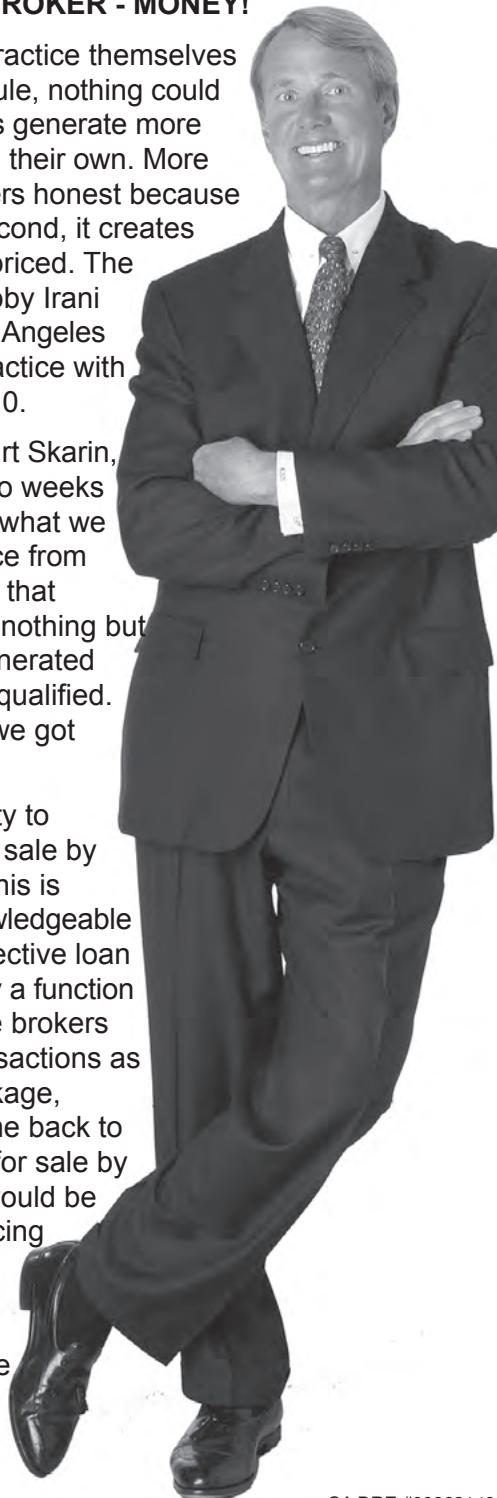
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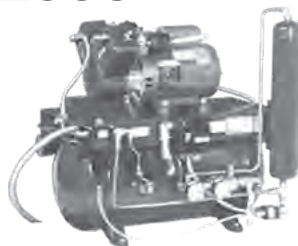
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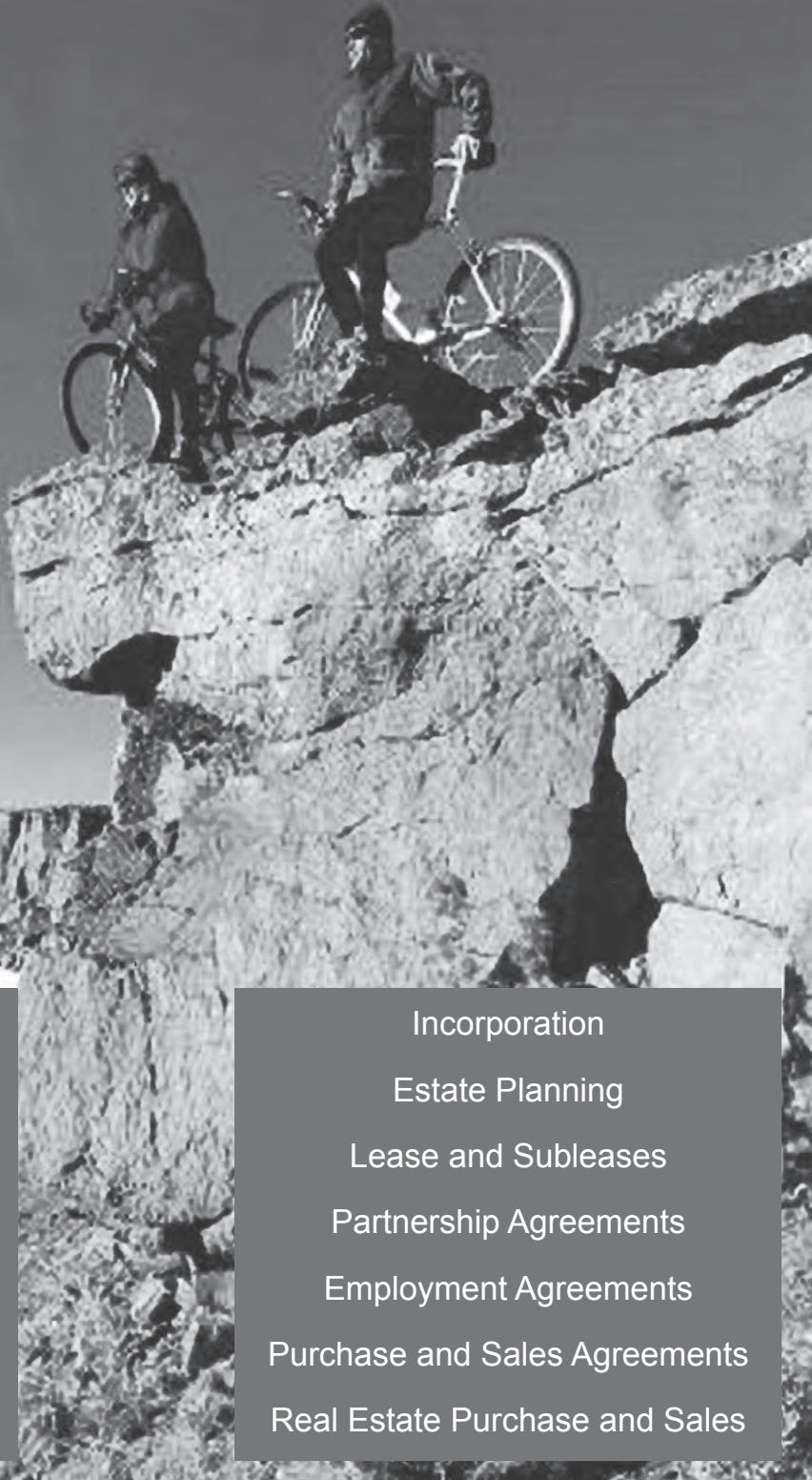
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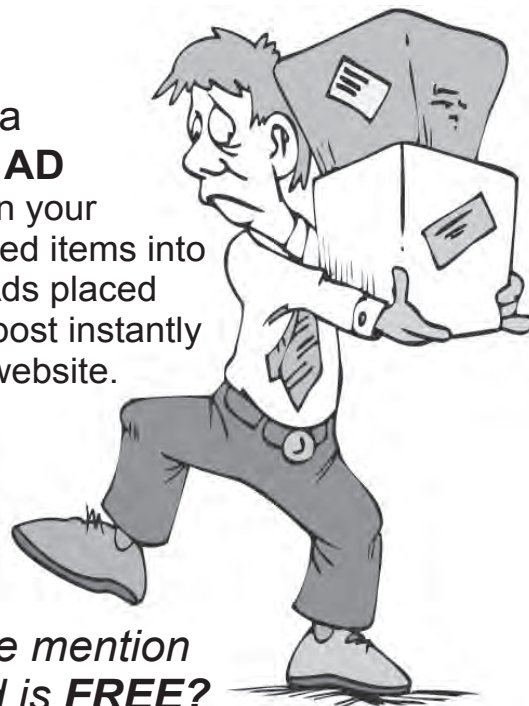
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Katherine, Office Manager

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"Our office has had a seven year relationship with Trojan Professional Services. The benefits to using the services of Trojan are as follows. 1) Polite and friendly staff 2) Quick turnaround time in processing new insurance plans. 3) Efficient in resolving and updating old plans. 4) **Cost efficient on a monthly basis.** 5) Easy transmission of daily electronic claims using DrDirect."
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Dentist needed for full & part time position must have experience in molar RCT, wisdom XB, prefer at least 3yrs experience friendly and good working skills also good communications skills. Excellent salary with commission. Locations available in the inland empire & LA area immediate opening. Please call or fax in resume Tel.(323)277-4044 Fax(323)277-4047 you could also email caredental_08@yahoo.com.

"Accessibility I truly feel their sincerity in wanting to help my situation. Absolutely recommend then to others all the time!" Camille Adli, D.D.S., Long Beach, California-See our ad on Pg. 2.

DOWNTOWN LOS ANGELES PRACTICE FOR SALE General practice with 8 operatories— grosses over \$660,000/year—approx. \$1100/mo in CAP checks – mostly absentee owner -Thomas & Fees Practice Sales (714) 544-4341.

Space available for dental office in a very populated downtown area, 2500 sq ft low rent, please call 310-666 4646.

PRACTICE FOR SALE #3217 – Montebello - Established 20 years. Great location. 2,500 sq. ft., rent \$3,500. Beautiful busy office. Gross \$470k. Part time Seller need to sell. 5 Ops. Full time DDS should do \$500k-\$600k first yr. Great opportunity. Very busy Blvd. near Hospital and Pediatric center. Call PPS (714) 832-0230.

LAKE ELSINORE State of the Art, (4) op comput. G.P. for sale. In a Shop. Ctr. (3) ops eq't'd w 4th op plumbed. Networked ops, & digital x-rays. Cash/Ins/PPO/HMO. Mos. CAP check ~ \$1.2K. 2010 Projected Gross Collect of \$300K p.t. D&M Practice Sales 818.591.1401.

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PRACTICE FOR SALE San Diego (Clairemont)—GP situated in strip center in residential area. 3 Ops, Digital PA & Pan X-rays. SDPS: 760-599-7828.

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LOS ANGELES COASTAL COMMUNITY, CA New Listing! Profitable, 6 op GP with over 28 years of goodwill located in a highly desirable Los Angeles coastal community. Collections in 2009 exceeded \$650,000. The seller is retiring. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

SEEKING FEMALE GP 5+ years experience, P/T starting November, temp possibly leading to perm position, Riverside, Covina offices, yramosdds@gmail.com.

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GREATER LOS ANGELES COUNTY

BEVERLY HILLS - Leasehold Improvement & Equipment Only. Tenant improvement credit & remodeling plans included with a value of approximately \$20,000. Great opportunity centralized in Beverly Hills for a GP or Specialty with four (4) fully eq. ops. One (1) larger room is plumbed though not equipped, perfect for open bay chairs. Three (3) ops are plumbed for nitrous and oxygen. The 1,300 sq. ft. suite is located in a multi story professional building with underground and valet parking. The practice is conveniently located next to a pharmacy and cafe. Great corner location with a busy traffic flow. Property ID 3511.

BELLFLOWER (GP) - Great location with good signage. 3 eq. ops, 1 plumbed not eq. op., 1,100 sq. ft. office located in a free standing building. Seller works 4 days/wk. Approx. 13-23 new patients/mo. Income source: 70% insurance & 30% cash. 15 years of Goodwill. Computerized office with Easy Dental software and intra oral camera. Grossed \$381,836 for 2009. Projecting approx. \$421,516 for 2010. **BUYER'S NET OF \$122,289**. Motivated seller is retiring. Property ID #3421.

CENTURY CITY (GP) - Located in Medical Professional Building with underground and valet parking. Practice consist of 3 fully eq. ops., each with their own x-ray unit, on a 770 sq. ft. suite. All of the equipment is new or less than 2-3 years old. Seller work 3 days/wk and sees approximately 8-12 patients/day. Income source: 80% insurance and 20% cash. The office is completely computerized with electronic charts and tracked with Easy Dental. Property ID #3571.

CENTURY CITY (GP) - Well established practice located in a multi story medical professional building. Computerized office with Dentrix software, intra-oral camera and digital x-ray. Office consist of 5 fully eq. ops. Equipment is approximately 5-8 years old. 100% patient referral. Five (5) days/wk practice with 2 days of hygiene and sees approximately 6-8 new patients/day. Projecting approx. \$500K in 2010. Property ID # 3571.

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

GLENDORA (GP) - 4 fully eq. ops., 1,600 sq. ft., located in 2 story building. Computerized office with intra oral camera and Dent soft software. 2-6 year old equipment. Seller works 4 days/wk with 3 days/wk of hygiene.. Approx. 10-15 new patients/mo. Income source: 70% insurance & 30% cash. 43 year of Goodwill. Grossed approx. \$911,768 for 2009. Projecting approx. \$989,345 for 2010. **BUYER'S NET OF \$491,353K**. Great street visibility. Property ID #3041.

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

LAWNDALE (GP) - 8 eq. ops. & 3 Ortho chairs in an open bay in a 3,000 sq. ft. Located less than 1 mile from the 405 freeway in a free standing, single story building. 37 Year of Community Goodwill. Absentee owner has qualified GP, Ortho, Oral Surgeon, Perio, and Endo in place. 75% PPO Insurance & 25% Cash. Attracting 25-35 new patients/month. Collected approx. \$919,578 in 2009. Property ID #2901.

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LOS ANGELES – 1,300 sq. ft. GP practice in strip shopping center with 5 fully eq. ops. Sellers work 3 days/wk. Computerized office with intra oral camera and Dentrix software. Income source: 50% insurance, 29% cash, 20% medi-cal & 1% capitation. Approx. 15 patients/day are seeing with approx. 10 new patients/mo. 17 year of Goodwill. Heavy traffic flow with great street visibility. Collected approx. \$360,151 for 2009. **BUYER'S NET OF \$60,598.** Property ID #2771.

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

LOS ANGELES GP - Over 75 years of goodwill practice with 3 fully eq. ops., 1,100 sq. ft. suite located in 16 story medical building next to a hospital and developing new commercial and residential communities. Computerized office with intra oral camera, digital x-ray and Practice Soft software package. 5-6 year old equipment. Retiring Seller works 4 days/wk with 3 days/wk of hygiene. Approx. 8-10 patients/day. 100% patient referral. Income source: 70% insurance & 30% cash. Grossed \$663,170 for 2009. Projecting approx. \$713,458 for 2010. **BUYER'S NET OF \$305,447.** Property ID #3261.

LOS ANGELES GP – 4 fully eq. ops, 1,700 sq. ft. office, strip shopping center. 4 day/wk practice with Seller working 3 days/wk, GP Associate 1 days/wk and Ortho 1x/mo. Approx. 20-25 new patients/mo. Income source: 30% insurance, 25% cash, 30% medical & 15% capitation. 100% patient referral. Computerized office with intraoral camera. Computer Age software package. Grossed approx. \$341,289 for 2009. Projecting approx. \$358,757 for 2010. **BUYER'S NET OF \$99,950.** Property ID # 2621.

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

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

ROLLING HILLS (GP) – Price Reduced!!! Long established practice - 5 fully eq. ops., 1,760 sq. ft. suite located in a two story medical/professional building. 4 days/wk practice with 1 day of hygiene/wk. Approx. 10-15 new patients/mo. Income source: 50% insurance & 50% cash. Computerized practice with intra oral camera and patient base software. Excellent street visibility. All utilities are included in office lease/rent. Collected \$446,073 for 2009. Projecting approx. \$503,021 for 2010. **BUYER'S NET OF \$165,829.** Property ID #2981.

SAN GABRIEL GP or Specialists – Leasehold Improvement & Equipment Only– newly remodeled spacious 1,254 sq. ft. suite with 3 fully eq. ops., 1 plumbed not eq. op., located in a prestigious 3 story brick medical professional building. Retiring Seller owns the building and will ensure a smooth transition of the leasing arrangements. Seller will carry back up to 50% of purchase price. Property ID #3161.

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

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

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

WHITTIER (PERIO) – 70+ years of goodwill. 5 fully eq. ops., plumbed for N2O2, 2,000 sq. ft. office located in a single story free standing building. Building for sale. Seller work 4 ½ days /wk with 3 ½ days of hygiene. Approx. 20-24 new patients/mo. Income source: 65% insurance, 30% cash & 5 % capitation. 100% patient referral. Computerized office with Easy Dental software. Grossed \$419,796 for 2009. Projecting approx. \$507,307 for 2010. **BUYER'S NET OF \$147K.** Property ID #3521.

PRACTICE SALES, INC.

and Appraising of Dental Practices



Maria Silva, V.P.

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

ORANGE COUNTY

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

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

FULLERTON (GP) - 4 eq. ops., 1,100 sq. ft. office located in downtown Fullerton in a one story free standing historical building. Building for sale. Practice is one block away from Fullerton High School. Seller works 4 days/wk with 4 days of hygiene. Income source: 70% insurance & 30% cash. Computerized office with older intra oral camera and Easy Dental software. Great street visibility with good traffic flow. Grossed \$461,091 in 2009. **BUYER'S NET OF \$114,323.** Property ID #3111.

GARDEN GROVE (GP) - Leasehold Improvement, Equipment & Charts!! 2 fully eq. ops., 1 plumbed not eq., 1,000 sq. ft. office, located in a 2 story building busy strip center. Long established practice. Motivated Seller moved to San Diego County. Property ID #3091.

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

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

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

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

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

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

ORANGE COUNTY - Beautiful State of the Art Dental Office / Multi Specialty / New Equipment / Digital Office / 70% insurance, 16% cash and 11% capitation (approx. \$16,000 p/mo in Cap checks) / Seller works 5 days per week. Great opportunity! Buyer MUST have a minimum of \$300,000 cash as down payment! Seller willing to carry part. Grossed \$1,700,000 in 2009. Projecting approx. \$1,712,318. Property ID #3291.

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



Tina Ochoa, V.P.



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SAN JUAN CAPISTRANO (GP) – Well designed and modern office – 4 fully eq. ops., 3 plumbed not eq., 1,947 sq. ft. office located in a 2 story professional building. 5 days/wk practice. Approx. 19-20 new patients/mo. Income source: 60% insurance, 30% cash & 10% capitation. 100% patient referral. Computerized office with intra oral camera, digital x-ray and EZ Dental soft. Newer equipment. Very established family practice. Excellent location with great street visibility. Motivated Seller is moving out of state. Grossed \$422,430 for 2009. **BUYER'S NET OF \$131,114.** Property ID #3021.

SAN JUAN CAPISTRANO – Price Reduced!! (GP) Leasehold Improvement & Equipment Only. Well design practice in a 2 story professional building in retail story with 3 fully eq. ops. 1,113 sq. ft. suite. Computerized office with digital x-ray and Easy Dental software package. New equipment. Property ID #3071.

SANTA ANA GP – 2 fully eq. ops., 1 partial eq. op., 2 plumbed not eq., 1,500 sq. ft. in a 3 story medical building in busy intersection. Plenty of parking. Seller works 3 days/wk. Income source: 45% insurance & 55% cash. Computerized office with intra oral camera & Diamond 3 Star software. 36 year of Goodwill. Grossed approx. \$353,494 for 2009. **BUYER'S NET OF \$134,362.** Property ID #3101.

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

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

TUSTIN - Great starter for a GP or Specialist. Leasehold Improvement & Equipment Only. Located in a busy shopping center with 4 fully eq. ops., on a 1,200 sq. ft. suite. Office with great potential. Motivated seller moving office to location nearby. Property ID #3481.

RIVERSIDE & SAN BERNARDINO COUNTIES

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

LA QUINTA (GP) – Price Reduced!!! One of the fastest growing cities in California - Leasehold Improvements & Equipment Only!! 3 fully eq. ops., 1,000 sq. ft. suite located in a strip shopping center. Computerized office with Dentrux software. Newer equipment. Affluent area World Class Golf, high end resorts and shopping. Practice established since 1995. Motivated Seller is moving out of state. Property ID#3011.

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

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

PALM SPRINGS GP / SPEC Price Reduced!!! – Leasehold Improvement & Equipment only – 2 fully eq. ops., 1 plumbed not eq., 1,510 sq. ft. office located in a single story free standing building with multiple suites. Practice established in 1997. Seller is semi retiring. Property ID #3151.

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

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SAN DIEGO COUNTY

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

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

SAN DIEGO COUNTY (GP) - Solo practice. Free standing building with plenty of parking. Seller owns the building. Easy access to freeway. 3 fully eq. ops., 1 plumbed not eq., 2,200 sq. ft. office. 5 days/wk practice. Approx. 20-30 new patients/mo. Computerized office with intra oral camera. Income source: 70% insurance & 30% cash. 10 years of goodwill. Seller retiring. Collected approx. \$499,790 for 2009. Projecting approx. \$492,897 for 2010. **Buyer's net of \$123,129**. Property ID #3031.

SAN DIEGO GP or Specialist – Leasehold improvement with some charts! 5 fully eq. ops., 1,300 sq. ft. office located in a 2 story building with 10 parking spaces. Computerized office with Dentrix software. Good location with heavy traffic flow. Building has a vacant 1, 200 sq. ft office next door which was a dental office with 4 ops., for expansion or for specialties. Seller is retiring. Property ID #3141.

SAN DIEGO – Well established and still growing GP located on a major thorough fare in heart of San Diego. In small shopping plaza with other tenants including chiropractor and a therapist with free parking in front and back of the building. Practice consist of 5 fully eq. ops. with Softdent software and intra-oral camera and digital ready. Seller works 4 days/wk with 4 days/wk of hygiene, Ortho 2x/mo and Perio 1x/mo. Sees approx. 12 patients/mo. Income source: 80% insurance and 19% cash and 1% capitation. Projecting approx. \$873,281 for 2010. **BUYER'S NET OF \$304K**. Property ID #3501.

VENTURA / SANTA BARBARA / SAN LUIS OBISPO COUNTY

SANTA BARBARA (GP) – Very Established Practice - 3 eq. ops., 1,010 sq. ft., suite located in a two story retail center. 3 1/2 day/wk practice. 12-15 new patients/month. Income Source: 75% insurance & 25% cash. Computerized office with intra oral camera, digital x-ray and Easy Dental software. 5 yr. old equipment. 35+ yrs. of Goodwill. Great location. Collected approx. \$462,542 in 2009. Projecting approx. \$540,413 for 2010. **BUYER'S NET OF \$310,706**. Property ID #2881.

KERN COUNTY

BAKERSFIELD (GP) Price Reduced!!! - 2,000 sq. ft. suite in a one story strip center with 6 fully eq. ops. Seller works 3 1/2 days/wk. Approx. 20-30 new patients/day with approx. 40 new patients/mo. Income source: 15% insurance, 15% cash and 70% medi-cal (Pedo). 100% patient referral. Equipment is 4 to 10 years old. 23 years of Goodwill. Sellers own the building but not for sale. Collected approx. \$323,018 for 2009. Projecting approx. \$313,110 for 2010. **BUYER'S NET OF \$114,990**. Property ID #3081.

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Tina Ochoa - tochoa@calpracticesales.com

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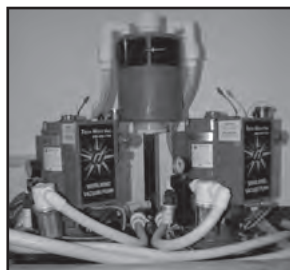
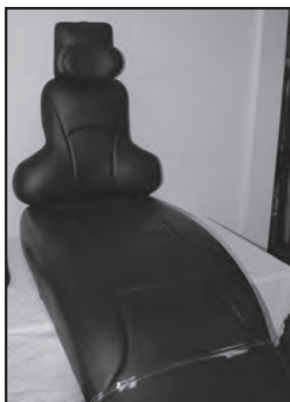
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Dr. Panganiban, DDS

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for the purchase. PS&A examined my list and located the perfect office for me...it had everything I wanted plus some things I hadn't considered. I was amazed how quickly and smoothly everything went."

Dr. Zarinnegar, DDS

"After trying to buy two other practices directly from dentists (without a broker) I quickly realized I need more protection. The lenders would not fund these purchases...not because of my credit but because the practices themselves were insufficient to support the loan. I turned to PS&A for assistance and they found me an established practice that has only grown in value since. Thank you Practice Sales & Appraisals!"

Dr. De Graw, DDS

"At PS&A I wasn't just one of several practice listings. They took the time to listen, understand what I wanted from the transition and worked with me to make the necessary improvements that made the practice look attractive to buyers. I got my asking price and best of all, the seller and I are now friends. I even go back occasionally so he can take vacations. It was a great deal for us both and we have PS&A to thank for it."

Dr. Puentes, DMD

"My practice was listed with another broker for 12 months without a single solid offer. Within seven weeks with PS&A I not only had multiple offers but was able to select the buyer best suited for the culture of my practice. What a difference! I highly recommend PS&A."

Dr. Kach, DDS

"I tried to sell my practice on my own but became frustrated with lowball offers, doctors who were not qualified and broken appointments. After five months I called Lou at PS&A. Within a week I had an offer on the table that was acceptable and because the buyer was pre-qualified...the funding was readily available. I could have saved a lot of time if I had called them sooner. Thank you Lou!"

Dr. Twersky, DDS

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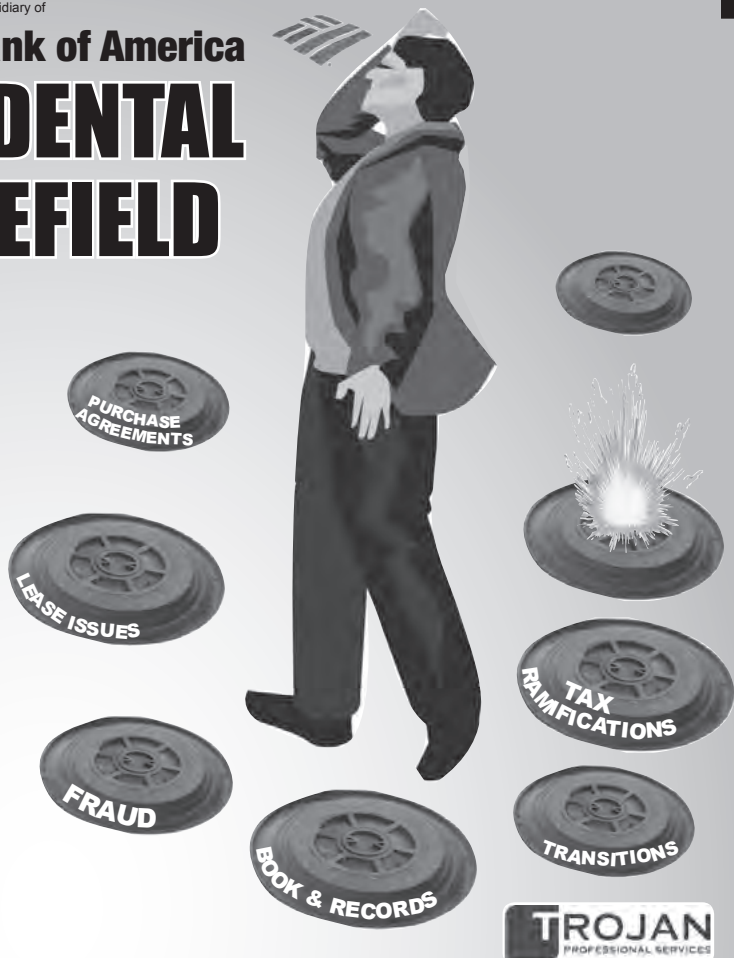
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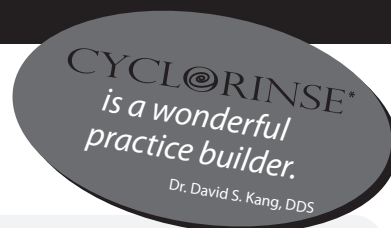
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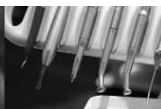
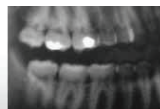
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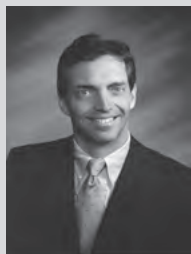
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- **PALM SPRINGS:** For Immediate Sale - General Dentistry Practice. 2008 Gross Receipts \$900K with adj-net income of \$346K. Highly desirable location with 4 ops. Laser, and Intra-Oral camera. 5 days of hygiene. Owner recently deceased.
- **PALM SPRINGS:** For Sale - General Dentistry Practice. Fed for Service. 2009 Gross Receipts \$282K with adjusted net income of \$157K. 1,280 sq. ft., 3 equipped operatories. Intra-Oral camera, Pans. Practice-NEB software. Doctor willing to transition by working 1-2 days a week.
- **PLUMAS COUNTY:** For Sale-3 equipped ops. Space available for 4th op. 1,245 sq ft office in good location. 2009 gross receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- **REDDING:** For Sale-Owner looking for Assoc. trans. into Partnership w/Buy Out, GR \$1 Million dollars income \$436K, 5.5 days hygiene, 2,200 sq. ft. #14293
- **RENO:** For Sale - General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/week 1,800 sq. ft. with 6 equipped ops. (7 Avail), Dentrax software, Pano. Practice has been in its present location for 40 years. Owner retiring.
- **ROSEVILLE:** For Sale - General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops. 8 days hygiene/wk. Digital, Intraoral camera, Dentrax, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring.
- **SACRAMENTO/ROSEVILLE:** For Sale - One of many partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information.
- **SAN FRANCISCO:** For Sale-Patient Base for Sale-Owner passed away last June and the practice has continued to run 3 days a week with an associate. Lease can't be renewed. Patients are approx. 1,000 active patients in the practice. The patient base can be purchased at no risk to buyer since the purchase price is paid according to the receipts collected on the patients that transfer. #14312
- **SAN DIEGO:** For Sale-General Dentistry Practice. This office is plumbed for 4 ops. 3 ops. are equipped with Promo Equipment. Lease is \$2,200 per month. 2009 receipts were \$185,645. PPO and Fee for service practice. #14315
- **SAN DIEGO:** For Sale-General Dentistry Practice. 6 ops. Intra-Oral camera, Eagle Soft Software, Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331
- **SAN DIEGO/CITY HEIGHTS:** For Sale-General Dentistry practice. Owner has operated in same location for 12 years. Approx. 1,000 active patients. Panoramic X-ray, Intra-Oral camera, in this 3-chair office. #14321
- **SAN JOSE:** For Sale - 3 op office space & equipment only in south valley area of San Jose. Fully equipped including hand instruments. If you are going to start up a practice or add a satellite practice you can save hundreds of thousands of dollars. New lease available from landlord with the option to purchase soon. #14330
- **SANTA BARBARA:** For Sale - General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K with steady increase every year. Practice has 6 days of hygiene, 1,690 sq. ft., 5 ops, Laser, Intra-Oral camera, Schick Digital X-Ray, Datanon software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring.
- **SOUTH LAKE TAHOE:** For Sale-General Dentistry Practice. Office is 647 sq. ft. w/3 ops. Practice has been in its present location for the past 26 years. Owner to retire. #14277
- **TORRANCE:** For Sale- General Dentistry Practice: Owner has operated in same location for 20 years. Approx. 1,000 active patients, 1,080 sq. ft., Brican System, and Camsight software in this 2 equipped, 3 available-chair office. 2009 Gross receipts \$434K with 38% overhead. Owner relocating. #14320

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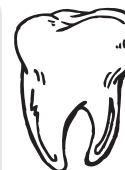
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Symposium, Friday/Saturday, October 29-30, 8:00 am—5:30 pm



Class Code	Time	Class Title
Friday, October 29		
	8:00 am—5:30 pm	Sleep Apnea
Saturday, October 30		
1	8:00 am—12 noon	“Risky Business”
2	8:00—10:00 am	“Temporization”
3	8:00—10:00 am	“Adhesion/Bonding”
4	10:30 am—12 noon	“The Optimal Dental Experience”
5	1:30—3:00 pm	“Team Recovery from the Recession”
6	1:30—3:00 pm	“Recovery for the Dentist”
7	1:30—3:00 pm	“Diagnostic Consideration to Avoid Trouble with Orthodontic Aligners”
8	3:30—5:30 pm	“Trauma to Anterior Teeth”
9	3:30—5:30 pm	“3D Imaging”
10	3:30—5:30 pm	“Pediatric Behavior Management”

Symposium fee until September 1, 2010:
 ADA/CDA member: \$450.00
 Non-Member: \$550.00
 Auxiliary/Retired: \$150.00
 Dental Students: \$25.00

After September 1, tuition increases by \$50/DDS; \$15/Aux/Retired

Cancellation Policy:
 Cancellations must be made by Sept. 15.
No refunds after this date

How to register:

Online: TCDS.org or Annah@tcds.org
Fax: (909) 370-4478
Phone: (909) 370-2112/(800) 287-8237
Mail: Tri-County Dental Society
 952 S. Mt. Vernon Ave., Suite A
 Colton, CA 92324

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(REGISTRATION ON FRIDAY FROM 7:00—8:00 am)

From the list above, please list the class code(s) for the meeting(s) on Saturday you would like to attend below:

Friday, October 29, Please check YES, I will be attending: _____ or NO, I won't _____

Saturday, October 30: Class Code(s): _____

Primary Registrants Name: _____

Address: _____

Phone #: _____ Email: _____

Amt. Pd. _____ Method of payment: ___ Visa ___ MC ___ Discover ___ Check

Card #: _____ Exp. Date: _____ 3-digit code: _____

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Selma H., DMD

Timothy G. Giroux
DDS/Broker

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Dental brokers provide more than just a "dating service" for buyers and sellers. The larger brokers in an area essentially provide the "market" in a similar manner to what NASDAQ does for stocks. They spend large amounts of money advertising and networking nationally to bring greater activity of buyers and sellers together. Hopefully this translates into more choices for each party and establishes the "market" in an area. A "fair market" can only be established in an environment where there is an adequate number of both buyers and sellers.

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Timothy G. Giroux, DDS is currently the Owner & Broker at **Western Practice Sales** (westernpracticesales.com) and a member of the nationally recognized dental organization, ADS Transitions. A graduate of Creighton University, School of Dentistry (1983), he and his wife, Mona Chang, DDS (LLUSD 1984) were in private practice together for 15 years in Scottsdale, AZ, before establishing their home in northern California.

Questions? Email them directly to **Timothy G. Giroux, DDS** :
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- 3240 - Redlands - GP Est - 5 Ops. Shopping center. Great lease. \$1.00 sq. ft.. Grossing \$300k. FP. \$250k
- 3241 - Laguna/Leisure world. Great for Prosthodontist and GP. Beautiful office. 6 Ops, 5 equipped. F.P. \$825k
- 3244 - Only \$265,000. A Most beautiful office. Near Palmdale. Grossing \$30k a mo. Previously \$70k. Hi identity shopping ctr. Gorgeous 5 Ops. This is a fantastic opportunity @ \$265k. Only 2 Dentists serve this town
- 3245 - Coming up! Arcadia/Monrovia area. Million dollar location. 2,500 sq. ft. with 8 Ops, 4 equipped. Very busy shopping center.
- 3247 - Practice for sale - Glendora - Super shopping center. Est 15 yrs. Like new. Partnership being dissolved. Grossing \$45k to \$50k/mo
- 3248 - Small town near Palmdale. GP Est 15 yrs. Previous Seller grossed \$800k in hi identity shopping ctr. Available now @ \$250k
- 3250 - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. Grossing \$362k in '09. 1,800 sq.ft.. 6 Ops equipped.

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