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UPCOMING SEMINAR:

Navigating the Dental Transition Minefield

Oct. 21 - Los Angeles Oct. 22 - San Jose

Dec. 2 - La Jolla Dec. 3 - Irvine

See page 66 for details.

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PRACTICE SALES AND LEASING

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CA Broker #01172430CA REPRESENTATIVE FOR THE NATIONAL
ASSOCIATION OF PRACTICE BROKERS (NAPB)**FRESNO COUNTY**

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

KERN COUNTY

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

BAKERSFIELD #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.

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

LOS ANGELES COUNTY

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

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

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

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

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

SANTA CLARITA - (6) op comput G.P. in a free stand. bldg. (4) ops eqt'd w newer Belmont eqt. w (2) add. plumbed not eqt'd. ops. EZ Dental s/w, networked ops, digital pano & x-rays. Mixed pt. base. 2011 Project Gross Collect \$370K+. Shares waiting room w M.D. who refers many new pts. **PRICE REDUCTION!**

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

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- Pre-Sale Planning

RIVERSIDE COUNTY

SOLD OUT - Room for your Riverside County Listing Available.

ORANGE COUNTY

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

SAN BERNARDINO COUNTY

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

SAN DIEGO COUNTY

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

SANTA BARBARA COUNTY

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

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

VENTURA COUNTY

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

WESTLAKE VILLAGE #2 - (4) op computerized G.P. (3) ops of newer eqt/4th op plumbed. Very upscale office. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. Gross Collections \$600K+. **SOLD**

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David Buchan, DDS, San Clemente, CA

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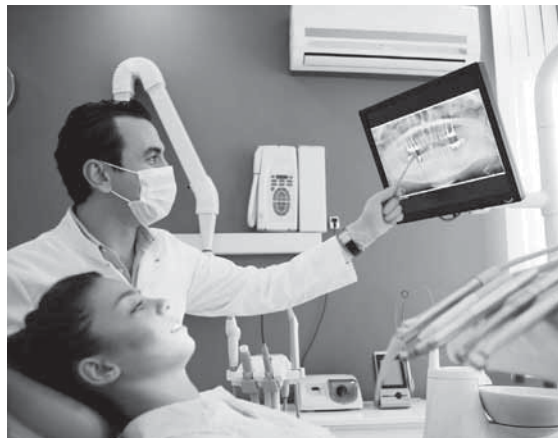
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SANTA BARBARA #2 (4) op comput. G.P. for sale. In a garden style bldg. w St. frontage. (3) ops eqt'd./4th plumbed. Pano eqt'd. Cash/Ins/PPO. (4) days of hygiene/wk. Approx. (20) new pts/mos. Collects. ~ \$400K/yr on a (4) day wk. D&M Practice Sales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

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GLENDALE - JUST LISTED!! Owner retiring from 40 year **GENERAL** Practice situated in Med Bldg. in EXCELLENT LOCATION. 5 equipped Ops in 225 sq. ft. Pride/THE designed. Lots of natural light.

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

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

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

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

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

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

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

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

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

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

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

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

UPCOMING - Palm Desert.

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

"I can barely afford to make payments on the loan for my practice. I tried to modify the loan, but all the bank is willing to do is to reduce the interest rate for a number of years. What should I do?"

After the decline in real estate prices, and the economy as a whole, the values of dental offices were also affected. One important reason is the unavailability of loans. Dentists were able to get loans with very little or no money down. In this market, it is very hard to get a loan so unless your buyer is paying all cash, it is harder to finance a practice.

"The loans on my practice exceed the value of the practice itself. Am I throwing my money away by paying on a loan that I will not be able to pay even if I sell my practice in this market?"

Also, "loan modification" as the banks use the term, has become a tedious and difficult process, at the end of which, most dentists receive lower payments for a short time, but the principal and interest still

needs to be paid.

How does a dentist handle this? Do you just pay the payments knowing that if you sell the practice, you will be short?

I have handled and settled many lawsuits brought by the banks and I have been able to negotiate substantial reductions of the principal in those cases. As an example, in an ongoing case, I recently rejected a 50% reduction offer from the bank and asked for a 75% reduction of the entire balance. Each case is different, and an analysis of the factors that are of importance, needs to be done. Practice loans are not like real estate loans. There is no deed of trust on the practice. When we talk to the banks at the onset, they are not even willing to consider such large reductions. But, as their attorneys get involved and I explain to them what can happen if we go to trial, they become more reasonable.

Many dentists are stuck, and are barely making their loan payments on loans that even if they sold their practice, the price would not cover the loans. Depending on the particular case, the dentist has other rights, and the loan may be negotiated well beyond what the banks refer to as "loan modification."

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Van Nuys – Low cost practice opportunity w/ 25+ yrs of goodwill. Disability forced sale. 1st floor location with sign. Monthly revenues over \$20k/mo. Some HMO's.

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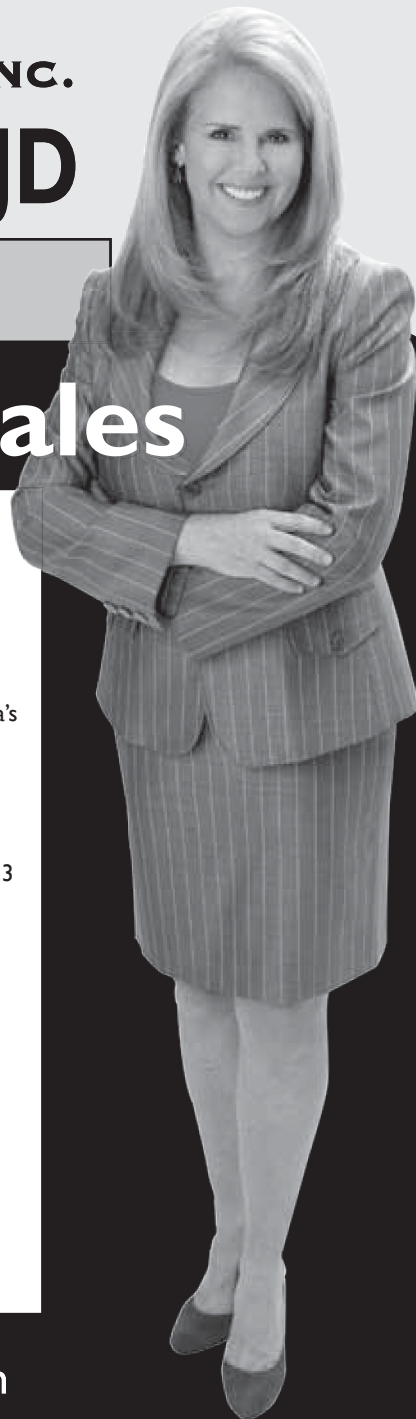


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MORENO VALLEY PRACTICE FOR SALE: Located in a free standing retail building in a heavily populated residential community with little competition for miles, this practice collected \$2.4 million in 2010, \$2.1 million in 2009 and \$2.1 million in 2008 on ten dentist days per week with eleven days of hygiene per week. Net income is over \$900,000/year. The practice has eight equipped operatories in a state of the art facility. No Denti-Cal, no HMO, no evenings, no weekends, and minimal advertising. This is a great family community and an outstanding opportunity for a quality practitioner. Asking \$1,500,000 for the practice. Real estate is also available for purchase or lease. - **SOLD**

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

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

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

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

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

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

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

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

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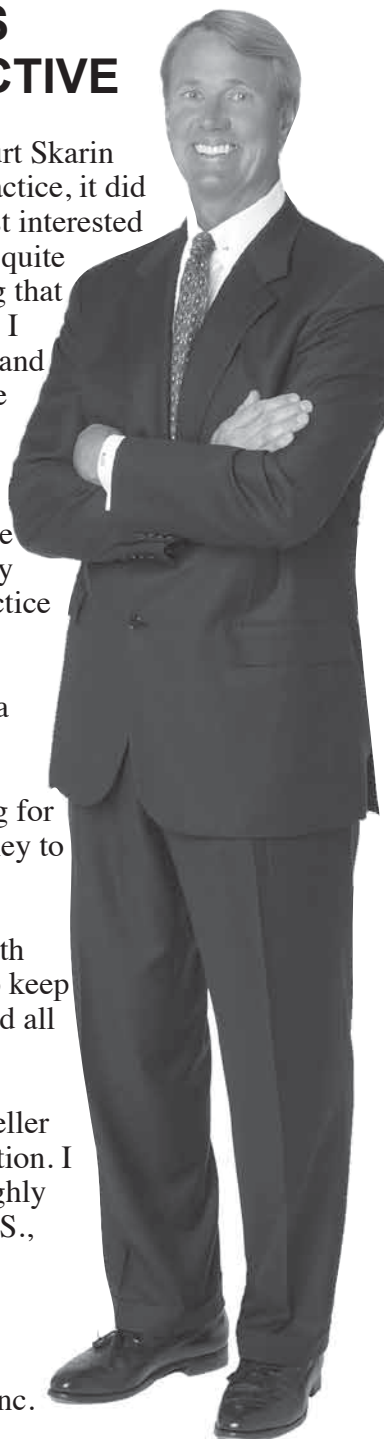
“I had previously purchased a smaller practice from Kurt Skarin several years ago and, while I was able to grow that practice, it did not offer me the larger practice potential that I was most interested in pursuing. I had been looking for a large practice for quite some time, when I contacted Kurt Skarin about a listing that he had that was collecting just over \$1.5 million. When I described what I was looking for in terms of a practice and management situation, he suggested that I wait a couple of days as he had a larger practice that was about to become available that would fit my needs perfectly.

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The sale was completed over six months ago and the Seller has been a great person to work with through the transition. I could not be happier with the transaction and would highly recommend Kurt Skarin to any buyer.” Peter Suh, D.D.S., Van Nuys.

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\$1,100,000-Pedo Practice in Inland Empire, great cash flow, 17 years of goodwill, six (6) chairs, two (2) open bay operatories, one (1) surgical suite, 100+ new patients/month in a retail/professional center.

\$275,000-Orthodontic Practice in Long Beach, Los Angeles County, Southern California with four (4) chairs, open bay, plus one (1) chair in consultation room, includes equipment, digital Pan/Ceph machine, paperless office, private office in a Medical/Dental Building. Over 50 years of Goodwill.

\$75,000-General Dentistry Practice in Costa Mesa, Orange County, Southern California with three (3) operatories, two (2) fully equipped, one (1) plumbed, not equipped, digital x-rays, computers in all operatories, private office, sterilization room, lab, in a professional building. Price Reduced, seller moving out of state - won't last long at this price!

\$1,600,000-General Dentistry Practice in San Luis Obispo, California's Central Coast with six (6) operatories, fully equipped in a beautifully appointed suite located in a Medical/Dental building. 15 Years of Goodwill. Doctor relocating. Digital x-rays, computers in all operatories. Newly renovated, chairs and equipment approximately 2 years old.

\$395,000-General Dentistry Practice in Irvine, South Orange County, Southern California, with four (4) operatories, two (2) fully equipped, two (2) plumbed, not equipped, includes equipment, digital x-rays, paperless office, private office in a professional building. Cerec unit on premises, not included in purchase price. Price Reduced, Seller Motivated.

\$150,000-General Dentistry Practice in Newport Beach, Orange County, Southern California with three (3) operatories, fully equipped, one (1) plumbed, not equipped, sterilization room, and private office. Includes equipment, digital xrays and 43 years of Goodwill. Located in a medical/dental building near Hoag Hospital. **In escrow.**

\$430,000-Prosthodontic Practice in Walnut Creek, Contra Costa County, Northern California with three (3) operatories, fully equipped, two-desk laboratory, administrative office, and private office near a retirement community. Doctor retiring, 28 years in the same location.

\$190,000-Pedodontic Practice in San Gabriel Valley, Los Angeles County, Southern California - three (3) operatories plus one open bay with three (3) additional chairs, sterilization-lab combo, adjustment lab, dark room, business office, private office, storage room. Call for more information on this opportunity. **In escrow.**

\$450,000 General Dentistry practice in South Orange County, Southern California with four (4) operatories, sterilization/lab combo, private office, staff lounge in a great location. 35+ years of goodwill, doctor retiring.

NEW LISTING!! General Dentistry Practice, Los Angeles County, San Gabriel Valley, Southern California, four (4) operatories, shopping center, 30+ yrs. Goodwill. Call for pricing and additional information.

NEW LISTING!! \$700,000, Medical/Dental Building in Garden Grove, Orange County, Southern California, two (2) suites, 1,700/1,600 sq. ft., first suite is a dental practice the second suite is plumbed for dentistry.

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LINDSAY: For Sale General Dentistry Practice & Bldg. GR 2010 \$330K adj net \$219K. Present location 27 yrs. Office space 1,489 sq ft, 3 ops, intra-oral camera, Soft-Dent software. 3 hygiene. Owner retiring. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S.800-519-3458.

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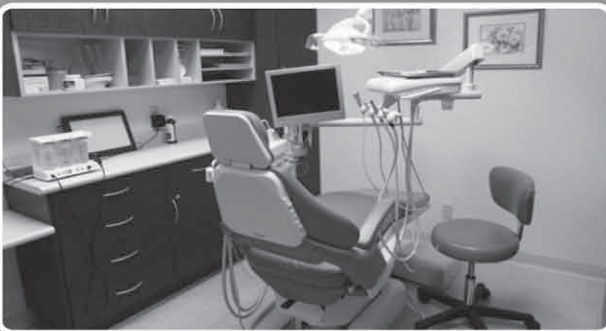


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- **BARSTOW:** For Sale-General Dentistry Practice. Gross Receipts \$395K with an adjusted net income of \$193K. Office consists of 1,100 sq. ft., 4 operatories. Intra-Oral Camera, Dentisoft. There are 3-hygiene days per week. Practice has been in its present location for the past 25 1/2 years.
- **CORONADO:** For Sale-General Dentistry Practice. Gross Receipts in 2010 \$405K. Office space 1,400 sq. ft., 4 operatories, Laser, Intra-Oral Camera. 1,000 active patients. 2 hygiene days a week. Practice has operated in its present location for 40+ years. Owner retiring. #14366
- **EL DORADO HILLS:** For Sale-General Dentistry Practice. 2009 GR \$790,758, adjusted net income of \$312K. Intra-oral camera, pano, Softdent software, 4-equipped ops. 6-hygiene days. Practice has been in its present location for past 18 years. Owner retiring.
- **EL DORADO HILLS:** For Sale-General dentistry practice. Gross Receipts of \$834K with adj net of \$389K, 53% overhead. Office has five equipped operatories in 1485 sq.ft. Pano, Intra-oral Camera, Dentrix, 5 days of hygiene. Owner retiring.
- **FOLSOM:** For Sale-General Dentistry Practice. Gross Receipts in 2010 were \$703K with an adjusted net income of \$300K. 5 days of hygiene and approx 1,500 active patients. Leased Office is 2,000 sq ft with 4 equipped operatories-5 possible. Patient Base software. Owner to retire.
- **FOLSOM:** For Sale-General Dentistry Practice 2009 Collections \$513K. Adjusted net income \$184K. 4 ops (plumbed for 5), Intra-oral camera, fiber optics in all ops. Patient base software. Owner retiring.
- **FOLSOM:** For Sale-General Dentistry Practice. Gross Receipts in excess of 1.5M the past three years. Adjusted Net of \$550K. 2,700 sq. ft. office with 7 ops. Digital, Dentrix, Intra-Oral Camera, Laser, 5+year old equipment, 8 days hygiene. Beautiful office, great location. Owner retiring. #14336
- **FRESNO:** For Sale-General Dentistry IV Sedation Practice. (MERGER OPPORTUNITY) Owner would like to merge his practice into another high quality general dentistry or IV sedation practice. The merger would be into Buyers office. Seller would like to continue to work as either a partner or associate after the merger. 2010 collections were \$993K with a \$422K adjusted net income. There are 7 days of hygiene. #14250.
- **GRASS VALLEY:** For Sale-General Dentistry Practice. 2009 GR of \$307,590 (3 days/wk) with adjusted net income of \$105K. 3 Ops. refers out most/all Ortho. Perio, Endo, Surgery. Intra-Oral Camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337.
- **GRASS VALLEY:** For Sale-General Dentistry Practice. Owner retiring. Gross Receipts \$89K. Practice has been in the same location for the past 33 years. 2 equipped operatories, 3-4 available. Panoramic X-ray. Doctor owns building, which is available for purchase. This practice can also be combined with another Grass Valley practice also listed for sale. #14362.
- **GREATER CHICO:** For Sale-General Dentistry Practice. Gross receipts in 2010 were \$584K, with an adjusted net income of \$152K. Approx 1,100 active patients. 4 operatories, Pano, Intra-Oral Camera. Easy dental software. Leased office 1,200 sq. ft. Owner is retiring. #14359.
- **GREATER FAIR OAKS-SUNRISE AREA:** For Sale-Gross Receipts in excess of \$1.1 Million dollars for the past three years. Adjusted net income \$130K. 2,400 sq ft office-5 ops. Hygiene days-6, Owner works 32 hours per week. Eagle Soft, Laser, Pano Intra-Oral Camera, fiber optics. Owner retiring. #14343
- **GREATER SACRAMENTO:** For Sale-Pediatric Practice. 2010 GR of \$1,095,914, with a 35% overhead. Prevention oriented practice with 2,600 sq. ft. Digital office with Dentrix. Equipment is nine years old. Delta Premier is only insurance. Owner retiring.
- **GREATER SAN JOSE AREA:** For Sale-General Endodontic Practice. 2009 Collections were \$1,187MIL with an adjusted net income of \$696K. There are 4 ops in this nicely decorated 1,400 sq. ft. office space. 4 microscopes. Owner has been in same location for 26 years with long-term employees. Owner is retiring but will continue to work 1 1/2 to 2 years through the transition with the buyer.
- **HAWAII (MAUD):** For Sale-General dentistry practice. Gross Receipts of \$636K. Office has four equipped operatories in 1198 sq.ft. Pano, Laser, I.O. Camera, Fiber Optics, 2 1/2 days of hygiene. Owner retiring: Don't miss this opportunity to live and work in paradise. #20101
- **IRVINE & COSTA MESA:** For Sale-General Dentistry practice combined. Gross receipts combined \$781K with adjusted net of \$396K. Both office spaces are leased with 4-5 ops in each. Both are 1,600 sq. ft. Irvine is equipped with Intra-Oral Camera, Pano & Dentrix. Costa Mesa is equipped with Laser, Intra-Oral Camera, Pano and Dentrix. #14355.
- **LAGUNA NIGUEL:** For Sale-General Dentistry Practice. 2010 gross receipts were \$503k. 4 operatories, Pan, computerized with EZ dental software. 1,500 sq. ft. lease. 10 years in present location. Owner retiring. #14352
- **LAKE COUNTY:** For Sale-General Dentistry Practice. Gross Receipts 904K with adjusted net \$302K. Practice has been in same location for past 23 yrs, and 25 yrs in previous location. 2,600 sq ft with 8 equipped treatment rooms. Intra-Oral Camera, Pano, and Data Con software. Owner to retire. #14338
- **LINDSAY:** For Sale-General Dentistry Practice & building. Gross Receipts in 2010 \$330K with adjusted net income of \$219K. Owner has operated in present location for 27 years. Office space 1,489 sq. ft., 3 operatories available (2 equipped), Intra-Oral Camera, Soft-Dent software. 3-hygiene days a week. Owner retiring. #14363.
- **LIVERMORE:** For Sale-General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely decorated 1,082 sq. ft. office space. Dentrix software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
- **LOS ANGELES:** For Sale-General Dentistry Practice. 1,200 sq ft 4ops, 29 yrs in present location. Gross Receipts \$274K with adjusted net income of \$89K. Owner to retire. #14348
- **MARIN COUNTY:** For Sale-General Dentistry Practice. This is a small 650 sq.ft. office with three treatment rooms. The practice has a very low overhead of only 48%. 2010 gross receipts were \$179,000 with \$90,000 adjusted net. Practice includes Panoramic X-ray and Easy Dental Software. Refers out O.S., Perio., & Endo. Practice has been in its present location for 30 years. This is an ideal practice for the new grad or satellite practice for the established dentist. Owner is retiring. #14370
- **MODESTO:** For Sale-General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$346. Dentrix, Laser, and Intra-Oral Camera. Owner to retire. #14308
- **NAPA:** For Sale-General Dentistry Practice. Gross Receipts \$800K, with adjusted net income of \$250K. Fee for Service. 1300 sq ft 4 ops 6 hygiene days 18 yrs in present location, 30 yrs in previous location. Owner to retire.
- **NEWPORT BEACH:** For Sale-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport Beach community. Three (3)

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- hygiene days per week. Leased office space with 4 ops. in 1,450 sq. ft. Pano & Practice Works software. #14354.
- NORTHERN FRESNO:** *For Sale*-General Dentistry Practice. This is a perfect starter or satellite practice. Excellent location in North Fresno. Gross Receipts in 2010 were \$173K. Approximately 450 active patients. 3 operatories. Dentrix software. Leased office 1,200 sq. ft. Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.
- NORTHERN CALIFORNIA:** *For Sale*-Endodontic Practice. This Endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq ft. There are 4 equipped treatment rooms with an additional 5th room available. Gross Receipts were \$638K with \$239K adjusted net income. Owner will stay for transition to introduce buyer. Owner is retiring. #14251
- NORTHERN CALIFORNIA:** *For Sale*-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 1,160 sq ft, Panoramic X-Ray, Dexis Digital and Dentrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for Details.
- OCEANSIDE:** *For Sale*-Modern looking office. 4 op, office space and equipment only. Belmont chairs. Genex x-ray system, intraoral camera, approx 1,200 sq ft. Low overhead-Rent is \$1,900/month, and it's a 3 year lease. Staff is available for rehire-front desk \$15/hr, assistant 13/hr. Update all the computer systems after purchasing the office in 07. Computers and monitors in every room. #14346
- PLEASANTON:** *For Sale*-General Dentistry Practice. Owner has other practice in Bay Area only in Pleasanton 1 day/wk. 300 active patients. Excellent location-beautiful 1600 sq.ft. 5-op office. Equipment like new, intra-oral camera, pano, Easy Dental software. Must See. #14364.
- PLUMAS COUNTY:** *For Sale*-3 equipped ops. Space available for 4th op. 1,245 sf office in good location. Gross Receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- 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 \$310K with adjusted net income of \$165K. 4 1/2 hygiene days/week. 1, 800 sq. ft. with 6 equipped ops. (7 Avail). Dentrix software, Pano. Practice has been in its present location for 40 years. Owner retiring
- ROCKLIN:** *For Sale*-General Dentistry Practice. Gross Receipts \$593K in 2010 with \$240K adjusted net income. Office is 1,630 sq. ft., with 4 operatories equipped with fiber optics. Owner has been in present location for the past 13 years. 3 1/2 days hygiene. Intra-Oral Camera, Dentrix software. Owner to retire.
- ROSEVILLE:** *For Sale*-General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1,975 sq. ft. with 4 ops, 8 days hygiene/wk. Digital, Intra-Oral Camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327
- SACRAMENTO/ROSEVILLE:** *For Sale*-One of many partners is retiring in this highly successful General Dentistry Group Practice. Intra-Oral Camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334
- SAN DIEGO:** *For Sale*-General Dentistry practice. Gross Receipts \$414K. Practice has been operated by the same owner for the past 6 years. Leased 950 sq. ft. office with 3 equipped operatories. Dentix software, Intra-Oral camera, Panoramic X-Ray. Owner to relocate. #14356.
- SAN DIEGO:** *For Sale*-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle Soft Software. Office square feet 2,300 with 3 years remaining on lease. 2009 Gross Receipts \$1,448,520, with an adjusted net income of \$545K. Doctor would like to phase out then retire. #14331
- SANTA BARBARA:** *For Sale*-General Dentistry Practice. This excellent practice's 2009 gross Receipts \$891K with steady increase every year. Practice has 6 days of hygiene. 1,690 sq. ft., 5 ops, Laser, Intra-Oral Camera, Schick Digital X-Ray, Datacon software. Doctor has been practice in same location for the past eleven years of his 31 years in Santa Barbara. Doctor is retiring. #14333
- SAN LUIS OBISPO:** *For Sale*-Two Doctor General Dentistry Practice. Gross receipts \$1,537,142 for 2010 with an adjusted net income of \$691K. The office has 2,331 sq. ft. with 8 equipped operatories. Pano, E4D, and Dentrix software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views. #14353.
- SANTA CLARA:** *For Sale*-BUILDING ONLY: This building is located just west of Westfield Mall and Santana Row. The building has two units. One side is designed and plumbed for dentistry and the other was a law office. There is 3,776 sq. ft. of office space. The dental office is approximately 2,500 sq. ft. with 6 operatories. The building is presently being re-roofed. Excellent opportunity for a startup practice or for the dentist that needs more space. Financing available through various dental lenders. #14368
- SANTA CRUZ:** *For Sale*-General Dentistry practice. Gross Receipts \$300K with a 57% overhead. Office is 1,140 sq. ft. 3 equipped operatories. Intra-Oral Camera, Pano, Digital X-Rays, and Dentrix software. Practice has been in its present location since 1980. Owner retiring.
- SANTA CRUZ:** *For Sale*-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361
- TORRANCE:** *For Sale*-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14320
- TORRANCE:** *For Sale*-General Dentistry Practice. Gross Receipts \$413K with an adjusted net income of \$203K. 50% overhead. Practice has been in its present location for the past 25 years. The office has been tastefully remodeled. Office is 800+ sq. ft. with 3 equipped operatories. 4 -hygiene days per week. Doctor is to retire. #14369
- TRACY:** *For Sale*-Equipment, furnishings, and leaseholds only. In the Central Valley. Fully equipped including 4 Belmont Accutrac chairs, 2 Midmark chair, 6 DCI rear delivery units, 3 Genex x-ray units, 1 Somex digital x-ray processor, 1 Statim 5000, 1 Harvey autoclave. 2,800 Sq ft, 6 Ops. New lease available from landlord.
- VISALIA:** *For Sale*- General Dentistry Practice. Gross Receipts \$616K with an adjusted net income of \$ 321K. Office is 1,380 sq ft with 3 equipped operatories. Intra-Oral Camera, Digital X-Rays, Mogo software, Equipment & leaseholds look new. 5 years in present location. Owner to relocate. #14347

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#	FRIDAY, NOVEMBER 11 COURSE NAME	TIME
101	California Dental Practice Act +\$60	9:30 AM - 11:30 AM
102	Preventive Care: Protecting Tomorrow's Smiles	8:30 AM - 11:30 AM
103	Dr. Rod Kurthy's KÖR Whitening Deep Bleaching	8:30 AM - 11:30 AM
104	Twenty-first Century Laser-Assisted Dentistry, Lecture	8:45 AM - 11:45 AM
105	The CODE	8:30 AM - 11:30 AM
106	The Art of Cosmetic Porcelain Restorations, Lecture	8:45 AM - 11:45 AM
107	Using Social Media to Eliminate Follow-up Failure	8:30 AM - 11:30 AM
108	Simplified Steps for Direct Resin Success	8:45 AM - 11:45 AM
109	Cone Beam (CBCT) Dental 3D Imaging Technology	8:15 AM - 11:15 AM
201	California Infection Control +\$60	12:30 PM - 2:30 PM
202	7 Ways Social Media Can Grow Your Dental Practice	12:30 PM - 2:30 PM
203	Test Don't Guess: Salivary Diagnostics	12:30 PM - 2:30 PM
204	The Art of Cosmetic Porcelain Restorations, Workshop	1:00 PM - 5:00 PM
205	Twenty-first Century Laser-Assisted Dentistry, Workshop	1:00 PM - 5:00 PM
206	Successful Outcomes in Periodontics and Dental Implants	12:30 PM - 2:30 PM
207	Six Month Smiles, Short Term Ortho for General Dentist	12:30 PM - 2:30 PM
208	Phone Call to Fabulous	12:30 PM - 2:30 PM
209	Conservative Esthetic Solutions in Young Adult Patients	12:30 PM - 2:30 PM
301	CPR +\$60	3:00 PM - 6:00 PM
302	The Gold Mine in Your Practice-New Patients!	3:00 PM - 5:00 PM
303	Front Office Boot Camp	3:00 PM - 5:00 PM
304	Snap-on Smile: Multi-purpose Restorative Appliance	3:00 PM - 5:00 PM
305	Doctors Only - Drowning in Overhead	3:00 PM - 5:00 PM
306	Bone Grafting, Implants, and Imaging Update	3:00 PM - 5:00 PM
307	Advanced Facebook and Social Media Strategies	3:00 PM - 5:00 PM
308	Should I Really Get a Diode Laser?	3:00 PM - 5:00 PM
309	An Overview of Contemporary Forensic Dentistry	3:00 PM - 5:00 PM
#	SATURDAY, NOVEMBER 12 COURSE NAME	TIME
401	California Dental Practice Act +\$60	9:30 AM - 11:30 AM
402	Dr. Rod Kurthy's KÖR Whitening Deep Bleaching	8:30 AM - 11:30 AM
403	Twenty-first Century Laser-Assisted Dentistry, Lecture	8:45 AM - 11:45 AM
404	Bisphosphonate, Socket and Bone Grafting Updates	8:15 AM - 11:15 AM
405	Biomimetic Dentistry: An Alternative to Full Crowns	8:30 AM - 11:30 AM
406	Working Pain Free in the Dental Workplace	8:30 AM - 11:30 AM
407	NuCalm	8:45 AM - 11:45 AM
408	Using Social Media to Eliminate Follow-up Failure	8:30 AM - 11:30 AM
409	The CODE	8:30 AM - 11:30 AM
501	California Infection Control +\$60	12:30 PM - 2:30 PM
502	Twenty-first Century Laser-Assisted Dentistry, Workshop	1:00 PM - 5:00 PM
503	Hypnosis and Patient Communication In Dentistry	1:00 PM - 5:00 PM
504	Matching Anterior Porcelain with Adjacent Teeth, Workshop	12:30 PM - 2:30 PM
505	Finding Harmony & Results with Instrumentation	12:30 PM - 2:30 PM
506	Efficiency in Tooth Restoration, Let's Stick Together ...	1:00 PM - 5:00 PM
507	What Crazy New Codes Are They Giving Us Now?	12:30 PM - 2:30 PM
508	Advanced Facebook and Social Media Strategies	12:30 PM - 2:30 PM
509	Digital Panoramic Applications in the Dental Practice	12:30 PM - 2:30 PM
601	CPR +\$60	3:00 PM - 6:00 PM
602	An Overview of Contemporary Forensic Dentistry	3:00 PM - 5:00 PM
603	Six Month Smiles, Short Term Ortho for General Dentist	3:00 PM - 5:00 PM
604	See Far Principles	3:00 PM - 5:00 PM
605	Your Financial Future	3:00 PM - 5:00 PM
606	Expert Digital Photography	3:00 PM - 5:00 PM
607	Test Don't Guess: Salivary Diagnostic	3:00 PM - 5:00 PM
608	7 Ways Social Media Can Grow Your Dental Practice	3:00 PM - 5:00 PM
609	Front Office Boot Camp	3:00 PM - 5:00 PM

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Midwest QuietAir Fiberoptic handpiece for sale \$300.00. Less than one year old. Originally Paid \$850 at Henry Schein. Email dramkar@yahoo.com.

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GLENDORA – Long established general practice with 44 years of goodwill located in 2 story building. Practice consist of 4 fully computerized ops with Dent soft software and intra oral camera. 2-6 year old equipment. Seller works 4 days/wk with 3 days/wk of hygiene. Approx. 10-15 new patients/mo. Income source: 70% insurance & 30% cash. Grossed \$811,875 for 2010. Projecting approx. \$870,973 for 2011. **BUYER'S NET OF \$404K.** Great street visibility. Property ID #3041.

PALOS VERDES ESTATES (GP Group Solo) – Well established practice with over 40 years of goodwill located in a three story prestigious building with ocean view and plenty of ample parking. Four days/wk office with 3 days/wk of hygiene. Fee for service. Approximately 5-10 new patients /mo. Practice consist of 3.5 computerized ops., with Dentrix software, intra oral cameras and Schick digital x-ray. Grossed \$304,779 for 2010. Projecting approximately \$373,830 for 2011. **BUYER'S NET OF \$106, 364.** Convenient for South Bay residents. Property ID #4059.

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

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

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CASTAIC – Modern design office located in a busy shopping center. Established in 2005. Three day per week practice with 1 day of hygiene. Insurance 70%, Cash 28% & 2% Capitation. Seller sees approximately 10-12 patients per day. Fully computerized practice with 3 eq. ops., 2 plumbed not eq., Dentrux software, intra oral camera and digital x-ray. Grossed \$357,460 for 2010. Projecting approximately \$390,759 for 2011. **BUYER'S NET OF \$121K.** Excellent traffic flow with great street visibility. Property ID #4045.

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

GLENDORA – Long established general practice with 44 years of goodwill located in 2 story building. Practice consist of 4 fully computerized ops with Dent soft software and intra oral camera. 2-6 year old equipment. Seller works 4 days/wk with 3 days/wk of hygiene. Approx. 10-15 new patients/mo. Income source: 70% insurance & 30% cash. Grossed \$811,875 for 2010. Projecting approx. \$870,973 for 2011. **BUYER'S NET OF \$404K.** Great street visibility. Property ID #3041.

LOS ANGELES - PRICE REDUCED! 1,300 sq. ft. GP practice in strip shopping center with 5 fully eq. ops. Sellers work 3 days/wk. Computerized office with intra oral camera and Dentrux software. Income source: 50% insurance, 29% cash, 20% medi-cal & 1% capitation. Approx. 15 patients/day are seeing with approx. 10 new patients/mo. 17 year of Goodwill. Heavy traffic flow with great street visibility. **BUYER'S NET OF \$95K.** Property ID #2771.

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

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

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

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

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

PALOS VERDES ESTATES (GP Group Solo) – Well established practice with over 40 years of goodwill located in a three story prestigious building with ocean view and plenty of ample parking. Four days/wk office with 3 days/wk of hygiene. Fee for service. Approximately 5-10 new patients /mo. Practice consist of 3.5 computerized ops., with Dentrux software, intra oral cameras and Schick digital x-ray. Grossed \$304,779 for 2010. Projecting approximately \$358,963 for 2011. Buyer's net of \$91,580. Convenient for South Bay residents. Property ID #4059.

RESEDA (GP) – Family dental Turnkey office located in a single story Medical / Dental building with excellent street visibility and high traffic flow. Reasonable rent. Office consist of 2 fully eq. ops, with Open Dental software. Seller works 3.5 days/wk and sees approximately 15-20 new patients per month. 100% patient referral. Income Source: 50% insurance / 20% cash / 20% Medi-cal / 10% capitation. Established in 2008. Motivated Seller relocating out of state. Great starter. Property ID #3998.

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

TARZANA (GP) – Turn Key! Established in 2008, this fee for service practice is located in a two story professional building on a busy street with good signage and visibility. The modern design digital practice consists of 1, 770 sq. ft. suite, 4 fully computerized spacious eq. ops, 1 plumbed not eq., and Practice Web software. Office open 5 days/wk and sees approximately 5-10 patients/day. 100% patient referral. Great opportunity. Sellers are motivated and must retire. Property ID#4031.

ORANGE COUNTY

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

FULLERTON - (GP) – Leasehold Improvements with some Charts!! Great for a first time Buyer. Practice consists of 2 fully computerized ops., 1 plumbed not eq., with Easy Dental software. Located in a busy shopping center with excellent traffic flow and many walk-ins. Office established in January 2010. Priced for an immediate sale. Property ID# 4067.

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Maria Silva, V.P.

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

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

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

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

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

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

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

RIVERSIDE & SAN BERNARDINO COUNTIES

HEMET (GP) - Practice established in 1988, fee for service office located in single story strip mall. Practice consist of 1,435 sq. ft. suite, 4 fully computerized eq. ops., with Easy Dental software, intra oral camera and digital x-ray. Office is open 2 day/wk, associate sees approximate 10-12 patients per day. Grossed \$165,387 in 2010. Great location is shopping center. Great street visibility and foot traffic. Property ID #4037-1

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

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

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

MURRIETA (GP) - PRICE REDUCED!! 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 Easy Dental software. Newer equipment. Seller will be focusing on his primary office in Calexico. Property ID #3221.

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

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

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

SAN DIEGO COUNTY

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

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KERN & SANTA BARBARA COUNTIES

FRESNO "Central Valley" GP – Well designed office located in a single story building with over 20 years of goodwill. Seller works 2 days/mo, 4 Associates work 1-2 days/wk each and Hygiene 7 days/wk. Office sees approximately 90 patients per month. Income source: Insurance /Cash / Capitation (approx. \$20K in cap checks/mo). Office consist of 4,530 sq. ft. suite, 10 fully computerized eq. ops., with digital x-ray and intra oral camera. Grossed \$2,081,826 in 2010. Great location and good street visibility. A MUST SEE! Property ID #4023.

BAKERSFIELD GP - State of the art office located in a single story busy shopping center. Seller works 4.5 days/wk, Associate 4.5 days/wk with 19 days/wk of hygiene. **SOLD** Sees approximately 45 patients per day. Fee for service. Practice established in 2001. Office consist of 10 fully spacious computerized eq. ops, 2 plumbed not eq., with Open Dental software, digital x-ray and intra oral camera. Grossed approximately \$1,909,399 for 2010. Gorgeous office. Seller transition available. Property ID #4017.

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

SPECIALTY OFFICES

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

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DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

Alice King - aking@calpracticesales.com
 Greg Beamer- gbeamer@calpracticesales.com
 Tina Ochoa - tochoa@calpracticesales.com
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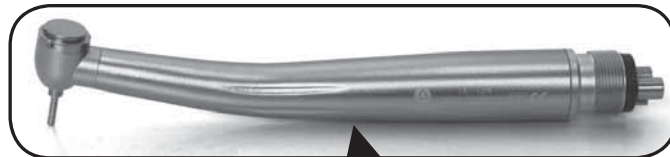
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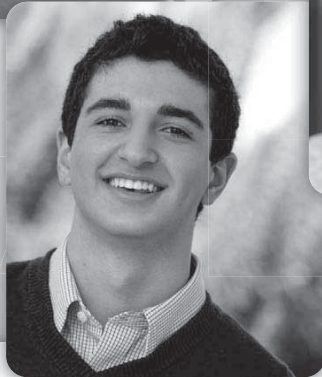
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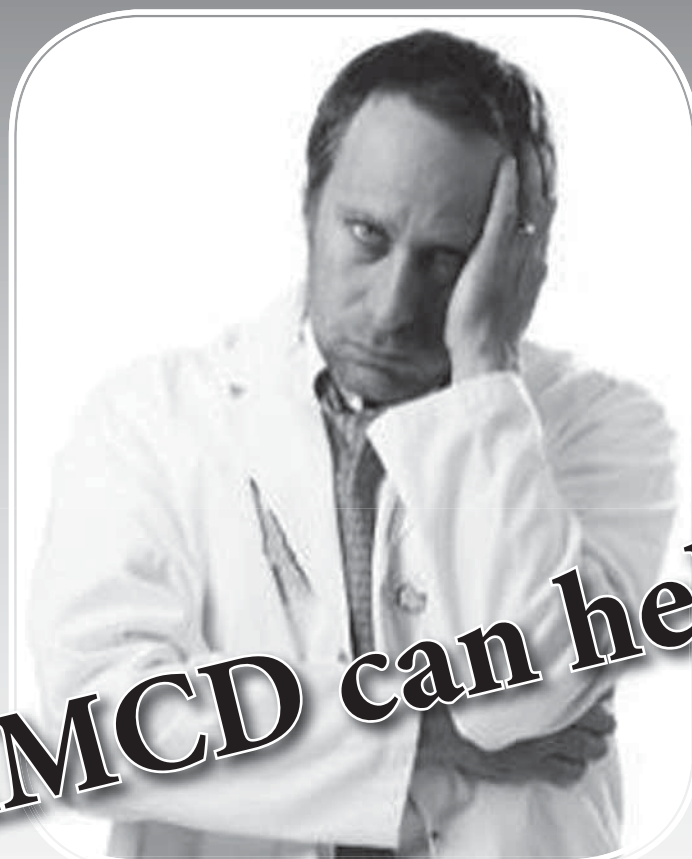
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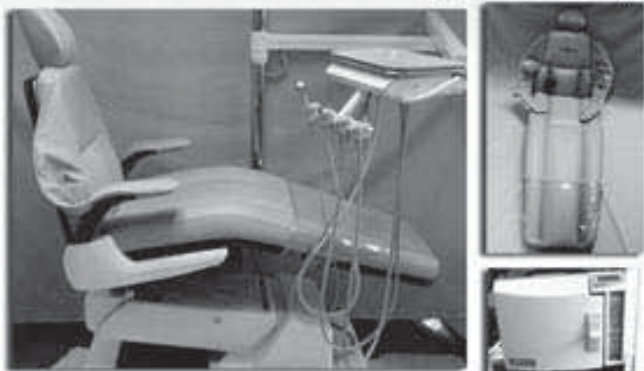
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2	3	4	5	6	7	8
9	10 COLUMBUS DAY	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31 HALLOWEEN					

September

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- 5999 - "SOLD" Pleasanton - Great visibility in busy strip shopping center. 3 Ops, 4th available. Computerized Ops, intra oral cameras, digital x-rays. Collected \$692k with profits of \$400k. 2011 doing better!
- 6002 - San Jose's Evergreen Valley - Long Established practice moved into new building and suite 3+ years ago. Busy Hygiene schedule. \$650k per year performer. Strong profits. 4 Ops with computers.
- 6005 - Fairfield - West of I-80. Seeks full time Successor. Operates on 2.5 week schedule by Owner with other commitments. Collected \$500k in 2010 with profits of \$249k. Attractive 3 Op suite. Highly visible location.
- 6006 - Stockton - Beautiful office near intersection of West Hammer and Lower Sacramento. Busy retail location. Ideal for nearby Dentist seeking office upgrade or someone with a Business plan. 4 Ops, digital radiography, computer charting. No goodwill. FP \$99k
- 6008 - Mendocino Coast - Located in desirable cultural haven on ocean. 3 days of Hygiene. Owner works 3 day week. \$675k+ revenue performer. Computerized Ops, digital radiography and laser. Great lifestyle out of the "Rat Race".
- 6010 - Berkeley's Alta Bates Medical Village - Great location. Enjoys economic muscle flexed by its neighbor UC Berkeley. Collections average \$435k/yr. Extraordinary relationship with another Dentist generates \$10k+ per month in additional revenue. 2011 experiencing spike in performance.
- 6011 - San Jose - West of I-280. Long established practice off Saratoga Ave. Has averaged \$400k yr in collections. 3 Ops w/ 4th available in 1,100 sq. ft. suite
- 6012 - Fremont - Well established practice evidence by 6+ days of Hygiene. Fantastic recall system. Great location. Collects just shy of \$900k yr. Total Available profits in 2010 were \$360k. 5 Ops
- 6013 - Livermore - 3+ yr old practice collected \$400k in 2010. 2011 tracking \$430k. 4 Ops with digital radiography, computers and Dentrix software.

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- 3164 - GP. Temecula/Murrieta area. Currently collecting \$30k/mo. Ins & cash only. 1,700 sq.ft., 5 Ops. Located in shopping center with AAA tenants. F.P. \$385,000. Super Bargain. Best Buy.
- 3193 - Palm Desert. Grossing \$400,000+. Great Location.
- 3237 - Anaheim Hills - Group member wanted. Hi identity. GP has space to share with Specialist. Pedo/Ortho/or?
- 3240 - Redlands - GP Est-5 Ops. Shopping ctr. Should do \$300k to \$400k first year with little marketing. Great lease. \$1.00 sq.ft. FP \$285k
- 3248 - Small town near Palmdale. GP Est 15 yrs. Previous Seller grossed \$800,000 in hi identity shopping ctr. Available now @ \$250k
- 3250 - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. Grossing \$370k in '09. 1,800 sq.ft. 5 Ops equipped. Low rent
- 3251 - Anaheim. GP Estb. 1,700 sq. ft. rent \$2,400. Est 1967. Conservative Senior. Gross \$240k. FP. \$150,000.
- 3270 - Downtown - Beautiful 3 Op office in prestigious area of downtown. Ultra modern. Gross \$500,000 your first year.
- 3273 - Downtown - Alvarado - Beautiful office. 3 Ops. 50% Hispanic, 50% Korean. Free standing bldg. Grosses \$400,000 Part time.
- 3279 - Tustin - 2,000 sq.ft. Hi identity building. 4 Lighted corner. 65,000 autos plus per day. Make entire bldg your dental sign. F.P. \$1,350,000
- 3280 - Indio - 4,6000 sq.ft. building. First Dental Practice in Indio. Original location across street from City Hall. 2 Op office ready to expand
- 3281 - Yucca Valley - Hi identity (huge sign) small Dental building. 600 sq. ft., 2 Ops on .44 acres, zoned for additional home plus apts. F.P. \$110k
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- 3282 - Palmdale/Lancaster - GP. New shopping ctr. 4 yrs. Near 90 million ffs. New Hospital was doing \$600k. Now \$350k by Absentee Seller.
- 3283 - Palmdale/Lancaster - Hi growth area. GP Gross \$1.5 mil. FFS. Net 40% +
- 3287 - So. CA. \$6,000,000 Practice. Est. 25 yrs. Prestigious Hi identity location. 12,000 sq.ft. \$1.00/per sq.ft. \$30k Cap/mo. Requiring substantial net work. Nets \$1 million plus. Approx. 800 Implants.
- 3288 - Bakersfield area - Gross \$900k, net \$400k. 4 Ops. Cash, Insurance, few PPO's. Low overhead. Rent only \$2,500. Free standing bldg, includes \$60k A/R. Full Price \$650k
- 3290 - Santa Paul at Fillmore-Hi identity location. GP Gross \$400k+. Est 2006. Like new. 5 Ops plumbed, 3 equipped. Steady growth. Beautiful office.
- 3297 - So. Bay. Location Only. Free standing Dental bldg on main street.
- 3298 - Long Beach area. Corner Location. Bread and Butter practice. Long established. Collects \$500k per year.
- Coming Up! Newport Beach professional location. Long established practice.
- 3303 - Oxnard/Ventura- Emergency - Health. Hi Identity Shopping center. Location. Est 23 yrs. 3 Ops. Only \$165,000 Outstanding Opp first yr \$500k (714) 345-9659
- 3304 - Glendora - Hi identity shopping corner. New Location. GP who likes Ortho also as no Ortho in area. Full Price new office \$200k to \$250,000

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