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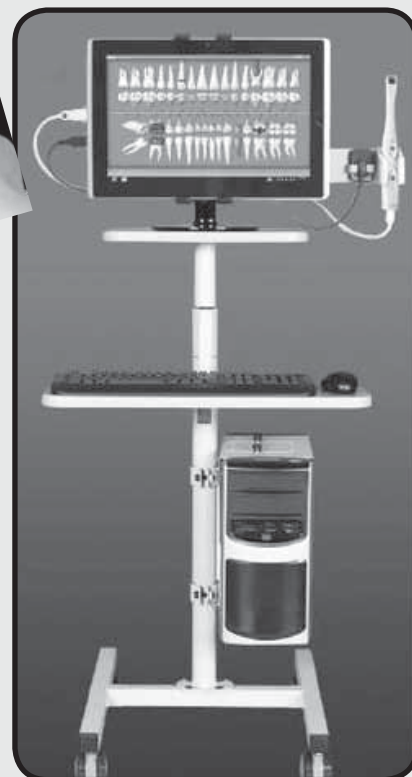
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PRACTICE SALES AND LEASING

Paul Maimone Broker/Owner  
CA Broker #01172430CA REPRESENTATIVE FOR THE NATIONAL  
ASSOCIATION OF PRACTICE BROKERS (NAPB)**KERN COUNTY**

**BAKERSFIELD #26** - 3,500 Sq. Ft. Duplex Medical-Dental Bldg. for Sale. The bldg is located on a major thoroughfare w monument signage & has (27) parking spaces & 10+ years of goodwill. **[SOLD]**

**LOS ANGELES COUNTY**

**CALABASAS** - G.P. in a highly sought after, upscale shopping center location with exposure, visibility & signage. Mostly Fee for Service. Newer eqt & build out. (4) ops eqt'd, 5th op plumbed. Central nitrous. Digital x-rays & pano, Dentrix and Dexis. 30+ years of Goodwill. Annual Gross Collections \$500K+. **ON HOLD**

**ENCINO** - (3) op comput. G.P. located in a prof. bldg on a main thoroughfare. Part time practice w older eqt'd. Cash/Ins/PPO pts. Annual Gross Collect \$164K+. Below market Lease. Beautiful Valley views from ops. Great starter pract., part time pract., buy & combine pract. or satellite office. Seller retiring. **[NEW]**

**HOLLYWOOD** - Super clean, (3) op computerized G.P. Only DDS in Medical bldg. Great starter or satellite office. Annual Gross Collections \$100K+ on a very p.t. schedule.

**LA VERNE** - (6) op comput G.P. (3) ops eqt'd/(3) add. plumbed. Newer eqt'd. Located in a busy shop ctr. on a main thoroughfare w excell. exposure/visibility/signage & parking. Exhibiting health growth. 2014 Gross Collections projected at \$400K+. Digital x-rays. Cash/Ins/PPO pts. Seller moving. **[NEW]**

**LOS ANGELES** - Upscale, (4) op turnkey office for sale. Just built out & equipped w new eqt. Located in a new health care centered shopping ctr. on a main thoroughfare. Excellent exposure, visibility, signage & parking. DDS office has dental exclusive in the center. **[SOLD]**

**PASADENA** - Magnificent upscale, (3) op comput. turnkey office with included charts. (1) year old build out w near new Belmont eqt. On a main thoroughfare in a well known medical bldg next to the hospital. Only DDS in the bldg. Digital x-rays. Easy Dental s/w. Many built in referral sources. Seller to concentrate on other office. **[NEW]**

**SOUTH BAY** - (4) op computerized G.P. located in a prof. bldg with ample free parking. 2013 Gross Collect \$508K+ on a (4) day week. Seller does no advertising. Averaging (8) new pts/mos. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Digital x-rays. Dentrix & Dexis s/w. Nice equipment. **[SOLD]**

**VAN NUYS/SHERMAN OAKS - Bldg. & Practice** - (5) op comput. G.P. (4) ops eqt'd, (5th) op plumbed. Located in a free stand. single use bldg. on a main thoroughfare w excell. exposure, visibility & parking. 50+ years of Goodwill. 2013 Gross Collect \$425K+ on a (4) day week. Seller does no advertising. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller retiring.

**WEST SAN FERNANDO VALLEY** - (4) op comput G.P. Located in a smaller, well known, prof. bldg. on a main thoroughfare. Excell. signage & ample free parking in rear lot. Annual Gross Collect \$750K+ on a (4) day week. Digital x-rays & soft tissue laser. Cash/Ins/PPO pts. (10+) new pts/mos. Lower overhead office w excell. long term lease in place. Seasoned staff. **[NEW]**

**ORANGE COUNTY**

**ANAHEIM** - (3) op comput G.P. (2) ops eqt'd/3rd op plumbed. Located in a one story prof. ctr. Cash/Ins/PPO pts. Gross Collect \$162K+ part time. Very low overhead. Sales price less than replacement cost. Seller moving. **[NEW]**

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**RIVERSIDE COUNTY**

**TEMECULA** - (6) op comput. G.P. located in a freestanding bldg. on a main thoroughfare. Excellent exposure, visibility, monument signage and parking. Cash/Ins/PPO patient base. (10+) new pts/mos. 2013 Gross Collect. approx. \$800K. Modern equipment. Central nitrous, digital x-rays and CEREC. (26) years of Goodwill. Seller retiring but will assist with transition. **[NEW]**

**SAN BERNARDINO COUNTY**

**RANCHO CUCAMONGA** - (4) op comput. G.P. (3) ops eqt'd/ 4th plumbed. Located in a strip center w exposure/visibility/signage & parking. Annual Gross Collect \$185K p.t. Cash/Ins/PPO/ pts. Averaging (7-9) new pts/mos. Seller does no advertising. Seller moving. **[NEW]**

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**TULARE COUNTY**

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

**VENTURA COUNTY**

**CAMARILLO** - (5) op comput G.P. located in a prof. bldg. with signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day week. Newer eqt. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. Seller moving out of state.

**EAST VENTURA COUNTY #2 - Bldg. & Practice** - This is the one that you've been waiting for! (3) op computerized G.P. & single use bldg. 2013 Gross Collect \$560K+ & growing. Cash/Ins/PPO/HMO pts. Mos. Cap ck. \$2K+. Averaging (28) new pts/mos. Some newer eqt'd.

**EAST VENTURA COUNTY #3** - (5) op comput G.P. located in an upscale prof. bldg. w excell off street free pking. (4) ops fully eqt'd 5th op partially eqt'd. Digital x-rays, CEREC and Pano. Cash/Ins/PPO pts. Under market lease rate. Annual Gross Collect \$600K+ on a (4) day wk. (3) days of hygiene. Seller refers out diff O.S., all Endo, Implant Placement, Perio Surgery & Ortho. Seller moving. **[NEW]**

**SIMI VALLEY** - (4) op computerized G.P. (2) ops eqt'd and (2) additional plumbed. Turnkey office with some included charts. Digital X-Rays and Pano. Located in a Shopping Center with exposure/visibility and signage. Seller presently working one day/week. Seller has no time for this one, and is selling to concentrate on his main office. **[PENDING]**

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**CAMARILLO** (5) op comput G.P. for sale. Located in a prof. bldg. w signage. 40+ years of Goodwill. 2013 Gross Collect \$525K+ on a (4) day wk. Newer eqt. Digital x-rays, soft tissue laser & Pano. Cash/Ins/PPO pt base. No HMO or Denti-Cal. Seller moving out of state. D&M Practice Sales 818.591.1401.

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Apparently an individual passing himself off as Scott Turner (and may be using additional names) and using the email address **gen2rule17@gmail.com** has discovered The Dental Trader and is contacting doctors who are advertising goods for sale on our Ad Board. He pretends to be an interested buyer. We have received evidence of fraud from a doctor who was offered more than the asking price for his equipment. Scott Turner is passing fraudulent checks. Online searches of this character produced other scams he appears to have engaged in, you can view these scam alerts below:

If you are selling an item, always **ALWAYS** make sure you are paid in full before shipping anything! If accepting a check or cashier's check, allow that check to clear first. If you receive an overpayment and the buyer requests you "reimburse" him the difference, **DON'T DO IT!**

This is a scam. Because Scott Turner is not a Dental Trader advertiser and we don't even know if there is a "real Scott Turner" or not...we have not added him to our Consumer Alert. If you are advertising an item for sale and contacted by this individual please notify The Dental Trader immediately so we may assist law enforcement in apprehending this scumbag.

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

**Questions?**

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**MILPITAS** General Practice. 1,650 sq. ft. w/5 Ops. Pano, Intra-Oral, Laser. 2013 GR \$935K. HS PPT -Jim Engel 925-330-2207 #CA180.

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# DEFERRED SALE – A WARM WAY TO TRANSITION

Practice transitions typically involve selling your practice and walking away. It can be emotionally draining to the seller, buyer, staff and patients if not done correctly. An often overlooked method to transition out of a practice is to do a deferred sale. This allows the seller to bring on an associate to work in the practice part or full time.

The associate then has an option to purchase the practice after a set period of time. The staff and patients get to know the new guy over a period of time and fall in love with the new dentist. When the seller is ready to transition completely out, the buyer is already in the practice. It is a warm hand off to the buyer.



There is a high failure rate in this method if not done correctly. The key is to not jump in too quickly. You need to “date” first before you enter into an agreement. You then need to hire an attorney that specializes in working with dentists to put together an iron clad agreement. The buyer also needs to have some skin in the game. They need to have a deposit on hand to keep them focused and locked in to moving forward with the transition.

*There are many ways to transition out of a practice. Deferred sales are one of our areas of expertise. For more information on Deferred and other practice transition strategies, give us a call. We are here to help.*

## ***Listings:***

**Santa Clara Practice For Sale** - Full service practice with general dentistry, orthodontics, etc., with average annual collections of over \$950,000 per year. Six operatories with great street visibility. Contact Joe Hruban 530-746-8839 CalBre #01821307.

**San Jose Practice for Sale** – Average annual collections of over \$300,000, four fully equipped ops, room for up to 5 more ops, close to Apple headquarters, great potential for growth. Contact Joe Hruban 530-746-8839 CalBre #01821307.

**Premium Modesto General Dental Practice for Sale** – 2013 Collections of \$766,000, paperless office is networked with 11 computers, 5 ops, digital pano, 40 new patients per month, one of the best locations in Modesto. Contact Joe Hruban 530-746-8839 joe@omni-pg CalBre #01821307



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

**"I love Dr. Jose-Luis's** course/classes. Him and his staff are wonderful and make us feel welcome. They are caring and make sure we understand and review our work." - Dr. Leticia Burgess DDS, Fresno, CA. See registration form in this edition or visit ruizdentalseminars.com.

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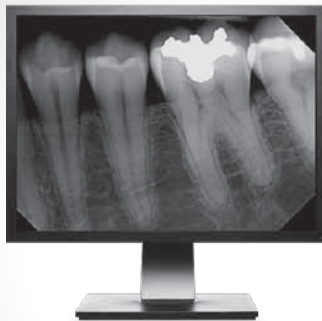
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**SF CA** GP retiring, 2 executive PC ops, plumbed for 1 add'l, low rent, 780 sf, (415) 282-0454.

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**NORTH OF SACRAMENTO** General Practice. 5 Ops, 2,050 sq. ft. 2012 GR \$1.2M. Dentrax, Intra-Oral, Digital-X-ray, Pano. HSPPT - Thomas Wagner-916-812-3255 #CA106.

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**ALAMEDA** Great Starter Practice close to 880! 1,100 sf w/ 4 ops \$125k (DC-308) WPS/800-641-4179.

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**NORTHERN CALIFORNIA** Endodontic Practice. 1,021 sq. ft. 4 equip. Ops, 1 add'l available. 2013 GR \$337K. HSPPT - Thomas Wagner-916-812-3255 #CA169.

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**ARCATA** Long established, income generating practice! 656 sf w/ 2 ops \$215k (FG-309) WPS/800-641-4179.

**Dental practice for sale East San Francisco Bay Area (El Cerrito, Richmond, Pinole Area) Free standing bldg with high visibility located on major road San Pablo Ave. ample parking, > > low Rent& expenses, practicing for over 14 yrs, retiring dentist, 40 new pts a month, 4 opt, pano, excellent opportunity & \$470k collection. 510-619-4240.**

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### CENTRAL AND NORTHERN CALIFORNIA LISTINGS

**EASTERN SIERRAS:** General Dentistry Practice – 2013 GR \$463,806. Well-designed, 4 Op, 1,600+ sq. ft. office, low overhead practice, w/4+ days of hygiene. Seller refers out most OS, Perio, Endo, and all Ortho. Great opportunity in a nice community not saturated with dentists. Owner retiring. Practice #CA528

**FOLSOM/EL DORADO HILLS: PRICE REDUCED** - Like-new office with 1,200 sq. ft. and 4 Ops. 2012 GR of \$405K. 2 1/2 days of hygiene. Practice utilizes Dentrix, Laser, Digital X-Rays and Intra-Oral cameras. Owner is selling to pursue other interests. Practice #CA103

**FREMONT:** Great location in a major shopping center with 10 Ops, Digital X-rays, digital Pan in 3,050 sq. ft. suite with 4,000 active patients. PPO/HMO with 2012 GR of \$1.2M with Adj. Net of over \$300K. Owner is downsizing multiple practices. Practice #CA553

**FRESNO:** General Dentistry. This 5 Op, 2,000 sq. ft. office is located in North Fresno. The practice was started by the owner in 1997. There are 5 days of hygiene with 23 new patients per month. 2013 GR of \$789,000. Equipment is approx. 5 years old. Owner is retiring. Practice #CA171

**GREATER LINCOLN/ROSEVILLE:** General Practice. 2,150 sq. ft. leased suite in shopping center. 3 equip. Ops (2 add'l plumbed). Intra-Oral, Digital X-ray, Laser, Eaglesoft software. 2013 GR of \$528K. Practice #CA165

**GREATER PITTSBURG AREA: PRICE REDUCED** by \$122,000 - General Dentistry Practice established for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental Mate software, Intra-Oral camera, Pano, and Digital X-rays. 2012 GR of \$885K with overhead under 70%. Building to be sold with practice. Practice #CA108

**GREATER ROSEVILLE/ROCKLIN/LINCOLN:** General Dentistry Practice. 2013 GR of \$350,671. Well-designed, tastefully decorated 1,887 sq. ft. office with 2 equipped Ops (3 additional plumbed). 3 day hygiene, equipment is approx.. 7 years old, Eaglesoft software. Practice #CA154.

**GREATER SACRAMENTO: PRICE REDUCED** by \$50,000 – General Dentistry Practice and Condominium. 1,300 sq. ft. office in Professional Office building w/4 ops, Eaglesoft software, and Fiber Optics. 2013 GR \$679K+. Owner retiring. Practice #CA138

**GREATER SACRAMENTO:** General Dentistry Practice. Well-designed 3,079 sq. ft. office (shared w/2nd dentist – separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2013 GR of \$947K w/low overhead. Owner retiring after 35+ years in same location. Practice #CA140 – *In Escrow*

**GREATER SACRAMENTO:** General Dentistry Practice: Well-established GP practice in 1,600 sq. ft. office with 5 equipped ops (1 additional plumbed). Eaglesoft software, E4D, Intra-Oral, and Pano. 9 days Hyg/week. 2012 fiscal year GR of \$888K+. Seller refers out most specialty services. Owner retiring. Practice #CA156 – *In Escrow*

**MILPITAS:** General Dentistry Practice: Beautiful, updated office on main thoroughfare in well-maintained professional building. 5 fully equipped Ops in 1,650 sq. ft., including Pano, Intra-Oral Camera, and Laser. 2013 GR of \$935,000 with 7 days of Hygiene. Owner retiring after 35 years in present location. 45 years in the community. Practice #CA180

**NORTH OF SACRAMENTO:** General Dentistry 5 Op practice in 2,050 sq. ft. 2012 GR of \$1.2MM+ with overhead of only 54%. Dentrix, Intra-Oral Cameras, Digital X-rays, Imaging System, and Pano. Practice established at current location for over 15 years. Practice #CA106

**NORTHERN CALIFORNIA:** Periodontal Partnership Opportunity: One of two partners is retiring from a very successful Perio Practice. Office leased with 1,500 sq. ft., 6 Ops, and Dentrix software. Has been in present location for many years. Owner financing with acceptable down payment. Sale to new partner is subject to approval by current partner. Practice #CA168

**NORTHERN CALIFORNIA:** Endodontic Practice: Well-established satellite endodontic practice with 3 ops (1 additional plumbed) in 1,200 sq. ft.. Two microscopes, Digital. 2013 GR \$319,865. Practice #CA158 – *In Escrow*

**NORTHERN CALIFORNIA:** Endodontic Practice: Endodontic office in 1,021 sq. ft. with 4 equipped Ops, 1 add'l available. 3 surgical microscopes, Dentrix software. 2013 GR of \$337K, practice in current location for over 30 years, owner retiring. Practice #CA169

**PITTSBURG:** General Dentistry Practice: Well-established practice on city's busiest thoroughfare. 3 year avg. GT of \$236K w/60% overhead. 5 equip. ops in 1,400 sq. ft. with Panoramic, Fiber Optics. 12 new patients/month and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. Practice #CA133

**PLUMAS COUNTY: PRICE REDUCED** – General Dentistry Practice: 2013 GR of \$546,429 working 4 days, 37+ weeks/year in great retirement location – not saturated with dentists. 5 Ops available (4 equipped) in newly-remodeled office with Pan, Fiber Optics, EZ Dental software. 2.5 days hygiene per week. Great opportunity! Owner retiring. Practice #CA558

**SACRAMENTO:** General Practice: 2,400 sq. ft. office w/7 equipped Ops, 1 add'l plumbed. Located in one of Sacramento's historic, well-established neighborhoods. Intra-Oral Camera, Digital X-ray, Pano, Softdent software. 2013 GR \$711,014. Owner retiring. Practice #CA182

**SAN FRANCISCO: FINANCIAL DISTRICT** – General Practice. Beautiful, modern office with 1,744 sq. ft. with 5 Ops, 4 equipped. 2013 GR of \$906K in 177 Dr. days with Adj. Net of \$388K, 6 days of Hyg. Pano, Digital X-ray, Intra-oral camera, Softdent software. Owner retiring due to health issues. Practice #CA162

**SAN JOSE:** General Practice: Nestled between the Evergreen and Silver Creek districts, this high traffic professional center boasts 3 fully equipped Ops in 1,200 sq. ft. with Pano X-ray and Eaglesoft software. 2013 GR of \$370,000 on 30 hour work week with 2 days of Hygiene. Located on a major intersection with Health Care and other businesses nearby. Owners are downsizing. Practice #CA178

**SAN MATEO:** General Practice: Professionally designed office across from shopping area with 5 Ops plumbed, 4 equipped in 2,150 sq. ft. 2013 GR of \$708,000 with 5 days of Hygiene. Dentrix software, Digital X-ray, Film based Pano, Intra-Oral Camera, and 9 years new, top-of-the-line equipment. Owner is retiring from private practice. Practice #CA179

**SANTA CRUZ COUNTY:** General Dentistry Practice in a Professional building with 3 Ops. Approx. 1,100 sq. ft., near the beach. GR of \$338K on 2 days/wk with approx. 1,100 active patients and 10 new patients per month. Average age of equipment is 5 years old with Schick Digital X-Ray, Dentrix Software. Seller is moving. Practice #CA550

**SANTA MARIA:** This Central Coast beauty boasts 42 years in the community, 16 years at current location. 4 fully equipped Ops in 1,500 sq. ft.. Easy Dental software, Dexis Digital X-ray, and Intra-oral cameras. 2013 GR of \$523K in 180 Dr. days. 5 days of hygiene. Close to hospital, Comm. College, and freeway. Seller owns the suite and is retiring. Practice #CA166

**S. LAKE TAHOE:** General Dentistry Practice: This 1,450 sq. ft. office has 5 ops (1 add'l available), was started by owner in 1973. Large collections for the last 3 years have been \$773K. The practice has high visibility and parking. 15 new patients/month, 4 days hyg. Practice #CA134

**WALNUT CREEK:** Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice had over \$530K in GR in 2012. Practice #CAM540

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## SOUTHERN CALIFORNIA LISTINGS

**BALDWIN PARK:** *NEW LISTING* General Dentistry Practice with 5 Ops, 4 Equipped in a 1,500 sq. ft. suite. \$317K GR and \$163K Adjusted Net in 2013. Seller is relocating out of state. Practice #CA176

**BANNING:** *NEW LISTING* – General Dentistry Practice with 6 Ops in 1,873 sq. ft. Practice features digital x-rays, EagleSoft, and is paperless. 8 days of hygiene per week. 2013 GR of over \$1.5MM. Practice #CA183

**BEVERLY HILLS:** This well-appointed General Dentistry Practice has a heavy emphasis on Perio and Implants. Practice features 3 Ops, Pano, and uses ComputerAge Software. 2013 GR of \$795K with \$371K Adj. Net on 4 days/week. This great West Side LA Location has been established since 1988. Practice #CA145

**CHULA VISTA:** This General Dentistry Practice was started 50 years ago, seller acquired 35 years ago. 4 Ops, 3 1/2 days of hygiene, Dentrix Software. \$493K 2013 GR, seller is retiring. #CA109

**COASTAL ORANGE COUNTY:** Retiring doctor spent \$500K in 4 new Ops of Pelton & Crane chairs and cabinetry in addition to the TIs. Dentrix and Dexis, Digital Pano. Close to the ocean - dream location! GR over \$600K in 2011 and \$500K in 2012. Practice #CAM566 – *In Escrow*

**GREATER LOS ANGELES AREA:** *NEW LISTING* – Periodontal Practice with 5 Ops, Dentrix, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, long-time staff and 34 Years of Goodwill. Practice #CA173

**HUNTINGTON BEACH:** General Dentistry Practice has been established for 18 years. Spacious suite with 5 Ops, 3 Equipped in a great location near ocean. Practice #CA155

**INDIAN WELLS:** This General Dentistry Practice has a strong emphasis in TMJ in a 4,000 sq. ft. suite. Built 3 years ago with 6 Ops, and all new equipment and fixtures. Practice was in the Palm Springs area for over 3 years and moved to nearby Indian Wells. 2012 GR were \$284K on just 1 doctor day per week. Practice has a CMT Pan/Ceph machine and a lecture room in the suite. Practice #CAM530

**LA MESA:** This 3 Op practice is located in 2,000 sq. ft. in a professional building. GR of \$396K in 2012 with \$155K in Adj. Net. Practice utilizes Dentrix, Laser, and Digital X-Rays. Practice #CA127

**LONG BEACH:** General Dentistry Practice with 8 Ops, 6 equipped, in 3,100 SF. This is an associate-run practice with \$1.2M GR and 8 days of hygiene per week. Utilizes Dentrix and Digital x-rays with 3 sensors. Practice #CA152

**MURRIETA:** General Dentistry Practice with 7 Ops, Schick Digital X-rays, CEREC, and Dentrix. 2013 GR of over \$1.4MM and over \$512K Adj. Net. Practice #CA163

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

**NORTH ORANGE COUNTY:** Endodontic Practice with 5 Ops, fully equipped and 3 Zeiss ceiling-mounted microscopes. Practice has been established for over 30 years. GR of \$370K and Adj. Net of over \$172K on a 3 day work week. PBS Endo software. Practice #CAM561

**ORANGE COUNTY:** Oral Surgery Practice with 5 Ops in a professional building. Practice has been established for 8 years. 2013 GR of over \$1.4MM and \$875K Adj. Net. Practice #CA163

**ORANGE COUNTY:** Periodontal Practice with 6 Ops, 5 Equipped. 2013 GR of \$479K with \$164K Adj. Net on a 4 day week. Great OC location near freeway, hospital, and shopping. Practice #CA172

**REDLANDS:** General Dentistry Practice with 3 Ops has been established for 48 years. \$364K GR on 3 doctor days and 3 hygiene days per week. Practice #CA160

**RIDGECREST:** General Dentistry Practice and Dental Building: This 4 Operatory office is located in 1,536 SF office building. Owner has worked in same location for 32 years and is now retiring. This small practice grossed \$168K in 2012. Pictures of the building are available upon request. Practice #CA523

**RIVERSIDE:** This General Dentistry/Implant Practice with 5 Ops has been established for 50 years and utilizes Dentrix, Digital Pano, and CT Scan. Dental equipment is 8 years old and has 20+ new patients/mo. Building also for sale. Practice #CA120 – *In Escrow*

**SAN BERNARDINO:** General Dentistry Practice with 4 Ops, 30+ years goodwill, street sign, average GR \$265K the last 3 years, Dr. is retiring. Great office location with growth potential. Practice #CA150

**SAN CLEMENTE:** This General Dentistry Practice with 3 Equipped Ops, 2 Add'l plumbed, has been established for approx. 10 years. Uses PracticeWorks, digital x-rays and Pano. 2013 GR of \$170K working 3 days/week, room to grow! Practice #CA129 – *In Escrow*

**SAN DIEGO:** General Dentistry Practice with 5 Ops, in a 1,200 sq. ft. suite. Practice utilizes EagleSoft, digital x-rays and has been established for 22 years. 2013 GR of \$295K. Practice #CA130 – *In Escrow*

**SAN DIEGO:** Retiring Dentist in a convenient, highly-desirable, central area of San Diego. 3-Op layout, with the dentist utilizing 2-ops. Small, quality driven FFS practice utilizing PracticeWorks. Ideal starter practice or an additional boutique practice location. Practice #CA161

**SAN DIEGO, NORTH COUNTY – INLAND:** *NEW LISTING* - General Dentistry: Modern 5-Operatory FFS Practice in a Professional Building. 1650 Sq. Ft., 2013 GR: over \$760K, with an Adj. Net of over \$300K. Dr. is relocating. Practice #CA184

**SAN DIEGO, SOUTH COUNTY:** This General Dentistry Practice with 3 Ops is in a retail center and has been established for over 6 years. Uses EasyDental and Digital X-rays with 3 sensors. GR of \$310K and \$120K in Adj. Net. Practice #CA175

**SAN FERNANDO VALLEY:** General Dentistry Practice with 3 Ops, 2 Equipped, 1 add'l plumbed. Practice has been established over 30 years. Practice utilizes EagleSoft and Schick Digital X-rays. 2013 GR \$177K. Practice #CA159

**SANTA ANA:** General Dentistry/Pedo/Ortho practice on a main street in Santa Ana. Practice has been established for over 20 years in a free-standing building. Practice is fully computerized, has Pano and Intra-oral camera. Gross receipts of \$424K with \$222K Adj. Net, Denti-Cal makes up approx. 35% of business. Practice #CA136

**TEMECULA:** *NEW LISTING* General Dentistry Practice with 26 years of Goodwill and 6 Ops. EagleSoft with 14 workstations, digital, Pano, CEREC, and Intra-Oral Camera. Long-term staff and 4 days of hygiene/wk. \$794K GR and \$290K Adj. Net. Practice #CA174

**THOUSAND OAKS: FACILITY ONLY** - Move-in ready office with 4 Ops in 1,325 sq. ft. office features a modern design, Dentrix with 4 workstations, equipped business office, and sterilization area. Great start-up location, satellite office or Specialist location. 7 General Dentists in the building. Full inventory and photos available. Buyer will have first opportunity to purchase real estate in the future. Practice #CA137

**VICTORVILLE:** *NEW LISTING* General Dentistry Practice with 3 Ops plus 3 plumbed for expansion, 2,150 SF, SoftDent, 2013 GR of \$313K with \$147K Adj. Net, Established 34 years. Practice #CA149

**WEST LOS ANGELES:** General Dentistry Practice with 4 equipped Ops, 1 add'l **SOLD** Great LA location on the West side with GR of \$342K on just 2 doctor days per week. Room to grow! Practice #CA117

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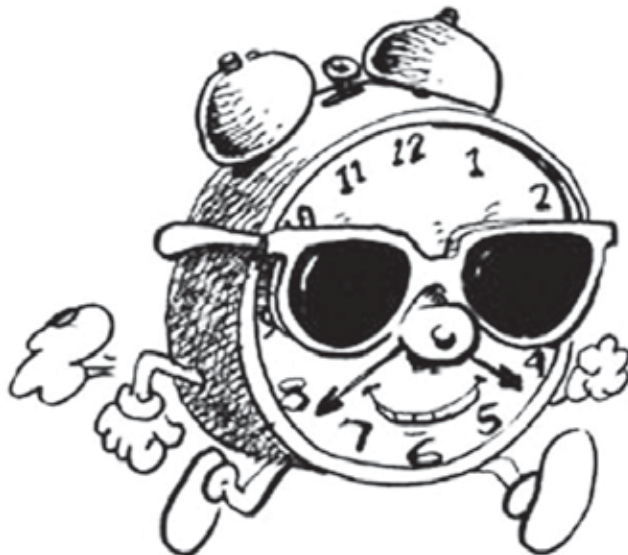
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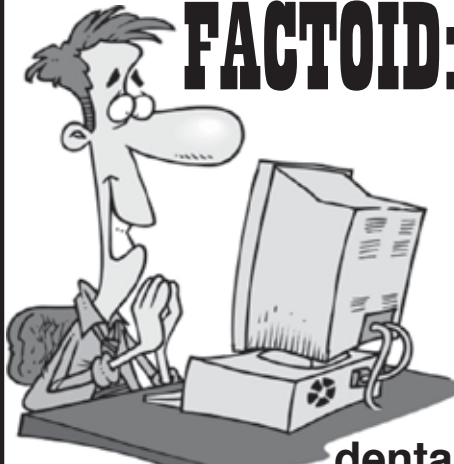
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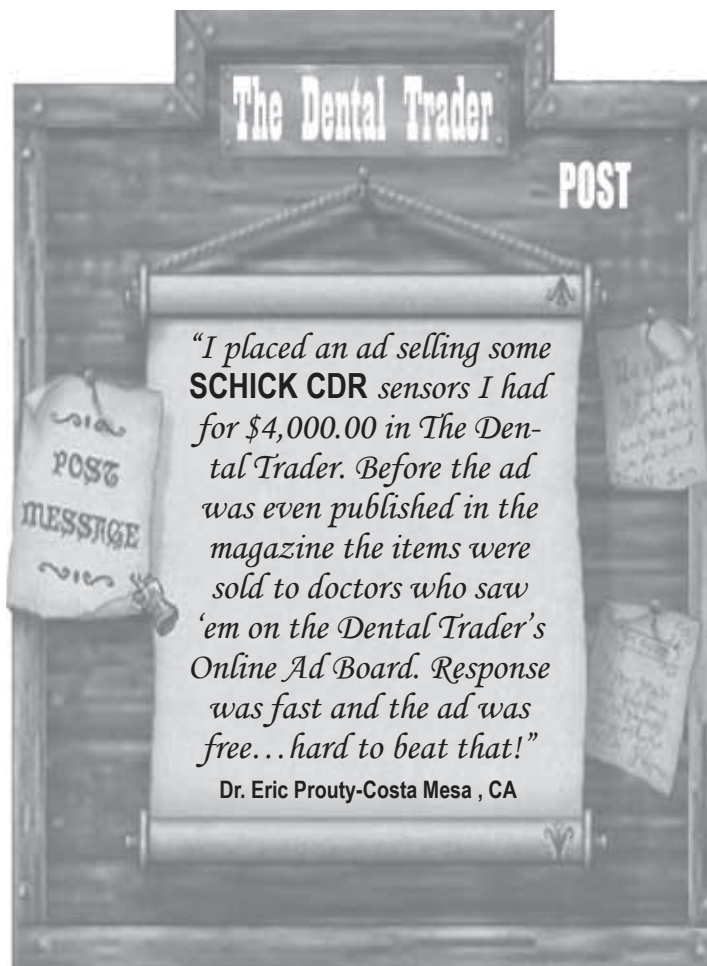
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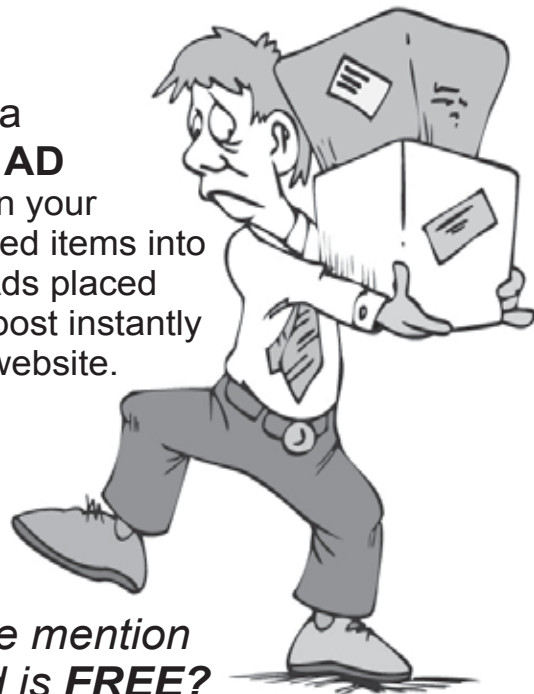
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**Job Opportunity** (Equipment Manager) Reputable Dental Supply Company (20+ Years in business) is looking for an experienced individual to fill in a Job Opening for (Equipment Manager) for more information please contact us at 949-872-1565.

**WANTED** IMPLANT MOTOR IN GREAT CONDITION/ALMOST NEW AND MODEL TRIMMER. CALL 925-447-0440 OR EMAIL: RAKHI\_JANI@HOTMAIL.COM.

**GP dentist wanted** Located in Visalia, CA. We take HMOS, PPOs, and FFS. Please email us at visaliadental@yahoo.com.

**Owandy** I-MAX EASY Digital Panoramic xray machine. Great Condition, 5 years old works great. \$5,000 obo dralexanderdds@yahoo.com.

**Periodontist** or Oral Surgeon needed for implant placement interested, in Oakland, CA call 949-412-3130.

**Dental Facility for Sale** 3 ops, Gendex Pano, 3 X-ray units, mid mark sterilizers, statim, airtech 40, vacuum, lab equipment and much more. Recently remodeled perfect for start up. Please email miae.louie@goAAA.com.

**Air techniques** dental X-ray film developer processor AT 2000 XR. Any further questions feel free to contact 510-474-7475 2 Royal 15P Dental Chairs \$250 each or BO AirStar5 + VacStar5 System \$750 or BO. Call (925) 209-4945.

**1 out of 3 dentists will be disabled long enough to collect benefits. Are you prepared? Call us for a FREE Disability Insurance Appraisal 855-346-9729 di4dds.com.**

**PLEASNTON Facility** A great location and superior visibility! 870 sf w/ 3 ops + 1 add'l. \$135k (DN-311) WPS/800-641-4179

**Dental Facility for Sale** 3 ops, Gendex Pano, 3 X-ray units, mid mark sterilizers, statim, airtech 40, vacuum, lab equipment and much more. Recently remodeled perfect for start up. Please email miae.louie@goAAA.com.

**PERIODONTIST 18 YEARS EXPERIENCE, BOARD CERTIFIED, CAN HELP ALL IMPLANTS, PERIODONTICS, EXTRACTIONS IN YOUR OFFICE. CARRY ALL INSTRUMENTS CALIFORNIAPERIO@GMAIL.COM 8776252682/ 9492000600.**

**Looking for Vietnamese** Dentist partner for opening a new practice in either Westminster or Sacramento. If interested please call 714-482-8642.

**SAN JOSE** General Practice. 3 Ops, 1,200 sq. ft., Pano, Eaglesoft. 2013 GR \$370K, 30 hr/week. HS PPT -Jim Engel 925-330-2207 #CA178.

**1 box** The Wand Needles gage 30G 1/2 \$75.00 reg. \$145 Call: (805) 498-4400.

**DENTIST** Busy office near Monterey, CA looking for an experienced Dentist to join our practice. Excellent compensation. Email BayAreaDentist2009@gmail.com.



**dental clinic** is closing down dentalchairs, equipments, compressor, suction, x-ray units, cabinets, small refrigerator are on sale. call 5598027597.

**"My New Patients** went from 64/month to 264/month! We've seen growth in ALL AREAS of the practice!" - Dr. Robert Lalor, DDS. See more at [www.newpatientmoney.com](http://www.newpatientmoney.com).

**our office** switched to digital!!! NOW SELLING our Peri-Pro x-ray developer for \$500 or best offer. call Lorna@(415)781-2227.

**EXPERIENCED** ENDODONTIST AVAILABLE: AVOID THE HYPE AND HASSLES. Stop WASTING time, produce MORE with expert on staff. Principals only, no agents: 1EndoInYourOffice1@gmail.com.

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

**NOBEL DENTAL** IMPLANT FOR SALE-4 tapered groovy nobel implant sizes 4.3x10 and 4.3x13 for sale, please call 818-203-4272.

**LOS GATOS** Set to Exceed \$700k in 2014! Rare Opportunity - won't last! ~1,150 w/ 4 ops. \$530k (DG-327) WPS/800-641-4179.

**Autoclave grinder** perio-pro developer, impregum mixer, small ultrasonic cleaner, Belmont X-Ray machine, mobil cabinets for front/back office. Email ladydmd88@gmail.com.

**2HP dual head** Apollo Compressor & Air techniques vacuum. Few yrs old. Used 6months only. \$2700.00 & \$2450. Call Michael @ 949-533-2494.

**Mobile IV Sedation & General Anesthesia for Dental Procedures- SanFran Bay Area 855-773-7363**  
email@DrDianaBell.com. I provide all equipment, meds, supplies.

**SAN MATEO COUNTY, CA** GROSSING OVER \$1M, 5 FULLY-EQUIPPED OPS, 1323 SQ FT, SMOOTH PATIENT FLOW, LOYAL STAFF. 100% FINANCING AVAILABLE. CALL PROMED 888-277-6633 (REF#D808).

**AT 2000 developer** excellent condition \$450 In Placer Co 530 613 8467.

**Airtech 50** For Sale 3 to 5 users Please email miae.louie@goAAA.com.

**Zoom** Bleaching light 805.4430642 th2thdr@gmail.com.

**2 New Adec Chairs** 511 and the Decade. Not using and collecting dust. Call 858-925-3056. \$10K/OBO.

**2009 Progeny** Preva x-ray machine. \$2500 Excellent condition. Professionally uninstalled. Buyer pays packing, shipping, and insurance. terrygiff@gmail.com.

## CHANGE OF ADDRESS FORM

**THE**  
**Dental Trader**  
*Buy, Sell or Trade all things Dental*

### OLD ADDRESS

Dentist's Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

### NEW ADDRESS

Dentist's Name \_\_\_\_\_

Calif. Dental License # \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Authorizing signature \_\_\_\_\_

#### PLEASE MAIL TO:

**PO Box 2631, Capistrano Beach, CA 92624**  
or Fax this form to **949.498.1198**  
on or before the 1st of the month.

For faster filing, submit this form online at:  
**[www.dentaltrader.com](http://www.dentaltrader.com)**

**Oral Surgery** DentalAssistant with 5 yrs experience email resume DrTGonzales@aol.com.

**Imagemax** film processor. Imagemax.us. Paid \$2500 3 years ago. Switched to digital. Sac. \$900 8185187426.

**iLase** dental laser for sale only. Cordless. Almost new. \$1250. 818 5187426.

**Like new** complete Zoom Lamp system best offer. Lancaster, CA 661-942-1181.

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

**(WTB) Digital** Panoramic for \$10K or less, 2010 or newer Davinci0163@gmail.com.

**Almost new** KaVo Diagnodent Pen, with instructions. Only \$900. If interested, text 949-838-6655.

**Periodontist** or Oral Surgeon needed for implant placement interested, call 949-412-3130.

**FREE 2015 WALL HANGING CALENDAR...**coming in your Dental Trader soon.

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# READER AD FORM FOR DENTIST & STAFF ONLY

## The Dental Trader

*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

**Submit this form online at: [www.dentaltrader.com](http://www.dentaltrader.com) or Fax: 949-498-1198  
We do not accept anonymously submitted ads**

Type or print ad copy clearly: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed  Visa/MC

American Exp.  Discover

Card # \_\_\_\_\_

3 Digit Security Code (on back of card)  
\_\_\_\_\_

Exp. Date \_\_\_\_\_

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

#### Reader Ad Rates:

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

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

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

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

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

**Total** \_\_\_\_\_

Advertiser's Name \_\_\_\_\_

Charge Card Billing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Authorizing signature \_\_\_\_\_

**FREE Reader Ads** offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc)  
**For Commercial Reader Ad Rates**, (to promote a business) please use form below.

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

# COMMERCIAL AD FORM FOR BUSINESSES

## The Dental Trader

*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

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

Type or print ad copy clearly: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed  Visa/MC

American Exp.  Discover

Card# \_\_\_\_\_

3 Digit Security Code (on back of card)  
\_\_\_\_\_

Exp. Date \_\_\_\_\_

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

#### Bonus Feature Reader Ad Rates:

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

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

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

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

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

**Total** \_\_\_\_\_

Name: \_\_\_\_\_

Charge Card Billing Address: \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

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



# Professional Practice Sales of The Great West

Specialists in the Sale and Appraisal of Dental Practices

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

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

For complete details on any of these opportunities, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)

- 6066 SOUTH SACRAMENTO** Bring working capital and a business plan. \$1 Million location at stop light intersection with Kaiser across the street. Great signage advertising practice 24/7. Client bought building in Elk Grove and is relocating. Admits that this is the better location. Six equipped ops with digital radiography. Ready to go. Open the doors and be busy. Replacement cost \$600,000+. Full price \$130,000.
- 6065 SOUTHERN ALAMEDA COUNTY** Collected \$480,000 in 2013. Attractive three operator office with tranquil views of garden setting. Digital radiography includes Panorex.
- 6064 BERKELEY'S ALTA BATES MEDICAL VILLAGE** Current year tracking \$700,000. 4-days of Hygiene. Lots of work referred. Highly regarded Village has regional draw.
- 6063 FOLSOM - EL DORADO HILLS** 2013 collected \$585,000 with Profits of \$210,000. Three ops with Panorex and digital radiography. Considerable investment made here.
- 6062 SAN FRANCISCO'S MISSION DISTRICT** Ground floor office in Los Portales Medical Building. SF's hi tech work force is moving into The Mission and transforming area. Client relocating to purchased building 12-blocks away. This has been a \$900,000/year office. Four fully equipped ops. Full price \$75,000.
- 6061 LODI** Beautiful digital 5-ops and paperless. 16+ years left on Lease. Part-time collected \$136,000 in 2013. Great opportunity for Successor who devotes full attention here.
- 6059 MODESTO** Coffee Road practice. Three ops. Last 2-years have averaged \$295,000 in Collections with Profits \$155,000+. Successor shall see pop in New Patients by becoming PPO provider. Full price \$160,000.
- 6057 SAN FRANCISCO'S EAST BAY** Best location in SF Bay Area for continuous high volume flow of quality new patients every month with little competition. Lease secured through 12/31/31. One-Dentist practice. 2013 real net Production of \$2.17 Million, collected \$2 Million and realized Profits of \$1.1 Million. Beautiful office housed in well maintained quality building. Paperless and digital.
- 6055 VACAVILLE** 3-days per week with 3-days of Hygiene. Hygiene booked 6-months out. Collected \$565,000 with Profits of \$241,000+ in 2013. Great transition arrangements available. Full price \$225,000.
- 6053 SAN FRANCISCO'S SOUTH BAY PODO PRACTICE** Long established. \$660,000 in production, \$600,000 in collections and \$255,000 in Available Profits. Great staff. 1,700 different patients seen last 24-months.
- 6047 STOCKTON** Best location outside Brookside Community on West March Lane. 2013 collected \$550,000 - a 10.5% increase over 2012's collections. Attractive 3-op office. Package sale includes condo. Owing condo is cheaper than paying rent.
- 6043 WESTERN CONTRA COSTA COUNTY'S EL SOBRANTE** Highly visible in stand-alone building on Appian Way. Has been \$200,000/year on 3-day week. Successor shall see growth. 3-ops. Building optional purchase. Full price \$50,000.

## Professional Practice Sales of The Great West



Ray and Edna Irving  
(415) 899-8580 ~ (800) 422-2818  
[www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)

For complete details on any of these opportunities, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)

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

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

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

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

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

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

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

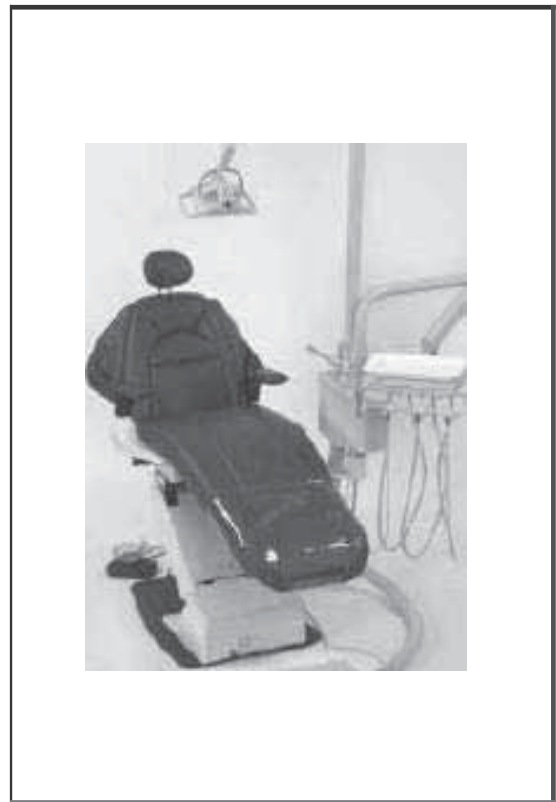
*"In April, I asked Ray Irving to sell my practice. At the same time my friend decided to sell his practice. He employed another firm. My practice sold June 22. My friend's practice still hasn't sold and he was putting his dreams on hold."*

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

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