

THE Dental Trader

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So. Calif. Edition

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PRACTICE FOR SALE #3108 – Palm Springs/Palm Desert G.P. Grossing \$1,200,000 Absolutely Gorgeous state of art. 4 Operator office. Full Price 50% \$600,000 or for 100% make offer. Call P.P.S., (714) 832-0230.

CENTRAL-COAST SANTA MARIA General Practice For-Sale. Cash/PPO (no dential/hmo). Nice location and good net. Email inquiries to santamariadds@gmail.com.

RESSEDA-TARZANA RDA-Ortho, Fridays Group practice. Opportunity to work with an excellent and professional orthodontics team. Call Michelle at 818 609 0009.

GP AVAILABLE TO WORK FOR PEDO in Loma Linda, Redlands and/or surrounding areas. Contact Noha: 503-999-2751.

DENTIST (FT/PT) CITY OF VENTURA Hygiene and light restorative. New grad OK. Excellent people skills a must. Fax resume (805) 676-1521.



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FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. Only private dentist in smaller town. 2007 collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD IMMEDIATELY!**

KERN COUNTY

BAKERSFIELD #18 - (5) op computerized G.P. (3) eqt'd/4th op has chair/x-ray, 5th is plumbed not eqt'd. Retail location. Excell. exposure/visibility/signage. Denti-Cal/Cash/Ins/PPO. Gross Collect. \$350K/yr. **BACK ON MARKET.**

BAKERSFIELD SUBURB #1 - (3) op computerized G.P. and free standing bldg. Limited competition. Cash/Ins/PPO/Denti-Cal pt. base. Some newer eqt. Gross Collections \$350K - \$400K/yr. Seller retiring.

BAKERSFIELD SUBURB #2 - South Bakersfield small town location. (3) op computerized G.P. on a main St. w exposure/visibility. Digital x-rays & intra oral camera. Limited competition. Cash/Ins/PPO/HMO/Denti-Cal pt. base. Cap checks \$4,000/mos. Annual Gross Collect \$360K on a (4) day week. **NEW**

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

BAKERSFIELD #21 - (10) op computerized G.P. & free stand bldg. (3) ops fully eqt'd, (3) ops partially eqt'd and (4) ops plumbed not eqt'd. Located on a main St. with excell exposure/visibility & signage. Annual Gross Collect \$500K+ on an easy (4) day wk. (3) days of hygiene booked 6+ mos out. Cash/Ins/PPO & small % of Denti-Cal. Fully eqt'd "removable" dental lab w f.t. tech. Seller retiring but will assist w the transition. **NEW**

SOUTHERN KERN COUNTY - Smaller town w limited competition. (6) op comuterized G.P. annual Gross Collect \$850K+. Cash/Ins/PPO/HMO/Denti-Cal pt. base. 75+ new pts/mos. Central nitrous & panorex eqt'd. In a free stand single story prof. bldg. with excell exposure/visibility & signage. Low overhead/high net income. "Be a Big Fish in a Small Pond". **NEW**

LOS ANGELES COUNTY

ANTELOPE VALLEY #2 - (6) op computerized G.P. (4) ops eqt'd w (3) year old eqt. (2) ops plumbed not eqt'd. Shop Ctr. location w excel exposure/visibility/signage. Intra oral camera, pano, and digital x-ray eqt'd. Cash/Ins/PPO/HMO/Denti-Cal patient base. 2007 gross collections \$339K+. **PENDING**

BALDWIN PARK - (3) op computerized G.P. Strip center location with exposure, visibility & signage. Cash/Ins/PPO/HMO/Denti-Cal patient base. Approx (50) new pts/mos. Cap check approx \$4K/mos. 2008 gross collect. projected at approx. \$300K. Sale includes account receivables for cash flow. **PENDING**

GLENDALE - (4) op computerized G.P. (2) ops eqt'd, (2) plumbed not eqt'd. Free standing bldg location with exposure and visibility. Cash/Ins/PPO/Denti-Cal pts base. Annual Gross collect. approx \$140K p.t.

HAWTHORNE - (4) op computerized G.P. in a strip ctr. Exposure/Visibility & Signage. Cash/Ins/PPO/Denti-Cal pt base. Digital x-rays and intra oral camera. 20-25 new pts/mos. Collect approx \$300K/yr. **NEW**

INGLEWOOD - (3) op computerized G.P. in a medical/dental bldg. Only DDS in bldg. Cash/Ins/PPO/HMO patient base. \$3K-\$4K/mos in Cap checks. Annual gross collections \$250K-\$300K on 2-3days/wk. Digital x-rays.

LOS ANGELES - (5) op computerized G.P. and free standing bldg. for sale. (3) ops of new eqt. and (2) ops of older eqt. Cash/Ins/PPO/HMO patient base. Annual Gross Collections approx. \$300K. **SOLD**

PASADENA - (8) op computerized G.P. and free standing bldg. for sale. Cash/Ins/PPO/Denti-Cal. pt. base. Gross collect \$750K/yr. **PENDING**

VALENCIA - 1,200+ sq ft (3) op fully eqt'd Turnkey in a smaller shop ctr. Excellent exposure/visibility. Adec eqt. Also eqt'd with an intra oral camera system, (2) x-rays, & a pano. Expandable to (4) ops. **PENDING**

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RIVERSIDE COUNTY

HEMET - (5) op computerized G.P. (4) ops eqt'd, fifth op plumbed not eqt'd. Cash/Ins/PPO pts. Located in a strip ctr w good visibility. Digital x-rays & Easy Dental s/w. 2007 Gross Collect \$380K on three days/wk. **NEW**

SOUTHWEST RIVERSIDE COUNTY - Several Medical/Dental Bldg. & condo listings available. Call for specifics.

ORANGE COUNTY

IRVINE - (5) op computerized G.P. (2) ops fully eqt'd/(3) plumbed not eqt'd. Digital x-rays. Cash/Ins/PPO. Gross Collect \$450K-\$500K/yr. **SOLD**

SANTA BARBARA COUNTY

SANTA BARBARA ORTHO PRACTICE & CONDO - (3) op open bay Ortho office & light and bright office condo for sale. Computerized office. Pano/ Seph eqt'd. Annual Collections approx. \$360K/yr on a (2) day week. (7-9) new starts/mos. Low overhead/high net. Seller transition available.

SANTA MARIA - (4) op computerized G.P. (2) ops eqt'd w newer A-dec eqt, & (2) add plumbed ops. Drop dead gorgeous. Located in a free stand bldg. Dentrux s/w, Digital X-Ray & Intra Oral camera, Pano, (2) Cassette Autoclaves & (2) mobile air abrasion units. Gr. Collect \$300K+/yr on an easy (3) day wk. Cash/Ins/PPO pts. Seller retiring. **NEW**

SAN BERNARDINO COUNTY

SOLD OUT - Room for your San Bernardino Cty listing available.

SAN DIEGO COUNTY

LA MESA #3 - (5) op computerized G.P. (4) ops eqt'd w newer eqt. 5th op plumbed not eqt'd. In a one story garden style medical/dental complex. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2007 Gross Collect \$552K. 2008 Projected Gross Collect \$700K+. **NEW**

POWAY - (3) op computerized G.P. in a freestand bldg. in a shop ctr. Turnkey office (no charts) w brand new eqt including digital x-rays, Zoom light, computerized ops, intra oral camera system w docking stations, etc. **SOLD**

SAN LUIS OBISPO COUNTY

CENTRAL COAST BEACH TOWN - (3) op computerized G.P. in a very desirable beach community. Cash/Ins/PPO pt. base. 2008 collections projected at \$400K+. Seller refers all specialty work. Tremendous upside potential. Seller retiring. **NEW**

SAN LUIS OBISPO - (3) op computerized G.P. in a garden style prof. bldg. Cash/Ins/PPO pt. base. Gross Collect \$375K-\$400K/yr.

VENTURA COUNTY

THOUSAND OAKS #2 - (3) op computerized G.P. Cash/Ins/PPO. Digital x-rays, cerec, intra oral camera, Dentrux s/w, and new chairs. 2007 Gross Collections \$700K+. **BACK ON THE MARKET**

VENTURA - Computerized G.P. (2) ops + x-ray rm. Cash/Ins/PPO pt. base. Annual Gross Collect. \$175K on 2-2 1/2 days/wk. **REDUCED.**

TULARE COUNTY

SMALLER TOWN TULARE CTY (NEAR VISALIA) - (4) op computerized G.P. and free standing bldg. for sale. Located on a main street. Limited competition. Cash/Ins/PPO and limited Denti-Cal. No HMO's. Annual Gross Collect of \$525K+. 15-20 new pts/mos. Seller retiring.

NORTHERN CA ***NEW***

LODI - (3) op G.P. 2008 Projected Gross Collect \$375K.

PETALUMA - (2) op G.P. 2008 Projected Gross Collect \$450K.

STOCKTON - (7) op G.P. 2008 Projected Gross Collect \$1.42M.

See additional Ad on page 64 for more details!

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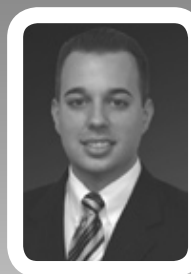
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PRACTICES FOR SALE —September, 2008

Attention SELLERS: We have many qualified Buyers desiring to purchase a practice in San Diego County. Call today for a complimentary consultation.

SAN DIEGO—LA JOLLA/UTC – JUST LISTED!! Exceptional opportunity to acquire top quality Prosthodontic/Restorative Practice, which was established in 1981. 5 Ops (4 equipped) in 1400 sq. ft. Recently remodeled. State-of-the-art technology, new computers and monitors, and Dentrux G2 Software. This efficient and well-run practice is a "turn-key" opportunity!!

SAN DIEGO—PACIFIC BEACH—NEW LISTING!! Owner retiring from long-established (part-time) Practice. Refers out substantial amount of treatment. 2 equipped Ops (+ 1 plumbed). Good starter opportunity at a very affordable price!

SAN DIEGO—PACIFIC BEACH—NEW LISTING!! General Practice operated 2 days per week as second office. Collected approx 350K in 2007. Ins/PPO/Cash. Great Starter!!

SAN DIEGO—LA COSTA— ORTHODONTIC Practice available in beautiful 2 year-old office. Satellite practice with excellent growth and unlimited potential! 5 chairs and Pan-Ceph. Buyer can simply assume the existing loan!! **ACCEPTED OFFER**

SAN DIEGO—LA MESA—GENERAL Practice established 25+ years, situated in busy strip mall. Private/PPO. 4 Ops in approx 1100 sq. ft. Asking 580K.

SAN DIEGO—LA MESA— Two Doctors are retiring from this well-established GENERAL Practice. One of the Doctors offers sedation and oral surgery. The office is near freeway I-8 and has excellent parking. This beautiful facility is comprised of 12 equipped Ops in 3600 sq. ft. Patients from union contract, PPO, Private.

SAN DIEGO—LEMON GROVE— Long-established GENERAL Practice situated in free standing building along main street. Approx 1800 sq. ft. and contains 6 Ops. 2006 collections of 223K. PRICE REDUCED!! Retiring owner asking ONLY 110K for quick sale!

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CERRITOS / LONG BEACH AREA – Shopping center on major intersection. 5 ops fully equipped. Excellent visibility. Priced for immediate sale.

DIAMOND BAR – Here's your chance to work close to where you live! Shopping center location. Visibility. 4+ ops. Revenues over \$30k/mo. Call before its gone!

DIAMOND BAR – Long-established private practice. Shopping center location. 1st floor Visibility. 4+ ops with room to expand. Seller works limited schedule. Good fit for absentee owner. Revenues over \$40k/mo. Without promotion. Call before its gone!

HAWAIIAN GARDENS – Shopping center location on major intersection. Excellent visibility. 5 fully equipped ops. Ideal first practice with tremendous upside potential. Low overhead. Some capitation. Priced right.

HAWTHORNE – 1st floor practice location with visibility. Some HMO's. 5+ ops with room for expansion. On major boulevard. High growth potential..

HAWTHORNE – Location...Location...Location. Free standing building with large pole sign. 1st floor with visibility and ample parking. 5+ ops with room for expansion. On El Segundo Blvd. High growth potential. Ideal as starter practice.

HOLLYWOOD – Shopping Center location; 3 ops. Modern design. Ample parking; revenues over \$25k/mo. Priced for immediate sale.

HUNTINGTON PARK – Shopping Cntr w/sign and visibility. 4 ops modern equipment. Revenues exceed \$45k/month on part-time schedule.

LANCASTER – Long-established private practice. Over 35 years of goodwill. Seller retiring. Ideal for merger or starter practice. Transition available.

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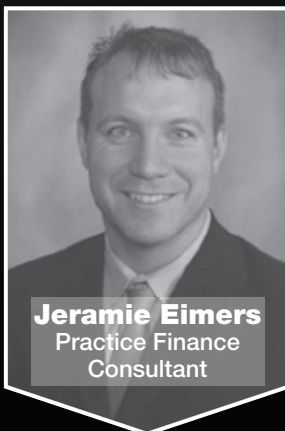
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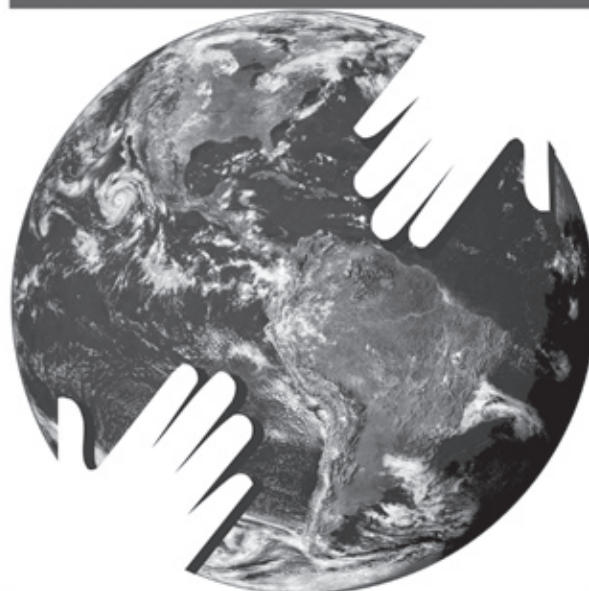
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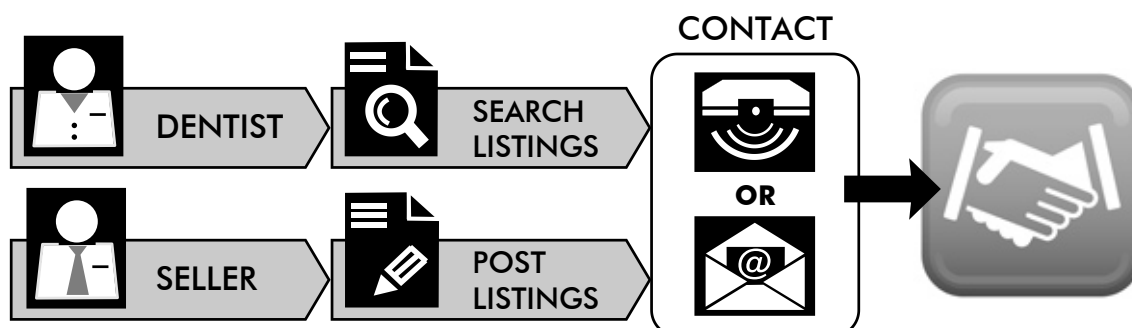
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CHATSWORTH GENERAL PRACTICE FOR SALE: Retail location with great visibility. Four equipped operatories with one additional operator that is plumbed but not currently equipped. Digital x-rays, panoramic x-ray, fully computerized with Dentrix software. Collects \$690,000/year on three days per week with two days of hygiene per week. Net income is 50%. No welfare and no capitation. 25-30 new patients per month. Asking \$600,000. **SALE PENDING**

CONEJO VALLEY MANAGED CARE PRACTICE FOR SALE: Excellent location with a total of 11 operatories. Gross collections in excess of \$1.8 million with over \$14,000/month in capitation checks. Specialty group also included. Seller does not work in the practice and is only present two and one-half days per week. Net income for an owner/operator is in excess of \$530,000 per year. Retiring. Asking \$1,485,000. **SALE PENDING**

NORTH HOLLYWOOD CLINIC PRACTICE FOR SALE: Two year old practice located in a free standing building with 5 equipped operatories and an additional operator that is plumbed but not presently equipped collected over \$625,000 in 2007 with no welfare and no capitation. Seller works three and one-half days per week. Motivated. Asking \$495,000. Building can be leased or purchased.

MARINA DEL REY OFFICE FOR SALE: Outstanding facility with 10th floor marina views from all six equipped operatories. New equipment (Adec, digital x-rays, panoramic x-ray, fully computerized) and new leasehold improvements (hardwood floors, expansive ocean views, granite counters). No patients. Asking \$200,000. **MOTIVATED, MAKE OFFER!**

SANTA MARIA FEE FOR SERVICE PRACTICE FOR SALE: Collects over \$500,000 per year with a net income of over \$200,000 per year with no Denti-Cal and no capitation. Solid hygiene program with four days of hygiene per week. Seller refers all endo, all perio surgery, all ortho and difficult oral surgery. Quality office building with newer equipment. Motivated. **SOLD**

CAMARILLO GENERAL PRACTICE FOR SALE: Retail location in a major commercial center in town. Newer practice with seven equipped operatories with digital x-rays, digital panoramic x-ray, and full computerization including chairside data entry. Collected \$400,000 in 2007 on three days per week. 40 new patients per month with \$2,000/month in capitation. No Denti-Cal and no weekends. Absentee owner. Great potential for growth. Asking \$375,000. **SOLD/FULL PRICE**

SANTA MONICA FEE FOR SERVICE PRACTICE FOR SALE: Established for 30 years in the same location, this practice collected \$716,000 in 2007 on four days per week. Lots of potential as Seller refers all endo, all oral surgery, all perio surgery, all full dentures, all full mouth reconstruction cases and all ortho. Seller does no advertising, no HMO's, and no PPO's and does not work evenings or weekends. Four equipped operatories. Six days of hygiene per week. Asking \$575,000. **SOLD/FULL PRICE**

DOWNEY GENERAL PRACTICE FOR SALE: Stable, well established fee for service practice collects \$1.1 million per year with a net income of \$400,000 per year on four and one-half days per week. No Denti-Cal, no capitation, no evenings, no weekends. Eight and one-half days per week of hygiene. Five equipped operatories with one additional operator that is plumbed but not equipped. Fully computerized with digital x-rays. Seller is leaving the State. Asking \$825,000. **SOLD/FULL PRICE**

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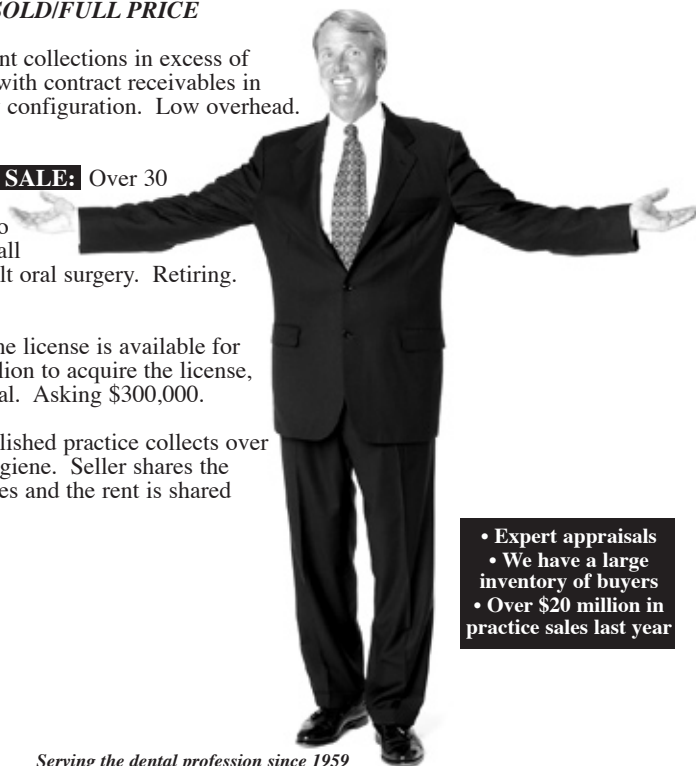
CAMARILLO FEE FOR SERVICE GENERAL PRACTICE FOR SALE: Over 30 years of goodwill. Very nice facility with five equipped operatories. Practice collects over \$700,000 per year with no Denti-Cal, no HMO, no advertising and no weekends. Six days per week of hygiene. Stable, recall based practice. Seller refers perio surgery, molar endo, ortho and difficult oral surgery. Retiring. Asking \$600,000. **SOLD/FULL PRICE**

KNOX-KEENE LICENSE FOR SALE: Newly acquired Knox-Keene license is available for purchase. No enrollees and no liabilities. Owner has spent over \$1 million to acquire the license, but has had personal and family issues that prevent pursuing the potential. Asking \$300,000.

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LEGAL TIP: BUYERS Does your agreement prevent the seller from soliciting referral sources? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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BEVERLY HILLS - 2 fully eq ops., 1 plumbed not eq. op., 1,536 sq. ft. suite located in a three story Medical/Dental building. Highly specialized state of the art cosmetic/implant practice. 20% insurance & 80% cash. Approx. 100 new patients/mo. 1 day/wk practice. Projecting approx. \$2,295,823 for 2008. **Property ID #1601.**

CHULA VISTA – 3 fully eq ops., 1,500 sq. ft. suite located in a two story Medical/Dental building. Computerized with Intra Oral Camera & Digital X-ray. 80% insurance & 20% cash. Approx. 20-22 new patients/mo. 4 day/wk practice with 4 days/wk of hygiene. Collected approx. \$599,992 in 2007. **BUYER'S NET OF \$127,728. Property ID #1621.**

DOWNEY GP – Price Reduction!! 3 eq. ops., 1 plumbed, not equipped, located in single story medical/dental building. Digital x-ray, intra-oral camera. 50% insurance & 50% cash. 20 years of goodwill. Seller purchased in 1999. 4 day/wk practice. Projecting approx. \$308,698 for 2008. **BUYER'S NET OF \$124,790. Property ID #1381.**

TORRANCE GP/SPEC – 12 eq. ops., 3 plumbed, not equipped., 4,000 sq. ft. office located in free-standing building with excellent street visibility. Highly organized, absentee owned practice. 60% insurance (15-20 PPO's), 30% cash & 10% capitation (approx. \$10,000/month). Collected approx. \$1,556,121 in 2007 and projecting approx. \$1,466,069 for 2008. **BUYER'S NET OF \$307,638. Property ID #1671.**

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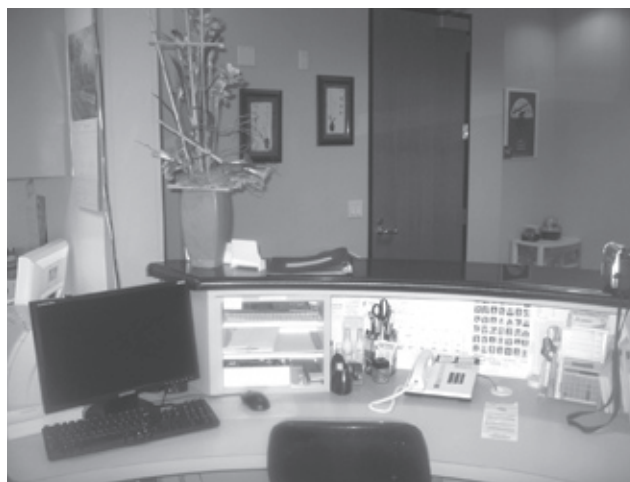


BEAUTIFUL OJAI VALLEY - DENTAL PRACTICE – Beautiful Ojai Valley, Its amazing how many people know Ojai because of "The Tennis Tournament" (oldest in the country), "The Music Festival", and last but not least "The 6 Million Bionic Woman". 4 eq. ops., 1,525 sq. ft. office. Computerized office with Intra Oral Camera & Digital X-ray. 75% insurance & 25% cash. Approx. 10-15 new patients/month. 4 day/wk practice with 3 days/wk of hygiene. Projecting approx. \$507,648 for 2008.

BUYER'S NET OF 173,892. Property ID #1471.

LAGUNA NIGUEL - Ortho Practice - 4 chairs in ortho bay, custom chairs and side units, 1,180 sq. ft. office in two story medical/dental building. 18 years goodwill. 50% insur., 45% cash & 5% cap. 3 – 4 new starts/month. 4 day/wk practice. Projecting approx. \$241,986 for 2008. "Beautiful office".

Property ID #1521.



THOUSAND OAKS – 4 fully eq ops., 1,023 sq. ft. suite located in a three story Medical/Dental building. Computerized with Intra Oral Camera & Digital X-ray. 100% cash. Approx. 15-20 new patients/mo. 3 ½ day/wk practice with 4 days/wk of hygiene. Projecting approx. \$1,192,843 for 2008.

BUYER'S NET OF \$404,829. Property ID #1591.

Web site: www.calpracticesales.com

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



Alice C. King, V.P.



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GREATER LOS ANGELES COUNTY

BELLFLOWER – DENTAL PRACTICE & BUILDING – 5 eq. ops., 1,875 sq. ft. suite located in a single story, three suite building. Computerized office with Intra Oral Camera. 40% ins., 40% cash and 20% Cap. Seller works 3 ½ days/wk. Projecting approx. \$487,947 for 2008. **BUYER'S NET OF \$80,984.** Property ID #101.

BEVERLY HILLS - 2 fully eq ops., 1 plumbed not eq. op., 1,536 sq. ft. suite located in a three story Medical/Dental building. Highly specialized state of the art cosmetic/implant practice. 20% insurance & 80% cash. Approx. 100 new patients/mo. 1 day/wk practice. Projecting approx. \$2,295,823 for 2008. Property ID #1601.

BURBANK GP – 3 eq. ops., 1,050 sq. ft. office in two-story medical/dental building. Computerized, intra-oral camera & digital x-ray. 65% insur. (20 PPO's), 25% cash & 10% medi-cal. Pretty office, building has covered parking. Perfect first practice, satellite office or opportunity to merge with another practice. **BUYER'S NET OF \$59,418.** Property ID #1171.

COVINA GP – 5 eq. ops., 1 plumbed not eq. in a 2,207 sq. ft. office in free-standing dental building available for sale with practice. Retiring Seller works 3 ½ days/wk. 3 hygienists work a total of 5 hyg. days/wk. Approx. 37 yrs. of goodwill. 5 long term staff members. Collections for the last fiscal year were approx. \$675,339. Property ID #1371.

DOWNEY GP - PRICE REDUCTION!! – 3eq. ops., 1 plumbed, not equipped, located in single story medical/dental building. Digital x-ray, intra-oral camera. 50% insurance & 50% cash. 20 years of goodwill. Seller purchased in 1999. 4 day/wk practice. Projecting approx. \$308,698 for 2008. **BUYER'S NET OF \$124,790.** Property ID #1381.

ENCINO PEDO – 3 eq. ops., 1,000 sq. ft. office in multi-story medical/dental building. Approx. 3 yr. old equipment. 3 day/wk office. 60% insur., 20% cash & 20% medi-cal. Estab. 2005. Seller retiring. Property ID #1401.

GRANADA HILLS - 3 eq. ops., 1 plumbed not eq op. in a 1,400 sq. ft. suite located in a two story medical/dental building. Computerized suite with Intra Oral Camera. Seller works 2 1/2 days a week. Collected approx. \$217,240 for 2007. Projecting approx. \$186,556 for 2008. **BUYER'S NET OF \$51,033.** Property ID # 1311.

LAWNDALE – 3 eq. ops., 1 partially equipped op; 1,500 sq. ft. store-front office. Approx. 38 years goodwill. Seller works part time, has two offices. Long term staff. Middle class blue collar area. 3 yrs. left on lease with five year option. Low rent. Turn-key office with less than start-up price. Property ID #1331.

LONG BEACH GP – 4 eq. ops., plumbed staff lounge, 1,490 sq. ft. office in multi-suite, two story building for sale with practice. Good location near downtown area with room to expand to a multi-specialty office or have rental income. 3 yr old equip. with digital x-ray. 70% insur. (PPO's), 30% cash practice & one cap plan. 3 day/wk practice. Projecting approx. \$495,110 for 2008. **BUYER'S NET OF \$102,958.** Property ID #1321.

NORTHRIDGE GP – 3 eq. ops., 1 plumbed not eq. in a 1,400 sq. ft. suite located in a one story medical/dental building. Computerized suite with Intra Oral Camera & Digital x-ray. 60% insurance and 40% cash. Seller works 3 days/wk. Collected approx. \$252,310 for 2007. Projecting approx. \$232,204 for 2008. Property ID #1291.

REDONDO BEACH GP – COSMETIC/FEE FOR SERVICE – 6 eq. ops., 2,900 sq. ft. office located in professional complex by the water. 2 yr. old equip. 20 – 40 new patients/month. Absolutely beautiful office, well-designed. 50% insur/50% cash; no PPO's. Collected approx. \$829,000 in 2007. Projecting approx. \$692,822 for 2008. **BUYER'S NET OF \$237,349.** Property ID #1351.

PRACTICE SALES, INC.

and Appraising of Dental Practices



Maria Silva, V.P.

RESEDA - 4 eq. ops, approx. 1,400 sq. ft. office located in four-story, medical/dental building. Equipment is approx. 3 yrs. old. Reasonable lease includes utilities and cleaning. Seller is relocating practice. Very busy medical/dental center located on corner of major Cross Street. Property ID #201.

TORRANCE GP/SPEC – Leasehold Improvements & Equipment; 3 eq. ops., 825 sq. ft. medical/dental Building near Del Amo Mall. 5 - 14 yr. old equipment. Seller moving to a larger office in area. Property ID #1511.

TORRANCE GP/SPEC – 12 eq. ops., 3 plumbed, not equipped., 4,000 sq. ft. office located in free-standing building with excellent street visibility. Highly organized, absentee owned practice. 60% insur. (15-20 PPO's), 30% cash & 10% capitation (approx. \$10,000/month). Collected approx. \$1,556,121 in 2007 and projecting approx. \$1,466,069 for 2008. **BUYER'S NET OF \$307,638.** Property ID #1671.

WALNUT - GP/SPEC? – LEASEHOLD IMPROVEMENTS & EQUIPMENT ONLY! 2 eq. ops., private office plumbed for 3rd. 1,000 sq. ft. office in busy shopping center with anchor stores. Excellent location. Seller moving practice to nearby community. Property ID #1161.

WALNUT GP/SPEC – Leasehold Improvements & Equipment! Seller moving to a condo suite. 3 eq. ops., 3 plumbed, not equipped. 1,327 sq. ft. office. Large shopping center with Albertson's and Firestone Tires. 10 year lease with two (5 yr) options. Property ID #1611.

ORANGE COUNTY

COSTA MESA - Leasehold Improvements & Equipment Only! 3 fully eq. ops., 1 plumbed not eq., in a 1,200 sq. ft. suite located in a two story Dental / Medical Building. Seller moving to a larger office. Property ID #1681.

FULLERTON GP – 3 fully equipped ops., in a beautiful, 1326 sq. ft. Office, located in a popular, one story shopping center with excellent visibility. Private office plumbed can be converted into an op. Computerized office with integrated intra oral camera. 80% insurance, 19% cash, 1% medi-cal. Seller works 5 days/week. Great potential for growth. Great Exterior, good signage and very clean, modern facility. 40 years of goodwill. **BUYER'S NET OF \$ 84,783.** Property ID # 1581.

FULLERTON GP - 7 fully equipped ops., 3 chairs in open bay, 8 plumbed not eq ops., in a large 5,213 sq. ft. office located in a one story free standing building. 45% insurance, 50% cash & 5% capitation. 4 day/wk practice. Approx. 30-40 new patients/mo. Projecting approx. \$654,424 for 2008. **BUYER'S NET OF \$253,432.** Property ID #1561.

IRVINE - 4 eq. ops., 1,195 sq. ft. office in large, busy shopping center. Well established, approx. 12 yrs. 50% Ins/ PPO, 40% cash & 10% Cap. Computerized, digital office. Long term staff. Projecting approx. \$500,818 for 2008. **BUYER'S NET OF \$134,280.** Property ID #111.

LAGUNA NIGUEL - Ortho Practice - 4 chairs in ortho bay, custom chairs and side units, 1,180 sq. ft. office in two story medical/dental building. 18 years goodwill. 50% insur., 45% cash & 5% cap. 3 – 4 new starts/month. 3 day/wk practice. Projecting approx. \$241,986 for 2008. "Beautiful office". Property ID #1521.

ORANGE - Leasehold Improvements & Equipment Only! 3 fully eq. ops. and 1 plumbed not eq. in a 1,000 sq. ft. suite Located in a one story medical / dental building. Great location. Property ID #1421.



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Tina Ochoa, V.P.

SANTA ANA GP - 4 fully eq ops., 1,300 sq. ft. suite located in a one story shopping center. Computerized with Intra Oral Camera & Digital X-ray. 60% insurance & 40% cash. Approx. 30-40 new patients/mo. Collected \$1,149,590 for 2007. **BUYER'S NET OF \$437,356.** Property ID #1571.

TUSTIN - Leasehold Improvements & Equipment Only!! 3 Fully equipped ops., 1 plumbed not equipped op., 1,200 sq. ft. suite located in one story Medical/Dental suites. Approx. 1-2 year old equipment. Seller relocated to a new practice. Practice has been remodel with new paint, baseboard, carpet, and flooring. Beautiful Practice!! Property ID # 1651.

RIVERSIDE & SAN BERNARDINO COUNTIES

CORONA - Leasehold Improvements & Equipment Only! 4 fully eq. ops., in a 1,104 sq. ft. suite located in a one story dental building. Computerized office with Intra Oral Camera & Digital X-ray. Seller moving to a larger office. Property ID #1431.

CORONA - Leasehold Improvements & Equipment Only! 2 fully eq. ops., in a 1,000 sq. ft. suite located in a Dental / Medical Building. Inactive Medi-cal chart will stay. Seller moving to a larger office. Property ID #1441.

FONTANA - 7 eq. ops., located in free-standing 3,000 sq. ft. building. Building available with practice. Partnership office, 18 -25 new patients/month. 15 - 20 PPO's; 85% insur. & 15% cash; Each partner works 4 days/wk with 7 days/wk of hygiene. One partner will stay & assoc. 2/days/wk for 5 years. **BUYER'S NET OF \$502,790.** Property ID #1551.

HEMET GP - 4 eq. ops. in a 1,252 sq. ft. office located in a one story medical/dental building. 38% insurance and 62% cash. 37 years of Goodwill. Projecting approx. \$376,771 for 2008. **BUYER'S NET OF \$97,833.** Property ID #1301.

HEMET GP - 3 eq. ops., in a 1,920 sq. ft. office located in a one story free standing building. Computerized office with Intra Oral Camera & Digital X-ray. 50% insurance and 50% cash. Seller works 3 ½ day/wk. Projecting approx. \$415,522 for 2008. **BUYER'S NET OF \$106,512.** Property ID #1261.

MORENO VALLEY - Leasehold Improvements & Equipment, 2 eq. ops, 1 plumbed not eq., in a 900 sq. ft. office located in single story shopping center. 40-50 New Patients per month. 20 years of Goodwill. Property ID #1241.

PALM DESERT GP - 4 eq. ops., in a 1,550 sq. ft. suite located in a one story shopping center. 3 year old equipment. Computerized suite with Intra Oral Camera & Digital X-ray. 40% insurance and 60% cash. Average 20-21 new patients/month. Projecting approx. \$1,129,968 for 2008. **BUYER'S NET OF \$342,366.** Property ID #1091.

RANCHO CUCAMONGA GP - 3 eq. ops., 1,100 sq. ft. office in strip shopping center. Two yr. old equipment. Seller working part-time; collected approx. \$144,000 in 2007 and collection approx Jan-June \$105,439 for 2008. Turn-key office for motivated Buyer. Replacement price with patients and goodwill. Property ID #502.

SAN DIEGO COUNTY

CHULA VISTA - 3 fully eq ops., 1,500 sq. ft. suite located in a two story Medical/Dental building. Computerized with Intra Oral Camera & Digital X-ray. 80% insurance & 20% cash. Approx. 20-22 new patients/mo. 4 day/wk practice with 4 days/wk of hygiene. Collected approx. \$599,992 in 2007. **BUYER'S NET OF \$127,728.** Property ID #1621.

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SAN DIEGO - 6 fully eq ops., 1 plumbed not eq. op., 2,041 sq. ft. suite located in a one story shopping center. Computerized & Intra-oral camera. 5 day practice. 32% insurance, 25% cash & 9% capitation. Approx. 15-16 patients/day and approx. 57 new patients/mo. Projecting approx. \$1,024,638 for 2008. Property ID #1541.

SAN DIEGO – Group Solo Office - 4 fully eq. ops., 1,600 sq. ft office located in a two story, free standing, dental building with a separate rental units. Computerized with Intra Oral Camera & Digital X-ray. 70% insurance & 30% cash. 2 1/2 day/wk practice with 1 days/wk of hygiene. Near downtown with luxury condos across the street. **BUYER'S NET OF \$109,152.** Property ID #1701.

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SAN LUIS OBISPO GP – 3 eq. ops., 1,400 sq. ft. office in free-standing building. 4 day/wk practice with 3 1/2 days/wk of hygiene. Approx. 60 new patients/month. 64% insur., 35% cash and 1% Capitation. 4 1/2 yr. old equip. with digital x-ray & intra-oral camera. Projecting \$707,966 for 2008. **BUYER'S NET OF \$199,166.** Property ID #1451.

THOUSAND OAKS GP or SPEC – 3 eq. ops., 1,235 sq. ft. office in free-standing medical/dental building. 2–5 year old equipment. Rent includes utilities. Seller relocating to larger office. Leasehold Improvements and Equipment only! Property ID #1411.

THOUSAND OAKS – 4 fully eq ops., 1,023 sq. ft. suite located in a three story Medical/Dental building. Computerized with Intra Oral Camera & Digital X-ray. 100% cash. Approx. 15-20 new patients/mo. 3 1/2 day/wk practice with 4 days/wk of hygiene. Projecting approx. \$1,192,843 for 2008. **BUYER'S NET OF \$404,829.** Property ID #1591.

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DIRECT E-MAIL ADDRESS TO BROKER/AGENTS

Alice King- aking@calpracticesales.com

Greg Beamer- gbeamer@calpracticesales.com

Tina Ochoa- tochoa@calpracticesales.com

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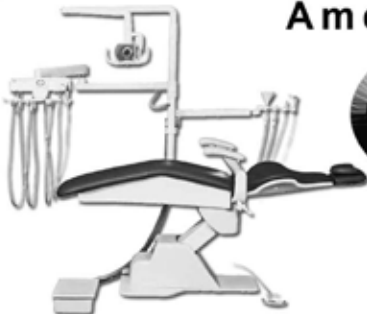
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NORTHERN AND CENTRAL CALIFORNIA

FAIRFIELD: - For Sale - Endodontic Practice and Condominium Unit. 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. The 2007 gross receipts were \$885,000 with \$426K adjusted net income or profit. Owner will stay for transition to introduce buyer. Owner is retiring.

FRESNO: - For Sale - General Dentistry IV Sedation Practice, 2007 collections were \$1,250,00 with a \$450,00 adjusted net income. Seller is looking for either an outright sale or a buyer to purchase 1/2 of the practice. Buyer will need IV sedation skills or have been trained to provide IV sedation. The facility is 1,500 sq. ft. with 5 equipped operatories and 7 days of hygiene. Most new patients are referred by existing patients. Patient retention on this type of practice is very high. Call for details regarding this excellent opportunity.

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I-80 CORRIDOR: - General Dentistry Practice. If you are looking for a small satellite office or if you want to pay a minimum amount as a start up practice this is a perfect opportunity. Approximately 450 to 500 patients in this 4-op office located in a Medical/Dental complex. Two rooms equipped. 1,100 sq. ft. Practice has operated in its present location for 17 years. 2007 GR were \$135,000. Asking price only \$125K.

LINDSAY: - For Sale - General Dentistry Practice and building available. This is a 5 operatory in approx. 3600 sq. ft. building office building. The practice consists of approx. 34% Medi-Cal patients. 2006 collections were over \$800,00. Easy Dental Software and intra-oral camera. Pictures of office building available with appraisal.

MADERA: - For Sale - General Dentistry Practice. 2,500 sq. ft. owner occupied building. 7 equipped operatories, Laser, Intra-Oral camera, Dentrix Software, with 12 days of hygiene per week. 2006 gross receipts \$1,102,942 with adjusted net income of \$455K. Owner would like to sell and work back a couple of days a week. **Building also for sale.**

MADERA: - For Sale General Dentistry Practice. Established 1960. 2007 Collections \$449K, adjusted net \$192K, 56% overhead. 1,650 sq ft, 3 ops, intra-oral camera, digital x-rays, Eaglesoft software. 2 hygiene days. Owner moving out of state.

MADERA: - Building for Sale- (Includes small patient base.) This dental building consists of 1060 sq ft. It is fully plumbed for dental and the building is in good condition. Total Sale Price is \$275,000. This is a wonderful opportunity to own the real estate and start a new dental office with some patients for pennies on the dollar compared to other start up cost. Owner is deceased.

MODESTO: - For Sale- General Dentistry Practice 1,568 sq ft office. Panoramic X-ray, 4 hygiene days, Intra oral camera, Eagle Soft software purchased in '04. Practice has been in same location for over the past 20 years. Collections 2007 \$601,000, 61% overhead Owner Is Looking For Associate Buy-In, Will Consider a Walk Away Sale.

MODESTO: - For Sale- General Dentistry Practice. 2007 collections 687,642 with adjusted net income of \$259K. Practice overhead only 62%. This practice is located in highly desirable location consisting of 4 equipped ops. in 1,275 sq. ft. Office equipped with intra-oral camera, Digital Pano & X-ray, Dentrix software-purchased in 2006. Practice has operated at its present location for the past 30 years. Owner to relocate.

NORTHERN CENTRAL CALIFORNIA: -Periodontal Practice. This office consists of 2,000 sq. ft. in an excellent location. There are 3 ½ days of hygiene. Office remodeled only 5 years ago. Office has been its present location for more than 25 years. 2007 GR were \$500K. Wonderful opportunity in a rapidly growing and desirable community. Owner is retiring.

NORTHERN CALIFORNIA/CENTRAL VALLEY: -For Sale-General Dentistry Practice. Well-established practice has been located in its present location for the past 13 years. 2007 Gross Receipts over \$1 Million with an adjusted net income of \$572K with overhead of only 52%. Dentrix software in 4,000 sq ft, equipped with 4 operatories, panoramic x-ray. Possible sale of building in future. Owner would be willing to come back 1-2 days a week.

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NORTHERN AND CENTRAL CALIFORNIA (Con't)

PORTERVILLE: - For Sale - General Dentistry Practice and building available. Practice was established in 1997. There are nine equipped operatories in 4,000 sq. ft. Patients base is mainly made up of Medi-Cal patients. 2007 collections were \$1,396,000 with and adjusted net income of \$605,000. There are 4 days of hygiene seeing 15 patients per day. Owner is moving out of area. Picture of the building are available with the appraisal.

RED BLUFF: - For Sale - General Dentistry Practice. This practice is located in a freestanding building on a bluff over looking the Sacramento River. There are 8 ops. With 10 days of hygiene. Seller has practiced in Red Bluff for 36 years. 2007 collections were \$1,250,000. Bldg is also for sale with 100% financing available. Owner is retiring.

REDDING: For Sale - General Dentistry Practice. Office space is 1,950 sq ft with 5 ops, Eagle soft software, 5 hygiene day. 2007 Gross Receipts \$615K. Owner doctor to retire. Owner started practice in 1963.

REDDING: For Sale -General-This practice is located on the Sacramento River in Redding. 2007 Gross Receipts were 1 million with \$315K adjusted net income. There are five operatories in this 2,500 sq. ft. building. The practice reports 1,731 active patients and 14 new patients per month with 8 days of hygiene per month. The practice features Dentrix software, digital X-ray and digital Panolypse. Pictures are available. Doctor is retiring.

ROCKLIN: For Sale- General Dentistry Practice. 2007 Collections over \$1 Million, adjusted net income of \$412K with 65% overhead. Established practice with 8 hygiene days, 3,500 sq ft, 7 equipped operatories, Dentrix software.

ROSEVILLE: - For Sale- Prosthodontic Office. The practice collections for 2006 were \$1,133,221.00 with adjusted net income of \$432K. There are 16 new patients per month. The office occupies 1,933 sq ft with 5 operatories, and includes Eaglesoft dental software, Intra-Oral camera, and Digital x-ray. Owner is relocating.

SAN JOSE: - For Sale- General Dentistry Practice Practice located in a very desirable area of San Jose and has operated in its present location for 27 years. The office has recently been remodeled and decorated. 2007 Collections \$1,280,000 with adjusted net income of \$494K. 61% overhead. 11,400 sq. ft. (leased) 5 equipped ops, laser, intra-oral camera, and Pano. 9 days of hygiene/wk. Owner doctor to retire.

SCOTT'S VALLEY/SANTA CRUZ: - For Sale- Owner Dentist deceased May'08. General Dentistry Practice located in a highly affluent, stable, and desirable location. 2007 Collections \$781K with adjusted net income of \$313K, 59% overhead. Practice located in its present location for the past 16 years. Seven-hygiene days/week. Dentrix Software Intra-Oral camera, 4 ops in 1,400 sq. ft. office space. Staff will stay.

TULARE: - For Sale - General Dentistry Practice and building available. This 4 operatory office is located in approx. 1,650 sq. ft. free standing dental building. Approx. 70% of the patient base is Medi-Cal. 2006 collections were \$541K. Easy Dental Software and Intra-Oral Camera. Pictures of office building available with appraisal.

VISALIA: - For Sale- General Dantistry Practice and Building available: This beautifully laid out and decorated office was opened in August of 2006 and already has 1592 active patients. There are no cap or Medi-Cal patients. There are 6 treatment rooms with new equipment, digital x-rays, intraoral camera and Easy Dental Software. 2007 Gross Receipts were \$698K. Seller must move out of area for personal reasons. Pictures of the building and the interior rooms are available with the appraisal.

SOUTHERN CALIFORNIA

CAMARILLO: - For Sale - General Dentistry Practice. Great living in upscale coastal community. The practice is located in a professional complex near a hospital. Annual receipts have increased each year with 2008 projected at \$500K. Office involves 1,495 sq. ft. (leased) that is professionally decorated. There are 3 fully equipped ops with room to expand. Digital X-rays, Panorex & Intraoral Camera. Practice averages 12 new patients per month. Owner to retire.

GOLETA/SANTA BARBARA: For Sale: General Dentistry Practice in a high quality area. Practice has been located in its present location for the past 37 years. The office occupies 1,100 sq. ft., 3 fully equipped ops, Panorex, digital x-ray, Dentrix software. 2006 gross receipts 400K, adjusted net income of \$164K. Owner retiring.

PASADENA: - For Sale- General Dentistry Practice. 2007 Collections \$516K with an adjusted net income of \$162K. Office located in affluent location with renewable lease in 1,100 sq ft. Office is equipped with 3 operatories, Panorex, and has 5 hygiene days. Practice located in a new location with all new leasehold improvements. Office is located near previous site. Office in previous location 41 years. Owner to retire.

RIDGECREST: For Sale - General Dentistry Practice. This practice is collecting \$795K per year. Owner's adjusted net income was \$416K in 2005 on 3 1/2 says per week schedule. There are 6 ops in this 4000 sq. ft. **building that is also for sale.** There are 5 days of hygiene. Owner is retiring.

SHERMAN OAKS: For Sale - General Dentistry Practice. High end facility fully equipped with intraoral camera, Panorex, 8 ops., Practice Works software. Non amalgam philosophy, currently open 5 days a week. 2007 Gross Receipts \$896K. Building also for SALE- 3,000 sq. ft. Practice has been in its current location for the past 5 years. Owner doctor to retire.

TARZANA: For Sale - General Dentistry Practice. This seven operatory practice is located in an office space of 2000 sq. ft. The 2006 gross receipts were \$626K with an adjusted net income (profit) of \$264K. There are 4 days of hygiene. Owner is selling to spend more time with her family as a full time mom. The practice is an excellent opportunity as it is but has the potential due to its size to add additional partners or associates in the future.

VENTURA: - For Sale - General Dentistry Practice. 2007 Gross Receipts \$902,005. Located in large shopping center. Office space is 1,350 sq ft it has 4 operatories, Kodak Softdent software, intra-oral camera, Panorex and five hygiene days.

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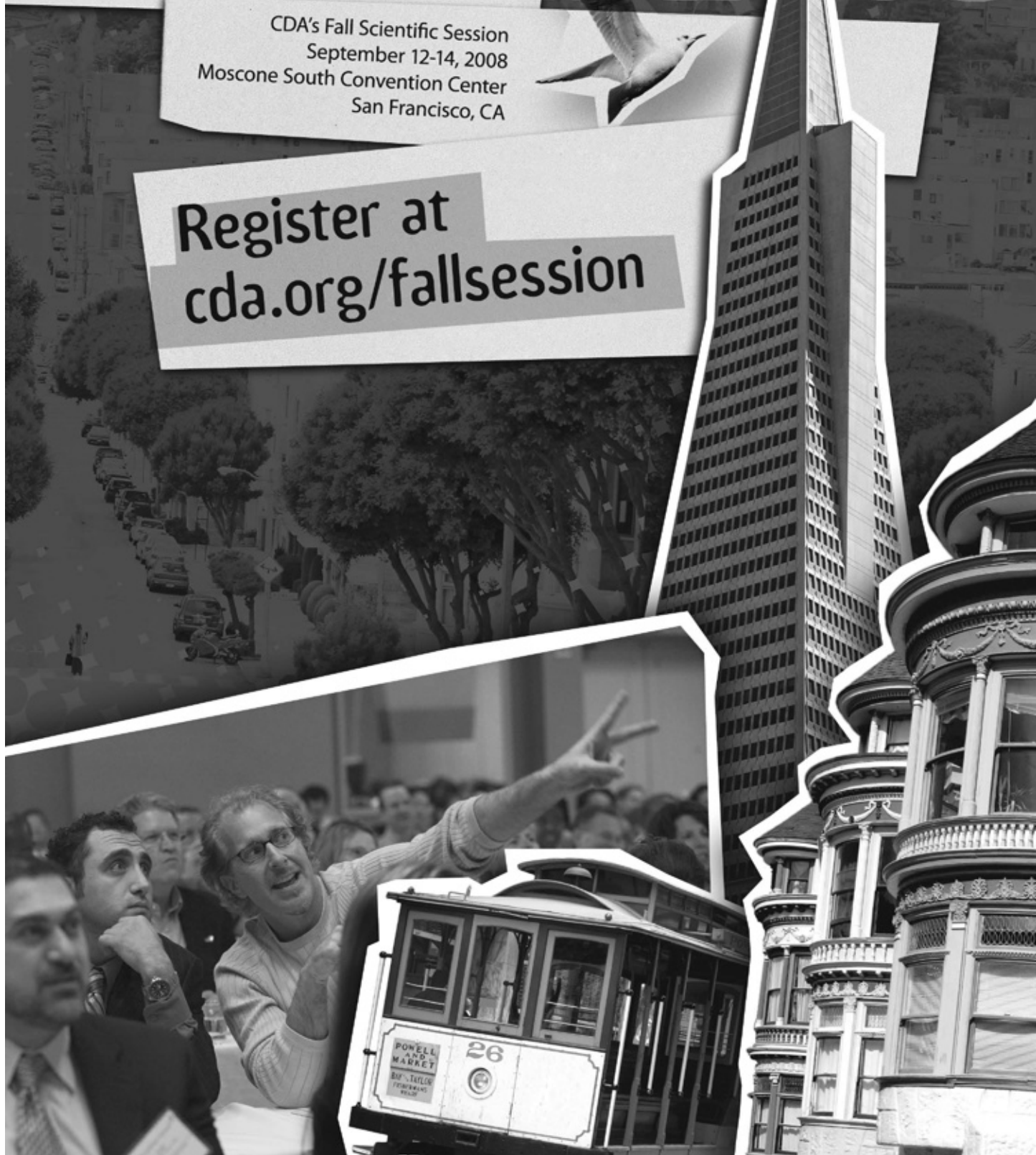
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WANTED: GENERAL DENTIST All Specialists & Hygienist. Large, successful practice near Down Town L.A. No Medi-Cal. Great compensation. Call (310) 915-1817. Fax resume (323) 264-0880.

LEGAL TIP C (but not S) corporations can deduct disability insurance premiums. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

OAK DESK oak laminate bookshelves, wardrobe, computer desk unit, chairs, lamps, lg. brass mirror, Sherwood CD player/stereo receiver, more. burnhamdds@gmail.com. Yorba Linda, CA. Email with questions.

BAY AREA DENTAL OFFICE FOR SALE in downtown San Leandro. 1300 sq ft (4) ops (1) equipped. New remodel, low rent, excellent for starters. \$85K OBO. Contact (510)851-1290 or email sah25@yahoo.com.

BOARD CERTIFIED ORTHODONTIST with experience looking for full-time/part-time position in SAN DIEGO COUNTY and ORANGE COUNTY. nader_ehsani@yahoo.com, (716)228-4852.

DENTIST NEEDED F/P Time Modesto practice fax resume to (209)571-9874 or e-mail to fdc2003@Gmail.com - very good conditions.

INCREASE YOUR AVERAGE TREATMENT acceptance by 99%. For FREE report visit: www.dentalbusinessacademy.com.

DISCOVER THE DIFFERENCE! Contact U.S. Bank Practice Finance to see how our Practice Finance Consultants can help you! 877.336.8346.

HUNTINGTON BEACH New Crown & Bridge Lab for sale in complex with 7 dentists and close to many others, 310 430 4114.

PRACTICE FOR SALE LAGUNA NIGUEL 4 eq ops, 1,180 sq ft suite California Practice Sales, Inc. Phone: 714-639-2775.

DENTIST NEEDED for busy, friendly, general practice office in Lynwood. Bilingual preferred, Part-time position available. Please call Wendy 310-637-2600.

ORAL SURGERY & IMPLANTS in your office. DIFFICULT CASES. 17 years experience. IV-Sedation. Carry equipment. Please call (949)374-4243 SurgerySmiles@att.net.

ASSOCIATE DENTIST NEEDED in busy, well-established practice in San Diego, CA. Please fax resumes to (619)472-1192 or email mprado13@hotmail.com.

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1500 SQ FT OFFICE FOR LEASE in Bell Gardens. Space is already setup for ortho practice. Call Christine @ 310-963-7751.

SEEKING EMPLOYMENT La Habra, Calif. Assistant w/ Front Office Exp. X-ray, Coronal Polishing, CPR & First Aid. Email cassandraelke@yahoo.com.

ANAHEIM PRACTICE FOR SALE 3 operatories + 2 plumbed, gross collections over \$20,000/mo – private insurance, PPO's and cash and \$3500/mo Cap chks (HMO's) – open 2 days/wk. Thomas & Fees Practice Sales (714) 544-4341.

LOOKING FOR EMPLOYMENT Dental Asst with Front Exp. X-ray, Coronal Polish, CPR & First Aid. Please email for resume cassandraelke@yahoo.com.

O.S. - TRAINED GP Available for ALL exodontia (incl. CBIs)/ implants/ bonegrafts. Experienced, gentle & LOVE IV sedation. Email: gowgates2006@yahoo.com.

PERI-PRO XRAY PROCESSOR Switched to digital xrays. Good condition. \$300 OBO plus shipping. Email at walcor3@aol.com.

PRACTICE FOR SALE #3129 – San Clemente – Gross \$250k Part time. GP - Hi identity location. Established, low key office, Seller does no marketing. Retirement is reason for this sale. 3 Ops of newer, nice equipment. Great opportunity to be on a main thoroughfare with great exposure. A Bargain. Call PPS to discuss (714) 832-0230.

OSADA ENDEX \$250 or 2 for \$450, Peizon Master 400 \$600; Analytic Mini Endo \$600 (909)798-7122.

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NAPA COUNTY GP in spacious, state-of-the-art 3 op. facility with mostly fee-for-service pts. 2007 GR \$420K with just 2 doctor-days. Owner re-locating out of Napa County. Established practice, fully-equipped facility with laser, intra-oral camera, digital x-rays, and computerized ops. Trained staff and sound patient base ready to bear fruit for the right buyer. Asking \$350K. Contact Carroll & Company (650) 403-1010 www.carrollandco.info.

SMALL PVT. OFFICE in Sherman Oaks is looking for a P/T associate. Call Dr. Georgian (323)202-8823/e-mail sonageorgian@sbcglobal.net.

GREAT OPPORTUNITY!! 1600 sq ft suite available 4 lease/purchase in Orange County. Perfect for dental specialist. 9 GPs as neighbors 949.587.2800.

VENTURA Doctor retiring. \$1,008,000 in 2007. Asking \$850,000. Bette Robin, Select Practice Services, 877-DR-ROBIN.

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“Peer to Peer: Ask the Specialist”		2008 New Professional Seminar Series “How to Grow with Your Staff”	
<u>Wednesday, September 17</u> Prosthodontics Moderator: Tony Daher, DDS	<u>Friday, October 10</u> Infection Control: Joyce Galligan, BSN, DDS Dental Practice Act: Bette Robin, DDS, JD	<u>Thursday, September 25</u> “A Practical Guide to Participating Provider Contracts” Richard Sarhaddi, Esq.	
	<u>Wednesday, November 5</u> Orthodontics Moderator: Thomas Bietsch, DDS	*Look for more updates on our new website at www.tcds.org	
Tuition per course: \$150 for TCDS members \$250 for non-members \$65 for staff/retired	Fridays: 8 am-1 pm Wednesdays: 1-6 pm	Tuition per course: Members- \$35.00 Students- \$5.00 Spouse- \$15.00	Non-Members- \$55.00 Staff- \$20.00
		Tuesday & Thursday: 7-9 pm	

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Check the box(es) for the course(s) you would like to attend.

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Prosthodontics

☐ **Thursday, September 25**

“A Practical Guide to Participating Provider Contracts”

☐ **Friday, October 10**

Infection Control & Dental Practice Act

☐ **Wednesday, November 5**

Orthodontics

Make your reservation now by filling out the form below and returning to the TCDS office:

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RETIRED DENTIST Everything must go: dental equipments, chairs, xray machines & processor, autoclaves, etc. Please call 714-842-3364 and leave message.

LOOKING FOR RECEPTIONIST familiar with softdent to work in GP office in Beverly Hills. Experience preferred. Call 310-849-7973.

A USC GRADUATE with extensive experience in pediatric dentistry looking for a part-time position. For resume, contact: shuyalee@yahoo.com.

CALIFORNIA CENTRAL VALLEY New Listing! Well maintained, 6 op GP with a prime location in a medical complex. Doctor owns the office suite which may be available for purchase as well. Collections in 2007 exceeded \$782,000. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

ASSOCIATE WANTED 2x/week. Fast-paced, high-tech Santa Clara office. Musts: good clinical & communication skills, 3+ years experience. Fax resume 408 986 1377.

CHAIRSIDE DARKROOM for Xray developing. "Jolly Box" Italian design, made by Euronda, used ONCE \$170/best offer: rjsj2005-dmd@yahoo.com.

PRACTICE FOR SALE #3125 - REDLANDS - Hi visibility - Shopping center. Beautiful 4 Ops newly renovated. Grossing \$60,000/mo. Great lease. Will gross over \$1,000,000 with full time Dentist within 18 months. Great lease for this 1,500 sq.ft. 4 Ops office, Rent \$3,093/month, 4 year + 4 year option. One digital X-ray has monitors in each room plus panellipse. 60% Private, 40% Medi-cal. Seller needs to sell to be near home 30 miles distant. Call P.P.S. (714) 832-0230.

WANTED GP LA, Ventura, Orange - min 4 ops, digital, in shopping center w/frontage, NO HMO/Welfare, white collar patient base 619-435-4628.

2 DIGITAL SENSORS for the price of one. The DentiMax sensor package includes size 1 & 2 sensors with USB control box and imaging software. Call (800) 704-8494.

GROUP PRACTICE in San Fernando Valley seeking general dentist, pedodontist, endodontist, periodontist, orthodontist, oral surgeon, also front receptionist, office manager, biller, dental assistant. Fax resumes to (818)784-9399 or call (818)335-0274.

STOP REFERRING OUT Team of 2 oral surgery residents will perform surgical procedures in your office. All insurances. Call 818-253-5223.

NEED A CPR RE-CERT? WE COME TO YOU! - Adult Child and Infant CPR and choking formatted for Dental Offices. 2 year CPR card given on the spot. Earn 4 hours of C.E.U's per person. 4 people \$45.00 p/p - 5 or more \$40.00 p/p. Minimum # required. Class time less than 2 hours. Our 17th year! Call Danny @ (626)797-6179. Thanks!

DENTAL FRONT DESK Reseda, experienced in Insurance/HMO/Billing/Claims. Spanish speaking preferred. Call: (818)881-6761 Fax: (818)881-6570.

OLDER PC-1000 Pan/Ceth X-ray machine, w/brand new TUBEHEAD. \$7000 OBO. Please call Jason @ 714-520-9100 x231.

SCAN ALL YOUR DOCUMENTS & GO PAPERLESS NOW!!!
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EMAIL info@tajann.com. SERVING LA & ORANGE
COUNTIES.

GLENDAL dental practice for sale. 3 operatories. E-mail: yjmdds@yahoo.com.

EVER THOUGHT HOW EXPENSIVE a continuing education course is, when you take time away from patients to attend during a week day? PDS has applied clinical continuing education on Sundays. For more information call 1-866-4 CALL PDS or 1-866-422-5573.

ORTHODONTIST NEEDED for a general practice in Culver City - min 5 yrs experience; 1 Saturday per month. Fax resume 310 398 5525.

RED BLUFF For Sale - General Dentistry. Practice in free-standing building bluff over looking Sac River. 8 ops. 10 days hygiene. Seller practiced Red Bluff 36 years. 2006 collections \$1 Million adjusted net\$336K. Bldg also for sale 100% financing available. Owner retiring. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-730-8883.

PRACTICE FOR SALE #3127 - Bakersfield - GP - Net Profit \$500k plus first year. Call PPS (714) 832-0230.

BIOLASE/WATERLASE LASER. PERFECT! 6 watt..... \$12,500.00 FIRM/CASH QUESTIONS? 661-269-2695.

DENTAL IV ANESTHESIA in your office to make your patients comfortable. www.dental-anesthesiology.com (213) 590-8053.

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TWO BRAND NEW DENTAL OFFICES available in La Verne. 1200 sq ft & 1920 sq ft. Anchor grocery store. Call: 909-913-4916.

FOR SALE! New credit card machine/terminal. Never used, still in box with all supplies \$549.00. E-mail gbcdds@live.com.

PRACTICE FOR SALE #3126 - Hemet - Shopping Center. Some HMO enough to take a bite out of rent. Shopping center, 4 Ops. First class. 7,000 new homes nearby. Make offer. Call P.P.S. (714) 832-0230. \$300,000 to \$400,000 invested. P.T. Seller has no time to build.

OFFICE MANAGER NEEDED for office in Costa Mesa Orange County. English/Spanish prefer. Full time. Call (714) 957-1012.

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FOR LEASE COVINA NEW OFFICE 3 OPERATORIES, JUST REMODELED, TURN KEY, GREAT MEDICAL BUILDING \$2,500.00 MUST SEE 562-868-6333.

DENTAL ASSISTANT IS NEEDED for private friendly Fullerton office. Spanish speaking is a must. Please call 714-680-9595.

DENTAL OFFICES FOR SALE Bakersfield, CA. 8 opts. Good locations. Doctor is working for State. Office is next to a super market, busy shopping center. Very good potential. Price: \$320K. Call: 714-622-9168. or Email: nilesfamilydentistry@yahoo.com. #2

UNLIKE OTHERS WHO ONLY "PROMISE" RESULTS...we GUARANTEE you 23 - 35 new patients every month! Visit www.AttractDentalPatients.com.

DENTIST WITH OVER 1 YR EXPERIENCE is in search of an associate position. Please contact Dr. Shuchita at 562-644-7769.

FOR SALE Several practices represented by P.P.S., are exceptional a) Hispanic practice on Pico near Vermont - Asking \$135k. Will sell for \$85k; b) Palmdale - A \$1 million dollar location for sale. Now doing \$50k+/month - \$525k; c) Affluent Pasadena area Grosses \$850k - Seller motivated; d) Anaheim Asian and Hispanic - Seller motivated; e) Coming up! Newport/Costa Mesa Grosses \$40k/should be \$80k+. Full Price \$425k; f) South Orange County Grosses \$1 million reduced to \$885k, Net \$400k next year; g) Redlands Grosses \$60k per month will also exceed \$1 million within 18 months even in this economy; h) Riverside near Canyon Crest shopping center, FP \$350k bargain. Many more outstanding opportunities. Call P.P.S. Tom Fitterer or Dean George at (714) 832-0230.

WE ARE LOOKING FOR A DENTIST to do Endo in Santa Barbara. 2 days/month. \$1200-1800/day. Call 310-768-4879.

STOP REFERRING OUT! Team of 2 Oral Surgery Residents ready to perform all surgical procedures in your office. Call 818-253-5223.

REFERRAL TECHNIQUES that draw like magnets. For FREE report visit: www.dentalbusinessacademy.com.

WE ARE LOOKING for a dentist to do Endo in Apple Valley 3 days/month. \$1200-1800/day. call 800-768-4879.

ENDODONTIST NEEDED for a general HMO practice in Culver City. TWICE a month. Please contact (310)390-3565.

BEAUTIFUL BEVERLY HILLS dental office suite for rent month-thru 2/3 ops. Various arrangements available. Call 310-804-1128 for details.

PRACTICE FOR SALE LONG BEACH 4 eq ops, plmbd staff lounge, 1,490 sq ft office California Practice Sales, Inc. Phone: 714-639-2775.

FOR RENT dental office space, 3 operatorys in City of Montclair. (619) 947-1543.

Advertising Tips for Doctors

Make your advertising more effective, follow these simple tips!

1. **Don't start** your ad with "For Sale;" instead, begin it with the item you are selling. Example: **HEMET GP PRACTICE** for sale.
2. **Avoid using only an email address** for contact, using a phone number increases response dramatically. Sending email takes too much time & effort.
3. **Don't repeat the same ad over & over**...it is better to change it or, if running multiple ads in a single issue, avoid repeating them. Doctors dislike redundancies (they tell us this all the time).
4. **Use spell check** and check your contact info to make sure it's right. Many ads are submitted online w/ typos, incorrect phone numbers or lack contact information completely.
5. **Follow the guidelines** on our tutorial when submitting ads online. If you wish to run an ad more than once, please use the Commercial Reader Ad Form and pay for the redundant ads. It is Dental Trader policy to delete redundant free reader ads. You may run one free reader per need/item per month (up to 20 words). **Habitual violators get banned.**
6. **Select the appropriate area for your ad.** If you are seeking part time staff in Los Angeles, don't submit the ad for our Northern Calif. edition. Many doctors do this. Just because you can advertise statewide doesn't mean you should.
7. **Be exact in your language.** It is difficult to understand a vague ad. Example of a bad ad: **DA for busy downtown practice** Call 555.123.4567. Example of a good ad: **DA SOUGHT** for downtown LA practice. Call 555.123.4567.
8. **Paint a mental picture.** Be descriptive. Example of a bad ad: **PRACTICE FOR SALE** LA grosses 250K/yr, sell for \$180K. Call 555.123.4567. Example of a good ad: **STUNNING LOS ANGELES GP PRACTICE** in new medical bldg for sale. 3 ops w/ amazing views of city. Grossing 250K on 3 day work week, room for growth/expansion. Recently redecorated, equipment looks new. Call 555.123.4567.

For additional help with your advertising call us at 877 888 4237

The Dental Trader

BRAND NEW dental office available in San Bernardino CA by September 2008. Anchor's Fiesta Grocery Store. Call: 909-913-4916.

DENTAL ASSISTANTS MY DENTIST, SCHOOL FOR DENTAL ASSISTANTS, OFFERS APPROVED CERTIFIED X-RAY LICENSE AND CORONAL POLISHING COURSES. INFORMATION (323) 582-1999.

ORTHODONTIST available immediately to work in the South Bay area. Board certified. Call 310-343-3168.

ASSOCIATE DENTIST NEEDED Ventura private office. Potential for buyin/ buyout. Percentage of production or collection. Call (661) 317-1842.

"HMO" looking to buy an HMO practice in Sacramento or surrounding areas. Please call: 310-403-1117.

OFFICE SPACE for sublease in Glendale. 2 ops. Call 213-300-8029.

ORTHODONTIST AVAILABLE July 2008. F/T or P/T. SoCal or SF/Bay area.. yarbroughorthodontics.com. ronyarbrough@hotmail.com.

PART TIME JOB for general dentists with Ortho experience. Great pay potential. Please call 800-768-4879.

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FEATURED DENTAL PRACTICES FOR SEPTEMBER, 2008



STOCKTON - WOW! \$24K/mos CAP CHECK!! (7) op computerized G.P. (3) ops eqt'd w new Belmont eqt & (4) additional ops eqt'd w (4) year old eqt. In a two story prof. bldg. Cash/Ins/PPO & HMO pts. Cap check approx. \$24K/mos & No Denti-Cal! Easy Dental software. 2007 Gross Collect \$1.30M. 2008 Projected Gross Collect \$1.42M. Absentee owner. **PENDING**



LODI - (4) op computerized G.P. (3) ops eqt'd w new Belmont eqt & 4th op plumbed not eqt'd. Free stand bldg on a main street w exposure/visibility & signage. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2007 Gross Collections \$309K+. 2008 Projected Gross Collect \$375K+. Absentee owner. Will produce/net more w owner/operator. **NEW**



LA MESA #3 - (5) op computerized G.P. (4) ops eqt'd w newer eqt. 5th op plumbed not eqt'd. In a one story garden style medical/dental complex. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2007 Gross Collect \$552K. 2008 Projected Gross Collect \$700K+. Absentee owner. Will produce & net more with owner/operator. **PENDING**

PETALUMA - Newly opened in late 2006 and growing like a weed! (2) op computerized G.P. eqt'd w new Belmont eqt. In a one story prof. bldg. Cash/Ins/PPO & HMO pts. Also has a (700) member Smile Saver Contract. No Denti-Cal. Cap check approx. \$3K/mos. Easy Dental software. 2007 Gross Collect \$225K. 2008 Projected Gross Collect \$450K. Absentee owner. Will produce/net more with owner/operator. **NEW**

NEW CENTRAL CA LISTINGS:

BAKERSFIELD #20 - (3) op computerized G.P. & a duplex bldg. Annual Gross Collect \$450K-\$500K. **NEW**

BAKERSFIELD #21 - (10) op computerized G.P. & a free stand bldg. Annual Gross Collect. \$500K+. **NEW**

BAKERSFIELD SUBURB #1 - (3) op computerized G.P. & a free stand bldg. in a smaller town w limited competition. Annual Gross Collect. \$350K - \$400K. **NEW**

BAKERSFIELD SUBURB #2 - (3) op computerized G.P. in a smaller town w limited compet. Annual Gross Collect. \$360K+. **NEW**

SOUTHERN KERN COUNTY - (6) op computerized G.P. in a smaller town w limited competition. Annual Gross Collect. \$850K - \$950K. **NEW**

See additional Ad on page 4 for more details!



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ORTHODONTIST NEEDED for beautiful office in Pomona area. Must have experience! Great location, compensation & support staff! Please call (714) 697-3476.

WANTED Quality, friendly practice LA-Ventura area, associate/buy in within 12 months. No HMO/Dentical. 5 yrs exp. devloux@yahoo.com for CV.

YOUR "JUNK" IS SOMEBODY ELSE'S "TREASURE" so advertise your unused stuff **FREE** in The Dental Trader. Clear out that junk drawer and get some cash! Just follow the **FREE** ad instructions on our **FAQs** page at dentaltrader.com.

GEN. DENTIST AVAILABLE for PT work in South Bay area. Hardworking, kind, gentle, easy to work with. E-mail to gbcdds@live.com.

PRACTICE FOR SALE #3082 – Escondido Area – D.D.S.. Partnership sure-fire-success. Partner will finance. Call PPS (714) 832-0230.

LOOKING FOR A PART-TIME DENTIST for Bakersfield, CA. All phases of dentistry. Minimum 2 yrs exp. Please send CV: 661-863-0719.

PERIODONTIST AVAILABLE A BOARD ELIGIBLE PERIODONTIST WILL COME TO YOUR OFFICE FOR PERIODONTAL & IMPLANT SURGERIES. 310 857 8496.

BIOLASE DIODE LASER AS NEW...\$5,000.00 FIRM/CASH. QUESTIONS. 661-269-2695.

VISALIA existing GP looking to lease out 2-3 ops to a specialist. Brand new state of the art facility. 559-733-8594.

DENTAL OFFICE SPACE FOR RENT IN BEVERLY HILLS TRIANGLE AREA Looking for an Endodontist to share space with a Periodontist. (310) 275-1090.

CENTRAL CAL GP NEEDED FULL TIME. EXCELLENT COMPENSATION. FAX RESUME TO 559-781-1194.

WANTED: ORTHO PRACTICE buyer looking to buy ortho practice in Orange County area. Will pay top dollar. e-mail at: uscorthodontist@yahoo.com.

DENTIST FOR EMERGENCIES short or long term. Best on quality production. 25 year California experience. Please call 909/641 3424.

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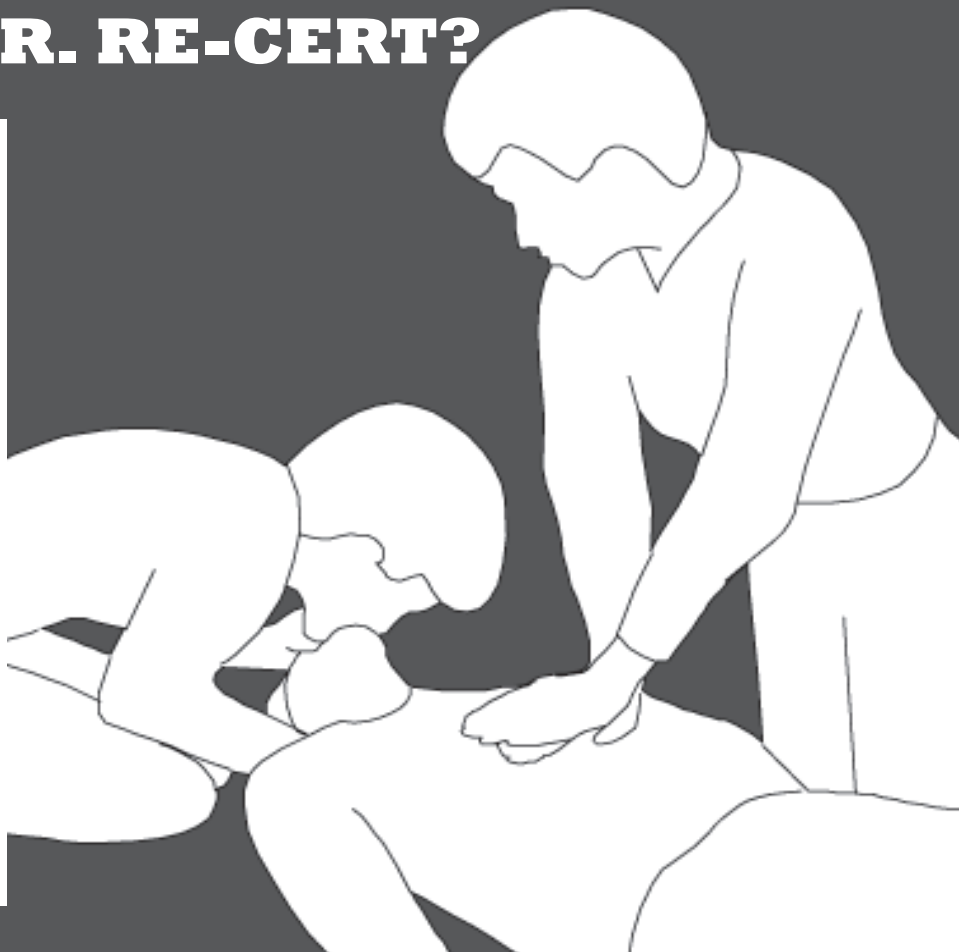
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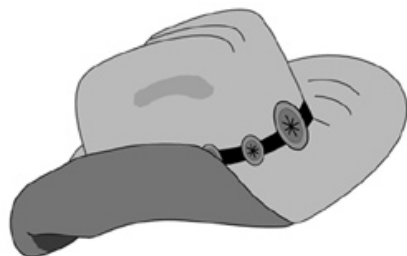


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- 5918 - Metro Sacramento – Highly recognized practice. Located near upscale neighborhood. Beautiful office. Averaged \$1.5 mil/yr. Seller will work back for Buyer.
- 5928 - Oakland's Pill Hill – Seeks Female DDS – Relaxed practice collects \$250k/yr Since 2000. Ideal part time practice.
- 5929 - Southern Sonoma County. 6 days of Hygiene. Great staff. Shall collect \$1.1+ mil in 07' with profits of \$430k+
- 5930 - Berkeley's Alta Bates Medical Village– Beautiful new dental suite. Computerized ops & digitized radiography.
- 5932 - Monterey. 3 day week practice shall collect \$375k+ in 2007. Previous 3 years have averaged \$454,500/yr
- 5933 - Santa Cruz Soquel – Practice & Building. Phenomenal location on Soquel Drive. Nearby Dentist should buy practice and building, and relocate here, Building has rental income and suite can be expanded.
- 5934 - San Francisco's 450 Sutter Street – Young practice shall collect \$300k+ in 2007 with profits of \$100k+. 3 ops. Great views.
- 5935 - San Joaquin County – This is a special opportunity. No competition, growing community and great school system. Shall collect \$570k in 07.
- 5936 - Sierra Foothills Highway 50 – Placerville area. Lifestyle opportunity to acquire busy practice in country setting. 2007 collected \$560k, with profits of \$260k, 4 days of Hygiene.
- 5937 - Folsom – Located in Broadstone Marketplace. Turnkey office includes Safeguard DMO plan, and new patient flow of 10+/month.
- 5938 - So. Humboldt County Hwy 101 – Great opportunity in beautiful NO. CA setting and far away from busy cities. Consistent \$300k+/yr on a 3 day week with 4 days of Hygiene. Wants to do more.
- 5939 - Fremont – Prime location off Mission Blvd. 6+ days of Hygiene per week. Great office design w/4 Ops & 5th available. Collected \$637k in 07.
- 5940 - San Francisco East Bay – Highly desirable location. Well managed & efficient, produced \$690k and collected \$667k in 07. Profits exceed 50%.
- 5941 - Stockton – Located next to Weberstown mall. 15 yr old practice in new 3 Op dental suite with great exposure. Collected \$465k+ in 07. F.P. \$250k

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Website - So. CA www.PPSdental.com

- 1017 - Palm Springs/La Quinta area- Estab 40 yrs. New owner 14 yrs. Like new 9 Ops. Hi tech office. Grosses \$180k+/mo. Seller to work back for Buyer. Adding new DDS can achieve \$2.5mil first year.
- 1069 - Irvine G.P. Grossing \$190k–Cap cks \$2k+/month. Lowest rent in Irvine
- 1094 - 2 Practices near Bakersfield. Gross \$1,000,000+. Bargain.
- 2038 - San Bernardino shopping center location. 1,500 sq.ft. 4 Ops. Collects \$300k annually. Absentee run. A Bargain
- 3012 - Apple Valley area – HMO - \$20k Cap checks per month. R.E. in newly renovated office available at \$1.5k. Practice \$950k.
- 3022 - Riverside – G.P. Professional bldg. Grossing \$400K plus. 4 Ops. FP \$350k
- 3029 - Montebello/Whittier/Pico Rivera – Super hi identity location within super market shopping center with low rent. 6 Ops, 4 equipped.
- 3047 - Korean G.P. @ 101 & Vermont. Est 30+ yrs. Senior Seller refers out a lot.
- 3057 - Riverside HMO/GP. State of art office. Grossing \$1mil+. Great opportunity to grow to \$2mil. R.E. available.
- 3058 - San Bernardino area Practice. Across from large local hospital. 1,316 sq. ft., 3 operators, 2 equipped. Office is modern with digital X-ray and camera.
- 3071 - No. San Diego. G.P. Est. '90's. 85% PPO & Ins. Booked ahead, 6 Hygiene days.
- 3082 - Escondido Area– DDS Partnership on Sure – fire success.

ORTHODONTIC BUYERS NEEDED 4 SO. CALIFORNIA

- 3087 - No. Hollywood – Valley Village. Emergency sale. 3 Ops. Free standing building. Established many years. Gross \$400k+, F.P. \$260k. Make offer
- 3094 - Santa Monica/Palisades – Grossing \$400k+ in 3 days. FP \$350k.
- 3098 - South San Diego – GP. State of art. 3 ops, room for more. Grossing \$647k. 4 day hygiene. Upscale office and clientel. Net \$200k plus.
- 3099 - San Diego ORTHO. High fees. Upscale office. Low overhead. Gross \$450k.
- 3101 - So. O.C. HMO/GP. State of art equipped paperless office. Absentee Seller.
- 3107 - West side Pavillion GP. Grossing \$850k to \$900k with valuable R.E.
- 3108 - Palm Springs/Palm Desert GP. Grossing \$1.2mil. 4 Ops. F.P. 50% \$600k
- 3109 - Pico/Wilshire near Hoover. GP Grossing \$100k. Hispanic area. 4 Ops.
- 3113 - Corona – GP. Grossing \$400k+.
- 3114 - Orthodontist – Grossing \$800k, net \$400k. LA area.
- 3118 - Santa Monica. Estab 1940. Grosses \$260k in 3 days. Very conservative.
- 3119 - Riverside - HMO \$8k/mo. Grossing \$1.1mil in 9 Ops. State of art.
- 3120 - Riverside/Corona – Hi visibility. New location 8 – 9 Ops grossing \$300k
- 3125 - Redlands. Hi visibility Shopping ctr. Beautiful 4 Ops. Grossing \$60k/mo.
- 3126 - Hemet – Shopping center. Some HMO – 4 Ops – First class.
- 3127 - Bakersfield-GP. Net profit \$500k plus first year.
- 3129 - San Clemente – GP. Est. low key office. 3 Ops. Great Exposure.
- 3130 - Covina/Azusa – GP. Est many yrs. Shopping center. 1,500 sq.ft. 6 Ops.
- 3131 - Anaheim. Est 40 yrs. 1,800 sq.ft., Grossing \$400k+
- 3133 - South Bay – Grossing \$2,000,000 more volume available. By adding Specialties. Full Price \$2,500,000
- 3134 - Canoga Park – Established 1944. Grossing \$200k. 1,500sq.ft.
- 3135 - Los Angeles-Wilshire near La Brea. Grossing \$150k+ 3 Ops. Low rent
- 3136 - West LA. GP \$3,000,000. Established 20 years. HMO \$15k month.
- 3137 - Chino Hills. New shopping ctr. Absolutely gorgeous. \$450k make offer.
- 3138 - Hollister . Near NO. CA. Grossing \$350k plus. Beautiful area.
- 3139 - Riverside Canyon Crest area. Absolutely gorgeous. 5 Ops. Shopping ctr
- 3140 - San Marino – Pasadena/Arcadia. Grossing \$850k. Est. 36 yrs. Classic Crown and Bridge. 6 Ops. 2,220 sq.ft. Free standing building
- 3142 - La Habra/Brea–GP–Since 1939. Pres. Nixon was patient. Gross \$600k
- 3143 - Palmdale/Lancaster – Grossing \$50k- \$60k. \$1 million practice within 36 months. Fantastic location. \$550k
- 3144 - Coming up! Costa Mesa Great Location. Register your interest.
- 3147 - Coming up! Fantastic Location. \$1 million for sure within 36 months.
- 3149 - Riverside/Moreno Valley GP. Grossing \$1mil+. Group practice.

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