

THE Dental Trader

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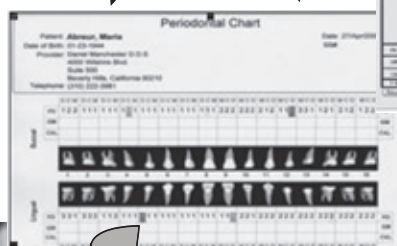


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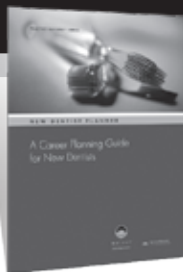
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GP for sale in Santa Barbara 3 ops, private practice. Reduced price for fast sale. 818-675-8960.

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FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. Only private dentist in smaller town. 2008 collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD IMMEDIATELY!**

KERN COUNTY

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

SOUTHERN KERN COUNTY - Smaller town w/ limited competition. (6) op computerized G.P. annual Gross Collect \$850K+. Cash/Ins/PPO/HMO/Denti-Cal pt. base. 75+ new pts/mos. Central nitrous & panorex eqt'd. Low overhead/high net income. "Be a Big Fish in a Small Pond".

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 pt. base. Gross Collect \$260K+/yr. p.t. **Price Reduction.**

ARCADIA - (4) op computerized G.P. located in a well known, easily accessible medical dental bldg. on a main blvd. Cash/Ins/PPO with no HMO's or Denti-Cal. Gross Collect \$315K+/yr on a (4) day wk. **NEW**

BALDWIN PARK #2 - (5) op computerized G.P. (4) ops eqt'd. 5th plumbed. Cash/Ins/PPO/Denti-Cal pts. In a strip ctr w/ good signage/visibility. Easy Dental s/w. 2008 Gross Collect approx. \$230K p.t. Can do more f.t.

CHATS WORTH - BUILD TO SUIT 1,500 sq ft dental office in a strip ctr. on a high traffic corner. Zoning approved for 5-6 ops. Excellent visibility/signage.

GLENDALE - Extremely motivated Seller wishes to sell their (4) op (2 eqt'd & 2 plumbed) G.P. office located in a free standing bldg with exposure & visibility. Mixed patient base. Gross Collect \$110K+ on (1-2) days/wk. **Price Reduction.**

HUNTINGTON PARK - (4) op G.P. located in a strip ctr w/ good signage/visibility & parking. Cash/Ins/PPO/Denti-Cal pts. Gross Collect \$230K+/yr p.t.

LOS ANGELES (KOREA TOWN) - Computerized G.P. located in the Korea Town area of Los Angeles. Store front location with excellent exposure, visibility & signage. State of the art facility with (7) ops of newer Belmont equip, Cerec 3, (2) lasers, fully equipped lab, (6) digital x-rays, Dentrix s/w, PRP System, Jaw Tracs, and 3D ICAT Imaging System. Annual Gross Collections of **\$1.4M+ with an annual net of approx \$450K!** Cash/Ins/PPO pt. base. No HMO's & no Denti-Cal. Approx 20 new pts./mos. 30+ years of Goodwill. Seller retiring but will assist with transition or could stay on part time. **NEW**

MISSION HILLS - (5) op turnkey office. (4) ops eqt'd, (5)th op plumbed. Located in an upscale, well known & well located prof. bldg. A-Dec equip, pano & plumbed for central nitrous. Sale includes T.I. S's to freshen up the office. Priced less than build out & equip replacement cost. **NEW**

NORTH HOLLYWOOD - (4) op Turnkey Office with patients. (2) ops eqt'd, (2) additional plumbed. Located in a grocery store anchored Shop Ctr with excellent exposure, visibility and signage. Heavy foot traffic with many walk ins. Cash/Ins/PPO and some Denti-Cal. Seller working only part time schedule. This practice can do \$400K-\$500K with some advertising and more hours. Seller retiring. **NEW**

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

TARZANA - (3) op computerized G.P. Located in a busy shop ctr. Excell. exposure/visibility/signage. Cash/Ins/PPO/HMO pts. 2008 Gross Collect approx. \$600K+ on a (3) day wk. Seller collect. \$960K f.t. in 2006 before her pregnancy. Tremendous upside. **PENDING**

WOODLAND HILLS - (3) op computerized G.P. in a strip center on a main blvd. w/ excell exposure, visibility & signage. Digital x-rays & intra oral camera. Dentrix software. Cash/Ins/PPO only. No HMO's & no Denti-Cal. 1-800 Dentist provider. 2009 projected Gross Collect. of \$700K+. Seller is taking an academic position but will transition. **NEW**

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- Pre-Sale Planning

RIVERSIDE COUNTY

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

ORANGE COUNTY

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

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.

SAN BERNARDINO COUNTY

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

UPLAND - (3) op computerized G.P. State of the art & drop dead gorgeous. Located in a shop. ctr. with exposure/visibility & signage. Digital X-Rays & networked ops. Like new Eqt. Open 1 1/2 years & has approx. 300 pts. Grossing \$6K-\$8K/mos on a p.t. schedule with no marketing. Seller moving. **Price Reduction.**

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 Gross Collect approx. \$750K.

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. **SOLD**

VENTURA COUNTY

VENTURA - MULTI SPECIALITY PRACT. - (5) op comput. office in a one story prof. bldg. Digital x-rays & pano, paperless office, 3 1/2 yr old Belmont eqt. & (2) ceiling mt'd surgical microscopes. 2 days/wk Pedo, 3 days/mos O.S., 2 days/wk. Endo, & 1+ days/mos Perio. Cash/Ins/PPO/HMO/Healthy Family pt. base. 2008 Gross Collect \$540K+. **NEW**

WESTLAKE VILLAGE - Turnkey Office in a desirable upscale area, on the outer perimeter of a prof. bldg. Excellent exposure, visibility & signage. Drop dead gorgeous w/ marble floors, travertine counter tops, vaulted ceilings, & many designer touches. (3) ops of newer eqt. Computer networked & has digital x-rays. Sale includes dental eqt, furniture, fixtures, leaseholds & rights to the office lease. Seller moving to larger office. **NEW**

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PRACTICES FOR SALE —September, 2009

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

SAN DIEGO-CHULA VISTA-EASTLAKE – ORTHODONTIC Practice established 2 years as satellite. GORGEOUS Office in Prof Bldg (several Gps in immed area) 5 treatment Ops, 1 private exam Op. Planmeca digital Pan-Ceph. Large windows with pleasant view. Once in a lifetime "turnkey" opportunity with existing cash flow!!

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SAN DIEGO-EL CAJON – General Practice (which also does implants) available. 3 equipped Ops plus 1 plumbed in approx 2200 sq. ft. Freestanding building with signage. Collected 551K in 2008. Practice is offered for 460K. **BUILDING also FOR SALE** for 600K.

SAN DIEGO-PACIFIC BEACH – General Practice operated 2 days per week as second office. Collected approx 350K. Ins/PPO/Cash. Great Starter!! Asking only 320K.

SAN DIEGO-CHULA VISTA-EASTLAKE – Three Year Young **GENERAL** Practice available. in major GROWTH AREA. Comprised of 5 Ops (3 equipped with dental cabinetry, 2 plumbed) in approx 1660 sq. ft. GREAT Opportunity to acquire a newer, built-out office. Patient base made up of PPO, Cash and CAP. Offered for only 250K!!!

SAN DIEGO-PACIFIC BEACH – 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! Available for 100K!

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My advertisement generated three responses on the first day it was posted on the Dental Trader website. With the immediate success, I discontinued my ad before it appeared in the printed edition.

—Dr. White

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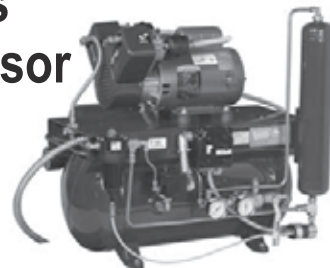


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It’s not that easy to obtain the “perfect map” to attract a consistent flow of new dental patients, is it? But there is a lesson here...**YOU NEED A MAP.** If you don’t have one, consider yourself lost or about to be lost. But where and how do you find a new patient map?

Many Dentists know “where” they want to go but instead of consulting a map, they “aim”. Like going from New Jersey to California and instead of following a map, they simply “aim” west. They “aim” toward their goal instead of mapping a route that has been proven to get them there in the most efficient, productive and profitable way possible.

Want to see the Ultimate Patient Attraction Map? Watch this Free Video here:
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Not only do you get a virtual new patient map, but all the “driving” is done for you. You get over 21 no work patient attraction systems that get you new Cosmetic, General, Referral (and all types of) patients every month on autopilot without you doing any marketing work. Stop wasting time “aiming”. It’s time to get serious and chart your course. When you do, you’ll avoid the closed roads, the detours and the mishaps that keep many Dentists from ever arriving at their destination. Some even end up turning around out of frustration. Don’t let this be you.

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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.

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- **FRESNO:** IV Sedation Practice 1,500 sq. ft. 5 ops GR \$1,058,000 #14250
- **FRESNO:** Office Space only & some Equip. Very nice. Good location. Take over lease. #14292
- **GRASS VALLEY:** 1,500 sq. ft., 4 ops GR \$714K #14272
- **I-80 CORRIDOR:** 1,100 sq. ft. 3 ops GR \$135K #14265
- **MADERA:** 1,650 sq. ft. 3 ops GR \$449K #14629
- **MODESTO:** 3,580 sq. ft. 12 ops GR \$1,097,000 #14289
- **NO. CA WINE COUNTRY:** Endodontic Practice, 2008 GR \$958K 4 operatories 1500 sq. ft.
- **OROVILLE:** 1,000 sq. ft. 3 ops GR \$311K #14178
- **PORTERVILLE:** 2,000 sq. ft. 6 ops One of two partners is retiring. GR \$2,289,000 #14291
- **RED BLUFF:** 3,500 sq. ft. 8 ops GR \$1,006,096 #14252
- **REDDING:** For Sale-Owner looking for Assoc. trans. into Partnership w/Buy-Out. '08 GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft.
- **RENO:** FOR IMMEDIATE SALE-General Dentistry Practice. 2 ops, 17 yrs. present location '07 GR \$763K with adj. net of \$263K w/65% overhead. Bldg. also for sale. Owner deceased.
- **SACRAMENTO:** Patient Record Sale Approx. 245 active patients
- **SAN FRANCISCO:** Financial District 4 ops, 1,500 sq. ft. MERGER - Buyer needs to bring in Pt. base #14288
- **SAN JOSE:** Office space only & equipment. Fully equipped. New lease is available from landlord. Near Monterey Hwy. #14295
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- **SUNNYVALE HMO PPO:** 1,150 sq. ft. 3 ops GR \$271K
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 Davis - El Macero Country Club

FRIDAY, JUNE 12
 Monterey - Hilton Garden Inn

* **FRIDAY, JUNE 19**
 Fresno - Univision Ex. Board Room

* **FRIDAY, JUNE 26**
 Roseville - Granite Bay Golf Club

FRIDAY, JULY 17
 Modesto - Double Tree Hotel

* **FRIDAY, JULY 31**
 Anaheim - Anaheim Hilton

FRIDAY, AUGUST 7
 Folsom - Marriott Courtyard

FRIDAY, SEPTEMBER 18
 Carlsbad - Sheraton

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Thanks again!

Dr. R.P., DDS

Attn 2009 CDA Convention (San Francisco) attendees - I will be at the CDA on Saturday, Sep. 12th. If you have questions about dental practice transitions, incorporation, leases, association agreements or estate planning, please call me at the Convention on my cell phone: 805.895.1120. I look forward to seeing you! Attorney Robert W. Olson Jr., www.transdental.com.

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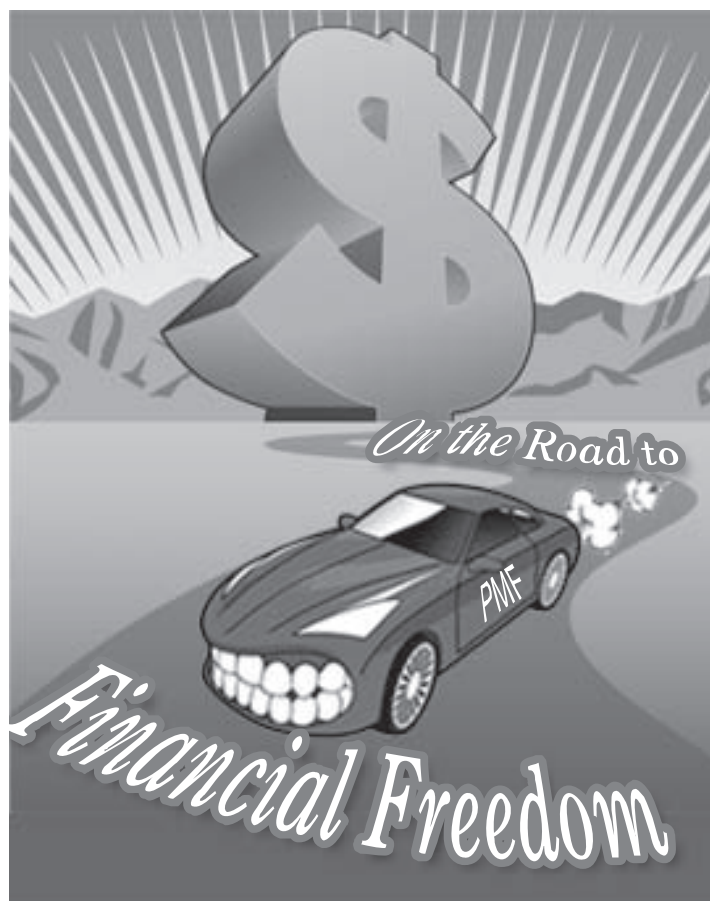
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BAY AREA

A-6781 SAN FRANCISCO - Established in 1993. New equipment-hardly used. VIRTUALLY NEW practice! 1,000 sf/3 ops. **\$65k**

A-7751 SAN FRANCISCO- Space Sharing. GP seeks DDS to share office in renowned 450 Sutter St bldg. **Call for details!**

B-755 BRENTWOOD FACILITY - Med. Prof. Bldg. Health care/comm. area. 1,500 sf/2 ops & plumbed for 1 add'l **\$375k**

B-757 SAN RAMON- One of the best planned, spacious offices we've seen! Located off Crow Canyon near the freeway in busy retail shpng ctr. "Like new" office is 2,800sf w/ 2 fully equipped ops. Plumbing for 8 total **\$295k**

NEW! B-7881 TRI VALLEY, CA - Facility Only - Location, Location, Location! 1070 sf, 4ops, ADEC chairs and equipment. Fully networked Detric computers in each op. **\$400k**

NEW! B-8061 (Facility Only) Walnut Creek Located in highly visible, easily accessible, well-mixed 4-story Medical/Dental Prof bldg w/ ample parking. Family-oriented, desirable neighborhood. GP or Specialist (Pedo/Perio / Oral Surgeons) 1,854sf & 4 ops **\$150k**

C-690 SANTA ROSA -1050 sf with 3 ops. One of the most prestigious areas in Santa Rosa. Very mature landscape & beautiful office. Emphasis on Crown & Bridge, esthetics dentistry & prosthetics **REDUCED! \$295k**

C-7361 SOLANO CO-FFS GP in thriving community! Spacious 2264 sf 6 op office near Yacht Club & Marina. **\$375k**

NEW! C-7811 SOLANO CO - 2,997 sf w/6 fully equipped ops + 2 Hyg ops + 1 add'l op! Buy the whole practice for \$1.3m or only 50% for \$650k. **Call for Full Details!**

NEW! C-787 SANTA ROSA - GP in very desirable area. 1700 sf, 4 fully equipped ops. Gross over \$300k last year! Write your own success story here. **\$150k**

BAY AREA CONTINUED

D-771 SAN JOSE-Incredible opportunity to own Practice & Real Estate! Desirable neighborhood. 1,375sf **Practice \$125k & Real Estate: \$495k**

D-779 SUNNYVALE - Well established GP in heart of Silicon Valley! 4 ops, 1050sf. Call for more information! **\$225k**

NEW! D-790 Facility Morgan Hill - SPEC-TACULAR! Dental Prof Plaza on busy intersection. 1,730 sf/5ops, 3 of which are fully equipped. **This is an Ideal Satellite Office for Specialty Practice! \$75k**

NEW! D-798 SAN MATEO - This one won't last long. Quality, well established GP. Dental Prof Bldg. 1250 sf w 4 ops **\$425k**

NEW! D-7971 SF SOUTH BAY- Quality Service - Excellent Reputation- Desirable Location! 28 years of goodwill in this Dental/ Medical Prof Bldg. 1480 sf & 4 fully equipped ops. **\$650k**

NORTHERN CALIFORNIA

E-7121 SACRAMENTO AREA - Largely FFS. 1800sf, 4ops (+2 add'l plumbed). Highly visible, 2-story Prof bldg. **\$775k**

E-748 SACRAMENTO -Convenient location. 820sf/2ops. Plumbed for 1 add'l. Only **\$65k**

E-680 FOLSOM - Seller leaving behind all equipment & improvements! 2143 sf, 2 ops & plumbed for 4 add'l. Seller Will Consider ANY Reasonable Offer! **ONLY \$150k**

E-729 AUBURN - Busy retail shp ctr w/ excellent signage & good traffic flow. Well maintained FFS practice. 1750sf, 4ops. Plumbed for 2 add'l ops **\$300k**

E-753 CITRUS HEIGHTS - Estab. 25+ yrs. With little attention to marketing, production can be easily increased. 2,660 sf/9 ops. **\$950k**
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NEW! E-782 ROSEVILLE-FACILITY- Spacious 1,850sf office. Open Bay w/4 chairs. Busy Pedodontic Practice in same building! **Offered at \$88k**

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NEW! E-795 SACRAMENTO - This Highly esteemed FFS practice offers 1100sf and 5 fully equipped ops in Dental Prof Bldg. Just Beautifully remodeled with upscale sophisticated décor. **\$795k**

F-7651 COASTAL EUREKA AREA-Near Thriving University. Vibrant student/staff population. Seller retiring. 2700sf, 6 ops. **\$515k**

G-751 RED BLUFF/CHICO- Known for special sense of community & small town living. Complete remodel ~5 yrs ago. FFS GP. 2350sf / 4 ops equipped. Plumbed for 2 add'l. **Short Sale - Current Lender Willing to Carry Qualified Buyer. Practice Offered at \$175k / Real Estate Also Available \$250k**

G-761 CHICO-Seller retiring! 1000+ sf w/3 ops. Attractive Med Prof Bldg. Vibrant community **\$150k**

H-634 WEST OF RENO-On the Feather River in Plumas Co. 1500 sf/ 4 ops, excellent location. Lease below market value. **\$250k**

H-668 NORTHEASTERN CA- GP with over 30 yrs goodwill. 4 ops in spacious 1600sf office. 2007 gr repts exceed \$650k **\$395k**

H-709 CHESTER/ALMANOR -Wilderness of Plumas & Lassen Co. Well established rural area. 1,680 sf/5 ops . Real Estate is also available, **\$225k**

H-747 GRASS VALLEY -Respected 5op, 1665sf office priced to sale at only 55% of expected 2008 collections! **Only \$385k** Real Estate available well below appraised value!

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I-625 MERCED - SIM practice for 595k. Newly remodeled! 2100 sf, 6 ops. Ready to go paperless. 60% FFS/40% Pvt Pay. Near Merced Mall. Highly visible location. **\$595k**

NEW! I-6791 MERCED - FFS practice nets well over \$400K w/ a 150 day work year, 4ops, 1634sf. 25yrs GW Seller retiring, Great patient base & Staff **\$680K**

I-685 TURLOCK - 1700sf, 7 ops. Avgs 14 patients & 11 Hyg Pats/day! Practice recently remodeled. Highly attractive free standing building. Mostly Adec Eqpmnt. **\$350k**

I-772 Facility STOCKTON-Desirable, affluent health care area. 2,140sf/4 ops **\$250k**

NEW! I-802 MODESTO - Dental Facility. ~ 1500sf w/4 ops & room for 1 more. State of the art facility directly in front of Vintage Faire Mall **\$495k**

J-720 FRESNO - State-of-the-art technology/ Attractive, well-maintained Prof Bldg. Affluent area of growth. 1,780 sf/5 ops. '08 Collections \$950k+! **\$675k**

J-733 TULARE/VISALIA-Desirable commercial area surrounded by schools, hospital & building complexes. 4 ops. **\$400k**

NEW! J-801 FRESNO- Facility. ~ 1300sf and 4 ops. Traditional Décor. An absolute steal at only **\$55k**

SOUTHERN CALIFORNIA

K-735 ALISO VIEJO FACILITY - Upscale 2 story Prof Bldg. 1,800sf/4 ops. \$4k sublet income at this location as well! **\$225k**

K-741 SANTA MARIA- Spacious ops and picturesque windows capturing scenic views. Well-maintained Medical/Dental Prof Bldg. 1,200+ sf/3 ops + 1 add'l **\$475k**

K-762 INDIAN WELLS- Well Respected practice w/loyal patient base. Newly remodeled, 1400+ sf, 5 ops **\$550k**

NEW! K-793 SAN DIEGO-2500sf & 4 fully equipped ops w/ plumbing for an add'l 2 ops. Highly Desirable Neighborhood **\$475k**

ARIZONA

AZ-584 EASTERN AZ - GP near busy Post Office, ~ 1,300sf, 3 op office. Real Estate also available! **\$350k**

AZ-724 PHOENIX- Serving Generations of families. Room to expand in this 1500sf, 5 op office Call for more info! **\$325k**

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LV-565 LAS VEGAS - Nice Prof bldg. 3200 sf w/8 ops in growing Rainbow/Sahara Area. Great Area w/ lots of potential. **\$395k**

LV-693 LAS VEGAS - Just Opened, State of the Art GP w/gorgeous build outs, 5 fully equipped ops. Highly visible corner location near Eastern & Flamingo. 1800 sq ft. **\$240k**

NEW! LV-796 HENDERSON - Master-planned community! Excellent location & easy freeway accessibility. Spacious, like-new office. 2,080 sf w/3 fully equipped ops & plumbed for 3 add'l ops **\$295k**

LV-756 LAS VEGAS-Brand new 1,600sf/3 op office (Plumbed for 1 add'l op) Attractive & well-equipped in Rtl Shpg Ctr. **\$175k**

NEW! LV-791 LAS VEGAS - Receptive & Involved Patient Base. Low Cancellations and High Collections! 12-20 pats/day. 1900sf with 4 fully equipped ops + plumbed for 1 add'l. Call for More Information **\$325k**

NEW! LV-800 LAS VEGAS-Well Established FFS practice. Emphasis on prevention. Seasoned Staff. 3350 sf & 6 ops. **\$785k**

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K-653 GARDEN GROVE-ORTHO - single story professional bldg. Desirable area. 2200 sf 4 chairs in open bay. 2 private ops. **\$285k**

C-6821 SOLANO CO. PROSTHODONTICS - Personalized dental treatment in warm caring environment. 1040 sf with 3 fully equipped ops. Call for more info. **\$390k**

E-742 ROSEVILLE ORTHO FACILITY Build the practice of your dreams or move your patient base into this beautiful facility. 1,850sf w/ Open Bay & 4 chairs *Strong referral base w/ busy Pediatric Practice in same building! NOW ONLY **\$148k**

NEW! B-7801 CONTRA COSTA CO - TWO PERIODONTIC PRACTICES - Established over 33 years, these TWO FFS Perio practices await your talent & skill! Call for details on both offices. **\$725k**

NEW! I-7861 CENTRAL VALLEY-ORTHO - 45 years of goodwill. FFS practice sees 60-70 patients daily. Located in Professional Plaza. **\$370k**

NEW! B-7851 EAST BAY ORTHO - LOCATION is Superb! 35-40 pats per day. Prof Dental Plaza. 1380 sf / 6 chairs in Open Bay. **\$450k**

NEW! C-7841 WEST CO.CO. COUNTY-ORTHO - Well established—35-40 patients per day. Busy Plaza Setting near local Middle and High Schools. ~ 1350 sf & 6 chairs in open bay. Just off I-80 corridor. **\$400k**

NEW! D-7941 SANTA CLARA-ORTHO- Located in the highly desirable "SILICON VALLEY" 18 years of goodwill. 30-40 pats per day. 1200 sf with 3 chairs in open bay. Plumbed for one add'l. **\$225k**



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Having said that, many of you that have attended my lectures know that I advise dentists to sell only when they are ready to retire and do not want to practice any longer. The money you net after taxes is usually not enough to influence the timing of the market. Working an extra year or two will usually more than make up the financial benefit of proper market timing, even in a declining practice. If you still love to practice, keep doing it!! While not the norm, there are also buyers out there who will allow you to work back a few days a week if the cash flow will allow. I traveled back to Scottsdale for 18 months to work my practice two and a half days per week after I sold it. Feel free to call our office anytime to discuss your options as location, size of the practice and the buyer's needs will affect the direction you may take.

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

Questions? Email them directly to *Timothy G. Giroux, DDS* at: wps@succeed.net or Call 800.641.4179

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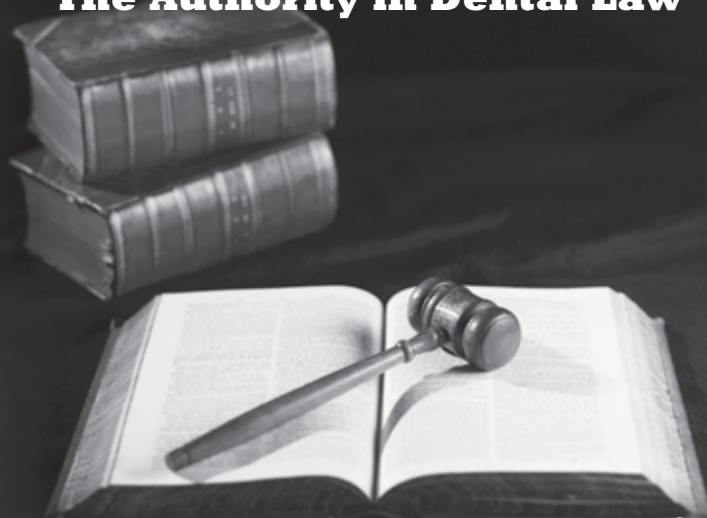
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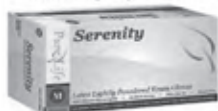
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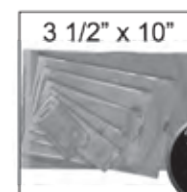
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Collected \$1.17 Million with \$425,000+ in Profits on 24-hour week, 3-weeks per month. 4-days of Hygiene. 5-Op office. Condo optional purchase.

5975 GROWING NORTHEAST SACRAMENTO FOOTHILL COMMUNITY

Well performing & soundly entrenched practice seeks full-time Owner. Without any marketing, practice grew in 2008 with 2009 continuing trend. Tracking \$1.1 Million. 2008 realized \$357,000 in Profits. Full-time Owner could have made \$415,000+.

5976 REDWOOD VALLEY'S UKIAH

Located 1-hour north of Santa Rosa. On relaxed pace, 2009 tracking Production of \$475,000. Yet, more here than being harvested. 2008 Produced \$562,000 & collected \$522,000. No Pedo, Endo, OS. Lots of fillings starting to fail.

5977 ORTHO - SOLANO COUNTY

Great starter practice or second office. Owner's out-of-area practice dictates part-time attention here with practice tracking \$335,000. Has done \$500,000+ with more attention. Motivated Seller.

5978 STOCKTON

Consistent Mid-\$700,000 per year performer with Absentee Owner. Hands-on Successor shall do better with focused attention and dedication. Beautiful office and great location. All Ops are computerized.

5979 SAN JOSE

Located on Blossom Hill Road, right off Highway 85. Practice being made available by retiring Owner. 2009 tracking \$540,000+. 20+ new patients per month. 4-Ops. No advertising.

5980 LAKE TAHOE

Big City Practice in Tahoe Paradise. 2009 tracking \$950,000+ with Profits of \$500,000. 2008 collected \$970,000. Attractive facility. This is a rare opportunity.

5981 SAN RAFAEL

Realized collections of \$400,000/year last 2-years. 2009 tracking \$450,000+ on 3-day week. Low overhead. Successor needs to be a skilled Clinician.

5982 MONTEREY COUNTY

2009 is annualizing \$450,000 in collections which is reflecting nice growth over 2008. 3-Ops.



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