

# THE Dental Trader

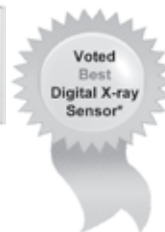
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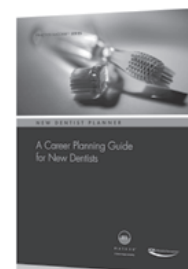
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**FRESNO COUNTY**

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

**KERN COUNTY**

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

**BAKERSFIELD #22** - (5) op computerized G.P. (3) ops fully eq't'd, 4th eq't'd with chair and x-ray, 5th plumbed. Retail location with exposure/visibility and signage. Cash/Ins/PPO/Denti-Cal. Gross Collect approx \$200K/yr on (2) days/wk. Seller to concentrate on other practice. **NEW**

**BAKERSFIELD #23** - PARTNER WANTED! 50% OWNERSHIP FOR SALE. (12) op computerized G.P. Prime retail location with excellent exposure & visibility. Cash/Ins/PPO pts. No HMO & no Denti-Cal. Annual Gross Collections \$2M+. Digital X-rays & Pano, paperless office, fully networked, & efficient, modern design. Seller is overworked & needs help. Equity partner is more desirable than an Associate. Must have excellent credit & strong desire to succeed. **NEW**

**BAKERSFIELD #24** - (4) op comput. G.P. located in a strip center w exposure/visibility & signage. (2) ops eq't'd w newer eq't., (2) add. plumbed ops. Cash/Ins/PPO pt. base. Gross Collect \$200K+/yr on (3) - (4) days/wk. Low rent. Seller retiring, but will assist w transition. **NEW**

**LOS ANGELES COUNTY**

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

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

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

**SANTA CLARITA VALLEY** - HERE'S THE ONE YOU'VE BEEN WAITING FOR!! (11) op computerized G.P. (10) ops eq't'd, 11th op plumbed. In a well known prof. bldg. with great signage! Cash/Ins/PPO/HMO and small amt of Denti-Cal. Gross Collect of \$1.6M+/yr. **with an annual net of approx \$600K!** Cap Cks of \$13K-\$15K/mos. Refers out Diff. O.S., Perio & Ortho. Pract can be easily grown to \$2.5M+/yr by adding more hygiene, specialists, and advertising. **SOLD**

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

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**RIVERSIDE COUNTY**

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

**ORANGE COUNTY**

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

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

**SAN BERNARDINO COUNTY**

**HIGHLAND #1** - (3) op G.P. 2 ops eq't'd with newer eq't, 3rd op plumbed and eq't'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. No HMO's & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. **SOLD**

**HIGHLAND #2** - (3) op computerized G.P. located in a shopping center with exposure, visibility & signage. Room to expand. Newer eq't. & nicely decorated. 2009 Gross Collections \$447K on a (3) day week. 20-25 new pts./mos. Cash/Ins/PPO & small amount of Pedit Denti-Cal. Very low rent. Primed for Growth! **NEW**

**VENTURA COUNTY**

**WESTLAKE VILLAGE #2** - (4) op computerized G.P. in a very desirable upscale area. (3) ops of newer eq't/4th op plumbed. Very upscale office with vaulted ceilings, marble floors and counters, pastel colors etc. Cash/Ins/PPO pts. 20-24 new pts./mos. Digital X-rays. Networked ops. 2009 Gross Collections \$600K+. **SOLD**

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

**VENTURA - MULTI SPECIALITY** - (5) op comput. office. Digital x-rays & pano, paperless office, 3 1/2 yr old Belmont eq't. & (1) ceiling mt'd surgical microscope. 2 days/wk Pedit, 3 days/mos O.S., 2 days/wk. Endo, & 1+ days/mos Perio. Cash/Ins/PPO/HMO/Healthy Family pt. base. 2009 Gross Collect \$623K+. **REDUCED.**

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

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## SF-CDA Convention

The dates for the  
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have been changed to  
September 9-11, 2010.

*The dates were changed after printing of the  
free 2010 Dental Trader Wall Calendar  
sent to you last year.*

The exhibit hall dates and hours for  
CDA 2010 San Francisco are as follows:  
Thursday, Sept. 9, 10:00am - 6:00pm  
Friday, Sept. 10, 9:30am - 5:30pm  
Saturday, Sept. 11, 9:30am - 4:00pm

*Please note the change.*

Thank you,

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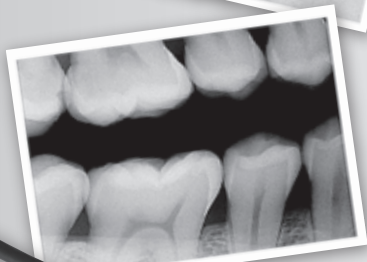




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## Self-Disposal & Recycling



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Encapsulates Sharps waste Material

	SRS800	0.8 Liter	<b>\$28.00</b>
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	SMS4000	5.8 Liters	<b>\$65.65</b>
	SMS1000	10 Liters	<b>\$95.95</b>
	Locking Wall Mount		<b>\$40.95</b>

### SHARPS Mail-Back System Kit\*:

Pre-Paid Mail back Sharps Waste Management

	SMS2400m	3.0 Liters	<b>\$28.00</b>
	SMS4000m	5.8 Liters	<b>\$65.65</b>
	SMS1000	10 Liters	<b>\$95.95</b>

\*Locking Wall Mount for SMS m

### Amalgam Waste - Pre-paid Mail-back Waste Recycling and Disposal Kit:

For Amalgam and Amalgam Contaminated items

	Amalgon® 1	<b>\$115.65</b>
	AB - 2	<b>\$204.95</b>
	AB - 3.5	<b>\$305.50</b>
	Amalgon® 5	<b>\$315.50</b>

### Lead Foil Waste - Pre-paid Mail-Back Waste Recycling and Disposal Kit:

For X-ray Film Lead Foils - DOT/EPA Approved Storage/Container.

	Foilgon® 7 lbs Cap.	<b>\$45.95</b>
	LB - 1 1.25 Gallon	<b>\$70.00</b>
	LB - A Lead Apron bucket - 2 Aprons Max	<b>\$72.00</b>

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OSHA/EPA Healthcare Compliance  
State Specific and Dental Specific  
Regulatory information



OSHA-kit OSHA Training Kit with five manuals	<b>\$234.95</b>
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### Bio-Hazard and Sharps Containers - Pre-paid Mail-Back System Kit\*:

Pre-Paid Mail-Back Kit for Gauze, Bibs, Sponges, Gloves, Towels and Sharp Containers consolidation:

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Use up to 1 year Max

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Easy E-trap



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**Dental Practice for sale** \$295K, Modesto, GP, 1200 s.f., 2009 collect \$438K, no Medi-Cal, no HMO, phone 209-534-6750 oremail kmt0533@clearwire.net.

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*Timothy G. Giroux  
DDS/Broker*

## ASK THE BROKER

*Question:*

**What are the biggest impediments to a practice sale?**

**Richard C., DDS**

**The answer is easy...BAD INFORMATION!** I am amazed how many dentists provide information on their practices that simply does not make sense! Accurate financials and specific responses to a buyer's questions are important. We all understand that there are certain tax perks to owning our own businesses compared to being employees. However, if the seller's accountant is "unusually adept" at creative accounting, buyers and their lenders will have trouble seeing the value of the practice. It may be difficult to get full market price or financing if the financials are not clearly understood.

As the old computer saying goes, "Garbage in...Garbage out". Tax returns that don't match the P&L's, that don't match the computer reports, that don't match the bank statements, create problems that persist beyond the obvious complications. The completed questionnaire also needs to correspond to your computer generated office reports.

Sometimes, perfectly honest sellers slightly exaggerate their responses on new patients or active patients, resulting in skepticism about all other aspects of the practice. This created doubt often leads to a chain of events which may "spook" the buyer and result in the buyer's decision to back out of the practice purchase even in the final stages of escrow.

In this economy, buyers are concerned with being successful in their new practice and are saavy when looking at the practice' financials and bottom line. From our experience, if some information is mistakenly misreported or a discrepancy is found, the damage to the credibility of the practice can be irreparable, even when all the discrepancies are eventually sorted out. In this litigious society, my advice is this: Be clear, be honest and when in doubt, understate your practice. Buyers will be pleasantly surprised if their research reveals a more positive result!

**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:**  
wps@succeed.net or Call 800.641.4179



## WESTERN PRACTICE SALES

John M. Cahill Associates

### BAY AREA

**A-6781 SAN FRANCISCO** - New equipment-hardly used. VIRTUALLY NEW practice! 1,000 sf/3 ops. **\$60k**

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

**A-817 BELMONT**- Surrounded by dental specialties in a 2-story Prof. Bldg w/easy access to public transportation. 860sf w/ 2 ops & plumbed for 1 add'l. **\$210k**

**A-829 SAN FRANCISCO Facility** - Attractive Office w/traditional décor. 1600sf & 2 fully equipped ops. **ONLY \$69k**

**A-8911 SAN FRANCISCO**— Don't hesitate! in a renowned building in one of the areas most prestigious addresses! 2,073 sf, 4 ops + plumbed for 1 add'l op. This practice has it all! **\$585k**

**A-8941 SAN FRANCISCO**— Ready to Move In. Fully Equipped. 2 ops. Plumbed for 1 add'l **\$85k**

**B-846 OAKLAND**- Long-established, fee-for-service practice. Excellent reputation. Dental Prof Bldg. 2,100sf w/ 3 fully equipped ops **\$325k**

**B-902 HAYWARD**-Easy Freeway access. Near Busy Shopping Mall. 2400sf, 5 ops office. Gross Receipts over \$977k in 2009! **\$795k**

**B-906 PLEASANT HILL** - Most Desirable Community in Contra Costa Co. 2,501 sf & 6 fully equipped ops **\$550k**

**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 Info!**

**C-869 NAPA VALLEY AREA** - Quality, fee-for-service practice. Relaxed lifestyle & gorgeous scenery! Dental Prof Bldg w/ ~ 800 sq. ft. and 2 fully equipped ops. Option for 3<sup>rd</sup> op. **\$450k**

### BAY AREA CONTINUED

**C-8901 SANTA ROSA**— Residential area. 40+ new pats/mo. Highly Visible! 1291sf & 3 fully equipped ops. Plumbed for 1 additional op. **\$475k**

**C-884 FAIRFIELD**—Close to Air Force Base, San Francisco, Sacramento and the Napa Valley. 2,856 sf & 4 fully equipped ops w/ possible expansion and growth w/ plumbing of additional op **\$350k**

**D-842 PLEASANTON** —General Dentistry. 1,488sf w/ 2 ops **\$295k**

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

**D-824 SANTA CLARA**- GP - 35+ new pats/mo by word-of-mouth referrals. Just 6 years old w/ 1,500 sf & 3 fully equipped ops. Plumbed for 1 add'l op **\$485k**

**D-845 SAN JOSE - Facility** -Attractive office. Traditional décor. Retail Plaza. 2,240 sf & 5 ops. **\$150k**

**D-877 LOS ALTOS** - Located in a spectacular and pristine Professional plaza. Office is ~ 2,400sf and consists of 6 fully equipped ops **2009 Collections - \$819k!! Asking only \$425K**

**D-9091 Atherton - Assume Lease or Space Sharing Facility** - Turnkey operation. This "turn key" facility would cost nearly twice our asking price to duplicate. 969 sf & 3 ops **Call for Details!**

**D-908 SAN JOSE** -Well-established, fee-for-service/PPO. Paperless, fully computerized office. 1,550 sf & 4 ops. **\$450k**

### NORTHERN CALIFORNIA

**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 **\$250k**

### NO CALIFORNIA CONTINUED

**E-7121 SACRAMENTO AREA** - Largely FFS. 1800sf, 4ops (+2 add'l plumbed). 2-story Prof bldg. **\$695k**

**E-818 SACRAMENTO**—Increase the part-time, relaxed workweek and watch the practice grow! Loyal Patient Base. Collections over \$350k in 2007. 1,200sf & 4 ops.

**Building previously appraised @ \$260k in 2004. \$315k for Practice AND Building**

**E-872 ROCKLIN**— Remarkable opportunity w/ a steady increase in monthly collections! 2450sf w/ 6 ops. **REDUCED \$445k**

**E-881 SACRAMENTO**—State-of-the-art Practice with growing patient base. Professional plaza w/ ample parking in desirable neighborhood. 2,400 sf & 3 fully equipped ops. Plumbed for 3 additional ops **\$250k**

**E-888 AUBURN** - Highly esteemed FFS practice. Doesn't get any better than this! Very desirable free standing building. Practice offers unparalleled dental care! 1,480sf w/3 ops. **Call for Details!**

**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. **Current Lender Willing to Carry Qualified Buyer. Practice Offered at \$175k / Real Estate \$250k**

**G-875 YUBA CITY**— Sets the bar for excellence! Established 30 + years, GP, FFS, 3575 sf / 9 ops, great location. **\$1.5m—Associate Buy Opportunity!**

**G-882 YUBA CITY** - This thriving practice is well-respected, has 3 ops in ~ 850 sf, averages 12-15 patients per day with about 15-18 new patients per month. **\$190k**

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

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**NO. CALIFORNIA CONTINUED**

**G-883 CHICO VICINITY** - Quality, fee-for-service practice that serves its large, stable, loyal, highly appreciative and educated patient base. Located in an attractive Professional plaza in desirable area.

1,990 sf w/ 5 fully equipped ops **\$535k**

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

**H-856 SOUTH LAKE TAHOE** Live and Practice in the Beautiful and Unique Tahoe Area! This GP accepts over 50 new patients each month! Respected and Growing! 1568 sf & 4 fully equipped ops **\$425k**

**CENTRAL VALLEY**

**I-772 Facility STOCKTON**—Desirable, affluent health care area. 2,140sf/4 ops **REDUCED!! NOW ONLY \$150k**

**I-685 TURLOCK** - 1700sf, 7 ops. Avgs 14 patients & 11 Hyg Pats/day! Practice recently remodeled. Highly attractive free standing building. Mostly Adec Eqpm. **REDUCED! NOW ONLY \$305k**

**I-889 MERCED**— Quality practice well-known for providing comprehensive and full spectrum of dental care. Located in the heart of town, bustling with activity and foot traffic – in well-maintained Medical Professional building complex. 3 fully equipped ops **\$265k**

**I-8961 SAN JOAQUIN CO**— 1000sf/ 2 ops. ~ 400 charts. FFS. 24+ yrs. Seller Retiring. **ONLY \$60k**

**I-905 CERES** - Brand new, start-up facility which has all marketing systems implemented and spectacular equipment primed for success w/ a growing patient base! Excellent location! 1,500+ sf & 3 ops w/ plumbing for additional op. **\$225k**

**CENTRAL VALLEY CONTINUED**

**J-9031 SLO Co**— Nestled between Pacific Ocean and beautiful foothills! 1218sf, w/ 4 ops. **\$350k Real Estate also available**

**SOUTHERN CALIFORNIA**

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

**K-762 INDIAN WELLS**— Well Respected practice w/loyal patient base. Newly remodeled, 1400+ sf, 5 ops **REDUCED!! \$425k**

**K-816 MISSION VIEJO**—Reputation as one of the best dentists in this vibrant OC Comm. Top-notch office in popular Rtl Shp Ctr. Close proximity to Gov. amenities & schools. 1,300 sf & 2 ops **ONLY \$290k**

**K-887 ESCONDIDO**—Beautifully landscaped office is conveniently located in a highly visible, free-standing, single-story Dental Professional building. 1,705 sf w/5 fully equipped ops **REDUCED! \$175k**

**K-900 LA HABRA**— 1700sf w/4 ops. Plumbed for 2 add'l. Newer EQ and Improvements **\$250k**

**NEVADA**

**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 addl op) Attractive & well-equipped in Rtl Shpng Ctr. **\$150k**

**NEVADA CONTINUED**

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

**LV-861 LAS VEGAS**— FFS Quality Practice—Stable Patient Base & Seasoned Staff. Professionally Remodeled 1750sf, 5 op office. Call for Info! **\$180k**

**LV-886 LAS VEGAS**— Low cancellations & high collection rate! Stable, loyal & appreciative patient base. **Growing even in this economy! Future Extension of Sunrise Hosp. being built across the street!** 1,900 sf & 4 fully equipped ops. Plumbed for 1 add'l **\$275k**

**LV-907 LAS VEGAS** - Large, stable patient base and seasoned staff w/strong Management & Marketing. Modern Medical/Dental Professional Building. 3,100sf & 6 fully equipped ops. **Call for Details!**

**R-897 SPARKS**— Top of the Line, Quality Practice. 7 ops in spacious 2700sf office. Located in 2 story Prof bldg. **\$495k**

**SPECIALTY PRACTICES**

**C-6821 SOLANO CO. PROSTHO**— Personalized treatment in warm caring environment. 1040 sf with 3 ops. **\$225k**

**I-7861 CTRL VLY ORTHO**— 2,000sf, open bay w/8 chairs. Garden View. Antique Exam Room. 45 years of goodwill. FFS practice sees 60-70 patients daily. Prof Plaza. **\$370k**

**E-811 SIERRA FOOTHILLS ORTHO**— Fast growing area. Patient Oriented, Well respected Ortho practice. Avg 30 pats/day. 1200 sf & 3 chairs in open bay. **PRICE REDUCED! SELLER ANXIOUS TO SELL. NOW ONLY \$125k**

**D-892 MORGAN HILL ORTHO**— Remarkable Oppty! Floor to Ceiling Windows—wooded courtyard. 1900sf & 6 chairs in open bay. **\$275k**



Timothy G. Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



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## Actual letter from client:

Let me start off by saying I love the Trojan Benefit Service Program. Other offices where I have worked in the past did not subscribe to the service, and let me tell you what a difference it makes in my daily routine.

Because I use Trojan's Benefit Service Program I have more time to do all of the necessary duties my job requires. I remember staying on hold for hours a day checking the eligibility of patients' insurance policies. I have more time to take, and return, patient phone calls, and to answer the phone and patients' questions since I am no longer on hold with the insurance companies. I have more time to overview patient accounts and collect and post payments. I send appointment reminder postcards and reconfirm appointments so that the doctor's production remains steady and there is no wasted time on the doctor's schedule. I can overview the doctor's schedule weeks in advance, including making phone calls to fill holes in the schedule.

With my extra time I find myself pulling charts to follow up patients who may have canceled or never scheduled appointments for treatment. This is valuable for the doctor's production, as well as for the patient's well being. I take extra time to thoroughly explain to the patient about their involved treatment plan and make sure they understand it completely before scheduling. This ensures that a patient is more apt to schedule their treatment and is less likely to cancel or reschedule due to a misunderstanding.

I now can call to give the patient reminders about their appointments, such as bringing their night guard and making sure the patient has enough pre-medication. I have more time to follow up on patients who we have referred to specialists, and to coordinate patient appointments with our doctor and the specialist he refers the patient to.

The Trojan Benefit service program is also helpful in updating insurance plans. If an employer our patient works for changed their insurance company, Trojan automatically updated the new insurance information to all patients carrying that plan once they have researched it, rather than me having to change each patient's plan individually in our computer system. I also find the printouts I receive back by fax and the information provided on the insurance notes very helpful for patients who are in the chair and resistant to treatment because they are unsure if the treatment would be covered. Instead of sending the patient home and pre-authorizing the needed treatment, I can check the benefit print out or notes section in the computer and successfully estimate their coverage for the recommended procedures. Almost 100% of the time the patient will stay for his or her treatment. This saves time for the doctor and patient and boosts the doctor's production for that day.

Having more time to do the "extras" is beneficial to the practice and to the patients as well. Thank you, Trojan, for your help in making this practice run smoothly.

Nicole Golden

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- EL SOBRANTE:** For Sale-General Dentistry Practice: Ideal for recent grad or DDS looking for satellite practice. 3 ops. w/potential of 5. '08 receipts \$350K, adjusted income \$124K. 3 days of hygiene, Pano, Easy Dental software. 1,300 sq. ft. Seller is retiring after 35 years in same location. #14302
- FOLSOM:** For Sale - General Dentistry Practice. 2009 Collections \$513K. Adjusted net income \$175K. 3 ops (plumbed for 5), Intra oral camera, fiber optical ops. Patient base software. Owner retiring.
- FOLSOM/CITRUS HEIGHTS/ORANGEVALE AREA:** For Sale - General Dentistry Practice. Approximately 4 miles from Lake Natomas. This 5 op, 1,700 sq ft office has 8 days of hygiene. Receipts were one million one fifty four last year with \$480K adjusted net income. The practice has shown increases every year the past five years. Practice has Panoramic machine and Practice Works software. Practice has been in its present location for 18 yrs of its 29 years. Owner is retiring.
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- LAKE FORREST:** For Sale - General Dentistry Practice. This 4 operatory, 1,200 sq. ft. office had gross receipts of 1.2 million in 2009. There are 5 days of hygiene and approx. 2,000 collective patients. Approx. 10% of receipts are from two HMO plans. Seller has practiced in the same location for approx. 30 years. Owner is retiring.
- LIVERMORE:** For Sale - General Dentistry Practice. 2009 Collections were \$688K with an adjusted net income of \$287K. There are 4 ops in this nicely updated 1,082 sq ft office space. Dentrix software, 6-days/wk hygiene. Owner has been in same location for 36 years with long-term employees. Owner is retiring. #14326
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- MURRIETA/TEMECULA:** For Sale - 2009 receipts were \$648,000. This 4 op, 1,500 sq. ft. office space with 4.5 days of hygiene. Average age of Dental Equip is 7 years. #14313
- NORTH HOLLYWOOD:** For Sale - General Dentistry Practice. 2009 GR \$642K with adjusted net income of \$251K. Office has 3 operatories 1 Addt. plumbed op, 1350 sq. ft. in a small shopping center, very busy intersection-corner. Intra-oral camera, laser, Easy Dental software. Owner relocating. #14328
- NORTHERN CALIFORNIA:** For Sale - Pediatric practice. Owner has operated in same location for 32 years. Approx. 1,760 active patients, 1,160 sq. ft., panoramic X-ray, Dexis Digital and Dentrix software in this 5-chair office. 2009 Gross Receipts \$713K with 48% overhead. Owner retiring. Call for details.
- OROVILLE:** For Sale - General Dentistry Practice. Owner dentist recently deceased. 2009 Collections \$770K. Very nice stand alone dental building in basement. 7 ops. digital x-ray 5 days of hygiene. Bldg 3,000 sq ft Basement 540 sq. ft. Temporary Dentist in place. #14310
- PALM SPRINGS:** For Immediate Sale - General Dentistry Practice. 2008 Gross Receipts \$906K w/adj. net income of \$346K. Highly desirable location with 3 ops. Laser, and Intra-oral camera. 5 days of hygiene. Owner recently deceased.
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- ROSEVILLE:** For Sale - General Dentistry Practice. Great Location. 2009 GR \$900K with adjusted net income of \$300K. 1975 sq ft with 4 ops, 8 days hygiene/wk. Digital, Intraoral camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring.
- SAN FRANCISCO:** For Sale-Patient Base for Sale-Owner passed away last June and the practice has continued for 4 days a week with an associate. Lease can't be renegotiated. There are approx. 1,000 active patients in the practice. The patient base can be purchased at no risk to buyer since the purchase price is paid according to the receipts collected on the patients that transfer. #14312
- SAN DIEGO:** For Sale-General Dentistry Practice. This office is plumbed for 4 ops. 3 ops. are equipped with Promo Equipment. Lease is \$2,200 per month. 2009 receipts were \$185,645. PPO and Fee for service practice. #14315
- SAN DIEGO/CITY HEIGHTS:** For Sale-General Dentistry practice. Owner has operated in same location for 12 years. Approx. 1,000 active patients, panoramic X-ray, Intra-oral Camera, in this 3-chair office. #14321
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