

# THE Dental Trader

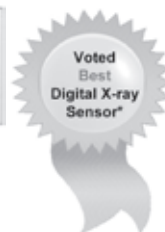
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So. Calif. Edition

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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 eqt, 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 eqt., (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.**

**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 eqt, 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 eqt. & nicely decorated. 2009 Gross Collections \$447K on a (3) day week. 20-25 new pts./mos. Cash/Ins/PPO & small amount of Peds 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 eqt/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 eqt. 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 eqt. & (1) ceiling mt'd surgical microscope. 2 days/wk Peds, 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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**SAN DIEGO–CLAIREMONT Area**—Situating in strip center in a heavily populated residential community. This **GENERAL** Practice has 3 equipped Ops, and Digital PA and Pan X-Rays. Owner desires quick sale and practice is priced accordingly!!

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**SANTEE**—Doctor retiring from this **GENERAL** Practice established in 1971. Currently practicing approximately 20 hrs per week. PPO and Cash Patients. Situated in freestanding building along major artery in growth area. 6 Ops in 1900 sq. ft.

**SANTEE**—Very well-established **GENERAL** Practice situated in single story Professional Bldg. ALL Fee-for-Service (insurance and cash). 4 Ops. Equipment in excellent condition. Very consistent revenue. Very high quality practice. **SOLD!!**

**SOLANA BEACH—TENANT IMPROVEMENTS & EQUIPMENT.** Approx 1000 sq. ft. office in single story Prof Bldg. near 5 freeway. 3 equipped Ops plus Panorex. Price **REDUCED** to only 35K!! **OFFER PENDING**

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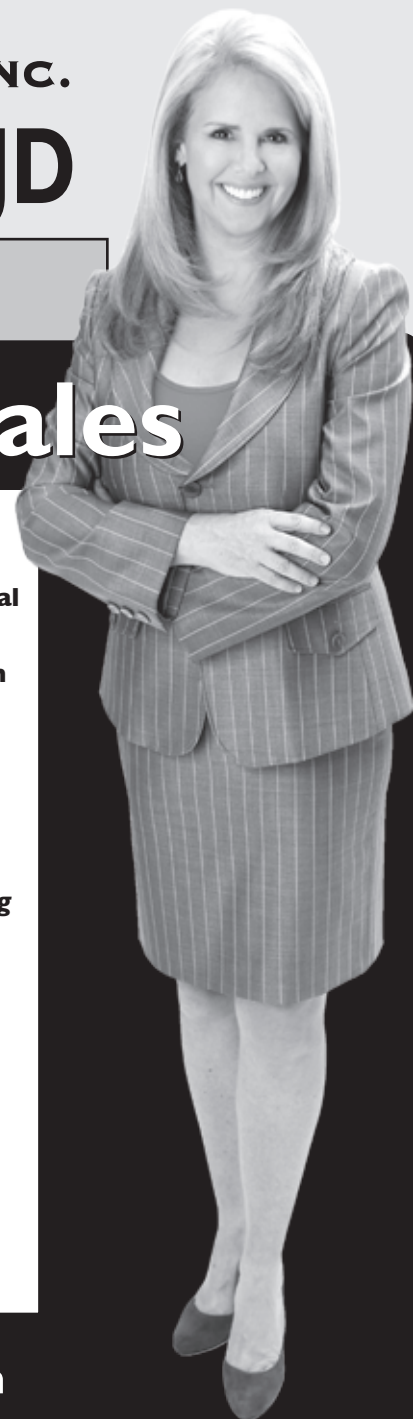
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Ocean Beach	4 Ops	\$420,000 Collections
La Mesa	6 Ops	\$1,015,000 Collections
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### Downtown Los Angeles

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### Orange

**General Practice** -in strip center - 3 operatories + 1 equipped - cash, insurance, & PPO's - 2 1/2 years old- great starter practice or place to relocate your practice - Dr. selling for personal reasons is your gain.

### Santa Ana

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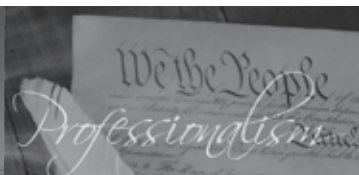
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# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

**PRACTICES FOR SALE IN THE FOLLOWING AREAS:** Beverly Hills adjacent, Canoga Park, Century City, Hawthorne, Hesperia, La Mesa, Los Angeles, Monterey Park, Orcutt, Riverside, San Diego, Santa Maria, and Valencia. Call Lee Skarin and Associates at 805-777-7707, 818-991-6552 or 1-800-SKARIN #1.

**CANOGA PARK GENERAL PRACTICE FOR SALE:** This is an excellent starter practice that is located in smaller professional building with good street visibility. The practice has two equipped operatories with one additional operatory that is plumbed, but not equipped. The practice collects approximately \$200,000 per year on three days per week with \$4,500 per month in capitation and no marketing or promotion or Denti-Cal. No evenings or weekends. Seller refers all endo, all perio surgery, all third molars and all ortho. Good lease. Seller is motivated and must retire due to family health situation. **MAKE OFFER!**

**BEVERLY HILLS ADJACENT MANAGED CARE PRACTICE FOR SALE:** Practice is located in a professional building and has four equipped operatories plus two additional operatories that are plumbed but not equipped. The practice collected \$570,000 in 2009 and is averaging over \$50,000/month in 2010 on three days per week with a net income of \$280,000 in 2009 and a monthly net income of \$27,000/month in 2010. The Seller does not work in the practice at all. Easy transition. Asking \$465,000. – **PENDING AT ABOVE FULL PRICE.**

**SAN DIEGO GENERAL PRACTICE FOR SALE:** Prominently located in a prime location in a major shopping center, this practice averages 44 new patients per month with minimal advertising. The office has four fully equipped operatories with digital x-rays and full computerization. Collections are over \$725,000 per year with no capitation. The net income averages over \$300,000 per year. The office is open five days per week with four full days of hygiene per week. Asking \$625,000.

**VALENCIA PRACTICE FOR SALE:** Located in a retail center, this practice collects \$395,000 per year on three days per week with a net income of \$180,000 per year. Over \$5,000 in capitation income per month with 20 new patients per month. No advertising, no Denti-Cal, no evenings and no weekends. Most production is done by associates as the Seller works in this practice less than one day per week. Four equipped operatories. Asking \$265,000 including the accounts receivable.

**CENTURY CITY PRACTICE FOR SALE:** Well equipped office with six operatories. The practice is fully computerized with digital x-ray, newer equipment, plus exceptional views of the city. Practice collected \$545,000 in 2009. Seller works 2 days per week with 2 days per week of hygiene. Potential for significant growth with a full time owner. Seller has another practice which limits his availability in this office. Asking \$335,000.

**HESPERIA MANAGED CARE PRACTICE FOR SALE:** Predominantly HMO patient base with \$12,000/month in capitation checks and 40+ new patients per month. Office has six operatories and is located in a shopping center. Great visibility and potential for growth. Practice is 100% absentee operated. Seller never works in the practice. Practice collects over \$470,000 per year. Asking \$325,000.

**MONTEREY PARK GENERAL PRACTICE FOR SALE:** Established in 1977, this practice is a fee for service practice that consistently collects \$200,000 per year on three days per week. No Denti-Cal, no HMO, and no advertising. Three operatories of older equipment in a one-story professional building with very good visibility and signage. High net income percentage. Seller refers all endo, all perio surgery, most oral surgery, some pedo and all ortho. Good starter practice or satellite office. Retiring. Asking \$130,000.00 – **MAKE OFFER!!!**

**RIVERSIDE COUNTY PRACTICE FOR SALE:** Located in a free standing retail building in a heavily populated residential community with little competition for miles, this practice collected over \$2.3 million in 2009 and \$2.1 million in 2008 on ten dentist days per week with eleven days of hygiene per week. The practice has eight equipped operatories in a state of the art facility. No Denti-Cal, no HMO, no evening, no weekends, and minimal advertising. This is a great family community and an outstanding opportunity for a quality practitioner. Asking \$1,500,000.

**SANTA MARIA/ORCUTT PRACTICE FOR SALE:** Collecting \$265,000 per year on three days per week. Two equipped operatories with two additional operatories that are plumbed but not equipped in a free standing building. Rent is negotiable. No Denti-Cal, no HMO, no marketing, no evenings and no weekends. Seller refers most specialty procedures. Good potential with the right buyer! Seller is retiring. Asking \$182,000. – **PENDING**

**LA MESA MANAGED CARE PRACTICE FOR SALE:** Located in a one-story smaller professional building, this four operatory practice collected \$410,000 in 2009 on four days per week with \$3,500 per month in capitation. The majority of the remaining patients have PPO insurance. The practice does not accept Denti-Cal. This is an absentee operated practice with good potential for a working owner. Asking \$300,000.

**LOS ANGELES PERIODONTAL PRACTICE FOR SALE:** Forty-two years of goodwill! This practice is located in a prominent medical office building adjacent to a large hospital in downtown Los Angeles. The office has collected \$795,000 per year for each of the last two years on three days per week with four days of hygiene per week. It is a five operatory office with one surgical operatory and four hygiene/post-op operatories. The practice is 63% implants, 16% perio surgery and 21% hygiene. **SOLD at full price.**

**SAN CLEMENTE PRACTICE AND REAL ESTATE FOR SALE:** Unique opportunity! Free standing dental building with one apartment rental unit in San Clemente has three equipped operatories with newer equipment. Seller has practiced there for 30 years and is ready to retire. The practice is a short three day per week practice that collects \$168,000 per year with no advertising, no evenings, no HMO, no Denti-Cal and very minimal specialty work. Real estate with practice for sale for \$750,000.

**ENCINO PRACTICE FOR SALE:** Five year old office with two operatories of five year old equipment plus a third operatory that is plumbed but not presently equipped. The office is in a professional building on Ventura Blvd. Seller has some pediatric patients, but is uncertain as to what portion would remain. Priced as an equipped office without patients at \$60,000.

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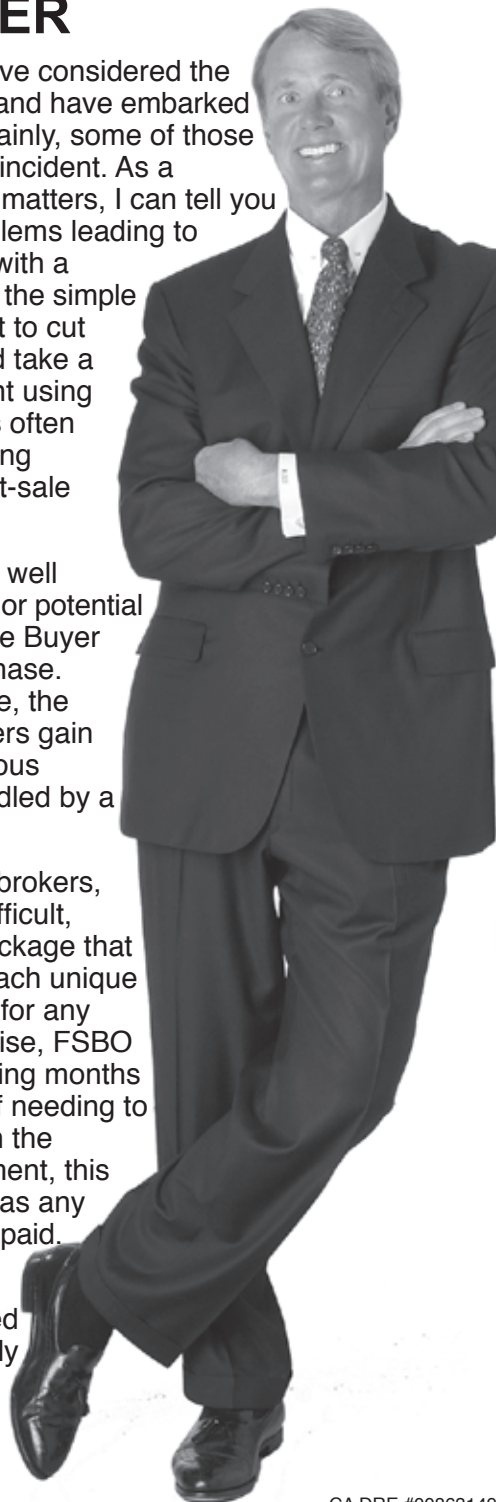
There have always been some Sellers that have considered the expense of a practice broker as unnecessary and have embarked on the "for sale by owner" or FSBO path. Certainly, some of those transactions have gone smoothly and without incident. As a frequent expert witness in dental practice sale matters, I can tell you that the percentage of sales that result in problems leading to litigation is far greater with a FSBO sale than with a brokered sale. Part of the problem stems from the simple fact that FSBO Sellers, in a continuing attempt to cut costs, often choose not to use an attorney and take a 'cut and paste' approach to the sale agreement using bits and pieces from other sale contracts. This often leads to inconsistent agreements with conflicting language that mislead, confuse and incite post-sale litigation.

Problems also arise with a FSBO sale when a well meaning Seller overstates the practice income or potential and makes a representation to a Buyer that the Buyer relies upon in making his/her decision to purchase. When the representation turns out to be untrue, the Buyer looks to the Seller to make it right. Buyers gain considerable protection from such overly zealous Seller statements when the transaction is handled by a licensed practice broker.

With lenders preferring to deal with reputable brokers, financing for FSBO transactions is far more difficult, especially now. Brokers will prepare a loan package that assists a bank underwriter in understanding each unique practice and can select the lender best suited for any given practice transaction. Without that expertise, FSBO Sellers are more likely to find themselves waiting months for a lender's decision and/or in the position of needing to "carry paper" or provide Seller financing. From the standpoint of tax planning or return on investment, this may sound like a good idea, but if the Buyer has any financial difficulty it is the Seller that will not be paid.

These are just some a couple of the many potential pit falls associated with a non-brokered sale that are substantially reduced or completely eliminated with a broker's expertise.

For all of your practice sale questions, call Kurt Skarin at Lee Skarin and Associates.



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**PRACTICE FOR SALE/LOS ANGELES** Multi story med prof bldg NET \$100K California Practice Sales, Inc. Phone: 714-639-2775.

**SUBLEASE OFFICE SPACE** Experienced orthodontist seeking to share office space part-time in Temple City or Arcadia. Contact 213-785-7108.

**URGENT SALE SANTA ROSA** GP 3 ops, digital pano, 1050sqft/\$1,680 rent, collections \$650K-2009, Projected \$600K-2010, all cash & insur. no Medi-cal. Reduced from \$350K to \$175K (707)318-0518.

**SANTA MONICA** Asking \$300,000. Beautiful professional building near freeways. Select Practice Services, 714-421-4407.

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**SUN CITY** (between Perris and Murrieta on rte 215) PRACTICE FOR SALE - Private General practice with 4 fully equipped operatories in one story professional building – 2009 gross collections of \$573,000 – all cash practice - owner death forces quick sale-- Thomas & Fees Practice Sales (714) 544-4341.

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**NORTH HOLLYWOOD** For Sale-General Dentistry Practice. '09 GR \$642K adj net income \$251K. 3 operatories, (plumbed for 4),1350 sq ft in shopping ctr, very busy intersection/corner. Intra oral camera, laser, Easy Dental software. Owner relocating. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S.800-519-3458.

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**NORTH BAY AREA PERIO** Owner retiring from well established periodontal practice with excellent referral sources in a 2,411 square foot state-of-the-art office facility with 4 fully equipped operatories and a dedicated staff. Looking for buyer with high ethical standards and great clinical skills. Great location and owner willing to help for a smooth transition. Asking \$500K. Carroll & Company (650) 403-1010.

**Treatment Coordinator/Biller position available** San-Fernando Valley area, FT/PT, Bilingual, familiar with HMO & PPO, good communication skills, Email [american.smile@yahoo.com](mailto:american.smile@yahoo.com).

**Endodontist needed** in the Inland Empire area one day a week. Email resume to [rcdentalmanager@yahoo.com](mailto:rcdentalmanager@yahoo.com).



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**ERC Burnout Oven** \$300 OBO. Call 949-878-6185 (Costa Mesa, CA).

**NAPA-SOLANO COUNTY GP** Owner retiring from well-established practice in 1,400 sq. ft. facility with 5 ops. All fee-for-service pts. with great word-of-mouth reputation. 2009 GR \$731K+, June 2010 FY on schedule for \$771K+ with just 4/doctor-days. Asking \$518K. Carroll & Company (650) 403-1010.

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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](http://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](mailto:wps@succeed.net) or Call **800.641.4179**



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## FEATURED LISTINGS

**LOS ANGELES COASTAL COMMUNITY - New Listing!**  
Profitable, 6 op GP located in a highly desirable Los Angeles coastal community. This practice is well established with over 28 years of goodwill. Collections in 2009 exceeded \$650,000. The seller is retiring.

**KERN COUNTY**  
Well established, 6 op GP with a great location for the dentist desiring a rural lifestyle in a friendly community. This practice collected over \$523,000 in 2009 with amazing growth potential

**LANCASTER**  
Long established, 4 op GP with an excellent location in a professional complex. Strong patient base developed over 34 years. 2009 collections exceeded \$670,000. The seller is retiring.

**LOS ANGELES (Endo)**  
**Price Reduction!**  
4 op, long established endodontic practice. Located in an easily accessible professional building next to a major intersection.

**SACRAMENTO COUNTY (Ortho)**  
Spacious 6 op, well established orthodontic practice in a full service easily accessible office building. 2009 collections \$440,000+.

**SOLANO COUNTY**  
**Price Reduction!**  
4 op (3 equipped) GP with strong patient base. Efficient facility and proven systems.

**MORENO VALLEY**  
Spacious, 2,700 sq ft, 7 op (6 equipped) GP with a busy location, 25 years goodwill, strong patient base & plenty of room for growth.

**SAN DIEGO AREA**  
Multi office opportunity. Contact us for more details.

**ORANGE COUNTY COASTAL COMMUNITY - (Perio)**  
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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.

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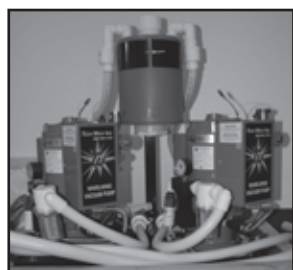


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### FEATURED LISTINGS

**FULLERTON (GP)** – 4 eq. ops., 1,100 sq. ft. office located in downtown Fullerton in a one story free standing historical building. Building for sale. Practice is one block away from Fullerton High School. Seller works 4 days/wk with 4 days of hygiene. Income source: 70% insurance & 30% cash. Computerized office with older intra oral camera and Easy Dental software. Great street visibility with good traffic flow. Grossed \$461,091 in 2009. Property ID #3111.

**HOLLYWOOD (GP)** - 6 fully eq. ops., 1,800 sq. ft. office located in single story shopping center. 20+ years of goodwill. 5 days/wk practice w/ approx. 30-40 patients/day. Income source: 15% insurance, 66% cash, 11% Medi-Cal & 8% capitation. Computerized office with digital x-ray. All dental chairs have been reupholstered and the outside and inside of the building has recently been painted. Grossed approx. \$936,888 for 2009. Projecting approx. \$947,554 for 2010. **Buyer's Net of \$244,299.** Property ID #3441.

**SAN DIEGO COUNTY (GP)** - Solo practice. Free standing building with plenty of parking. Seller owns the building. Easy access to freeway. 3 fully eq. ops., 1 plumbed not eq., 2,200 sq. ft. office. 5 days/wk practice. Approx. 20-30 new patients/mo. Computerized office with intra oral camera. Income source: 70% insurance & 30% cash. 10 years of goodwill. Seller retiring. Collected approx. \$499,790 for 2009. Projecting approx. \$492,897 for 2010. **Buyer's net of \$123,129.** Property ID #3031.

**WHITTIER (PERIO)** - 70+ years of goodwill. 5 fully eq. ops., plumbed for N2O2, 2,000 sq. ft. office located in a single story free standing building. Building for sale. Seller works 2 days/wk with 3 days of hygiene. Approx. 20-24 new patients/mo. Income source: 60% insurance, 30% cash & 10 % capitation. 100% patient referral. Computerized office with Easy Dental software. Grossed \$419,796 for 2009. Projecting approx. \$492,310 for 2010. **BUYER'S NET OF \$159K.** Property ID #3521.

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## GREATER LOS ANGELES COUNTY

**BEVERLY HILLS** - Leasehold Improvement & Equipment Only. Tenant improvement credit & remodeling plans included with a value of approximately \$20,000. Great opportunity centralized in Beverly Hills for a GP or Specialty with four (4) fully eq. ops. One (1) larger room is plumbed though not equipped, perfect for open bay chairs. Three (3) ops are plumbed for nitrous and oxygen. The 1,300 sq. ft. suite is located in a multi story professional building with underground and valet parking. The practice is conveniently located next to a pharmacy and cafe. Great corner location with a busy traffic flow. Property ID 3511.

**BELLFLOWER (GP)** - Great location with good signage. 3 eq. ops, 1 plumbed not eq. op., 1,100 sq. ft. office located in a free standing building. Seller works 4 days/wk. Approx. 13-20 new patients/mo. Income source: 70% insurance & 30% cash. 15 years of Goodwill. Computerized office with Easy Dental software and intra oral camera. Grossed \$381,836 for 2009. Projecting approx. \$421,516 for 2010. **BUYER'S NET OF \$122,289**. Motivated seller is retiring. Property ID #3421.

**GLENDALE (GP) Turn-Key Practice** - 3 fully eq. ops., 5 plumbed not eq. ops., 1,200 sq. ft. suite, two story Medical/Dental building. 3 day/wk practice with approx. 30-40 new patients/mo. 45% insurance, 38% cash & 17% Medi-cal. 100% Patient Referral. Computerized office with Intra Oral Camera and Easy Dental software package. Good location. Projecting approx. \$222K for 2010. Property ID# 2591.

**GLENDORA (GP)** - 4 fully eq. ops., 1,600 sq. ft., located in 2 story building. Computerized office with intra oral camera and Dent soft software. 2-6 year old equipment. Seller works 4 days/wk with 3 days/wk of hygiene. Approx. 10-15 new patients/mo. Income source: 70% insurance & 30% cash. 43 year of Goodwill. Grossed approx. \$911,768 for 2009. **BUYER'S NET OF \$457K**. Great street visibility. Property ID #3041.

**HOLLYWOOD (GP)** - 6 fully eq. ops., 1,800 sq. ft. office located in single story shopping center. 20+ years of goodwill. 5 days/wk practice w/ approx. 30-40 patients/day. Income source: 15% insurance, 66% cash, 11% Medi-Cal & 8% capitation. Computerized office with digital x-ray. All dental chairs have been reupholstered and the outside and inside of the building has recently been painted. Grossed approx. \$936,888 for 2009. Projecting approx. \$947,554 for 2010. **Buyer's Net of \$244,299**. Property ID #3441.

**LAWDALE (GP)** - 8 eq. ops. & 3 Ortho chairs in an open bldg in a 3,000 sq. ft. Located less than 1 mile from the 405 freeway in a free standing, single story building. 37 Years of Community Goodwill. Absentee owner has qualified GP, Ortho, Oral Surgeon, Perio, and Endo in place. 75% PPO Insurance & 25% Cash. Attracting 25-35 new patients/month. Collected approx. \$919,578 in 2009. Property ID #2901.

Web site: [www.calpracticesales.com](http://www.calpracticesales.com)





Alice C. King, V.P.



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**LOS ANGELES** - 1,300 sq. ft. GP practice in strip shopping center with 5 fully eq. ops. Sellers work 3 days/wk. Computerized office with intra oral camera and Dentrux software. Income source: 50% insurance, 29% cash, 20% medi-cal & 1% capitation. Approx. 15 patients/day are seeing with approx. 10 new patients/mo. 17 year of Goodwill. Heavy traffic flow with great street visibility. Collected approx. \$360,151 for 2009. **BUYER'S NET OF \$82,017.** Property ID #2771.

**LOS ANGELES GP** - Long established practice with excellent street visibility and amazing views. 3 fully eq. ops. 1 plumbed not eq., 1,000 sq. ft suite located in a multi story medical professional building. 3 days/wk practice. Approx. 10-15 patients/mo. Income source: 50% insurance & 50% cash. 100% patient referral. Computerized office with intra oral camera, digital x-ray and Soft dent software package. Grossed \$272,163 in 2009. **BUYER'S NET OF \$100,681.** Property ID #3251.

**LOS ANGELES GP** - Over 75 years of goodwill practice with 3 fully eq. ops., 1,100 sq. ft. suite located in 16 story medical building next to a hospital and developing new commercial and residential communities. Computerized office with intra oral camera, digital x-ray and Practice Soft software package. 5-6 year old equipment. Retiring Seller works 4 days/wk with 3 days/wk of hygiene. Approx. 8-10 patients/day. 100% patient referral. Income source: 70% insurance & 30% cash. Grossed \$663,170 for 2009. Projecting approx. \$685,456 for 2010. **BUYER'S NET OF \$277,639.** Property ID #3261.

**LOS ANGELES GP** - 4 fully eq. ops, 1,700 sq. ft. office, strip shopping center. 4 day/wk practice with Seller working 3 days/wk, GP Associate 1 days/wk and Ortho 1x/mo. Approx. 20-25 new patients/mo. Income source: 30% insurance, 25% cash, 30% medi-cal & 15% capitation. 100% patient referral. Computerized office with intraoral camera. Computer Age software package. Grossed approx. \$341,289 for 2009. Projecting approx. \$358,757 for 2010. **BUYER'S NET OF \$99,950.** Property ID # 2621.

**MISSION HILLS** - Leasehold Improvement & Equipment. Location has been a dental office for 30 years in a 1,313 sq. ft. suite located in a medical plaza. Approximately \$5,500 of tenant improvements will be available to Buyer. Seller had many referrals from the medical building and hospital employees with dental insurance. Office has 4 fully eq. ops., computer system, SoftDent software and intra-oral camera. Close to 3 major freeway. Property ID #3541.

**PARAMOUNT (GP)** - 5 fully eq. ops., 1 plumbed not eq. op., 1,675 sq. ft. office located in a single shopping center. Computerized office with Dentrux software and digital x-ray. Absentee owner. Practice is open 2 days/wk. Approx. 41 new patients/mo. Income source: 53% insurance (PPO), 37% cash and 10% medi-cal. 20+ years of goodwill. Projecting approx. \$282,368 for 2010. **BUYER'S NET OF \$78,172.** Property ID #3241.

**ROLLING HILLS (GP)** - Price Reduced!!! Long established practice - 5 fully eq. ops., 1,760 sq. ft. suite located in a two story medical/professional building. 4 days/wk practice with 1 day of hygiene/wk. Approx. 10-15 new patients/mo. Income source: 50% insurance & 50% cash. Computerized practice with intra oral camera and patient base software. Excellent street visibility. All utilities are included in office lease/rent. Collected \$446,073 for 2009. **BUYER'S NET OF \$131,245.** Property ID #2981.

**SAN GABRIEL GP or Specialists** - Leasehold Improvement & Equipment Only- newly remodeled spacious 1,254 sq. ft. suite with 3 fully eq. ops., 1 plumbed not eq. op., located in a prestigious 3 story brick medical professional building. Retiring Seller owns the building and will ensure a smooth transition of the leasing arrangements. Seller will carry back up to 50% of purchase price. Property ID #3161.

**WESTLAKE VILLAGE - NEW BUILD OUT - LEASEHOLDS AND EQUIPMENT ONLY!** -Approx. 25-50 charts included. Office started from scratch in January 2010. Seller has primary office in Valencia. Currently Seller works 1 day per week. Beautiful Office - Set up for Paperless / Digital - located on the 2nd floor of the "Westlake Medical Center" - Great Upscale area - Perfect to merge an existing office into / relocate or Start up. There are a total of five (5) PLUMBED OPS / 2 are equipped. Property ID # 3211.

**WHITTIER** - Price for a quick sale - Leasehold improvement & equipment only. 4 fully eq. ops., 2,500 sq. ft. suite located in single strip mall with excellent signage. Youth center and LASD across the street. Computerized office with Cam Sight software, intra oral camera and digital x-ray. 3-4 year old equipment. Property ID #2291.

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Maria Silva, V.P.

**WHITTIER (PERIO)** - 70+ years of goodwill. 5 fully eq. ops., plumbed for N2O2, 2,000 sq. ft. office located in a single story free standing building. Building for sale. Seller works 2 days/wk with 3 days of hygiene. Approx. 20-24 new patients/mo. Income source: 60% insurance, 30% cash & 10 % capitation. 100% patient referral. Computerized office with Easy Dental software. Grossed \$419,796 for 2009. Projecting approx. \$492,310 for 2010. **BUYER'S NET OF \$159K.** Property ID #3521.

### ORANGE COUNTY

**ALISO VIEJO (GP)** - Modern design Turn Key practice with great views and beautiful decor. 5 fully spacious eq. ops., 1 plumbed not eq., 2,600 sq. ft. suite located in a Medical Professional Building. Computerized with Eagle soft software, intra oral camera and digital x-ray. 5 days/wk practice with approx. 20 new patients/mo. Income source: 80% insurance & 20% cash. Seller will be relocating out of area. Property ID #3301.

**BREA** - Leasehold Improvements with Charts!! Well design practice with 3 fully eq. ops., 2 plumbed not eq. ops., 1,600 sq. ft. office located in single shopping center in downtown Brea. Has the exclusive for the only dental office in the center with a long term lease. Computerized office with Mogo software, intra oral camera and digital x-ray. 4 year old equipment. Seller will be working as Associate in a large HMO practice. Property ID #3381.

**FULLERTON (GP)** - 4 eq. ops., 1,100 sq. ft. office located in downtown Fullerton in a one story free standing historical building. Building for sale. Practice is one block away from Fullerton High School. Seller works 4 days/wk with 4 days of hygiene. Income source: 70% insurance & 30% cash. Computerized office with older intra oral camera and Easy Dental software. Great street visibility with good traffic flow. Grossed \$461,091 in 2009. Property ID #3111.

**GARDEN GROVE (GP)** - Leasehold Improvement, Equipment & Charts!! 2 fully eq. ops., 1 plumbed not eq., 1,000 sq. ft. office, located in a 2 story building busy strip center. Long established practice. Motivated Seller moved to San Diego County. Property ID #3091.

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

**IRVINE** - GP practice located in a busy shopping center next to a Medical Building. Easy freeway access. 4 fully eq. ops., 1,200 sq. ft. suite. 3 days/wk practice with approx. 45 new patients/mo. Income source: 60% insurance, 15% cash and 5% Medi-Cal & 20% capitation. 100% patient referral. Computerized office with intra oral camera and digital x-ray. Seller moving out of area. Property ID#3471.

**LAGUNA HILLS** - Great opportunity for a GP or Specialist. Leasehold Improvement, Equipment & Charts. Located in a shopping center with low rent. 2 fully eq. ops., 1 plumbed not eq. op., 800 sq. ft. suite. Brand new office with great potential. Motivated seller moving out of area. Property ID #3481.

**LAKE FOREST (GP) Turn-Key** - Well design modern office with great growth potential. 3 fully eq. ops., 2 plumbed not eq., 1,618 sq. ft. suite located in a 2 story building in busy shopping center. 4 days/wk office. Approx. 15-25 new patients/mo with approx. 10-15 patients/day. Income source: 50% insurance; 25% cash, 5% medi-cal & 20% capitation. Computerized office with Eagle software, intra oral camera and digital x-ray. Practice wired for two swing thru x-rays. Good street visibility with excellent signage. Property ID #3351.

**SAN JUAN CAPISTRANO (GP)** - Well designed and modern office - 4 fully eq. ops., 3 plumbed not eq., 1,947 sq. ft. office located in a 2 story professional building. 5 days/wk practice. Approx. 19-20 new patients/mo. Income source: 60% insurance, 30% cash & 10% capitation. 100% patient referral. Computerized office with intra oral camera, digital x-ray and EZ Dental soft. Newer equipment. Very established family practice. Excellent location with great street visibility. Motivated Seller is moving out of state. Grossed \$422,430 for 2009. **BUYER'S NET OF \$106,263.** Property ID #3021.

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



Tina Ochoa, V.P.



# CALIFORNIA

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**SAN JUAN CAPISTRANO** – Price Reduced!! (GP) Leasehold Improvement & Equipment Only. Well design practice in a 2 story professional building in retail story with 3 fully eq. ops. 1,113 sq. ft. suite. Computerized office with digital x-ray and Easy Dental software package. New equipment. Property ID #3071.

**SANTA ANA GP** – 2 fully eq. ops., 1 partial eq. op., 2 plumbed not eq., 1,500 sq. ft. in a 3 story medical building in busy intersection. Plenty of parking. Seller works 3 days/wk. Income source: 45% insurance & 55% cash. Computerized office with intra oral camera & Diamond 3 Star software. 36 year of Goodwill. Collected approx. \$353,494. **BUYER'S NET OF \$101,711.** Property ID #3101.

**S. ORANGE COUNTY GP** - Beautiful office with 6 fully eq. ops., 1 esthetician room, 3,350 sq. ft. suite located in a single free standing building with a long term lease. Computerized office with Dentrux software, intra oral camera and digital x-ray. 4 days/wk with 3 1/2 days/ of hygiene. Approx. 20-22 new patients/mo. Income source: 65% insurance & 35% cash. Grossed \$878,670 for 2009. **BUYER'S NET OF \$274,068.** Seller will be teaching full time seminars. Property ID # 3391.

**TUSTIN** - GP or Specialist. Leasehold improvement & equipment only! 3 fully eq. ops., 960 sq. ft. suite located in single story medical/dental building. Computerized office with Dentrux software, intra oral camera and digital x-ray. Approx. 3-4 year old equipment. Seller moving his practice to another city nearby. This location is conveniently located by the 5 freeway and surrounded by retail and restaurant venues. Property ID #3371.

## RIVERSIDE & SAN BERNARDINO COUNTIES

**CORONA** - Leasehold Improvement, Equipment & Some Charts!!! 4 fully eq. ops., 1 plumbed not eq., 1,592 sq. ft. suite located a busy shopping center. Computerized office with intra-oral camera. Seller leaving Healthy Family & Medi-Cal patient charts up to 21 yrs of age. Seller moving his practice to a new office. Practice has 12' ceiling ceilings, ceramic tiles in equipped operatories and waiting room and sound system in ceiling. Good street visibility with heavy traffic flow. Property ID #3431.

**LA QUINTA (GP)** - Price Reduced!!! One of the fastest growing cities in California - Leasehold Improvements & Equipment Only!! 3 fully eq. ops., 1,000 sq. ft. suite located in a strip shopping center. Computerized office with Dentrux software. Newer equipment. Affluent area World Class Golf, high end resorts and shopping. Practice established since 1995. Motivated Seller is moving out of state. Property ID#3011.

**MORENO VALLEY (GP)** - Turn-Key practice in busy Ralph's shopping center. 3 fully eq. ops., 2 plumbed not eq. ops., 1, 650 sq. ft. suite located in a single story building. Computerized office with Camsight software, intra oral camera and digital x-ray. Approx. 1-3 year old equipment. Seller works 2 1/2 days/wk. Approx. 20 patients/mo. Income source: 80% insurance & 20% cash. Seller will be focusing on his primary office in Corona. Property ID #3311.

**MURRIETA (GP)** - Leasehold improvement, equipment and some charts!! Well design office with 4 fully eq. ops., 1,350 sq. ft. office located in a single story condo. Computerized office with intra oral camera and with Easy Dental software. Newer equipment. Seller will be focusing on his primary office in Calexico. Property ID #3221.

**PALM SPRINGS GP / SPEC Price Reduced!!!** – Leasehold Improvement & Equipment only – 2 fully eq. ops., 1 plumbed not eq., 1,510 sq. ft. office located in a single story free standing building with multiple suites. Practice established in 1997. Seller is semi retiring. Property ID #3151.

**RANCHO CUCAMONGA (Endo / GP)** - Leasehold improvements & equipment only! 6 equipped ops., 1,800 sq. ft. suite located in 2 story medical / dental professional building. Computerized office with intra oral camera, digital x-ray and Dentrux software. Motivated Seller moving the practice to a new building. Property ID #3191.

**SAN BERNARDINO GP** - Located off freeway with beautiful courtyard in a 3 story glass professional building. 4 fully eq. ops., 1 plumbed not eq. op., 2,085 sq. ft. suite. Computerized office with soft dent software. Long term lease. 15+ year of Goodwill. Seller is concentrating on his primary office in Palm Desert. Great Opportunity!! Collected approx. \$439,409 for 2009. Property ID #3201.

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

### SAN DIEGO COUNTY

**SAN DIEGO COUNTY (GP)** - Busy shopping center with major anchor tenants. 4 fully eq. ops., 1,178 sq. ft. suite. Absentee owner. Associate works 3 days/wk. Income source: 50% insurance, 13% cash, 10% medi-cal & 27% capitation. Approx. 20-30 patients/day. 15+ years of goodwill. Computerized office with digital x-ray and Dentrix software. Grossed \$474,186 in 2009. Projecting approx. \$491,580 for 2010. **BUYER'S NET OF \$180,634.** Property ID #3341.

**SAN DIEGO COUNTY (GP)** - Solo practice. Free standing building with plenty of parking. Seller owns the building. Easy access to freeway. 3 fully eq. ops., 1 plumbed not eq., 2,200 sq. ft. office. 5 days/wk practice. Approx. 20-30 new patients/mo. Computerized office with intra oral camera. Income source: 70% insurance & 30% cash. 10 years of goodwill. Seller retiring. Collected approx. \$499,790 for 2009. Projecting approx. \$492,897 for 2010. Buyer's net of \$123,129. Property ID #3031.

**SAN DIEGO GP or Specialist** - Leasehold improvement with some charts! 5 fully eq. ops., 1,300 sq. ft. office located in a 2 story building with 10 parking spaces. Computerized office with Dentrix software. Good location with heavy traffic flow. Building has a vacant 1,200 sq. ft office next door which was a dental office with 4 ops., for expansion or for specialties. Seller is retiring. Property ID #3141.

### VENTURA / SANTA BARBARA / SAN LUIS OBISPO COUNTY

**SANTA BARBARA (GP)** - Very Established Practice - 3 eq. ops., 1,010 sq. ft., suite located in a two story retail center. 3 1/2 day/wk practice. 12-15 new patients/month. Income Source: 75% insurance & 25% cash. Computerized office with intra oral camera, digital x-ray and Easy Dental software. 5 yr. old equipment. 25 yrs. of Goodwill. Great location. Collected approx. \$462,542 in 2009. Projecting approx. \$559,700 for 2010. **BUYER'S NET OF \$329K.** Property ID #2881.

**VENTURA (GP)** - Great corner location with excellent street visibility. 2 fully eq. ops., 900 sq. ft. suite, located in a 2 story Medical/Dental building. 4 1/2 day/wk practice. Income stream 68% insurance & 15% cash. Approx. 25 new pts/mo. 100% Patient Referral. Computerized office with Practice Web software package. Seller will be initiating a different profession. Projecting approx. \$572,303 for 2010. **BUYER'S OF \$223,905.** Property ID #2741.

### KERN COUNTY

**BAKERSFIELD (GP)** - *Price Reduced!!!* - 2,000 sq. ft. suite in a one story strip center with 6 fully eq. ops. Seller works 3 1/2 days/wk. Approx. 20-30 new patients/day with approx. 40 new patients/mo. Income source: 15% insurance, 15% cash and 70% medi-cal (Pedo). 100% patient referral. Equipment is 4 to 10 years old. 23 years of Goodwill. Sellers own the building but not for sale. Collected approx. \$323,018 for 2009. Projecting approx. \$313,110 for 2010. **BUYER'S NET OF \$114,990.** Property ID #3081.

### UPCOMING PRACTICES

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

Pre-Paid Mail back Sharps Waste Management

SMS2400m	3.0 Liters	<b>\$28.00</b>
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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 \$148K. 7 ops (plumbed for 5), Intra oral camera, fiber optics, etc. 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.
- **GRASS VALLEY:** For Sale-This Professional Practice is located in a very desirable growing community. Practice has been in its present location for the past 28 years. Office consists of 1,500 sq. ft. 3 ops, Intra-oral camera. Practice has 5 days of hygiene. #14272
- **GREATER AUBURN AREA:** For Sale-General Dentistry Practice and Free Standing Dental Building. Outstanding opportunity to purchase well established, very successful, 4 Op Fee for Service practice and well maintained 1,000 sq. ft. dental building in the Sierra Foothills. No PPO Or HMO. Collections of \$763K on 3 1/2 days with 5 1/2 days hygiene. Owner is retiring
- **LAGUNA BEACH:** For Sale - General Dentistry Practice. 2008 Gross Receipts \$898K. 4 operatories (ops available) 2,000 sq. ft. office. There are 4 days of hygiene. Practice has been in the same location for approx. 16 years. Owner is retiring.
- **LAKE FORREST:** For Sale - General Dentistry Practice. This 4 operator, 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
- **LOS ANGELES:** For Sale - General Dentistry Practice: This practice 80% Dental and has approx. 10,000 active patients. Owner has operated in the location for 31 years. 2009 receipts were \$708,000. 6 equipped tx rms, laser, Intra-oral camera Pano and Cepn. Call for details.
- **MODESTO:** For Sale - General Dentistry Practice. 5 operatories, 32-years in practice. Gross Receipts \$884K w/adjusted net income of \$440K. Dentrix, Cerec, and Intra-oral camera. Owner to retire. #14308
- **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 5 ops. Laser, and Intra-oral camera. 5 days of hygiene. Owner recently deceased.
- **PLUMAS COUNTY:** For Sale-3 equipped ops. Space available for 4th op. 1245 sq ft office in good location. 2009 gross receipts \$475K. Practice in present location over 50 years. Owner is retiring. #14318
- **REDDING:** For Sale-Owner looking for Assoc. trans. into Partnership w/Buy-Out. GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft. #14293
- **RENO:** For Sale - General Dentistry Practice and Dental Building: 2009 Gross Receipts \$517K with adjusted net income of \$165K. 4 1/2 hygiene days/week. 1,800 sq. ft. 6 equipped ops. (7 Avail). Dentrix software, Pano. Practice has been in its present location for 40 years. Owner retiring.
- **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 renewed but 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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- **TORRANCE:** For Sale- General Dentistry Practice: Owner has operated in same location for 20 years. Approx. 1,000 active patients, 1,080 sq. ft., Brican System, and Camsight software in this 2 equipped, 3 available-chair office. 2009 Gross receipts \$434K with 38% overhead. Owner relocating. #14320

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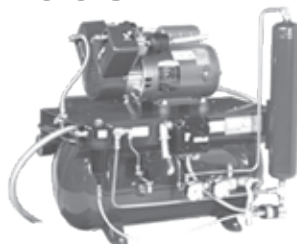
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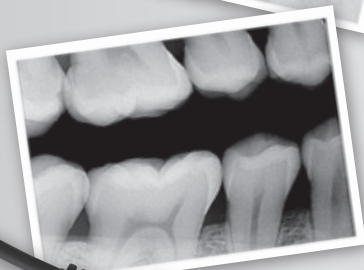




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**“Technology, Science and Leadership:**  
**Tools for Enhancing the Dental Practice”**  
**Symposium**  
**October 29-30, 2010**

**Friday, October 29**  
**All Day Session**  
**8:00 am—5:30 pm**

**SLEEP APNEA CONSIDERATIONS**  
**IN THE DENTAL OFFICE**

**Kent Smith, DDS**

**D-H-A-O**

**7 CEUs/CORE**

**Time: Friday/Saturday**  
**8:00 am—5:30 pm**  
**7 CEUs possible per day**

**Location:**  
**Morongo Casino, Resort Spa**  
**Cabazon, CA**

**Saturday Morning**

**RISKY BUSINESS: THE ROLE OF CARIES RISK ASSESSMENT IN**  
**MINIMALLY INVASIVE DENTISTRY**

Mike Brewer, BS

8:00 am—noon

H

4 CEUs/CORE      Class Code 1

**TEMPORIZATION (A Hands-on Workshop)**

Ken Levine

8:00 am—10:00 am

A

2 CEUs/CORE      Class Code 2

**ADHESION AND BONDING SOLUTIONS FOR INDIRECT AND**  
**DIRECT RESTORATIONS**

Afshin Falsafi, PhD, and Brian Shukla, BS, MS

(Dental Chemists from 3M ESPE Dental Products)

8:00 am—10:00 am

D

2 CEUs/CORE      Class Code 3

**THE OPTIMAL DENTAL EXPERIENCE**

David Chotiner, DDS

10:30—12 noon

D-A-O

1.5 CEUs/CORE      Class Code 4

**Saturday, 1:30—3:00 pm**

**Breakout Sessions (please choose one)**

**WORKING AS A TEAM TO RECOVER FROM THE RECESSION**

Debra Quarles

H-A-O

1.5 CEUs/20%      Class Code 5

**RECOVERING FROM THE RECESSION FOR THE DENTIST**

Lenora Milligan

D

1.5 CEUs/20%      Class Code 6

**DIAGNOSTIC CONSIDERATIONS TO AVOID TROUBLE WITH**  
**ORTHODONTIC ALIGNERS**

Todd Ehrler, DDS, MS

D

1.5 CEUs/CORE      Class Code 7

**Saturday, 3:30—5:30 pm**

**Breakout Sessions (please choose one)**

**TRAUMA TO ANTERIOR TEETH**

Linda Tran, DDS, MBA

D-H-A

2 CEUs/CORE      Class Code 8

**3D IMAGING: EXCELLENCE OF CARE IN DENTISTRY**

Bruno Correa de Azevedo, DDS, MS

D-H-A

2 CEUs/CORE      Class Code 9

**PEDIATRIC BEHAVIOR MANAGEMENT FOR THE GENERAL**  
**PRACTITIONER**

Rick J. Nichols, DDS

D-H-A-O

2 CEUs/CORE      Class Code 10

**Course recommendations:**  
**D-Dentist; H-Hygienist; A-Assistant; O-Office Staff**

**Go to [www.TCDS.org](http://www.TCDS.org) for more information**

# “Technology, Science and Leadership: Tools for Enhancing the Dental Practice”

Featured Program Friday, October 29, 2010

## “SLEEP APNEA CONSIDERATIONS IN THE DENTAL OFFICE”

Kent Smith, DDS



**This program is for everyone in the dental office.** From the basics of sleep to office protocol for treating breathing disorders in your office. Dr. Kent Smith will present a day full of information that you'll be able to utilize as soon as you return to your office. His presentation will help you recognize the signs, symptoms and sequelae of obstructive sleep apnea. You'll learn what items to include on your health history which will help identify patients in your practice who are at risk and how to examine the sleep apneic. He will discuss the different types of oral appliances for treating the sleep disordered patient as well as the side effects of the appliances.

### ATTENDEE REGISTRATION FORM

Two-day symposium fee until September 1, 2010:

ADA/CDA member: \$450.00  
Non-Member: \$550.00  
Auxiliary/Retired: \$150.00  
Dental Students: \$25.00

**After September 1, tuition increases by \$50/DDS; \$15/Aux/Retired**

**Cancellation Policy:** Cancellations must be made by Sept. 15.

No refunds after Sept. 15.

#### How to register:

**Online:** TCDS.org or Annah@tcds.org

**Fax:** (909) 370-4478

**Phone:** (909) 370-2112/(800) 287-8237

**Mail:** Tri-County Dental Society

952 S. Mt. Vernon Ave., Suite A, Colton, CA 92324

(REGISTRATION ON FRIDAY FROM 7:00—8:00 am)

**Please list the class codes for the meetings you would plan to attend below:**

Friday, October 29, Class Code: \_\_\_\_\_

Saturday, October 30: Class Codes: \_\_\_\_\_

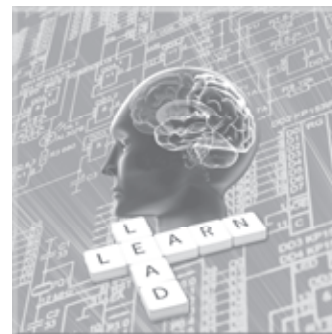
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#### Hotel Reservations / Preferred Rate

To make hotel reservations at Morongo Casino, Resort & Spa, call (800) 252-4499.

A limited number of rooms are being held until September 28, 2010, at a single/double room rate of \$129. Please contact the hotel as early as possible to ensure you receive this preferred rate.

If you have any questions, call Annah at (909) 370-2112 or (800) 287-8237 or email: Annah@tcds.org





# NOTICE OF DATE CHANGE

## SF-CDA Convention

The dates for the  
San Francisco CDA  
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  
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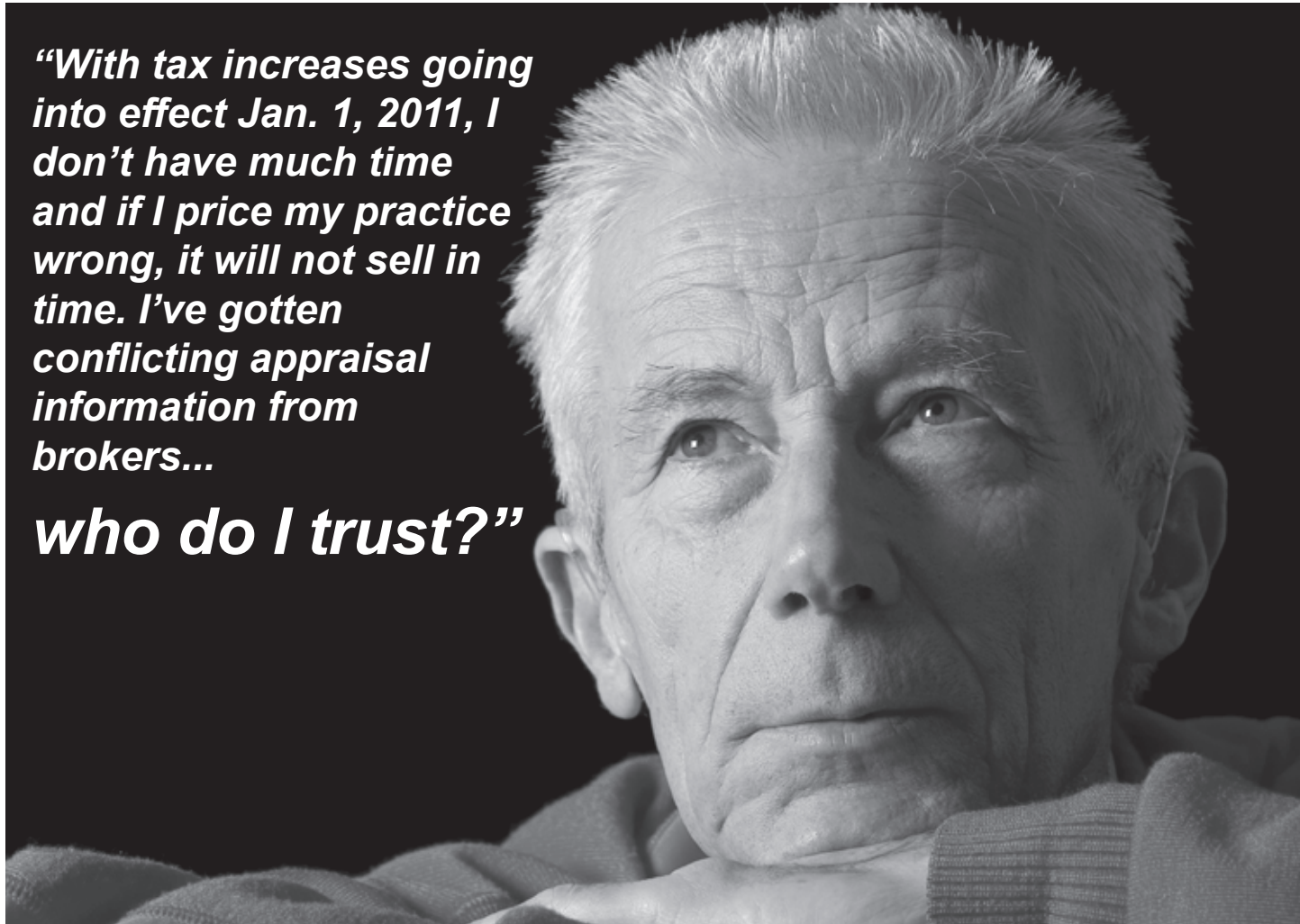
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This ad is for (check one): ☐ So. Calif. ☐ No. Calif. ☐ So. & No. Calif.

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

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- 5964 - Santa Rosa's Doctor's Park. Fully furnished and equipped 3 Op dental suite situated in 8 practice shared facility. 100% ownership in equipment and 1/8th ownership in R.E.F.P. \$200k with terms.
- 5980 - CA Sierras. Big city Practice sited in desirable location. On 4 days w/6 wks off, practice produced \$980k in '08, collected \$972k & realized Profits of \$388k. Beautiful facility.
- 5985 - Picturesque Norcal Coast- Busy practice in community serving 25,000 people. Topped \$675k on Owners 3 day week. Busy Hygiene
- 5987 - Pediatric Practice - North Sacramento Valley. Best location, phenomenal facility. 2009 Collected \$514k on limited schedule. FP \$260k
- 5988 - Southern Sonoma County - 3 Day week collected \$375k in 2009. 3 days of Hygiene
- 5989 - San Francisco's Avenues - Great sidewalk location on busy boulevard. Consistent \$400k/yr performer. Nice facility.
- 5990 - Central Marin County - \$400k+ per year performer on 3 day week. Efficient with low overhead.
- 5991 - San Francisco's Financial District - Rare opportunity to acquire practice with THE PERFECT facility. Topped \$600k in revenues in 2009. Busy Hygiene schedule.
- 5992 - Santa Rosa - Centrally located. Revenues grew from \$550k in 2008 to \$695k in 2009. Attractive 3 Op office.
- 5993 - San Francisco's Financial District - Great opportunity to practice in lucrative area. Attractive 3 Op office. 3 days of Hygiene. Collected \$325k in 2009.

## HOT RELEASE

### SOUTHERN CA SELLERS - PACK YOUR BAGS

- 3180 - Santa Rosa - Partnership- Senior Seller. Grossing \$720k. 3 Digital ops with intra oral cameras. Partnership \$175k with option to purchase remaining interest @ \$175k.
- 3244 - Only \$265,000. A Most beautiful office. Near Palmdale. Grossing \$30k a mo. Previously \$70k. Hi identity shopping ctr. Gorgeous 5 Ops. This is a fantastic opportunity @ \$265k. Only 2 Dentists serve this town.

### PPS SO. CA - (714) 832-0230 - (800) 695-2732

- 3137 - Chino Hills-New shopping center. Absolutely gorgeous.\$450k.
- 3164 - GP. Temecula/Murrieta area. Currently collecting \$30k/mo. Ins & cash only. 1,700 sq.ft., 5 Ops. Located in shopping center with AAA tenants. F.P. \$385,000. Super Bargain. Best Buy.
- 3180 - Pack your Bags go to NO. CA. Santa Rosa. Senior Seller. Grossing \$700k+ 2009; Live and work in a very desirable area. F.P. \$385k.
- 3193 - Palm Desert. Grossing \$400k+. Great Location.
- 3205 - Downey - Established 20 plus years. Grossing \$850k. 4 Ops. Great location. 1-800-Dentists emergency rights. F.P. \$650k
- 3213 - Professional building in San Bernardino county. More details
- 3217 - Montebello - Est 20 years. Great location. 2,500 sq.ft. Rent \$3,500. Beautiful office. Gross \$470k
- Norco/Corona - Hi identity Dental building and practice. Absentee Seller Grossing \$600k due to illness - 2008 \$1million. Bargain. Will do \$1 million under new owner.
- 3220 - Group or Entrepreneur DDS. Merger candidate Temecula. Spacious office grossing \$1 mil - \$6k/mo Cap checks. Great opportunity to develop contiguous specialty center.
- 3221 - Canoga Park - Est 50 yrs. 2 Ops. Renovated recently. Grossing \$200k+
- 3222 - Downtown GP Near convention center. HMO cks \$5k/mo. Hi identity location. 5 Ops plumbed, 4 equipped. FP. \$250k

**ORTHODONTIC BUYERS NEEDED 4 SO. CALIFORNIA**

- 3223 - So. Orange county. Super super shopping center Location. Proven \$2.5 million. Seller requires more space. 5 modern Ops.
- 3224 - Westlake/Thousand Oaks - Super proven Location. Bargain.
- 3226 - Corona - New Hi identity. New shopping center. Grossing \$400k. HMO \$3k - \$4k/month and growing. 4 Ops room for more. Bargain price.
- 3227 - Orange county HMO. Gross \$1.3 mil. Modern multi op office. Good lease. Seller will stay 3+ yrs. Buyer to manage with specialists should gross \$2 million. F.P. \$1,250,000
- 3232 - A most beautiful office, 2,000 sq.ft. 6 Ops. Modern. Seller will stay, does not want to manage. Partnership possible. FP. \$665k.
- 3233 - Temecula - Senior Seller retirement. Grossing \$560k in 3 1/2 days. 6 Ops, rent \$2,000. Low overhead. 3 1/2 days Hygiene. FP \$550k
- 3235 - Ventura - EMERGENCY. Health necessitates sale. Hi identity shopping center. 1,100 sq.ft. 3 Ops. Est 32 yrs. Grossing \$300k. FP. \$225k.
- 3236 - Cucamonga - Busy shopping center on busy street. Absentee Seller. Grossing \$340k. Seller did \$500k+ before accident. Low rent . FP \$385k
- 3237 - Anaheim Hills - Group member wanted. Hi identity. GP has space to share with Specialist. Pedo/Ortho/or?
- 3238 - Modesto/Madera. Esb 20+ yrs. Grosses \$750k. Super staff. 6 Ops. 2,600 sq.ft. Hi identity corner bldg. Practice & bldg \$1.1mil make offer.
- 3240 - Redlands - GP Est - 5 Ops. Shopping center. Great lease. \$1.00 sq. ft. Grossing \$300k. FP. \$250k
- 3241 - Laguna/Leisure world. Great for Prosthodontist and GP. Beautiful office. 6 Ops, 5 equipped. F.P. \$825k
- 3250 - Anaheim - NW Disneyland. Part time Seller. 2 days wk. Hi identity corner. Grossing \$362k in '09. 1,800 sq.ft.. 6 Ops equipped.
- 3244 - Only \$265,000. A Most beautiful office. Near Palmdale. Grossing \$30k a mo. Previously \$70k. Hi identity shopping ctr. Gorgeous 5 Ops. This is a fantastic opportunity @ \$265k. Only 2 Dentists serve this town.

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**Tom Fitterer, Dean George,  
Ray Irving & Edna Irving**

## SOUTHERN CALIFORNIA

**PPS So. California (714) 832-0230**

**Fax (714) 832-7858 E-mail: [PPSincnet@aol.com](mailto:PPSincnet@aol.com)**

**Web address: [www.PPSDental.com](http://www.PPSDental.com)**

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