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**LOS ANGELES COUNTY**

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in N. San Diego County, Southern California with five (5) operatories, sterilization room, adjustment lab, dark room, reception area, staff lounge, and business office. Located in a professional building. Established over 37 years, this practice refers out all specialty work. Room to grow!

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**NEW LISTING - $450,000 - General Dentistry Practice**
in La Verne, Los Angeles County, Southern California with five (5) operatories, includes equipment, wet lab, consultation/seminar room, sterilization room. Doctor retiring. Great location across from UCLA campus in a professional building.

**PRICE REDUCTION - $300,000 - General Dentistry Practice**
in Los Alamitos, Orange County, Southern California with seven (7) operatories, sterilization room, wet lab, business office, private office, staff lounge. Located on a busy street with plenty of frontage. IN ESCROW.

**NEW LISTING - $650,000 – General Dentistry practice**
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**$545,000 - Amalgam-free General Dentistry Practice**
in Westwood, Los Angeles County, Southern California with five (5) operatories, includes equipment, wet lab, consultation/seminar room, sterilization room. Doctor retiring. Great location across from UCLA campus in a professional building.

**$450,000 - General Dentistry Practice in La Verne.**
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<tr>
<td>MyRay RXDC Dental X-Ray</td>
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<td>Piezo Pilot Ultrasonic Scaler (Vista Dental) Sale</td>
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<td>E1 Electrosurgery Unit (Bonart) Free 7 electrodes Sale</td>
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<td>Westar 6010 Dental Operatory Package Sale $5,384</td>
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FRESNO: For Sale General Dentistry Practice. $935K in collections in 2011, w/adjusted net income of $337K. 15% of practice is HMO. Office is 2,300 sq. ft. and is located in north Fresno in a highly visible professional office complex on a main thoroughfare. There are 6 equipped operatories, owner reports average age of equipment is 4 years. Practice has been operating in present location for over 20 years. Eaglesoft software, owner is retiring. #CA502 HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. has been operating in present location for over 20 years. Practice has been operating in present location for over 20 years. Eaglesoft software, owner is retiring. #CA502 HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S.

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• ANAHEIM: For Sale-General Dentistry Practice. This 3 op has $253,000 in collections in 2011. There are 3 ops in this 864 sq. ft. office with 4 days of hygiene. Owner works 3 days per week. No welfare or HMO’s. Laser, Dentrix Software and Intra-Oral Camera.

• BISHOP: For Sale-General Dentistry Practice and Building. After 29 years in the same location this retiring dentist is selling both his practice and building. Collections were $1,000,243 in 2011 with $387,000 Adjusted net income. There are 6 days of hygiene in this 5 op, 1,800 sq. ft. building. 100% financing is available for both building and practice.

• CHICO: For Sale-General Dentistry Practice. The collections in 2011 were $1,209,207. There are 7 days of hygiene in this 5 op, 2,400 sq. ft. office. Equipment includes Laser, Intra-Oral Camera, new Cone Beam X-ray and Dentrix software. This excellent practice has 1,824 active patients with 12 new patients a month. Owner will consider an Associate to Buy-In position leading to the purchase of this practice. #14392

• CHULA VISTA: For Sale-General Dentistry Practice and Building. DECEASED DENTIST as of March 25th, 2012. This beautiful 11 op, office located in a highly visible prime area in Chula Vista, had collections of $1,684,000 in 2011 and $1,730,000 in 2010. There are 5 days of hygiene with approx. 30 new patients per month. Lasers, Intra-Oral Camera, Pan-Ceph, etc. Practice has been in this location since 1998. 100% financing available for practice and building. Staff will stay. #14394

• EAST BAY: For Sale-ENDODONTIC PRACTICE. The adjusted net income was $186,000 in 2011 in this 3 operatory, 1,000 sq. ft. office. Includes Microscope, X-ray Scanner and PBS software. Transfer of referral base should be excellent. Ideal office for new endodontist or as a satellite practice for established practitioner. Dr. is retiring.

• FRENSO: For Sale-General Dentistry Practice: $935K in collections in 2011, w/adjusted net income of $337K, 15% of practice is HMO. Office is 2,300 sq. ft. and is located in north Fresno in a highly visible professional office complex on a main thoroughfare. There are 6 equipped operatories, owner reports average age of equipment is 4 years. Practice has been operating in present location for over 20 years. Eaglesoft software, owner is retiring. #CA502

• FRENSO: For Sale-General Dentistry Practice. Facility One of the best opportunities that a 3 op dental office comes equipped. It is in a great location and has about 200 active patients. Owner is in the process of completing his Orthodontic training and only works in the office 5 days a month. Complete pictures of the office and an inventory list of included furniture and fixtures are available. Everything included for only $85,000 You can’t afford to pass this up. #14383

• GLENDALE: FACILITY-SALE-General Dentistry Office Space & Leasehold Improvements Sale- Office located in a medical plaza, 1760 sq. ft. 7 operators, computerized equipment approximately 5 years old. Two 5-year options available. #14373.

• GRASS VALLEY: For Sale-General Dentistry Practice. GR of $307,590 (3 days/wk) with adjusted net income of $105K. 3 Ops. refer to Endo/all Ortho. Perio, Endo, Surgery. Intra-Oral Camera, Diagnodent, EZ Dental Software. Good Location. Owner retiring. #14337.

• GRASS VALLEY: For Sale-General Dentistry Practice. GR $345K 3 days/wk (4 avail). 3 hygiene days/week. 5 Ops (6 Avail) 1,950 sq ft. Refers out most/all Ortho, Perio, Surgery. Office has Laser, Intraoral Camera, Pano, & Dentrix Software. Owner retiring. #14372.

• GRASS VALLEY: For Sale-General Dentistry Practice. Owner retiring. Well-designed 1,550 sq. ft. office with 4 ops plumbed, 3 ops furnished. Gross Receipts for 2011 were $309K on easy 3 days/wk with low (47%) overhead. Practice refers out Endo, Perio, Surgery & Ortho. Pano, PBS software. May be able to merge with another existing practice that will also be for sale in the near future. This merger would result in $800,000 gross annually. #CA503

• GREATER CHICO/YOUSA CITY: For Sale-General Dentistry Practice. 2011 GR $392,520 on 4 days. 1,200 sq. ft. office with 4 equipped opns. Intra-Oral Camera, Pano, 1,100+ patients. Owner retiring after 33+ years in this picturesque and prosperous community with abundant recreation, close to the mountains and near one of the largest lakes in N. CA. #14359

• GREATER SACRAMENTO: For Sale-Periodontal Practice: Retiring owner is the only Periodontist in a community of 50+K with a draw of 100K. Implant experience a must. Great opportunity to work closely with a Prosthodontist and an Endodontist. Nicely appointed 1,500 sq. ft. office with 5 operatories, Digital X-rays and Dentrix software. 2011 gross receipts of $719K. #CA500.

• HAWAII (MAUI): For Sale-General dentistry practice. Gross Receipts of $636K. Office has four equipped operatories in 1198 sq.ft. Fano, Laser, I.O. Camera, Fiber Optics, 2 days of hygiene. Owner retiring: Don’t miss this opportunity to live and work in paradise. #20101

• HAYWARD: For Sale-General Dentistry Practice. This practice consists of 1,000 sq. ft. with 4 treatment rooms in an excellent location. 2010 gross receipts of $501,000 with a $228K adjusted net income. Dental Vision software. Average age of equipment is 8 yrs. Approximately 1,200 active patients.

• LANCASTER: For Sale-General Dentistry Practice. This 4 operatory office is located in 1,360 Sq Ft on the second floor of an attractive Medical Dental office building. Gross receipts were $676,000 with a $174K adjusted net income. Dentist is retiring after 39 years. 4 days of hygiene. Additional operatories could be added to existing space. Great location.#14376.

• LEMOORE/HANFORD AREA: For Sale-General Dentistry Practice & Building. Owner has worked in this location since 1971. Gross Receipts were $376K with $139K adj. net income. There are 3 equipped operatories and 3 days of hygiene. Purchase of the building is optional to the Buyer. 100% financing is available for both building and practice. Excellent opportunity for new grad or satellite practice. #14375.

• MILLBRAE: For Sale-General Dentistry Practice. This beautiful, well-established office is located on the main thoroughfare of the North Peninsula, offering great exposure that generates 25-30 new patients per month. 3 treatment rooms (6th plumbed) in approx. 1,550 sq. ft. equipped with Digital Pan, Digital Imaging and Intra-Oral Camera. 2011 gross receipts of $651,000 with $230,000 adjusted net income. Owner is retiring. Don’t delay, this won’t last long! #14395

• MODESTO: For Sale - General Dentistry Practice. Collections have been approximately $700K per year with a 62% overhead on 3 days per week schedule. Six days of hygiene in this 4 op. office. Eaglesoft software and panoramic X-ray. Approximately 2,000 active patients. Perio and Endo referred out. Excellent location. #CA505

• MODESTO-Tracy: Area: For Sale-Pediatric Practice. $677,000 in collections in 2010 with a $357,000 net income. This 3-chair office is located in approximately 1,250 sq. ft. & has recently been remodeled. Patient Base software. Office equipped for NO2 & IV sedation. Practice has operated in its present location for 20 years.
**MOUNTAIN VIEW:** For Sale-General Dentistry Practice. This 2 day per week satellite office is located in the heart of Silicon Valley, surrounded by most of Mountain View’s largest employers. 2 fully equipped treatment rooms (expandable to 4), Pano, Digital Processor and Dentrix Software in approx. 1500 sq. ft. With household names as your neighbors, few opportunities are this good! #14398

**MORGAN HILL:** For Sale-General Dentistry Practice & Building. DECREASED DENTIST AS OF JUNE 6TH, 2012. The office and equipment are only 5 years old. The office is beautifully decorated and efficiently laid out with 5 operatories. The condominium space is located in highly visible, upscale, professional office building. 2011 gross receipts were $546K, with panoramic X-ray and digital X-ray. Staff and hygiene are working daily with out-of-the-area doctor covering. Approximately 1,700 active patients. #14399

**NEWPORT BEACH:** For Sale-General Dentistry Practice. This 4 operatory practice is located in beautiful Newport Beach and is part of a larger multi-office complex. Gross receipts were $490K in 2011, within coverage of 20 new patients per month. The office is 920 sq. ft. with Dentrix software, Dental laser, and up-to-date equipment. #14397

**NEWPORT BEACH:** For Sale-General Dentistry Practice. Practice has operated at its present location since 1986. Located in a highly affluent Newport Beach community. Three (3) hygiene days per week. Leased office space with 4 ops. in 1,450 sq. ft. Pano & Practice Works software. #14354.

**NORTHERN CALIFORNIA:** For Sale-Endodontic Practice. This Endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq. ft. There are 2 equipped treatment rooms with an additional 5th room available. Gross receipts were $638K with $239K adjusted net income. Owner will stay for transition to introduce buyer. Owner is retiring. #14251

**NORTHERN CALIFORNIA:** For Sale-Pediatric practice. Owner has operated in same location for 32 years. Approx 1,760 active pts, 1,160 sq. ft., Digital X-ray, Dentrix software and a 3-chair office. 2009 Gross Receipts $713K with 45% overhead. Owner retiring. Call for Details.

**NORTHERN FRESNO:** For Sale-General Dentistry Practice. This is a perfect starter or satellite practice. Excellent location in North Fresno. Gross Receipts in 2010 were $173K. Approximately 450 active patients, 3 operatories. Dentrix software. Leased office 1,200 sq. ft. Owner has been accepted to an Endodontic Residency after starting practice 1 1/2 years ago.

**NORTH OF SAN FRANCISCO:** For Sale-PERIODONTAL PRACTICE. Owner retiring. Great opportunity for a Periodontist with experience in dental implant placement. This well-appointed practice is located along the busy 101 corridor north of San Francisco. 2011 gross receipts of $558,000. DSN software. Buyer will be the only full-time periodontist in an area with the population of approximately 60,000. #14396

**OCEANSIDE:** For Sale-Modern looking office. 4 op, office space and equipment only. Belmont chairs. Gendex x-ray system; intraoral camera, approx 1200 sq. ft. Low overhead-Rent is $1,900/month and it’s a 5 year lease. Staff is available for retention-front desk $15/hr, assistant 13/hr. Update all the computer systems after purchasing the office in 07. Computers and monitors in every room. #14346

**PLUMAS COUNTY:** For Sale-3 equipped ops. Space available for 4th op. 1,245 sq f of good location. Gross Receipts $475K. Practice in present location over 50 years. Owner is retiring. #14358

**ROSEVILLE:** For Sale-General Dentistry Practice. Great Location. 2009 GR $900K with adjusted net income of $300K. 1,250 sq ft, 4 ops, 8 days hygiene/wk. Digital, Intra-Oral Camera, Dentrix, Trojan, fiber optics, P & C chairs - all less than 5 years old. Owner is retiring. #14327

**SACRAMENTO:** For Sale-General Dentistry Practice. Gross Receipts $546K with adjusted net income of $159K. Office is 2,400 sq ft with 7 operatories. Practice has been operating in the same location for the past 50 years. Pano, Soldent software. Owner to retire. #14374

**SACRAMENTO/ROSEVILLE:** For Sale-One of many partners is retiring in this highly successful General Dentistry Group Practice. Practice has Intra-Oral Camera, Digital Pano-Dexis, electronic charts, owner Financing. Call for further information. #14334

**SAN DIEGO:** For Sale-General Dentistry Practice. 6 ops, Intra-Oral camera, Eagle, Soft Software. Office square feet 2,300 with 30% remaining on lease. 2009 Gross Receipts $1,448,520, with an adjusted net income of $545K. Doctor would like to phase out then retire. #14331

**SAN FRANCISCO:** For Sale-General Dentistry Practice. This 1000 sq. ft. office is located in the heart of the financial district. It is a corner office with each of the 4 operatories looking out at the incredible views on Golden Gate side of the bay. The 2011 collections were $1,200,000 with a low overhead. The practice averages approximately 15 new patients a month.

**SAN JOSE:** For Sale - FACILITY SALE ONLY - NO PATIENTS: Exclusive Willow Glen district offering 4 fully equipped treatments rooms. 2 additional plumbed, in approximately 1,900 sq. ft. Digital Scanner, Intra-Oral Camera in a very elegant setting. This facility only sale offers favorable lease terms as well. #CA504

**SAN LUIS OBISPO:** For Sale - Two Doctor General Dentistry Practice. Gross receipts $1,537,142 for 2010 with an adjusted net income of $354K The office has 2,331 sq. ft. with 8 equipped operatories, Pano, E4D, and Dentrix software. Practice started in 1990 and has been in its present location since 1998. Approx. 3000 active patients. Great location with nice views. #14353.

**SANTA BARBARA:** For Sale-General Dentistry Practice. Wonderful opportunity to live and work in one of California’s most desirable areas. 2010 gross receipts were $974,000 with a $370,000 adjusted net income. Six days of hygiene. Dentrix software, Intra-Oral Camera and Panoramic X-Ray. Owner is retiring. #14382

**SANTA CRUZ:** For Sale-General Dentistry practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14361

**TORRANCE:** For Sale-General Dentistry Practice. This excellent practice is centrally located in a professional complex. Office is approx. 1,885 sq. ft., 4 operatories with room for one additional. There are approx. 2000 active patients with 6 days of hygiene per week. Practice Pano, Intra-Oral Camera and Easy Dental software. Owner is retiring. Reasonable lease available. #14320

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By: Robert Convissar, DDS

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6008 MENDOCINO COAST - FORT BRAGG
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6020 PEDO PRACTICE - ATTRACTIV FAMILY COMMUNITY
After realizing collections of $455,000 in 2011, this practice is trending $550,000+ in 2012 with Available Profits of $280,000+. Remarkable office with Owner's investment here topping $345,000. Computerized charting with digital Pano and Ceph. Best location in community with building having landmark status. Full price $240,000.

6024 PERIO PRACTICE - SAN FRANCISCO'S SOUTH BAY
Great opportunity. Owner only able to devote part-time attention here due to other commitments. On his 19-hour week with 7-weeks off, practice collected $600,000 with Profits of $237,000 in 2011. 2012 is trending Profits of $270,000. Attractive office, nice location. Full price $150,000. 100% financing shall dictate annual loan payments of less than $20,000/year.

6025 MARIN COUNTY - SAN ANSELMO
Well established practice. Collected $490,000 in 2011 on 3-day week. 3-Ops and 2+ days of Hygiene. This is a very sound opportunity for that Successor who will spend the time to cultivate trust with patients and staff.

6026 SACRAMENTO
2011 collected $825,000 on 3-day week. Owner could work more but chooses not to. Practice coupled with facility and location can do much more. Bring in specialists. Nothing fancy here. This is simply a very strong foundation which can be developed into a busier practice. Next Owner will have an enjoyable career here. We know as we sold this practice to our Client in 1983.

6027 PLEASANTON

6028 BERKELEY'S ALTA BATES MEDICAL VILLAGE
2011 collected $525,000. Collections for first 6-months of 2012 have practice tracking $600,000. Busy Hygiene schedule.

6029 NORTHEAST CALIFORNIA
Trade in smog and congestion for soaring mountains and close-knit communities. Collected $550,000 in 2011 on 3-day week with 5-weeks off. 2012 will top $600,000. 3.5-to-4 days of Hygiene. 3-ops with Adec delivery systems. Be busy, be happy and take vacations. No worries here. Full price $185,000.

6030 "COMING UP"- SANTA ROSA AREA
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"I listed with a competitor for 12 months. Had two people visit my practice. First weekend PPS had my listing, I had 3 people visit and an offer by the end of the first week. Thank you for allowing me to move on to the next step of my life."

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

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

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

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

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

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

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

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