

# THE Dental Trader

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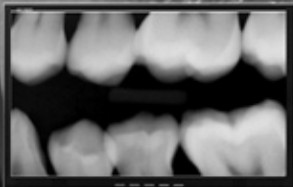
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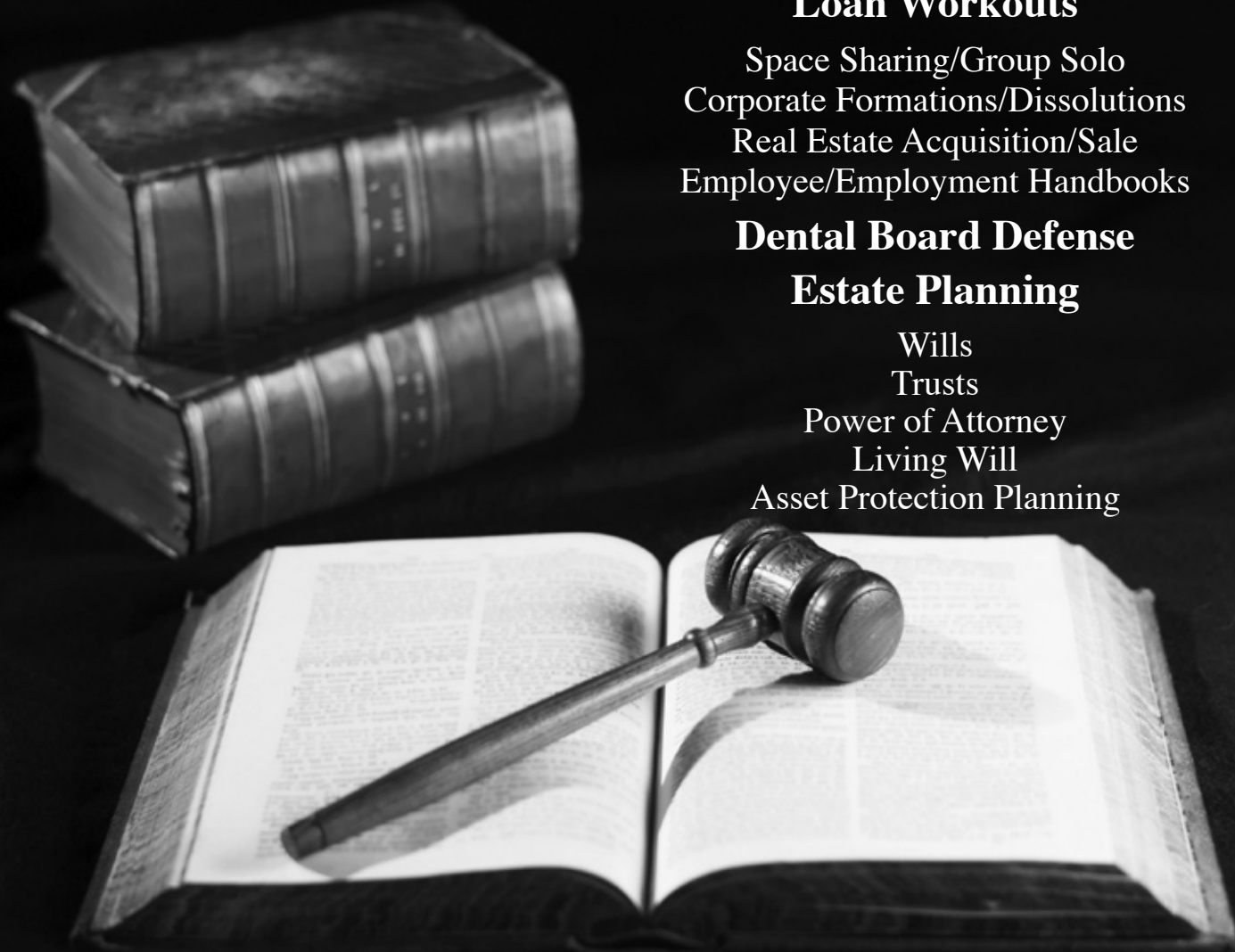
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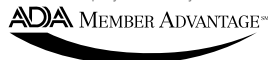
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**LEASE OR SHARE A SPACE** in a new office/school in Pasadenas Historic Building (staff & supplies provided) 6263450005. ask for the free CE units.

**LOOKING FOR P/T DENTIST** near Fresno CA. (909) 997-3003.

**PANORAMIC X-RAY** Belmont brand, 3-year-new, in Arcadia for sale, (upgrading to digital) asking \$9,900, interesting person, email to [dds898@gmail.com](mailto:dds898@gmail.com).

**ADEC COMPLETE OP** Priority chair, Preference delivery (Dr + Assist), ceiling-mounted light, Dr stool. All great condition. [dchungdds@gmail.com](mailto:dchungdds@gmail.com) or 714-797-9383.

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**DENTALEZ CHAIRS** ADEC units, Pelton/Crane lights, Star handpieces, Link dr. and asst. stools FOR SALE. [ginpaul@comcast.net](mailto:ginpaul@comcast.net).

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Paul Maimone  
Broker/Owner

## FRESNO COUNTY

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

## KERN COUNTY

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

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

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

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

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

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

## LOS ANGELES COUNTY

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

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

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

**CANYON COUNTRY** - (4) op Turnkey Office. (3) ops eqt'd, 4th op plumbed. Located in a smaller strip ctr. w exposure, visibility and signage. **NEW**

**EL MONTE** - (3) op G.P. located in a store front w exposure/visibility and parking. (51) years of Goodwill! Cash/Ins/PPO/Denti-Cal/HMO pts. \$1K/mos Cap Cks. Gross Collect of \$100K/yr on limited schedule. Seller retiring. **NEW**

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

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

**SAN FERNANDO VALLEY** - (4) op computerized G.P. in a free stand. bldg. w exposure/visibility/signage. Cash/Ins/PPO pts. Annual gross collections \$439K+ on 3½ days/wk. 1-800 Dentist Provider. Seller retiring.

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

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- Pre-Sale Planning

## RIVERSIDE COUNTY

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

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

## ORANGE COUNTY

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

## SANTA BARBARA COUNTY

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

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

## SAN BERNARDINO COUNTY

**UPLAND** - (3) op computerized G.P. State of the art & drop dead gorgeous. Located in a shop. ctr. with exposure/visibility & signage. Digital X-Rays & networked ops. Like new Eq. Open 1 ½ years & has approx. 300 pts. Grossing \$6K-\$8K/mos on a p.t. schedule with no marketing. Seller moving.

## SAN DIEGO COUNTY

**LA MESA #3** - (5) op computerized G.P. (4) ops eqt'd w newer eqt. 5th op plumbed not eqt'd. In a one story garden style medical/dental complex. Cash/Ins/PPO & HMO pts. No Denti-Cal. Cap check approx. \$5K/mos. Easy Dental software. 2007 Gross Collect \$552K. 2008 Gross Collect approx. \$900K+.

## SAN LUIS OBISPO COUNTY

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

## VENTURA COUNTY

**THOUSAND OAKS #3** - (5) op computerized G.P. in a one story prof. bldg. w signage. (4) ops eqt'd with new eqt with a 5th op plumbed. Drop dead gorgeous office w wood & tile floors, granite front counters & designer paints. Fully computerized & networked ops. Dextrix software, digital x-rays & pano. Cash/Ins/PPO & small % of HMO. No Denti-Cal. 30+ new pts/mos. 2008 collect. approx. \$565K. **NEW**

## TULARE COUNTY

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

## NORTHERN CA \*\*\*NEW\*\*\*

**LODI** - (3) op G.P. 2008 Gross Collect approx. \$400K.

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

**STOCKTON** - (7) op G.P. 2008 Gross Collect approx. \$1.15M. Cash/Ins/PPO/HMO pts. \$24K/mos Cap checks.

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**DENTIST WANT ASSOCIATESHIP** 2 years experienced, confident, empathic, hard working, productive, smiling. Comfortable w/RCT, FPD, etc.(707) 480-8867 decks2004@hanmail.net CA 95242.

**PRACTICE FOR SALE** D-7321 SAN JOSE-Excellent Location. FFS GP in Almaden Valley Area. 1550sf, 5 ops. 40 years goodwill. Seller Retiring. \$625k Timothy G. Giroux, DDS/ Broker 800.641.4179.

**DENTAL PRACTICE IN VENTURA, CA FOR SALE** Great location with low rent. 5 ops, ppo, ffs practice for sale. Increasing production every year. 2008 projecting 800k. 3 days hygiene open 4 days a week. Low rent in 2000 sq foot space. Marketing plan in place as well as excellent staff. Call (818)424-4057 or email [jnduncandds@gmail.com](mailto:jnduncandds@gmail.com). Won't last long!!

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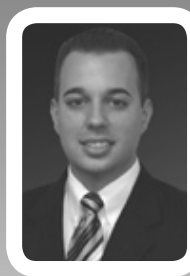
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## PRACTICES FOR SALE — February, 2009

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

**SAN DIEGO-PACIFIC BEACH** – General Practice operated 2 days per week as second office. Collected approx 350K in 2007. Projecting 380K+ in 2008. Ins/PPO/Cash. Great Starter!! Asking only 320K.

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

**SAN DIEGO-CARLSBAD/OCEANSIDE** – FOR LEASE Dental Suite available, recently remodeled by landlord. 8 Ops with 4 X-Ray machines. 1950 sq.ft. Busy retail center, very accessible to freeways 5 and 78. Affordable lease rate!!

**SAN DIEGO** – (between El Cajon Blvd. And University Ave.). This **GENERAL** Practice is comprised of 6 Ops (4 equipped, 2 plumbed) in approximately 1850 sq.ft. Situated in a single story Professional Bldg on busy street. Very reasonable lease!!. Approximately 65% PPO, 20% MediCal and 15% Cash. Offered for only 375K.

**SAN DIEGO-PACIFIC BEACH** – Owner retiring from long-established (part-time) Practice. Refers out substantial amount of treatment. 2 equipped Ops (+ 1 plumbed). Good starter opportunity at a very affordable price! Available for 100K!

### WHAT YOUR COLLEAGUES ARE SAYING:

Dear Mike and Dr. Bob,  
...thank you both very much for the supremely professional, effective and caring way in which you marketed and sold my practice. Your empathy and understanding of my sense of vulnerability were very much appreciated. Thank you for a job very well done. *Dr. L.W.B.*

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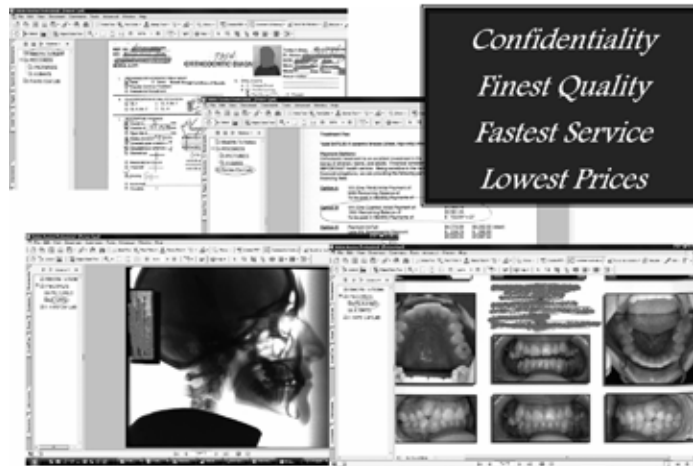
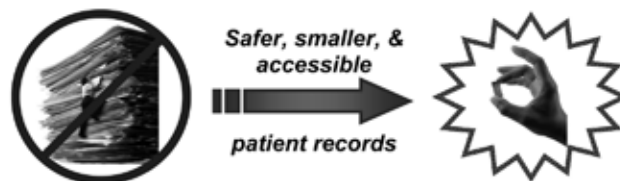
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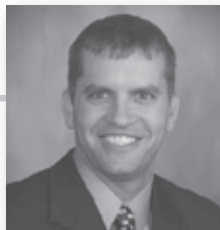
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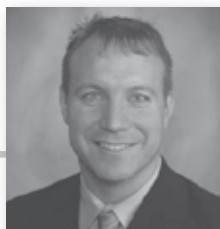
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**SACRAMENTO COUNTY PRACTICE AVAILABLE**  
Predominantly fee for service, Well-established GP and Cosmetic practice in single occupancy professional building with 6 fully equipped ops. Approximately 2,800 active patients. 2007 GR \$1.8M+, 2008 GR on track for \$1.8M+. Building available at Fair Market Value. Practice Asking \$1,050,000. Contact Carroll & Co (650) 403-1010, [www.carrollandco.net](http://www.carrollandco.net).

**LEGAL TIP: SELLERS** Can your C corporation avoid double taxation of your goodwill allocation? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**BEAUTIFUL VEGAS PRACTICE** located in SuperWalmart/Lowes Center. 2500 sf with 6 operatories. Asking price: \$175,000. Contact Stacey (714)800-0266.



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**LONG BEACH DENTAL OFFICE FOR SALE** with two operators and active patients, 60K, no brokers, contact 714.862.8239.

**WANTED: ORTHO, PRACTICE** Buyer looking to buy ortho practice in L.A. (prefer 10 mile radius of Down Town). Will pay top dollar. Avoid 10% commission. (310) 617-8525 or (310) 915-1817.

**SACRAMENTO COUNTY** Predominantly fee for service, Well-established GP and Cosmetic practice in single occupancy professional building with 6 fully equipped ops in modern 2,000 square office. Approximately 2,800 active patients. 2007 GR \$1.8M+, 2008 GR on track for \$2M+. Building available at Fair Market Value. Practice Asking Price \$1,050,000. Contact Carroll & CO. (650) 403-1010, www.carrollandco.net.

**CARLSBAD, CA** 5 op GP with a prominent location. Well laid out, elegant office with a high patient "wow" factor. Established 3 1/2 years, this growing practice is on track to collect over \$480,000. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

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**PRACTICE FOR SALE** A-745 SAN FRANCISCO- Prime location, Quality practice, Educated patient base who strive for high quality dental health and cosmetic dentistry. Affluent neighborhood - high traffic flow. 603 sf/2 ops \$295k Timothy G. Giroux, DDS/Broker 800.641.4179.

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# WESTERN PRACTICE SALES

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### BAY AREA

**A-543 SAN FRANCISCO** - Bordering Chinatown by Union Square, remarkable FFS, family oriented practice. 3 ops w/ 1000 sf. **\$199k!**

**A-6781 SAN FRANCISCO** - Established in 1993. New equipment-hardly used. VIRTUALLY NEW practice! 1,000 sf/3 ops. **\$100k**

**A-7161 SAN FRANCISCO-FACILITY**- Located in Mission District. 975sf, 2 ops. **\$40k**

**A-7441 DALY CITY**- Great Location & Excellent Reputation! 1200 sf w/4 ops **\$450k**

**A-745 SAN FRANCISCO**- Prime location, Quality practice, Educated patient base strives for high quality dental health & cosmetic dentistry. Affluent area - high traffic flow. 603 sf/2 ops **\$295k**

**B-5931 HAYWARD** - Dedicated to Oral health of Children. 1050 sf & 3 ops. Infant to adolescent. Call for details! **\$275k**

**B-660 SAN LEANDRO** - Be the ONLY dentist in this medical community! 1 op with plumbing for additional ops. 1264 sf office. Equipment less than 10 years old! **\$100k**

**C-690 SANTA ROSA** -1600 sf with 2.5 ops & plumbed for add'l. One of the most prestigious areas in Santa Rosa. Very mature landscape and beautiful office. **\$310k**

**C-722 VALLEJO**-GP, 1500 sf, 4 ops. Plumbed for 1 add'l. Lots of foot traffic. Gross Rcpts exceed \$900k over past three years **\$620k**

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

**D-671 SAN JOSE—FACILITY** Easy access to 2 major freeways. Desirable Silicon Valley. 4 ops, 1 hygiene op, 1200 sf. **\$85k**

**D-6911 SAN JOSE** - New Listing near 680, 101 & 880 Freeways. 1000sf w/2 fully equipped ops. Plumbed for 1 add'l. 25% growth & expected to continue to increase! **\$125k**

**D-698 MORGAN HILL - FACILITY** - Popular Dental Professional Plaza on busy intersection. 1730 sf, 5 fully equipped ops **\$125k**

**D-695 SAN JOSE** - Popular, Busy Retail Center w/strong mixed demographics. 1500sf, 2 fully equipped ops (5 pre-plumbed). **\$295k**

**D-7231 ALAMEDA** - 2-story converted Victorian Home - centrally located on the small island of Alameda in SF Bay. Work & Lifestyle can't be beat! 1400sf, 4 ops w/ easy access to 880. Walking distance to new parking structure. **\$300k**

### BAY AREA CONTINUED

**D-699 - SAN JOSE - FACILITY** - Traditional Décor. Well Maintained Med Prof Bldg. 3 fully equipped ops in 900 sf office. **\$125k**

**D-7251 SAN MATEO FACILITY**- Spectacular Office. Desirable Area in well maintained Prof Bldg. 1100sf & 4 ops with close access to Hwy 101 **\$85k**

**D-728 SAN JOSE FACILITY** - Spacious office w/sophisticated décor in Willow Glen area. 2 story Prof Bldg in prime location. 2800 sf w/6 ops, 3 which are fully equipped. Has add'l space for even more expansion. **ONLY \$75k**

**D-7321 SAN JOSE**-Excellent Location. FFS GP in Almaden Valley Area. 1550sf, 5 ops. 40 years goodwill. Seller Retiring. **\$625k**

**D-7381 SAN MATEO FACILITY** beautifully appointed/Near Hwy 101. 1633 sf/4 ops. **\$100k**

**D-750 LIVERMORE**- Prime location. More relaxed, less congested lifestyle w/ art, culture, Western heritage & vibrant wine industry. Busy major thoroughfare. Spacious 1,840sf office. 3 ops w/ plumbing for 3 add'l. Call For Details!

### NORTHERN CALIFORNIA

**E-655 LINCOLN** - New spacious GP/ 1370 sf 2ops plumbed for add'l ops in great downtown location **PRICE REDUCED \$165k**

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

**E-661 SACRAMENTO** - GP, 2 ops/ 2000 sf office. Plumbed for add'l ops. Seller Relocating. Great potential by increasing office hours! **\$325k**

**E-692 WHEATLAND** - GP offers close commute to Roseville and Sierra Foothills. 31 yrs of goodwill, spacious 2000 sf, 5 op office, unique traditional curb appeal are only a few of the attributes that makes this a great opportunity. **\$325k**

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

### NO. CALIFORNIA CONTINUED

**E-727 ROCKLIN/ROSEVILLE**-State of the art, digital, paperless practice. Loyal stable patient base, seasoned friendly staff. Excellent Prime Location in Prof Plaza. 2200sf, 2 op (plumbed-4 add'l) spacious/spectacular. **\$425k**

**E-729 AUBURN** - One of the fastest growing counties in Sierra Foothills! Located in Busy retail shp ctr w/excellent signage & good traffic flow. Well maintained FFS practice. 1750sf, 4ops. Plumbed for 2 add'l ops **\$300k**

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

**E-753 CITRUS HEIGHTS** - Estab. 25+ yrs. With little attention to marketing, production can be easily increased. 2,660 sf/9 ops. **\$900k**

**REAL ESTATE ALSO AVAILABLE!**

**F-640 EUREKA** - 1500 sf, 3 ops in this beautiful GP situated among the Giant Redwoods of Humboldt Bay. LONG ESTABLISHED practice in ground floor suite. **\$160k**

**F-648 EUREKA** - Nearly 40 yrs of goodwill. GP in well maintained Dental Prof Bldg. 1100 sf 3 fully equipped ops. **\$265k**

**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. **\$250k**

### CENTRAL VALLEY

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

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

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

**H-747 SIERRA FOOTHILLS** -Respected 5op, 1665sf office priced to sale at only 55% of expected 2008 collections! **Only \$435k** Real Estate also available!

**I-625 MERCED** - \$1M practice for \$645k. Newly remodeled! 2100 sf, 6 ops. Ready to go paperless. 60% FFS/40% Pvt Pay. Near Merced Mall in highly visible location. **\$645k**

**I-662 MERCED** - Quality GP. 4 ops in spacious 1360 sf office. Over 30 new patients per month. Expertly located, attractive Professional Bldg. Desirable Area. Grs Rcpts \$845k + in 2007 **\$525k**

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**CENTRAL VALLEY CONTINUED**

**I-684 TURLOCK** - GP & Cosmetic/Full Mouth Reconstruction & Implants. Near Sierras & SF Bay Area. Stable patient base, seasoned staff, strong marketing & mgt. capabilities. 1700sf, 4ops SPECTACULAR DÉCOR. **\$675k**

**I-685 TURLOCK** - One of the BEST locations in town! 1700sf, 7 ops. Avgs 14 patients and 11 Hygiene patients per day! Practice was recently remodeled. Highly attractive free standing building. Mostly Adec Equipment. **\$500k**

**I-715 MODESTO** - Retail Shopping Center near popular Supermarket. Attractive office draws walk-in patients. 1,200 sf/4 ops **\$395k**

**J-687 BAKERSFIELD** - Centrally Located Mid State w/easy access to Northern & Southern California. Stable Patient Base & Seasoned Staff. SPACIOUS 3,600 sf office with 6 ops. **Practice\$350k**—Real Estate also available

**J-720 FRESNO** - Gentle family-oriented care, State-of-the-art technology/equip in relaxed atmosphere. Attractive, well-maintained Prof Bldg. Affluent area of growth. 1,780 sf/5 ops. Collections for 2008 exceeded \$950k! **\$675k**

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

**ARIZONA**

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

**AZ-667 PHOENIX** - In affluent Ahwatukee area, GP with 2 ops & 1900 sf is a great merger opportunity. Located on busy street with outdoor views from all ops. Tastefully decorated, clean. **PRICE REDUCED \$250k**

**AZ-702 GILBERT** - Brand New Listing in Gilbert. This is a MUST SEE practice. **\$375k**

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

**AZ-730 TUCSON** - Quality, FFS practice located in prof. Duplex. 3 fully equipped ops & plumbed for 1 add'l. Extended Multi generational patient base. **\$275k**

**AZ-737 APACHE JUNCTION**—Quality family-oriented practice in flourishing business community. Large, stable patient base and seasoned staff with strong management and marketing skills. 2,300 sf/7 ops. **\$680k**

**NEVADA**

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

**LV-677 LAS VEGAS** - Remarkable practice is ready to move in! Popular retail shopping center at busy intersection. 1680 sf office consists of 5 ops w/plumbing for 1 add'l op. **\$550k**

**R-681 CARSON CITY** —Near Beautiful Lake Tahoe & Reno. Doctor avgs 16 patients w/ 9 Hygiene patients per day. 2,000 sf & 8 fully equipped ops **\$550k**

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

**LV-694 LAS VEGAS** - Well established, large GP. 2200 sf & 6 ops. Gross Receipts average over \$960k over past 3 yrs. Equipment less than 5 years old. Recently painted & carpeted. **\$585k**

**LV-696E Facility LAS VEGAS** - Seller relocating- leaving all equipment & improvements. 2,600 sf, 6 fully equipped ops. **ONLY \$150k**

**LV-696T LAS VEGAS** -Busy intersection, major thoroughfare, desirable neighborhood w/ major retail commercial businesses as anchors! Exc visibility/signage and accessibility. 2,000 sf, 5 fully equipped ops **REDUCED TO \$250k**

**LV-705 LAS VEGAS** - Focusing on Restorative, Endo & Prosthetics. Dr avgs 10-12 pats/ day. Prof Bldg - Major Intersection. 3,000 sf/7 ops. **\$170k**

**LV-707T LAS VEGAS** - Retail Shopping Center. Immaculate! 4 fully equipped ops. Was Generating \$70-80k.mo about 10 months ago. Has Phenomenal Potential!! **Only \$125k!!**

**LV-711 LAS VEGAS**— Heart of Summerlin. High end Practice. Breath-taking décor. 1,536+sf & 3ops. Gr. Rpts continue to increase. **\$423k**

**LV-749 LAS VEGAS** -Step into a quality practice without missing a beat! Conveniently located in highly visible Professional Center. 1,828sf/ 6 ops **\$565k**

**R-743 MINDEN** - Spa like 5 op High-end State of the Art office. Full spectrum of restorative, cosmetic & implant cases. Includes Prexion CT/3D imaging & intra oral camera. **Call for Details!**

**LV-756 LAS VEGAS**—Brand new 1,600sf/ 3 op office (Plumbed for 1 add'l op) Attractive & well-equipped in Rtl Shpng Ctr. **Call for details!**

**SOUTHERN CALIFORNIA**

**K-663 RAMONA** - Seller Retiring from this GP practice and passing along over 18 years of goodwill to you! 2 ops in 1260 sf office. **\$275k**

**K-673 HAWTHORNE**— On one of the busiest, major thoroughfares. Desirable neighborhood. 1,500 sf & 4 ops Call for details **\$150k**

**K-735 ALISO VIEJO FACILITY** - Upscale 2 story Prof Bldg. 1,800sf/4 ops. \$4k sublet income at this location as well! **Now Only \$330k**

**K-739 IRVINE**— Home to corporations & UC campus in this master planned community. 1,850sf/4 ops **\$495k**

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

**SPECIALTY PRACTICES**

**C-703 FAIRFIELD/VACAVILLE - ORTHO** - “Clean, Efficient, and Quality” describe this practice. PRIME LOCATION w/ exc signage on major thoroughfare. 1000+ sf & 3 chairs in open bay. Price REDUCED! Now Only **\$250k**

**LV-622 HENDERSON - PEDO** - FFS, well respected, modern curb appeal, 1800sf, 5 ops w/plumbing for 1 add'l op. Offered at **\$295k**

**D-5271 SF EAST BAY—ENDO**, 1270 sf, 4 op office. Stable patient base. Well respected. Building & Condo also available for purchase. **\$275k**

**E-6311 CARMICHAEL - ORTHO** - 35 yrs goodwill, 20-30 patients per day in 4 chair open bay with 1100 sf office **\$125k**

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

**I-6791 MERCED** - Limited to Restoration & TMJ Disorder - 20 yrs goodwill, FFS. High Gross—High Net. Call for more info **\$700k**

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

**E-742 ROSEVILLE ORTHO FACILITY** Build the practice of your dreams or move your patient base into this beautiful facility. 1,850sf w/ Open Bay & 4 chairs \***Strong referral base w/ busy Pediatric Practice in same building!** **NOW ONLY \$147k**

**B-755 PERIO FAC BRENTWOOD**—Med. Prof. Bldg. Health care/comm. area. 1,500 sf/2 ops & plumbed for 1 add'l **\$440k**



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**TARZANA** (3) op computerized G.P. for sale. Located in a busy shop ctr. Excell. exposure/visibility/signage. Cash/Ins/PPO/HMO pts. 2008 gross collect. approx \$600K on a (3) day wk. Seller collect. \$960K f.t. in 2006 before her pregnancy. Tremendous upside. D&M Practice Sales 818.591.1401.

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**PRACTICE FOR SALE** San Diego (Chula Vista–Eastlake) Only 3 yrs old! 5 Ops, 3 equipped in 1660 sq. ft. ONLY 250K!! SDPS: 760-599-7828.

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### NORTHERN AND CENTRAL CALIFORNIA

**ALTURAS:** - For Sale - General Dentistry practice. 2007 collections were \$551,00 with adjusted net income of \$202,000 on 3 1/2 days a week with same number of hygiene days. Owner owns the building and has practiced in Alturas since 1985. Owner will consider selling building with the practice.

**CONCORD:** - For Sale - General Dentistry practice. 2007 collections \$444K, with an adjusted net income of \$126K. Office 982 sq. ft., 4-hygiene days, 3 equipped ops, Intra-oral camera, Pano, Office digitalized.

**DANVILLE:** - For Sale General Dentistry Practice. This practice is located in a stable, growing, affluent area. Collections for 2007 were \$593K with adjusted net income of \$225,000. 50% overhead. Office has 990 sq. ft., 3 equipped ops., 4th available. Owner to retire.

**FAIRFIELD:** - For Sale - Endodontic Practice and Condominium Unit. This endodontic practice is located in an upscale professional office complex. The owners condominium occupies 1,770 sq. ft. There are 4 equipped treatment rooms with an additional 5th room available. The 2007 gross receipts were \$885,000 with \$426K adjusted net income or profit. Owner will stay for transition to introduce buyer. Owner is retiring.

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

**FRESNO AREA:** - For Sale - General Dentistry Practice. This outstanding practice has annualized collections of \$1,921,467 in 2008 with \$798K adjusted net income. The office has Dentrix, Laser, Intra-oral camera, digital x-ray and pano. Building may be available for sale. Call for details. Owner is retiring.

**FREMONT:** - For Sale - General Dentistry Practice. This practice was established in 2004 with all new leaseholds and new equipment at a cost of approx. \$450K. There are 5 operatories total with 3 rooms presently equipped in 2,000 sq. ft. The sale price is mainly based on the payoff of the loans. This opportunity is ideal for moving an existing practice or as a start-up practice at a very reduced cost. The office is well designed and tastefully decorated.

**GRASS VALLEY:** - For Sale - This Periodontal Practice is located in a very desirable growing community. 2007 collections \$714K with adjusted net income of \$306K, 57% overhead. 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.

**GREATER TWIN CITY AREA NORTH OF SACRAMENTO:** - For Sale - General Dentistry Practice with building available. Practice located in its present high visibility location over 30 years. 1,800 sq. ft., 5 ops., 4 hygiene days. 2007 Collections over \$500K, with 53% overhead. Owner/doctor to retire.

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

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

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

**MADERA:** - For Sale General Dentistry Practice. Established 14 years ago. 2007 Collections \$449K, adjusted net \$192K, 56% overhead. 1,650 sq ft, 3 ops, intra-oral camera, digital x-rays, Eaglesoft software. 2 hygiene days. Owner moving out of state.

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

**MADERA COUNTY:** - For Sale General Dentistry Practice. This outstanding practice has annualized collections of \$1,921,467 in 2008 with \$798K adjusted net income. The office has Dentrix, Laser, Intra-oral camera and Pano. Building may be available for sale. Call for details. Owner is retiring.

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**NORTHERN AND CENTRAL CALIFORNIA** (cont)

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

**MODESTO:** - For Sale- General Dentistry Practice. 2007 collections \$371K with an adjusted net income of \$190K 48% overhead. 2-hygiene days, 35 years in same location. Owner to retire.

**NORTHERN CENTRAL CALIFORNIA:** - Periodontal Practice. This office consists of 2,000 sq. ft. in an excellent location. There are 3.5 days of hygiene. Office remodeled only 5 years ago. Office has been its present location for more than 25 years. 2007 GR were \$500K. Wonderful opportunity in a rapidly growing and desirable community. Owner is retiring.

**OROVILLE:** - For Sale- General Dentistry Practice. If you are a new Graduate or are looking to get away from the big city, you should look at this practice. Doctor has worked three days a week for many years and is ready to retire. 2007 Gross Production was \$343K with 98% collect. Office is modern, attractive, efficient, and computerized. 3 Ops-chairs, lights, and units are three years old. No HMO's or Govt. programs. All endo, perio, and most surgery referred out. Dr. reports over 1800 active patients with three days of Hygiene. Seller's interest in building is also available for sale. Eighteen mile away from Chico State University.

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

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

**RED BLUFF:** - For Sale - General Dentistry Practice. 2007 collections \$201K, \$109K adjusted net income. Office sq. ft. 990, with 3 equipped ops, Pano. Practice has been operating in its same location for 28 years. Owner to retire.

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

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

**SOUTH LAKE TAHOE:** - For Sale - General Dentistry Practice. 2007 Collections \$534K. Office is 647 sq. ft. with 3 ops. Practice has been in its present location for the past 26 years. Owner to retire.

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

**TURLOCK:** - For Sale - General Dentistry Practice. Located in a professional complex on a major thoroughfare. 2007 Collections \$663K adjusted net income of \$230K, with overhead at 65%. Practice has been in present location for the past 18 years. Office has 1,800 sq. ft. with 6 operatories, Panorex, FPC software and approximately 1,300 active patients. Owner to retire.

**SOUTHERN CALIFORNIA**

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

**GOLETA/SANTA BARBARA:** - For Sale: General Dentistry Practice. High quality area. Practice has been located in its present location for the past 37 years. The office occupies 1,900 sq. ft., 3 fully equipped ops, Panorex, digital x-ray, Dentrix software. 2006 gross receipts 400K, adjusted net income of \$164K. Owner retiring.

**PASADENA:** - For Sale- General Dentistry Practice. 2007 Collections \$516K with an adjusted net income of \$162K. Office located in affluent location with renewable lease in 1,000 sq. ft. Office is equipped with 3 operatories, Panorex, and has 5 hygiene days. Practice located in a new location with all new leasehold improvements. Office is located near previous site. Office in previous location 41 years. Owner to retire.

**THOUSAND OAKS:** - For Sale - General Dentistry Practice. This practice features new equipment including Dentrix software, and digital x-ray with monitors in each treatment room. Practice has been in its present location for 24 yrs. Approximately 2,500 active patients with 11 new patients per month. 2007 annual gross revenues of \$658K-. Adjusted net income of \$395K.

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

**YORBA LINDA:** - For Sale General Dentistry Practice. 2006 Gross Receipts \$773K with adjusted net income of \$287K only 62% overhead. 2000 sq ft with 5 equipped treatment rooms, Dentrix software, laser, intra-oral camera, and pano. Entire staff certified in Invisalign.

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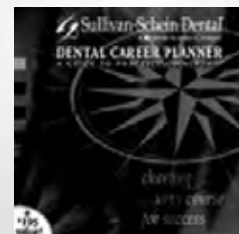
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## California State Board of Equalization

# Many Dentists Owe "Use Tax" - Do You?

The California State Board of Equalization (BOE) is currently pursuing the collection of use tax owed by service industry businesses statewide. California dentists that are not required to hold a seller's permit are now being contacted by the BOE by letter and asked to review their records and self-report any use tax due for the past three years. Use tax is the complement to the state's sales tax and was approved in 1935 to ensure California merchants are not at a competitive disadvantage to out-of-state competitors.

### Do You Owe Use Tax?

If you buy any of your materials, supplies, dental laboratory products, or equipment from businesses outside California who do not charge California sales or use tax, then you are directly responsible for paying the use tax to the BOE. Publication 123, *How to Identify California Use Tax Due*, explains how to examine your records to determine whether use tax is due on your purchases from out-of-state businesses. This publication is available on the BOE's website at [www.boe.ca.gov](http://www.boe.ca.gov).

### How Do You Pay the California Use Tax?

You may report and pay your use tax directly to the BOE on the use tax return in publication 79B, *California Use Tax*, which can be found on the BOE website. If you make frequent taxable purchases from out-of-state businesses, you should register with the BOE and obtain a Consumer Use Tax Permit. The BOE's Taxpayer Information Section staff at 800-400-7115 can help you with your application.

For use tax liabilities not more than one year old, you may report and pay your use tax through the Use Tax line on your California Income Tax Return.

### Can You Limit Your Use Tax Exposure?

Yes. If you are a California dentist that is not required to hold a seller's permit and have use tax liabilities, you are encouraged to take advantage of the benefits available by participation in the In-State Voluntary Disclosure Program *before being contacted directly by the BOE*. These benefits include a reduction in the look-back period used for calculating use tax owed from eight years, or longer, to a maximum of three years. Benefits also include a waiver of late filing and late payment penalties.

However, once you are contacted by the BOE regarding an unpaid use tax liability, you are no longer eligible to participate in the In-State Voluntary Disclosure Program and will not be afforded these benefits. Additionally, your acceptance to the program must be approved prior to making your payment for back use taxes. If you report and pay use tax directly to the BOE or on your California Income Tax Return prior to acceptance, you will not be eligible for participation in this voluntary program. Contacting the BOE is the first step!

For application forms and publications, call the BOE's Taxpayer Information Section staff at 800-400-7115 or you can visit the BOE's Voluntary Disclosure of Use Tax for In-State Consumers website: [www.boe.ca.gov/sutax/isvdprog.htm](http://www.boe.ca.gov/sutax/isvdprog.htm).



BOE WEBSITE:  
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**PRACTICE FOR SALE** San Diego (Pacific Beach) 2007 Collections approx 350K on 2 days (2nd office). Great starter practice. 3 Ops. SDPS: 760-599-7828.

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**CURRENT RATE IS ONLY** \$1.04 for CDA DENTISTS! What are you paying for Workers' Comp? Call today! 800-314-1433.

**SACRAMENTO COUNTY** Predominantly fee for service, Well-established GP and Cosmetic practice in single occupancy professional building with 6 fully equipped ops in modern 2,000 square office. Approximately 2,800 active patients. 2007 GR \$1.8M+, 2008 GR on track for \$2M+. Building available at Fair Market Value. Practice Asking Price \$1,050,000. Contact Carroll & CO. (650) 403-1010, [www.carrollandco.net](http://www.carrollandco.net).

**DENTIST WANT ASSOCIATESHIP** 2 years experienced, confident, empathic, hard working, productive, smiling. Comportable w/RCT, FPD, etc.(707) 480-8867  
decks2004@hanmail.net CA95242.

**PRACTICE FOR SALE** D-7321 SAN JOSE-Excellent Location. FFS GP in Almaden Valley Area. 1550sf, 5 ops. 40 years goodwill. Seller Retiring. \$625k Timothy G. Giroux, DDS/ Broker 800.641.4179.

**DENTAL ASSISTANT NEEDED** Bilingual a plus, but NOT required. Great benefits, Bonuses, FUN OFFICE. Location: San Fernando Valley. (818)518-7426.

**DENTIST (SPECIALIST) WANTED** TO RENT OFFICE SPACE BESIDE ESTABLISHED GENERAL DENTIST. LA PALMA, CA. CONTACT DIANA (562) 644-8993 OR [INFO@ENCOREPRIME.COM](mailto:INFO@ENCOREPRIME.COM).

**WHY TAKE TIME AWAY** from Patients to attend Continuing Education? PDS has applied clinical continuing education courses on Sundays. For more information call 1-866-4 CALL PDS or 1-866-422-5573.

**ACU-CAM INTRAORAL CAMERAS (2)** with docking stations and foot controls \$2500 each. Four additional docking stations available \$750 each. Cords and adaptors included. All in excellent condition. Call Gail at 818-345-4383.

**CAL COMPLETE DENTAL LABS** provides our clients the ability to communicate and plan cases with our Hi Def Video Conferencing System. Call us at 661-295-1111.

**ACCESSIBILITY TO ATTORNEY** I truly feel their sincerity in wanting to help my situation. Absolutely recommend them to others all the time! Camille Adli, D.D.S., Long Beach, California. (Wood and Delgado, 1-800-499-1474).

**FED UP WITH GRIDLOCK TRAFFIC** smog and high crime? Idyllic lifestyle awaits you in Idaho. Call Wendy at 866.348.3820. [wendy@mydentalbroker.com](mailto:wendy@mydentalbroker.com).

**REFINANCE** your high interest loan. Contact Professional Financing Inc. [doctor@professionalfinancing.net](mailto:doctor@professionalfinancing.net), (323) 272-3543.

# THE Dental Trader

*Buy, Sell or Trade all things Dental*

## CHANGE OF ADDRESS FORM

Post Office Box 2631 • Capistrano Beach, CA • 92624

Fax 949 498 1198 • E-mail: [tradestaff@cox.net](mailto:tradestaff@cox.net)

Web: [www.thedentaltrader.com](http://www.thedentaltrader.com)

### Old Address

Dentist's Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

### New Address

Dentist's Name: \_\_\_\_\_

Calif. Dental License #: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Authorizing signature: \_\_\_\_\_

**Please mail to above address or fax this form to 949-498-1198 on or before the 1st of the month.**

**For faster filing, submit this form online at [www.thedentaltrader.com](http://www.thedentaltrader.com)**

**TRICKS OF THE TRADE** Do you have that trick up your sleeve that you would like to share. Send it in and if it is Original we will publish it in our coming issue of TRICKS OF THE TRADE FOR DENTIST. Send your idea to [tricksofthetradefordentist@hotmail.com](mailto:tricksofthetradefordentist@hotmail.com).

**DENTIST WANTS ASSOCIATE POSITION** in Northern California. Napa, Sonoma, Santa Rosa, to Sacramento area. Experienced 20+ years, all phases. 661-317-4774.

**IMPLANTS IN YOUR OFFICE** We bring professional implantologies, assistants, and equipments to your office for your patients. Call (888)989-2888.

**KAVO HIGH SPEED HAND PIECE** (companion 634 P4) for sale. Will accept best offer. Interested contact @ [sacdentspecialist@yahoo.com](mailto:sacdentspecialist@yahoo.com).

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# READER AD FORM FOR DENTIST & STAFF ONLY

## The Dental Trader

*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

**Submit this form online at:  
www.thedentaltrader.com or Fax: 949-498-1198**

Type or print ad copy clearly: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

This ad is for (check one):  So. Calif.  No. Calif.  So. & No. Calif.

### Reader Ad Rates:

- 20 words or less-\*FREE (\$1. per word thereafter-65 words maximum) \_\_\_\_\_
  - All Bold Type: Add \$10. ....(add option: \$10) \_\_\_\_\_
  - All Bold Type with Bold Border: Add \$15. ....(add option: \$15) \_\_\_\_\_
  - Black Box with Bold White Lettering: Add \$20. ....(add option: \$20) \_\_\_\_\_
- Total # of words (first 20 words free-add \$1. per word after first 20 words) \_\_\_\_\_

Total: \_\_\_\_\_

**FREE Reader Ads** offered to dentists & dental staff only and must be for personal, non-commercial use only. (Finding an associate, selling equipment, looking to buy, etc) **For Commercial Reader Ad Rates**, (to promote a business) please use form below.

Advertiser's Name: \_\_\_\_\_

Charge Card Billing Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Authorizing signature: \_\_\_\_\_

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed  Visa/MC

American Exp.

Card# \_\_\_\_\_

3 Digit Security Code (on back of card) \_\_\_\_\_

Exp. Date \_\_\_\_\_

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

# COMMERCIAL AD FORM FOR BUSINESSES

## The Dental Trader

*Buy, Sell or Trade all things Dental*

Post Office Box 2631, Capistrano Beach, CA 92624

**Submit this form online at: www.thedentaltrader.com,  
mail w/check or Fax submissions  
(accepted w/charge card payment only) to 949-498-1198.**

Type or print ad copy clearly: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

This ad is for:  So. Calif.  No. Calif.  So. & No. Calif.

### Bonus Feature Reader Ad Rates:

- 20 words or less \$20. - (\$1. per word thereafter-65 words maximum).... \_\_\_\_\_
  - All Bold Type: ....(add option: \$10) \_\_\_\_\_
  - All Bold Type with Bold Border: .... (add option: \$15) \_\_\_\_\_
  - Black Box with Bold White Lettering: .... (add option: \$20) \_\_\_\_\_
- Total # of words (first 20 words \$20-add \$1. per word after first 20 words) \_\_\_\_\_

Total: \_\_\_\_\_

Name: \_\_\_\_\_

Charge Card Billing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Tel No.: \_\_\_\_\_ Fax No.: \_\_\_\_\_

E-mail: \_\_\_\_\_

### PAYMENT MUST BE SUBMITTED WITH THE AD

#### Form of Payment:

Check enclosed  Visa/MC

American Exp.

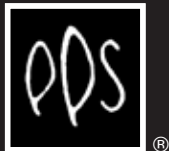
Card# \_\_\_\_\_

3 Digit Security Code (on back of card) \_\_\_\_\_

Exp. Date \_\_\_\_\_

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





# Professional Practice Sales

## Buying or Selling a Dental Practice?

### 5946 SIERRA FOOTHILLS' HIGHWAY 49 - JACKSON AREA

Pay \$50,000 & make \$150,000+ in Profits after debt service first year! Can do \$500,000+ by simply going to work!

### 5947 SOUTHERN HUMBOLDT COUNTY'S GARBERVILLE

\$65,000 buys practice averaging \$365,000/year on 3-day week.

### 5949 GROWING SACRAMENTO METRO COMMUNITY - NOT FAR FROM I-80, GRANITE BAY AND ROSEVILLE

Growing practice will top \$1 Million in collections in 2008. Full-time Owner could net \$450,000. Beautiful 6-Op facility. 6.5/days of Hygiene. Full price \$625,000.

### 5954 NORTH SACRAMENTO'S UPTOWN

This is a goldmine. Virtually no competition. Tracking \$495,000. Refers \$50,000+ in Endo. 4-days of Hygiene.

### 5956 EL DORADO HILLS - HIGH TECH DENTAL OFFICE

\$140,000 acquires "turn key high tech office" in upscale area. Computerized, networked, paperless & digital 6-year old 3-op office. Recent upgrades. \$190,000 invested here.

### 5957 WALNUT CREEK MANAGED CARE

Best location. 2007 collected \$739,000 with \$315,000 in Profits. 2008 projects \$750,000 with \$340,000 in Profits. Attractive 4-op office.

### 5958 TRACY

7-year old practice. \$150,000 invested here. Absentee Owner. Projects \$390,000 in collections. Has done very well when Owner is here.

### 5959 SUNNYVALE

Collected \$1.46 Million for 12-mths ended 9/30/08. 2008 shall top \$1.5 Million. 6-ops with 7th available. Strong profits. Absentee Owner.

### 5960 SAN JOSE

Tracking \$2.75+ Million in 2008 collections, reflecting 10% growth over 2007. 7-Ops. Great location.

### 5961 ANTIOCH

2008 shall collect \$300,000 on 3-day week. What is exciting is Profits shall top \$170,000. Practice needs full-time Successor.

### 5962 SAN FRANCISCO'S SOUTH BAY

Two office practice shall collect \$4.25 Million in 2008. Strong relationship with Unions. Excellent acquisition for growing Dental Management Company.

### 5963 SANTA ROSA'S RINCON VALLEY

Long established. Housed in 3-year old custom designed free-standing building. 4-Ops, plumbed for 2 more. Everything 3 years old. Annualized production of \$750,000+ with collections of \$685,000. Strong profits. Full price \$499,000.

### 5964 SANTA ROSA'S DOCTOR'S PARK

This is "the" most highly regarded dental location in Santa Rosa. Many amenities in this beautiful 3-op dental office which is completely computerized and digital. Great opportunity to flip your nearby practice into this suite, or as starter opportunity. Full price for dedicated dental suite and 1/8th ownership in landmark building is \$200,000.

### 5965 CONTRA COSTA COUNTY'S INTERSTATE 80

Extremely attractive opportunity. Hygiene schedule booked out next 6-months. Conservative Owner has consistently averaged \$600,000+ per year in collections with very strong profits on light work schedule. 4-ops.

### 5966 MERCED

Long established practice collected \$420,000 last year with 50+ Net Profit. December back injury dictates quick sale. Seller is working practice on curtailed schedule. Priced to move fast.

### 5967 SAN FRANCISCO'S CHINATOWN

Long established and highly regarded. Financial District, Downtown and North Beach are just a short walk away. \$400,000/year performer. Best building. Beautiful office with wall of glass in clinical area and own restroom.

For complete details on any of these practices, go to  
[www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)

San Francisco: (415) 899-8580 • Sacramento: (530) 894-0700 • Los Angeles: (714) 832-0230



Specialists in the Sale & Appraisal of  
Dental Practices Since 1966



# Serious about selling your practice?

*Then you need to be serious as to that Agency and Agent whom you engage!*



***Do not engage an agency or an agent who is all talk and short on results. You need the services of that agency and agent who is able to roll up their sleeves right away, and who CAN and WILL DO the HEAVY LIFTING! Listen to those who have gone before you.***

“Ray Irving is a man of determination and results. He knows how to get the best efforts from both seller and buyer. I had dealings with other prominent brokers. I never worked harder to get a presentable package than with Ray’s direction and encouragement. Ray absolutely took charge and made the deal happen! Before I called Ray, I had a listing agreement with another prominent Northern California Broker. After 11-months without a sale, I called Ray. He sold it in about a month!!!! Would I recommend Ray? Yes!”  
*Donald Foulk, D.D.S., Campbell*

“An unfortunate accident rendered me disabled. Over the following year, I engaged the services of two separate dental brokers. Months went by with no success or action. We then contacted PPS. I was skeptical. I am extremely grateful to PPS in the successful sale of my practice.”  
*Elmer Spencer, D.M.D., Turlock*

“Before dealing with PPS, I dealt with other brokers who were very friendly but unfortunately couldn’t get done what they were hired to do which was sell my practice. Ray did what was asked of him. He brought in many prospective buyers as he assured me he would. Furthermore, he always returned calls promptly. Most importantly he got my practice sold in a minimum of time.”  
*Alan Siedman, D.D.S., San Leandro*

“Raymond Irving appraised and listed my practice for sale. I signed the contract on January 22nd, we closed escrow on April 15th. It took less than 90 days to sell my practice. Ray worked very hard and did an excellent job.”  
*Louise Cheng, D.D.S., San Francisco*

“I highly recommend Ray Irving of PPS. I had more than two dozen viable candidates in days as possible buyers for my practice. Ray very astutely pointed me to the best candidates and was always there for immediate contact. Ray goes out of his way to travel any distance and almost any day. How does New Year’s Day sound?”  
*Todd Lee, D.D.S., Dublin*

“In April, I asked Ray Irving to sell my practice. At the same time my friend also decided to sell his Santa Cruz practice and employed another firm. Within 2 weeks, I was deluged with calls and eventually restricted the number of dentists looking at the practice. My practice sold on June 22. My friend’s practice still hasn’t sold and last I heard he was putting his dreams on hold.”  
*John Fenn, D.D.S., Santa Cruz*

“I employed the services of Ray Irving of PPS to sell my practice. Ray was able to tap into the maximum number of potential buyers. I left on a 2-week ski trip and when I returned there were already twelve prospective buyers lined up! Ray expedited the sale under extreme discretion, and successfully maximized the practice price.”

*Carolyn Hitchcock, D.D.S., Cupertino*

“When I signed the Listing Agreement on June 1st, you stated to me and my wife that you would have the practice sold by Labor Day. I did not place much credence in that timeline but appreciated your optimism. As a result of your effective marketing, I was meeting with prospects in short order with three dentists showing keen interest. On July 24th I accepted an Offer and the sale was concluded on September 1st, two days before Labor Day. Ray, you made good on your promise the day we sat in my office and I signed the Listing Agreement. 90-days later my practice was sold. Thank you.”

*Warren McWilliams, D.D.S., Carmichael*

“Ray: You were very thorough with your evaluation of my practice and analyzed both the practice and the market conditions to help me sell quickly in a hard market. I hear of other practices that linger on the market for many months, even over one year! We had several qualified and interested buyers in only a couple months and closed the deal far earlier than I expected.”

*David Roholt, D.D.S., Monterey*

“I will always remember your statement when I questioned your contract being for only 4-months. You stated, ‘If I can’t sell your practice in that time, you should get someone else.’ Well, you did it with time to spare! There were immediately three serious parties interested in purchasing the practice and an immediate agreement of purchase was signed within a few weeks.”

*Robert Church, DDS, Elk Grove*

“I had a very disappointing experience with another practice broker during the year before we started working together. The experiences were like night and day. I can’t thank you enough for the very professional way you handled the sale of my practice. It was so refreshing to work with someone so honest, reliable and competent. I was and am very pleased with all aspects of your work.”

*Pamela Swenson, D.D.S., Turlock*

***If you are indeed serious about selling your practice, so are we!***



## Professional Practice Sales of The Great West

4 Harris Hill Drive, Novato CA 94947 • 1.800.422.2818 • www.PPSsellsDDS.com • Ray@PPSsellsDDS.com

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