

THE Dental Trader

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VOL. I NO. 1

SOUTHERN CALIFORNIA EDITION

SEPTEMBER 2004

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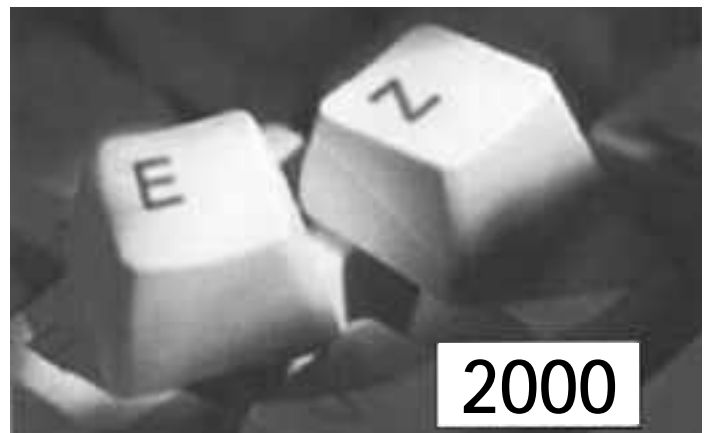
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Pat Wood is knowledgeable, fair and a nice guy!"

**Ari Rosenblatt, DDS, DMD,
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"I highly recommend Wood and Delgado to all dentists."

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"I highly recommend that you use his legal services!"

Betty Robin, DDS, Select Practice Sales & Atty

"I would recommend Wood and Delgado because of their familiarity with dental practices, and promptness in returning phone calls."

John R. Stewart, DDS, Orange

"Thank you for all your kind efforts. You are the best!"

**Masoud Fanaian, DDS and
Behzad Fareid, DDS, Kingsburg, California**

"Wood and Delgado have been representing me for many years. I would highly recommend their firm to my friends and colleagues."

Saman Habibi, DDS, South El Monte

"Patrick Wood is not your typical dental attorney. I have seen Mr. Wood interact with other attorneys and I can say with a great deal of confidence, Mr. Wood is an attorney you want on your side."

Chris Go, DDS, Valencia

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Ramin Sadighi, DDS, Anaheim, California

"California Practice Sales has referred clients to Pat Wood for 20 years. Pat has been timely in contacting the clients, is very up-front in describing and delivering his services and is very skilled in completing negotiations for his clients. I highly recommend him!"

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"I am impressed with all the knowledge Mr. Wood has in the dental field. Very knowledgeable and experienced, nice to work with."

Will Wong, DDS, Irvine

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Mark Weiser, DDS, Santa Barbara

"Pat Wood is a principal, ethical, interesting, knowledgeable and impressive attorney."

George Koerber, DDS, Concord, California

"★★★★★(Five Star Service) I liked their expertise in dental practice sales."

Don S. Kaneoka, DDS, Los Angeles

"I liked everything about Mr. Wood's representation of me."

David S. Han, DMD, MS, Vista, California

**Patrick J. Wood, Attorney at Law
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PRACTICE FOR SALE—#4838 – Sunnyvale – Grosses \$700k – 6 Ops. Professional office nicely designed, newer single story Medical-Business complex. F.P. \$575k. Call Professional Practice Sales, Inc., Tom Fitterer (714) 832-0230.

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**FRESNO COUNTY**

NORTH FORK (N.E. of FRESNO) - (3) op. G.P. office. Gross \$175K+/yr. part-time.

FRESNO COUNTY #1 - (3) op G.P. located in smaller town. Only private dentist in town. Annual gross collections \$315K+ on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Near Fresno County #2. Buy one or both. **NEW**

FRESNO COUNTY #2 - (3) op G.P. located in smaller town. (2) ops eqt. 3rd plumbed not eqt. Store front location with signage/visibility. Annual gross collections \$150K+ p.t. Cash/Ins/PPO/Denti-Cal/Cap. Cap check \$2,600/mos. Near Fresno County #1. Buy one or both. **NEW**

KERN COUNTY

BAKERSFIELD #9 - (3) op G.P. Office & Bldg. for sale. Gross \$600K+/yr. \$14K/mos cap. **SOLD**

BAKERSFIELD #11 - This one has it all! An absentee owner run. True money maker! (11) fully equipped ops. Paperless office, Dentrix S/W, digital x-rays, Pano equipped General Practice with (1) full day a week of Ortho. Ins/Cash/Denti-Cal/CAP patient base. Mos. Cap. Checks \$12K+/mos. Bldg. also for sale! **PENDING**

BAKERSFIELD #12 - Fully built out dental office condo for sale. 2,158 sq. ft. 5 plumbed ops. Includes some equipment. Seller motivated. **NEW**

SO. EAST KERN CTY. #2 - (2) op part time G.P. practice. Gross approx. \$150K/yr. Mixed patient base. **SOLD**

WASCO - (2) op fee for service practice in free standing bldg. Gross collect. \$300K/year p.t. Bldg./Practice both for sale. **SOLD**

LOS ANGELES COUNTY

BELLFLOWER - (5) op G.P. for sale. On Main street with visibility/exposure/signage. Like new equipment. Cash/Ins/PPO/CAP. Monthly CAP. Check \$7,000+. Annual gross collections \$550K+. **NEW**

CANOGA PARK - (4) op G.P. (3) ops eqt. signage and visibility. Cash/Ins/PPO patient base, gross collections \$120K+/yr. P.T. can do much more with additional hours. **PENDING**

GLENDALE #3 - (2) op G.P. 3rd op plumbed. Attractive bldg. out. Ave. Annual Gross \$180K part time. Can do much more full time.

GLENDALE #4 - (2) op G.P. 3rd op plumbed. Nicely appointed. Cash/Ins. Annual gross \$220K+ P.T. Can do more. **NEW**

HOLLYWOOD - (6) op G.P. (4) ops eqt'd located in store front with excellent signage, exposure and visibility. Average annual gross collect. \$369K+ on 4 1/2 days/wk. Cash/Ins/PPO/Denti-Cal/CAP patient base. Many walk-ins. Approx. 50-60 new patients/mos. Monthly CAP. Checks = \$10,000+. **NEW**

HUNTINGTON PARK - (6) op G.P. for sale. Located in a high visibility store front location on main street. Cash/Ins/PPO/Denti-Cal. 2003 Gross collect. \$560K+. **PENDING**

LOS ANGELES - Bldg. and (4) op G.P. office for sale. Exposure/visibility/signage. Gross collections in 2003 were \$556K; Previous years collections in 2002 were \$839K prior to seller illness. Potential to take it to \$1M. Account receivables include in sale to help with cash flow. Cash/Ins/PPO/Cap/Denti-Cal patient base. Here's your chance to own your own bldg. and million dollar practice!

SO. EL MONTE - (5) op G.P. (4) ops eqt. (1) plumbed not equipped. Store front location on main street with signage and visibility. Annual gross collections approx. \$275K. Mostly Cash/Ins/PPO patients with small amount of Denti-Cal. **NEW**

SO. LOS ANGELES - (3) op G.P. located on first floor of Medical/Dental Bldg. Only DDS in bldg. Many patient referrals from other doctor tenants. Gross collections \$310K+ on 3 1/2 days per week. Cash/Ins/PPO/Denti-Cal/Cap. Cap check \$7,000+/mos. **PENDING**

SO. BAY - G.P. located in free standing bldg. (6) ops of new equip. with (2) add. plumbed ops. Bldg. also for sale. Collect. \$150k+/yr. p.t. Cash/Ins/Cap. **SOLD**

RIVERSIDE COUNTY

SUN CITY - (6) op G.P. for sale. Located in free standing smaller Medical/Dental bldg. Waiting room is shared with large medical group who refers many patients. Gross collections \$260K+ on 2 1/2 days per week. Can do much more. Cash/Ins/PPO patient base. Seller wishes to stay on as an associate one day per week. Will mentor and introduce. Excellent opp. for DDS just starting out. **NEW**

SANTA BARBARA COUNTY

SANTA MARIA - (3) op G.P. located in free standing bldg. with exposure/visibility/signage. Gross Collect. \$275K+/yr. Cash/Ins/PPO. **SOLD**

SAN BERNARDINO COUNTY

VICTORVILLE - (3) op G.P./Prosthodontic office located in a one story professional bldg. Ave. annual gross collect. \$334K on (3) day week. Cash/Ins. patient base. **SOLD**

SAN DIEGO COUNTY

NORTH SAN DIEGO CTY - Hi-Tech, state of the art. Fee for Service G.P. office. (4) ops/2 Eqt. Excellent growth area. **SOLD**

SAN LUIS OBISPO

ARROYO GRANDE - (4) op G.P. office for sale. Cash/Ins/PPO. Gross collect \$500k+/yr. Seller retiring. **SOLD**

TULARE COUNTY

PORTERVILLE - (4) op G.P. Newer equipment. Cash/Ins/PPO. Ave. annual gross collections \$600K+. (30) new patients/mos. Growing area. **NEW**

TULARE COUNTY #2 - Bldg. and (4) op G.P. practice for sale on main street with excellent visibility and signage. Located in smaller town. Limited competition. Annual Gross collections \$435K+. Mostly Cash/Ins/PPO with small amount of Denti-Cal. **NEW**

VENTURA COUNTY

EAST VENTURA CTY #2 - (8) op G.P. on main street with excellent visibility/exposure/signage. Cash/Ins/PPO/CAP. Cap check = \$9K+/mos. Computerized office, digital x-rays, ave. annual gross collections \$850K. **NEW**

OXNARD - Bldg. and G.P. practice for sale on main street with excellent visibility and signage. (4) ops of older equipment. Annual gross collections \$275K+ on relaxed (4) (6) hour days. Can do much more. Doctor is burnt out and wishes to retire. Cash/Ins/PPO/Denti-Cal. **NEW**

VENTURA - (3) op well maintained G.P. Located in a one story professional bldg. Average annual gross collect. \$225K on (4) day week. **SOLD**

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PRACTICE FOR SALE—NEW!! San Diego (Mira Mesa)—TOP NOTCH, 30 year established GENERAL Practice. ALL Fee-for-Service and Self-Pay!! RARE OPPORTUNITY!! Offered for 850K. SDPS 760-599-7828.

PRACTICE FOR SALE—#4953 - Yucca Valley - Hi identity Dental location only. Established 50 years. Lease \$950/month for this proven location. 3 Ops. build practice within short time with less than \$15,000 investment. Call Professional Practice Sales, Inc., (714) 832-0230 or E-mail PPSInet@aol.com.

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OPERATORY	INSTALL	SHIP
Adeec Trad. or Decade (R)	4995	4795
Destalco Distinction (R)	5995	5795
LSM Portland (New)	6250	5995
Armpac 21000 (New)	5750	5550
Belmont/TPC (New)	5950	5750
Engle Sequoia AS2 (New)	5750	5550
Forest 8400 (New)	8950	8750
Coastal/Armpac/PC (R)	2995	2750
MDT/Adeec/PC (Renewed)	2995	2750
Destalco/Adeec/Ritter (R)	2450	2250

CHAIRS	INSTALL	SHIP
Destalco E3000 (R)	2995	2795
Adeec Priority (R)	2550	2250
Destalco JSA(R)	1995	1895
MDT Asceptrol (R)	1495	1395
Destalco/Ritter base (R)	950	850
Coastal Medallion (R)	1000	900
Chaves Virginia (R)	1000	900
Vacudent (R)	1000	900
Ritter Vega (R)	1000	900
Forest 6100 (New)	3995	3895
Forest 6010 (New)	3150	2995
LSM Hydraulic (New)	3495	3395

DELIVERY SYSTEMS (Dr. & Assistant's)	INSTALL	SHIP
Adeec Decade Armpac (R)	1850	1750
Adeec Excellence Cont. (R)	2495	2395
Forest Euro (R)	2495	2395
Adeec Decade or 4200 (R)	1550	1450
Armpac GTP (R)	1550	1450
Adeec 2021 De3 hygiene (R)	1295	1195
Adeec 400 & 4000 (R)	1250	1150
Forest Euro 8800 (New)	4495	4395
Beaverstate S-4150 Cart (N)	1425	1352
Beaverstate S-4250 Cart (N)	1995	1895

LIGHTS	INSTALL	SHIP
Adeec 5300 (Renewed)	830	790
Forest 9010 & 9000 (R)	850	790
Destalco Distinction (R)	850	790
Pelton & Crane LFI (R)	695	595
Pelton & Crane LFI (R)	650	525
Ritter/Knight (R)	650	590
Prora Darry II (R)	695	595
Ritter/Knight Track (R)	1025	825
Pelton & Crane LFI -T (R)	1075	875
Destalco Darry I (R)	650	550

COMPRESSORS	INSTALL	SHIP
Matrix 3.2HP Oilless w/D (N)	3750	3550
Matrix 2HP Oil w/D (N)	3450	3250
Matrix 1HP w/D (N)	2495	2295
Tech West 2HP Oil w/D (N)	3175	2975
Tech West 1HP Oil w/D (N)	2450	2250

FILM PROCESSORS	INSTALL	SHIP
Velopex Intra-X.L (New)	1650	1525
Velopex Intra-X.E.L (New)	1550	1425
Velopex Extra-X.L (New)	3995	3795
Perio Pro III, w' L (New)	1995	1795
Perio Pro I, w' L (New)	1850	1695
Air Tech. AT2000 (New)	4607	4407
Air Tech. AT2000 (R)	2495	2295
Dent-X 810 Basic (New)	3095	2995
Dent-X 9000 Excell (New)	3595	3395

STOOLS	INSTALL	SHIP
Brewer 2020H Dr. (New)	250	225
Brewer 2042L Assist. (New)	375	355
Brewer 9000 Dr. (New)	675	575
Brewer 9020 Assist. (New)	795	695

STERILIZERS	INSTALL	SHIP
Tuttnauer 2340M (New)	2450	2350
Tuttnauer 2340EA (New)	2125	2095
Tuttnauer 2540M (New)	3255	2775
Tuttnauer 2540EA (New)	3550	3395
Chemclave UC3500 (New)	2795	2550
Chemclave UC6000 (New)	3595	3350
Barnstead MCB (New)	1195	1095
Barnstead MC10 (New)	2295	2195
Midmark Ultraclave M7 (N)	Call for price	
Midmark Ultraclave M9 (N)	Call for price	
Midmark Ultraclave M11(N)	Call for price	

X-RAYS	INSTALL	SHIP
Siemens MD (Renewed)	1950	1795
Trophy Intx 70-E (New)	2475	2375
Trophy Intx 70-C (New)	2795	2695
Dent-X Indico DC, AC (N)	Call for price	

MISC. EQUIPMENT	INSTALL	SHIP
Opnlux 900 (Renewed)	795	750
Tech West 1 HP Vac. (New)	1150	1050
Vacuum System 1 HP (R)	795	695
MDM Nitrox 4-Cyl. (N)	2895	2695
Southeast Ultra. Scaler (N)	650	595

Prices subject to change.

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NORTH HOLLYWOOD - Busy shopping cntr...walkins....sign exposure.

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Indian Dental Association Of California

Aesthetic Dental Treatments and Materials 2004
Sunday, September 19, 2004 - Cerritos, California



Dr. James Dunn, DDS

James R. Dunn is a full time faculty at Loma Linda University, School of Dentistry, Loma Linda California. He is responsible for instruction of appearance related dental treatments and dental photography. He is active in biomaterial research in bonding materials, directs a study club in aesthetic dental treatments, and lectures and directs workshops nationally and internationally on clinical aesthetic bonding treatments and Digital Dental Photography. He is a active member in the American Academy of Esthetic Dentistry, the American Academy of Cosmetic Dentistry, the International and American Association of Dental Research, and other dental organizations.

Lecture outline

This course will review the materials and techniques used in aesthetic dental bonded procedures and vital tooth whitening, and the physical attractiveness phenomenon, which motivates many patients, and emphasize cooperative treatment planning between the restorative dentist and the dental specialist to enhance the aesthetic and functional outcome for the patient. This class will discuss the latest validated information on dentin liners, sealers, bonding systems and treatments. Polymerization techniques, which method is better, slow and low, or high and fast? Other topics include "microdentistry"- early caries detection and treatment, anterior direct composite bonding with natural shaded composites (are the new composites competitors for ceramic?), and composite placement and finishing, Direct posterior composites, "Heavy body" composites, matrix and wedging systems, placement, finishing, and rebonding. Anterior bonded porcelain veneers, preparation, temporization, and resin luting. Current information on in office and at home tooth whitening agents and treatments as they affect restorative dental treatments.

At the end of this class the participant should:

1. Understand the physical attractiveness phenomenon which drives our patients to aesthetic treatment
2. Understand the variations in dental bonding agents and where and how they work
3. Understand how resin curing effects our bonded restorations
4. The role of the new family of naturally shaded composites on aesthetic restorations
5. Understand the materials and techniques of the posterior direct composite restoration.
6. Understand the different tooth whitening methods and which work and how they effect restorative treatment

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Anaheim : 4 eq. ops. in a 1,200 sq. ft. suite located in a single story building. Chairs, deliveries, lights, X-rays, and more stays. Freeway close. Leasehold Improvements only. Patient charts are not included.



Fullerton GP: 3 eq. ops. in a 868 sq. ft. suite located in a one story medical dental building. 39 years Goodwill. Great location in Fullerton. Freeway close. Assignable CAP and PPO plans. Projecting \$317,517 for 2004.
BUYER'S NET OF \$133,888.

San Diego GP: 4 eq. ops. in a 1,700 sq. ft. suite located in a one story building. Assignable PPO Plans. Good location with good signage. Attracting 25 new patients a month. Projecting \$296,032 for 2004.
BUYER'S NET OF \$71,910.



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Tina Ochoa,, V.P.



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GREATER LOS ANGELES & VENTURA COUNTY

BEVERLY HILLS GP—3 eq. ops. in a 822 sq. ft. suite located in a four story medical dental building. Practice is approximately 60% insurance and 40% cash. 18 YEARS OF GOODWILL. Practice remodeled in 1995. Projects \$360,056 for 2004. BUYER'S NET OF \$81,910.

BEVERLY HILLS—3 eq. ops. in a 1,122 sq. ft. suite located in a four story medical dental building. Great location. Chairs, lights, X-rays and more stays. 18 YEARS OF GOODWILL. Leasehold improvements and Equipment only.

EAST LOS ANGELES—2 eq. ops. in 950 sq. ft. suite located in a one story free standing building. Chairs, deliveries, lights, X-rays, and more stays. 10 YEARS OF GOODWILL. Assignable PPO Plans. Leasehold Improvements. Equipment and Patient files included!

GLENDALE GP—3 eq. ops. and 2 plumbed not eq. ops. in a 2,100 sq. ft. suite located in a busy shopping. Great area of Glendale. Assignable CAP & PPO Plans. Intra Oral Camera. Practice is currently attracting 15-20 new patients a month. Projecting \$405,366 for 2004. BUYER'S NET OF \$101,364.

MOORPARK—4 eq. ops. in 1,100 sq. ft. suite located in a two story professional building. Great location in growing area. Beautiful, slate floors. Low Rent. Chairs, deliveries, lights, X-rays, and more stays. Patient files are not included.

NORTH HOLLYWOOD—5 eq. ops. and 3 plumbed not eq. ops. in a 2,950 sq. ft. suite. Practice is currently attracting 70 new patients a month. Intra Oral Camera. Great location in North Hollywood. Projecting \$909,020 for 2004. BUYER'S NET OF \$204,124.

OJAI—4 eq. ops. in a 1,200 sq. ft. suite. Retiring seller is currently working 3 1/2 days/week. 39 YEARS GOODWILL. Great, knowledgeable staff. Intra Oral Camera. Great location. The practice is approx. 66% insurance and 34% cash. Projecting \$355,264 for 2004. BUYER'S NET OF \$66,521.

SANTA MONICA—3 eq. ops., & 2 plumbed not eq. ops. in a 1,570 sq. ft. suite located in a nine story medical dental building. The practice is very personal and caring. Retiring seller is working 3 days/week. Intra Oral Camera. Great location. Projecting \$467,114 for 2004. BUYER'S NET OF \$100,586.

SYLMAR GP—3 eq. ops. and 2 plumbed not eq. ops. in a 1,500 sq. ft. suite. Great dentist, good staff and good patients. Assignable PPO Plans. Great location in busy shopping center. Projecting \$344,136 for 2004. BUYER'S NET OF \$108,943.

WEST COVINA SPECIALTY PRACTICE—4 eq. ops. in a 1,400 sq. ft. suite. 16 YEARS OF GOODWILL. Chairs, lights, X-rays, and more stays. Leasehold Improvements only, patient charts are not included.

**REMINDER: Net Income is Buyer's Net Income after Debt Service
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Greg Beamer, V.P.

ORANGE COUNTY

ALISO VIEJO—4 eq. ops. & 2 eq. ortho bays in 2,050 sq. ft. located in a two story medical dental building. Chairs, deliveries, lights, X-rays, and more. **UNDER OFFER** 10 YEARS OF GOODWILL. Intra Oral Camera. Leasehold Improvements only, patient files not included.

ANAHEIM—4 eq. ops. in a 1,200 sq. ft. suite located in a single story building. Chairs, deliveries, lights, X-rays and more stays. Freeway close. Leasehold Improvements only. Patient charts are not included.

FULLERTON—2 eq. ops. & 2 plumbed not eq. ops. in a 1,183 sq. ft. suite located in a three story medical dental building. 49 YEARS OF GOODWILL. Great area in Fullerton. The practice is approx. 80% insurance and 20% cash. Long term staff. Projecting \$265,219 for 2004. BUYER'S NET OF \$105,250. **UNDER OFFER**

FULLERTON GP—3 eq. ops. in a 868 sq. ft. suite located in a one story medical dental building 39 YEARS GOODWILL. Great location in Fullerton. Freeway close. Assignable CAP and PPO plans. Projecting \$265,219 for 2004. BUYER'S NET OF \$105,250.

FULLERTON—5 eq. ops. in a 2,785 sq. ft. suite located in a one story building. Chairs, deliveries, lights, X-rays, and more stays. 14 YEARS OF GOODWILL. Leasehold Improvements only. Patient charts are not included.

GARDEN GROVE GP—4 eq. ops. in a 1,500 sq. ft. suite 24 YEARS OF GOODWILL. Excellent location. Intra Oral Camera. Assignable CAP & PPO Plans. Excellent staff and dentist. Projecting \$405,197 for 2004. BUYER'S NET OF \$142,032.

LA HABRA—GP or Specialty space for rent in a 1,200 sq. ft. triplex building. Plumbed for four operatories. Good location with parking behind the building.

LOS ALAMITOS GP—3 eq. ops. in a 1,400 sq. ft. suite located in a two story building. 10 YEARS OF GOODWILL. Great location with a great staff. Practice is approximately 70% insurance and 30% cash. Assignable PPO plans. Projecting \$341,664 for 2004. BUYER'S NET OF \$69,450. **UNDER OFFER**

NEWPORT BEACH GP—3 eq. ops. in a 1,237 sq. ft. suite located in a multi-story medical dental building. Intra Oral Camera. Practice is approximately 30% insurance and 70% cash. Mercury free office. Projecting \$820,656 for 2004. BUYER'S NET OF \$315,497. **UNDER OFFER**

SANTA ANA—3 eq. ops. and 3 plumbed not eq. ops. in a 2,000 sq. ft. medical dental building. Chairs, deliveries, lights, X-rays, and more stays. Leasehold Improvements only. Patient charts are not included. **UNDER OFFER**

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Alice C. King, V.P.



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RIVERSIDE & SAN BERNARDINO COUNTIES

FONTANA GP—3eq. ops. in a 800 sq. ft. suite located in a one story building. 46 YEARS OF GOODWILL. Great utilization of floor space. Family atmosphere. Practice is 90% insurance and 10% cash. Retiring seller is currently working 3 days/week. Projecting \$333,883 for 2004. BUYER'S NET OF \$81,600.

NEEDLES GP—4 eq. ops. in 1,500 sq. ft. suite w/additional 1,500 sq. ft. of storage, located in a one story free standing building. Property is for sale. Retiring seller is working 4 1/2 dys/wk. 20 YEARS OF GOODWILL. Only one other dentist in the area. Assignable CAP and PPO plans. Intra Oral Camera. Projecting \$256,566 for 2004. BUYER'S NET OF \$82,264.

PALM DESERT—2 eq. ops. and 1 plumbed not eq. op. in a 1,400 sq. ft. suite. Chairs, deliveries, lights, x-rays and more stays. High quality build out. Only dentist in building. Leasehold Improvements. Equipment and some patient files included!

PALM SPRINGS—4 eq. ops. and 2 plumbed not eq. ops. in a 3,000 sq. ft. single story, elevated suite. Intra Oral Camera. Chairs, deliveries, lights, x-rays, developer, duplicator, sterilizer, and more stays. Leasehold improvements only.

PERRIS—5 eq. ops. in a 1,620 sq. ft. suite located in a two story medical dental building. 10 YEARS OF GOODWILL. Great location. Intra Oral Camera. Practice is currently attracting 70-80 new patients a month. Assignable PPO plans. Collected \$474,800 for 2004. BUYER'S NET OF \$175,167.

TEMECULA GP—4 eq. ops. in a 1,306 sq. ft. suite located in a two story medical dental building. Practice approximately 75% insurance and 25% cash. Good location in a growing area. Computerized office. Intra Oral Camera. Projecting \$315,834 for 2004. BUYER'S NET OF \$100,480.

YUCCA VALLEY GP—3 eq. ops. & 2 plumbed no eq. ops. in 1,500 sq. ft. suite located in a one story professional building. Assignable CAP and PPO plans. Great, knowledgeable staff. Growing area; Attracting 20-30 new patients per month. Projecting \$425,416 for 2004. BUYER'S NET \$168,944.

SAN DIEGO COUNTY

IMPERIAL BEACH GP—3 eq. ops. in a 1,150 sq. ft. medical dental building. 21 YEARS OF GOODWILL. Good signage. Practice is approximately 70% insurance and 30% cash. Assignable PPO plans. Projecting \$500,776 for 2004. BUYER'S NET OF \$176,198.

LA JOLLA GP—6 eq. ops. and 1 plumbed not eq. op. in a 2,040 sq. ft. suite located in a nine-story building 32 YEARS OF GOODWILL. Practice is approximately 50% insurance and 50% cash. Great area of La Jolla. Projecting \$763,498 for 2004. BUYER'S NET OF \$229,856.

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POWAY—4 eq. ops. in a 1,551 sq. ft. suite located in a free standing building. Intra Oral Camera. Practice is currently 80% insurance and 20% cash. **UNDER OFFER** Great area of Poway. Projecting \$775,398 for 2004. BUYER'S NET OF \$155,376.

SAN DIEGO GP—3 eq. ops. in 1,200 sq. ft. suite. Seller is currently working 3 1/2 dys/wk. The practice is approx. 70% Insurance, 10% Cash and 20% Welfare. **UNDER OFFER** 27 YEARS GOODWILL. Attracting 25 new patients a month. Intra Oral Camera. Assignable PPO plans. Projecting \$238,272 for 2004. BUYER'S NET OF \$99,048.

SAN DIEGO GP—4 eq. ops. in a 1,700 sq. ft. suite located in a one story building. Assignable PPO plans. Good location with good signage. Attracting 25 new patients a month. Projecting \$296,032 for 2004. BUYER'S NET OF \$71,910.

SAN DIEGO GP—5 eq. ops. in a 1,560 sq. ft. suite located in a busy shopping center. Practice is approximately 70% insurance and 30% cash. 27 YEARS OF GOODWILL. Currently attracting 25 new patients a month. Projecting \$1,256,208 in 2004. BUYER'S NET OF \$122,534.

SAN DIEGO GP—3 eq. ops. in a 1,600 sq. ft. suite located in a one story building. 41 YEARS OF GOODWILL. OSHA and HIPPA compliant. Intra Oral Camera. Practice is currently 80% insurance and 20% cash. Assignable PPO plans. Projecting \$584,688 for 2004. BUYER'S NET OF \$185,871.

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DIRECT E-MAIL ADDRESS TO BROKER/AGENTS

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BLYTHE PRACTICE FOR SALE—Private general practice for sale - 4 operatories completely equipped - Collections over \$400,000 on 3 _ days/week with one week off per month - Very high net. Unbelievable bargain. Call Thomas & Fees Practice Sales (714) 544-4341.

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LA JOLLA PRACTICE FOR SALE—Top-of-the-line general practice in great professional building for sale - 6 completely equipped operatories in 1925 sq. ft. - grosses over \$800,000/yr on 3 _ days/week - 6 days of hygiene - Dr. retiring after 35 years and would be willing to stay as an associate .Call Thomas & Fees Practice Sales (714) 544-4341.

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Your retirement looks most like :



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PRACTICE FOR SALE—#4973 - Price Reduction/ Seller motivated!! Huntington Park - 4 Ops - Hispanic area. F.P. \$100,000. Call Professional Practice Sales, Inc., (714) 832-0230.

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FONTANA GP—3 eq. ops. in a 800 sq. ft. suite. 46 years of Goodwill. Retiring seller is currently working 3 days/week. Projecting \$340,692 for 2004. BUYER'S NET OF \$100,080. California Practice Sales Inc. (714) 639-2775.

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FULLERTON GP—3 eq. ops. in a 868 sq. ft. suite. 39 years Goodwill. Great location in Fullerton. Freeway close. Projecting \$317,517 for 2004. BUYER'S NET OF \$133,888. California Practice Sales Inc. (714) 639-2775.



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 #204 Torrance - G.P. with assigned G.P. 5 ops, 4 chairs. Coll. 22/26K mo.
 #205 Inglewood/LAX - G.P. 8 ops, 4 chairs in 2000 SF. Coll. 65/70K mo.
 #209 Torrance - G.P. 3 ops, shopping center location. Coll. 23K mo. **NEW**
 #210 Glendale - G.P. Strip ctr., leaseholds only.
 #211 Westwood - G.P. 15+ yrs. goodwill. 2 chairs in premier prof. bldg.
 #212 Los Angeles -Mid-Wilshire - G.P. 4 ops, 2 xrays, int/cam. in 1200 SF. Great loc. in prof. bldg. Prime tenant is the LAUSD with Delta Dental. Lots of opportunity here.
 #213 Los Angeles-Wilshire District - G.P. 7+ ops, 4 xrays, pano. Discus Dental software in 1800 SF. **NEW**
 #215 Whittier - G.P. Shop ctr., great visibility, 6 ops, 3 chairs, 2000 SF. 60+ new patients mo. CAP/check 4/5K mo. and growing.
 #217 Westlake Village - G.P. 4 ops, 2 chairs, 1200 SF, 2004 proj. 250K. Seller to retire. **Sale Pending**
 #228 Montebello - G.P. Shopping center, Leaseholds only. **NEW**
 #230 Bellflower - G.P. 10 yrs. goodwill. Busy strip ctr. Seller relocating. 3 day practice can be 6 days. Coll. 23/25K mo.
 #232 W. Covina - G.P. Seller wants sold. 3+ ops, xrays, int/cam. in 1200 SF.
 #233 Gardena - G.P. New shop ctr. 25%-65% ins. Lots of walk-ins. 3 ops, 2 xrays, 1300 SF.
 #236 Wilmington - G.P. Cmr. shop, ctr. 4 ops in 1197 SF. New built outs, no equip.
 #239 Glendora - G.P. 3+ ops in approx. 1200 SF with HMO plans. Seller to retire.
 #242 Gardena - G.P. New cmr. strip ctr. leaseholds only. 1145 SF. Lots of traffic. **NEW**
 #244 Maywood - G.P. New ctr. Can lease 1100 SF or 2110 SF. New built outs, no equip. **NEW**
 #248 Lancaster - G.P. 20+ yrs. goodwill. 4 ops, 4 xrays, 2 int/cam. in 1700 SF. Seller collected \$732,694 in 04. Seller to retire. Will stay on as an associate if buyer wants.
 #255 Pomona - G.P. Strip ctr. 90% Hispanic. 5 ops in 1500 SF. Coll. 30/40K mo. 30% cash, the rest insurance and medical. **NEW**

Kern County

- #600 Bakersfield - G.P. Coll. 66/72K mo., 5 ops, 2000 SF. Seller will stay on 1-5 yrs to insure buyer's success. **NEW**

Orange County

- #500 Irvine - 4 ops, 1 xray, 1200 SF. 2 yrs. new leaseholds only. Great for SPECIALIST or GENERAL DENTIST. Asking 90K. **NEW**
 #501 La Habra - G.P. Strip ctr. 6 ops, 4 chairs in 2000 SF. Coll. 22/25K mo. on 3 days.
 #503 Irvine - G.P. 2 yrs new. 5 ops in 1175 SF with HMO plans. Seller wants partner.
 #510 San Clemente - G.P. Corner bldg. 4+ ops, 2 chairs, 2000 SF. Buy in opportunity.
 #512 Westminster - HMO office. 2+ ops with room to expand. Lots of new patients.
 #515 Laguna Hills - Specialist practice with HMO plans. Can be a general dentist office. Seller will transition. Low rent. **NEW**
 #518 Rancho Santa Margarita - Specialist opportunity. Loc. in growing community.
 #520 Irvine - G.P. 4 ops, 3 xrays, pano, 4+ monitors, comp. (networked). Coll. \$1.3 2003, avg./monthly. Collects \$150K. **NEW**
 #523 Buena Park - G.P. 8 yrs. goodwill. 2 ops, 800 SF. Loc. next to med/clinic.
 #527 Santa Ana - G.P. Prime loc. Dental bldg. with 3 ops, approx. 1000 SF.
 #549 Fountain Valley - G.P. Dental Condo only. Prime loc. 4 ops in 1500 SF.
 #550 Tustin - G.P. 6+ ops, 2 xrays, 2000 SF. Good for large practice. Seller relocating.

Riverside/SanBernadino

- #301 Rialto - G.P. Seller motivated, wants to work less. 10+ yrs. goodwill. Make offer!
 #304 Colton - G.P. New center. Leaseholds only. Lots of traffic. **NEW**
 #306 San Bernardino - G.P. 90%+ Hispanic. Practice currently a 1-1/2 day practice. Seller relocating out of the area.
 #309 Rialto - G.P. New center. Leaseholds only. Great start up location. **NEW**

Sacramento County

- #800 South Sacramento - PVT ORTHO/ PRACTICE in a cmr. loc. in busy shop/ctr. currently doing \$45/50K mo. & growing.
 #803 Fair Oaks - G.P. 5 ops, 3 xrays, int/cam, software in 1400 SF. Seller will assist buyer in purchase. Coll. \$40/45K mo. on 3 1/2 days.

San Diego County

- #400 Hillcrest - Prosth. office, 5 ops, xrays, pano, int/cam (all new) in 2500 SF. 30/40 new patients/mo. Coll. 967K. Seller is open to a buy in of the practice.
 #401 Alpine - G.P. Great loc. in fast growing community of San Diego. 3 ops in 950 SF. Coll. 15/18K mo. on 2 days. Seller relocating.
 #402 North County - G.P. Very visible free standing bldg. Coll. 720K in 2003. Projects 780K for 2004. Room to expand. Seller relocating out of state and needs to sell. **In Escrow!**
 #404 Mission - G.P. Strip ctr. - new office. 4 ops, 3 equipped in 1250 SF. Projecting 260K for 2004. Seller relocating. **Sale Pending**
 #409 San Marcos - G.P. Coll. 417K in 2003. 4 ops, 3 x-rays in 2000 SF. Goodwill area.
 #410 El Cajon - G.P. Super shop ctr. loc. Coll. 16/19K mo. on 2 1/2 days. This loc. is a 500K coll. with a full schedule. Great opportunity.
 #414 Hillcrest - G.P. 15 yrs. goodwill in great loc. Practice in escrow. Coll. 673K in 2003. Seller is motivated. Bring an offer. **In Escrow!**
 #419 Mira Mesa - G.P. Shop ctr. 4 ops, 2 xrays, in 1200 SF. Coll. 40/45K mo. Seller avg. coll. for last 3 yrs. \$531K. Seller relocating.

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- #242 Gardena - Strip ctr., newly built. 4 ops in 1293 SF. Corner visibility. **NEW**
 #518 Rancho Santa Margarita - Prime spot for a specialist in the heart of growing area!
 #549 Fountain Valley - Real estate only. Dental condo. 4+ ops, no chairs, in 1500 SF. Near Fountain Valley Hospital. Great location.
 #528 San Clemente - G.P. 3+ ops in 1110 SF. All operatories have ocean coastline views. Ideal spot for a specialist to build a practice.
 #202 Beverly Hills - Leaseholds only. 4 operatories. Seller relocating. Showing now!
 #210 Glendale - Strip center. Leaseholds. 3 operatories in approximately 1000 SF.
 #222 Torrance - G.P. Busy retail center with lots of foot traffic. Leaseholds only.
 #309 Rialto - New shopping ctr. loc. on busy street corner. 4 ops in approx. 1100 SF. New build out, but no equipment. **NEW**
 #228 Montebello - New shopping ctr. loc. with many walk-ins. Up to 3500 SF. **NEW**

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BLYTHE PRACTICE FOR SALE—Private general practice for sale - 4 operatories completely equipped - Collections over \$400,000 on 3 _ days/week with one week off per month - Very high net. Unbelievable bargain. Call Thomas & Fees Practice Sales (714) 544-4341.

NEW OPERATORY UNIT MOUNT LIGHTS (DISCOUNT PRICING):—Forest 9050 - \$895, and 9040 - \$895; Engle 440 - \$890; Ampco Deluxe - \$795; TPC Lucent - \$695, and TPC Advance - \$575; Beaverstate CLX - \$645; Westar III - \$895; DCI Pro/Curved - \$925; LSM BL02 - \$795, and DL02 - \$995. Please call Dental Resources: (800) 531-0312, or (949) 248-7415.

IMPERIAL BEACH GP—3 eq. ops. in a 1,150 sq. ft. medical dental building. 21 years of Goodwill. Practice is approximately 70% insurance and 30% cash. Projecting \$500,776 for 2004. BUYER'S NET OF \$176,198. California Practice Sales Inc. (714) 639-2775.

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PRACTICE FOR SALE—#4979 - Carson Area - Small G.P. in very attractive office in busy area. 3 Operatories. Call Professional Practice Sales, Inc., (714) 832-0230.

MOORPARK—4 eq. ops. in 1,100 sq. ft. suite located in a two story professional building. Great location in growing area. Beautiful slate floors. Patient files are not included. California Practice Sales Inc. (714) 639-2775

SUN CITY—(6) OP G.P. FOR SALE. SHARES WAITING ROOM WITH LARGE MEDICAL GROUP WHO REFERS MANY PATIENTS. GROSS COLLECTIONS \$260K+ ON 2= DAYS PER WEEK. CASH/INS/PPO. SELLER WISHES TO STAY ON AS AN ASSOCIATE ONE DAY PER WEEK. WILL MENTOR AND INTRODUCE. D&M PRACTICE SALES AND LEASING (818) 591-1401.

NEEDLES GP—4 eq. ops. in 1,500 sq. ft. suite w/ additional 1,500 sq. ft. suite. Property is for sale. Retiring Seller. Projecting \$251,443 for 2004. BUYER'S NET OF \$82,264. California Practice Sales Inc. (714) 639-2775

NORTH HOLLYWOOD GP—5 eq. ops. and 3 plumbed not eq. ops. in a 2,950 sq. ft. suite. Practice is currently attracting 70 new patients a month. Intra Oral Camera. Projecting \$874,555 for 2004. BUYER'S NET OF \$164,480. California Practice Sales Inc. (714) 639-2775

NEW OFFICE SET UPS—& construction, call 310-464-8989

PALM DESERT—2 eq. ops. and 1 plumbed not eq. op. in a 1,400 sq. ft. suite. Chairs, deliveries, lights, x-rays, and more stays. Only dentist in building. Leasehold Improvements, Equipment and some Patient files included! California Practice Sales Inc. (714) 639-2775.

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PRACTICE FOR SALE—NEW! San Diego (North Park) Long-established GP on very busy intersection. 3 Ops. Approx 50% MediCal. Equip. 7 yrs old. SDPS: 760-599-7828

SAN DIEGO GP—3 eq. ops. in 1,200 sq. ft suite. Seller is currently working 3 _ dys/wk. 20 years Goodwill. Attracting 25 new patients a month. Intra Oral Camera. Projecting \$239,716 for 2004. BUYER'S NET OF \$76,692. California Practice Sales Inc. (714) 639-2775.

NEW SWING MOUNT OPERATORY PACKAGES (DISCOUNT PRICING)—Forest 4590 IC Pivot - \$8425; Engle Vizcaya - \$7225; DCI Swing Mount - \$6750; LSM 2200-102 - \$7700; Beaverstate Helix - \$6750. Please call Dental Resources: (800) 531-0312, or (949) 248-7415. Price includes manufacture's warranty, freight, delivery, and installation.

SAN DIEGO GP—3 eq. ops. in a 1,600 sq. ft. suite located. 41 years of Goodwill. Practice is currently 80% insurance and 20%cash. Projecting \$584,688 for 2004. BUYER'S NET OF \$185,871. California Practice Sales Inc. (714) 639-2775.

NEW DENTAL CHAIRS (DISCOUNT PRICING)—Forest 6020 - \$3895; Ampco P-7000 - \$3450; Westar W5000 - \$3795; DCI 1220 - \$3775, and 1320 - \$3250; Engle Sequoia - \$3650; Beaverstate Evolution - \$3575. Please call Dental Resources: (800) 531-0312, or (949) 248-7415. Price includes manufacture's warranty, freight, delivery, and installation.

TEMECULA GP—4 eq. ops. in a 1,306 sq. ft. suite located in a two story medical dental building. Practice is approximately 75% insurance and 25% cash. Projecting \$320,340 for 2004. BUYER'S NET OF \$83,200. California Practice Sales Inc. (714) 639-2775.

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YUCCA VALLEY GP--3 eq. ops. & 2 plumbed not eq. ops. in 1,500 sq. ft. suite. Great, knowledgeable staff. Growing area; Attracting 20-30 new patients per month. Projecting \$428,106 for 2004. BUYER'S NET \$173,808. California Practice Sales Inc. (714) 639-2775

GARDENA--G.P. Corner visibility in strip center. Newly built out dental leaseholds only. No charts, 4 ops, in 1293 SF. Great start up location. Call (949) 548-4559 Agent.

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LONG BEACH ORAL SURGERY PRACTICE FOR SALE--Private Oral Surgery practice and building for sale - Dr. retiring after over 30 years in practice - grosses over \$1,200,000/yr - 4 operatories in professional building. Call Thomas & Fees Practice Sales (714) 544-4341.

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HILLCREST--prosth./implant - 5 equipped ops in 2497 SF suite in a multi-story med/dental bldg. Seller works 4 days/wk w/30 new pts/mo. Newer equip. 98% cash, 2 % ins. Seller will stay up to 1yr. for transition if needed. Coll \$825,099 in 2002 and \$853,714 in 2003. Seller motivated. Seller refers out endodontics & periodontics (surgery). Call (949) 548-4559 Agent.

LONG BEACH ORAL SURGERY PRACTICE FOR SALE--Private Oral Surgery practice and building for sale - Dr. retiring after over 30 years in practice - grosses over \$1,200,000/yr - 4 operatories in professional building. Call Thomas & Fees Practice Sales (714) 544-4341

TEMPORARY DENTISTS PLACEMENT--Need a vacation? Give us a call to place a temporary dentist in your office. Don't lose income while you are away. (800) 223-5766.

ALPINE--G.P. Near buys shopping center and freeway. Medial professional building location. Alpine is one of San Diego counties fastest growing cities. Low rent office with 3 ops in 950 sq.ft Seller relocating out of the area and is motivated. Submit offer! Call (949) 548-4559 Agent.

STAFFING SERVICES--Job seekers place your resume for free! Employers place your job opp. for a low cost at www.firstchoicedds.com. Call for more info (800) 223-5766.

IRVINE--G.P. 4 ops, 2 intraoral cameras, water laser, 4 x-rays, pano (leased). Practice software in 1800 SF. Projected collections 1.5 million for 2004. Collections 1.3 in 2003. Call (949) 548-4559 Agent.

GLENDALE #3--(3) OP G.P. FOR SALE. (2) OPS EQT. 3RD PLUMBED NOT EQT. ATTRACTIVE BUILD OUT. AVE. ANNUAL GROSS COLLECTION \$180K/YR. P.T. CASH/INS/PPO/DENTI-CAL. D&M PRACTICE SALES AND LEASING (818) 591-1401.

TESTIMONIAL--EZ 2000 Dental Software is the way to go if you are a new dentist starting out or looking to change. If you want something easy, and inexpensive to buy and upkeep, get this package. I am offering this testimonial because I am happy with the software and with the company that backs it up with their fine support. Call EZ 2000 at 800-273-5033. Call me for a reference too--- Alfred Weinstock, DDS, Periodontist, [West Hollywood] (310).



Western Practice Sales

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BAY AREA

#B-157 CONCORD - GP Long Estab. Coll'd \$245K in '02. 2 ops, plumbed for 3rd. Centrally Located! **FP \$160K**
REDUCED!!! #C-171 FAIRFIELD - GP in shopping center office is "like new" w/ 3 fully equipped ops, room for add op. Mostly ins/cash pts. Collected \$280K in '02 on 2-day work week! **Steal at \$175K!**

#C-208 SANTA ROSA - Great Location, Previous Collections mgs \$550K. **FP \$250K**

#C-234 MAREN COUNTY - GP, Long Estab. practice. Modern equipped 4 op office. Insured/Cash patients only. Prime location. **FP \$435K**

#C-237 - VACAVILLE - GP Estab Practice. Collection of 1.12 mill. Highly visible location, modern office w/ 9 ops. Avgs 100 new pts/mo. Insured/Managed care pt base. **FP \$800K**

#D-211 SUNNYVALE - GP estab. practice, prime location. Modern equipped 4 op office. **FP \$340K**

#D-219 SAN JOSE - Turnkey facility in desirable Saratoga Hospital area. Dr. relocating to larger space in the area and leaving behind all the major equipment for 3 fully equipped ops. No patient base. **FP \$145K**

#D-235 MOUNTAIN VIEW - Great starter, access from hospital. 2 fully equipped ops, room for 3. Very classy and upscale build-out! **FP \$135K**

NEW #D-250 CUPERTINO - Turn-key facility off Stevens Creek, less than two years old! Great location! Great Build Outs! Won't last! **Call for Details.**

NORTHERN CALIFORNIA

#E-122 YOLO COUNTY - Long Estab. GP. Coll'd \$576K in '03. Ins/cash only. 2,100 sf w/ 5 ops, plumbed for 1 more. **FP \$460K**

#E-183 EL DORADO HILLS - GP with emphasis on cosmetic dentistry. Seller is pursuing other interests. Fee-for-Service, 900 sf 4 op ofc doctor avgs 14 pts per day w/ 30 new/mo. **Call for Details!**

#E-199 SACRAMENTO - GP Managed Care Practice. 3100 sq ft ofc w/ 10 fully equipped ops. Avgs 275 new pts/mo. **Call for Details!**

#E-201 ROSEVILLE - GP Managed care practice. Modern 4221 sq ft ofc w/ 12 fully equipped ops. Avgs 250 new pts/mo. **Call for Details!**

#E-226 SACRAMENTO - GP. Seller has 3 operatories exclusively and shares the office and reception areas. Seller is looking for a quick sale. **FP \$45K**

REDUCED #E-228 SACRAMENTO - GP, Long Estab. Seller retiring. Coll'd 242K in '03. Office has 3 ops with plumbing for 1 add. **FP \$99K**

NEW #E-236 SACRAMENTO - GP Long estab. Modern equipped 6 op office w/ approx 300 sf. Insured/cash pts only. Collections of \$822K in '03. **FP \$450K**

NEW #E-244 DAVIS - Estab. practice. Great location. Modern equipped, all like new, 4 op office. Collections of \$531K in '03. **Call for Details!**

NEW #E-251 SACRAMENTO - GP Estab. practice. Prime location near Country Club shopping center. 1600 sq ft ofc, w/ 2 fully equipped ops, plumbed for additional. **Call for Details!**

NEW #E-258 SACRAMENTO - GP, Long Estab. Seller retiring. Collections of \$281K in '03. Insured/cash pts only. Fully equipped 3 ops, plumbed for 4th op. Seller refers but most specialties. **Call For Details!**

NEW #E-259 ROSEVILLE - GP, Long Estab. practice. Seller retiring. 2000 sq ft office, w/ 10 ops Coll'd \$149K in '03 on limited schedule. **FP \$75K**

#E-149 MENDICINO COAST - Great opportunity for dentist who would like to own their own bldg in beautiful beach community. **Call for Details!**

REDUCED #F-189 UKIAH - Well Estab. fee-for-service practice. Known for its quality reputation. 2 ops w/ expansion possibilities. **ONLY ASKING \$80K!!!**

NORTHERN CAL CONT.

#G-198 NORTH CHICO AREA - GP, long Estab practice. Mostly ins/cash pts. Fully equipped 2 op. ofc, plumbed for 3rd op. Excellent opportunity for recent grad seeking a starter practice. **FP \$75K**

#G-230 OROVILLE - GP, Long Estab. practice. SELLER retiring. Coll'd \$28K in '03. Seller refers out all specialties. 3 op office w/ all new dental chairs and units. Seller owns office bldg, may consider sell or rent. **FP \$185K**

#G-238 CHICO - GP Long Estab. practice coll'd \$599K in '03. Modern equipped 5 op office. Mostly insured/cash pts w/ 10-20 new pts/mo. Practice is located in a busy, easily accessible main thoroughfare. **FP \$315K**. Seller owns Office Bldg, possible sale \$425K.

#H-210 MOTHERLODE - GP Long Estab. practice. Coll'd \$332K in '02. Low overhead office, netting approx 50% of collections. Modern 3 op ofc **FP \$220K**

#H-214 NORTH HIGH SIERRA - Long - Established GP. 1400 sq ft office with 3 fully equipped office. Insured/ Cash pts only. Coll'd \$314K in '03. Office bldg avail w/ purchase of practice. **FP \$200K**

#H-229 GRASS VALLEY - Long Estab. Retiring GP. Great Opportunity! Seller wants to pass the torch onto new dentist in the fashion it was so amiably passed to him. **Call for Details!**

CENTRAL CALIFORNIA

#I-200 STOCKTON - GP Managed Care Practice. Modern 1900 sq ft office with 7 fully equipped ops. Avgs 175 new pts/mo. **Call for Details**

#I-241 MODESTO - GP Estab. growing practice located in prime north area shopping center. Modern equipped 4 op office, plumbed for additional op. Mostly insured/cash pts. Coll'd \$540K in '03. **FP \$385K**

NEW #I-249 STOCKTON - GP Estab practice. 2 ops **Call for Details!**

#J-188 TAFT - GP 1600 sq ft, 4 op office, Dr. avgs 10 pts/day. Seller will entertain all reasonable offers on this quality practice. Real Estate available. **Call for Details!**

NEW #I-246 FRESNO AREA - GP Collections of \$522K in '03. 5 fully equipped ops, w/ all the latest technology. Patient base is a mixture of insured, private pay and Dent-Cal. **FP \$340K**. **Call for Details!**

NEW #I-252 CLOVIS - GP Prime retail center location. Modern equipped 6 op ofc. Growing practice w/ collections projected @ 775K for '04. Mixed pt base of insured/ cash/managed care. **FP \$500K**

SOUTHERN CALIFORNIA

NEW #K-260 CORONADO CAYS - GP, 5 op office mostly PPO practice. Good active pt, 50+ new pts/month. Dentrix. This won't last long! **Call for Details!!**

ARIZONA

REDUCED #Az-202 PHOENIX - Centrally located in a well-known Med/Dental bldg near Metro Center. 3 op "turn key" facility that would cost nearly twice our asking price to duplicate. **Call for details! ONLY \$95K**

#Az-203 TUCSON - Long Estab quality practice with 1,500 sf bldg in desirable East-Central Tucson. Seller retiring. Gross approx \$300K on 12-18 hrs per week. **Practice and Facility FP \$450K**

#Az-216 PRESCOTT - Seller retiring from fee for service practice in a highly desirable community. Over 22 new pts/month! 2400 sf w/ 6 fully equipped ops. Gross receipts in 700-800K range. Great net! **Call for Details.**

NEW #Az-245 TUCSON - Estab GP of 13 years. Office is 2400 sf located in free standing bldg w/ 4 ops. Great location! Collects in range of \$350K. **FP \$220K**.

NEW #Az-247 CENTRAL ARIZONA - Long Estab. practice. Great Cash Flow! **Call for details!**

ARIZONA CONT.

NEW #Az-254 PHOENIX, AZ - GP, 4 op practice w/ 1,353 sq. ft. with room for expansion into adjacent 1,000 sq. ft. space. Large, stable patient base and seasoned staff. **Projected Gross Receipts for 2004 in \$800K range.**
NEW #Az-255 N. SCOTTSDALE, AZ - GP 5 op office. State-of-the-art equipment in a highly desirable neighborhood. Practice is generating 30 New Patients per month in a 7-month scratch-start! **Call for Details!**

NEVADA

#R-128 RENO - Long Estab. Fee-for-service GP. 5 ops office near hospital. Coll'd over \$600K in 2001. FP is only 30% of Gross! **FP \$290K, Seller very Motivated!**

#R-142 - RENO - Long Estab GP. Seller retiring. 1,540 sf w/ 5 equipped ops, ofc is centrally located. Coll'd \$373K in 2002. Ins/cash pts. **Call for Details!**

#R-233 RENO - Long Estab. practice. Modern equipped 4 op office. Collections of \$795K in '03. Mostly insured/ cash patients. Excellent location with reasonable rent. **Call for Details. FP \$400K**

#LV-47 LAS VEGAS - High profit! Near UMLV. Dr. "profits" over \$250K on 4 day work week! 3 op office, plumbed for 5. **FP \$250K**

NEW #LV-239 HENDERSON - Well Estab. fee for service practice newer whitney oaks area of Henderson. 5 ops w/ private office in great location. Collections in the high \$700K's to low \$800K's. **Great value at \$475K.**

NEW #LV-240 LAS VEGAS - Awesome 10 op practice in free standing building on West Flamingo. Mostly fee for service practice w/ gross about 2 mill. **Call for Details!**

NEW #LV-242 LAS VEGAS - Beautiful new office in busy business complex. Great growing location near Rainbow and 95. 6 fully equipped ops - 3 operative and 3 Hygiene. **FP ONLY \$330K!!**

NEW #LV-243 LAS VEGAS - Dr. owns this newer (6-yr old) free standing bldg near a busy intersection in the growing north part of Las Vegas. 3700 sf & 8 ops of excellence. **Call for Details!**

NEW #LV-248 LAS VEGAS - GP, Estab 4 years, Seller is retiring. Dr. avgs 20 pts w/ 10 hyg pts per day & approx 80 new pts/month. 1,950 ft. w/ 3 ops. **FP \$635K**

NEW #LV-261 LAS VEGAS - GP nice 4 op office in excellent location. **Call for Details!**

NEW #LV-262 LAS VEGAS - Turn Key Facility, 2900 sq ft. Pride Institute designed office. **Call for Details!!**

NEW #LV-263 LAS VEGAS - Long Estab. 6 op practice. Beautiful 3000 sf office. **Call for Details!**

HAWAII

#HI-287 MAUI - GP Beautifully decorated, beautiful views. One of the only dentists between Lahaina and Kapalua. On high traffic corner lot in professional Bldg. Gross over \$650K on relaxed schedule. **Call for Details!**

SPECIALTY PRACTICES

D-175 SAN JOSE/SARATOGA - Perio Prof bldg prime loc. close to shopping & freeway. 1100 sq. ft. w/ 4 fully equipped ops. **Call for Details!**

#E-220 SACRAMENTO AREA - Ortho, highly desirable foothills location. Visible location. Growing practice with great reputation. Collects in \$50K range on short week. **Call for Details!**

#A-222 BAY AREA/ MID PENINSULA - Ortho, two-some practice! 3 op office, plumbed for 1 additional. Grossed over 200K on 2 day work week. **Call for Details!**

#D-227 SOUTH BAY - Ortho, Estab Dr. avgs 20 pts/day w/ avg of 8 new/month. Located in Prof. Med/Dental Bldg. Priced to Sell **\$225K. Call for Details!**

NEW #C-256 EAST BAY - Endo, Long Estab practice. Insured/Cash pts only. Modern equip'd 3 op office. Coll'd \$504K in '03 on 4 day schedule. **FP \$300K**

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PRACTICE FOR SALE—#1000 - Anaheim HMO - \$5k to \$6k/month, Gross \$550,000, established 43 years, 4 Ops. Call Professional Practice Sales., Inc., (714) 832-0230.

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- 5830 - Sacramento Valley - Long established. Housed in Victorian. 22/hr week practice. Collects \$270k a year.
- 5834 - No. Coast - Eureka area - \$400k A year performer - Highly visible location - Management systems recently upgraded.
- 5838 - So. Monterey County - Tremendous opportunity. \$250k invested in last 4 years. Produced \$323k in 2003. No Dential.
- 5839 - Livermore - 6 yr practice - Produced \$420k in 2003. Strong profits.
- 5842 - Border of Santa Clara & Alameda - Strong Hygiene dept. Coll. \$500k
- 5843 - Humboldt county - Busy practice collects \$700k/yr
- 5844 - CA's Lake Tahoe - \$280k+/yr on relaxed schedule. Low rent & 4 Ops.
- 5845 - Contra Costa County - Poised to top \$2mil/yr collections at this time. Well equipped and spacious facility. Ideal opportunity for 2 Dentists.
- #4952 - Butte County city - North Sacramento- Best Location in city - Hi identity- Seasoned 30 to 40% HMO practice. "Found Money" (Rent paid) Be up to bat 20 to 30 times per day - Sell 2 - 3 cases for your \$5,000 day, gross \$1,000,000 within 36 months - Establish proven Direct marketing program at \$2,800 per month. Secure 50 new patients per month or more. Great opportunity for entrepreneur Dentist or a 2 Dentist team. 8 Ops in 2,500 sq.ft., low rent, excellent staff cultural center of North Sacramento area. Great environment to raise a family. You can buy a beautiful home for \$250,000 to \$300,000, same as a \$750,000 - \$1,000,000 Orange county - West L.A., San Mateo, Santa Clara or Marin counties. This city is the economic Hub of the area, Land still economical, a cultural area that can provide personal growth as well as professional growth. Full Price \$385,000 - A P.P.S. Best Buy. Net \$20,000 first month after debt service. PPS (714) 832-0230 - (800) 695-2732

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- 4771 - Huntington Beach - Gross \$377k. Absentee owner. Free standing bldg.
- 4772 - Santa Ana - Grossing \$673k. Absentee owner. 10 Ops. High visibility corner needs personal attention. Full Price \$595,000.
- 4838 - Sunnyvale - Hi tech Silicon valley. Grossing \$60k+/month. F.P. \$575k
- 4861 - Ventura - Absentee Seller, 7 Ops Gross \$650k+. Full Price \$575k
- 4920 - Orange - Gorgeous. Next Starbucks. 3 Ops, do \$500k first yr.
- 4921 - Hollywood area - Collects \$780k per year. Strip center.
- 4943 - Las Vegas - Summerlin- Gross \$600,000- Beautiful office in great area. F.P. \$330,000
- 4944 - Las Vegas - Gross \$900k+. Fee for service. F.P. \$600k. PPS Ask for Tom.
- 4949 - South L.A. - Collects over \$40k/mo. Real Estate available.
- 4951 - Oceanside/Vista - Dentures - Combo Residence, dental location. Full Price \$139,950
- 4952 - College Town No. Sacramento. HMO & FFS. Gross 40-\$50k/mo by absentee owner. Hi identity traffic intersection in city. F.P. \$385,000.
- 4953 - Yucca Valley - Hi identity dental office location only. Collected \$40k/mo Location 3 Ops- Lease @ \$950/mo. Invest \$15,000, Gross \$250k first yr.
- 4955 - Brea area - Collects \$750,000. Shopping center.
- 4971 - Tulare County area of San Joaquin Valley. G.P. Collects \$100,000 annually, Recreation area. Great Potential.
- 4973 - Price Reduction/Seller motivated!!! Huntington Park - 4 Ops - Hispanic. F.P. \$100,000. Store front - Gross \$150k P.T.

- 4976 - South Bay area - Small G.P. in professional building.
- 4978 - Sacramento - (a most desirable suburb) G.P. Est. 40 yrs. Hi Identity location. Gross \$1.3mil in 6 Ops, ample room to grow to \$2 to \$3mil. F.P. \$1.3mil. E-mail resume to PPSincnet@aol.com (800) 695-2732
- 4979 - Carson Area - Small G.P. in very attractive office in busy area. 3 Ops.
- 4986 - Inland Empire - G.P. Collects \$160k annually.
- 4991 - Lancaster - 3,000 sq.ft. Available in Shopping center. 7 Ops plumbed, 3 equipped. Full Price \$185,000
- 4992 - Escondido area - Solo Group ownership. 1 million potential by new owner within 1st year. F.P. \$395k
- 4999 - Ventura Denture - Set up for General also - Great start up or semi retired Senior. Full Price \$65,000
- 1000 - Anaheim HMO \$5/\$6k/month established 43 years, 4 Ops. Gross \$550k.
- 1003 - OC- Beautiful OC Coast HMO-Collects \$145k/mo- Cap checks, are \$28k/month. Purchase 50% of practice now. 100% within 2 to 5 years.
- 1005 - Hemet - Beautiful office - \$450k investment - Shopping center.
- 1007 - Central L.A. - Small G.P. - Collects \$80,000/year - retirement.
- 1009 - No. O.C. Private Practice. Seller retiring. 4 Ops up to date equipment, established 50+ years. Good lease with options - Collects \$24,000/mo.
- 1013 - Las Vegas - Grossing 1 million plus. 12 ops, 8 equipped. More room available, great location. Practice \$650k, Real estate also available.
- 1016 - Palm Springs - Indio area - Hi end. Grossing \$450k, 6 Ops, 4 equipped.
- 1017 - Palm Springs/La Quinta area- Esbl 40 yrs. New owner 10 yrs. 9 Ops. Hi tech office. Seller to work back for Buyer. Grossing \$1.2mil

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