

THE Dental

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

George Koerber, DDS, Concord, California

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

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FRESNO COUNTY

FRESNO COUNTY #1 - (3) op G.P. located in smaller town. Only private dentist in town. 2004 gross collections \$375K+ on 3 1/2-4 days/wk. Cash/Ins/PPO/Denti-Cal. Near Fresno County #2. Buy one or both.

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.

FRESNO COUNTY #3 - South county location. General practice & condo for sale. (4) op computerized office. Nice equipt. Mixed patient base. Gross \$500K+/yr. Seller retiring.

KERN COUNTY

BAKERSFIELD #13 - (4) op G.P. for sale. (2) ops. Eq't d. 3rd partially eq't d. Gross Collections \$150-200K p.t. Can do more full time. Store front location with some exposure. Mixed patient base. **SOLD**

BAKERSFIELD #14 - (12) op G.P. for sale. Cash/Ins/PPO/Cap/Denti-Cal. Cap Check \$10K+/mos. Annual Gross Collect. \$1.2M+. Freestanding Bldg. w/exposure/visibility/signage. Absentee owner possibilities. **SOLD**

BAKERSFIELD #15 - (6) op G.P. located in a strip center with exposure, visibility and signage. (4) ops equipped, (1) eq't d with chair and x-ray (1) plumbed not eq't d. Cash/Denti-Cal/Cap patients. Walk-Ins. 2004 Gross Collections \$204K. **NEW**

LOS ANGELES COUNTY

ENCINO - (4) op computerized G.P. located in a professional bldg. Annual Gross Collections \$400K+ on (4) day week. Cash/Ins/PPO/Capitation and very small amount of Denti-Cal. Monthly Cap Check approx. \$2,000/mos. **NEW**

GLENDALE #5 - (3) op G.P. for sale. Nicely appointed. Gross \$20K/mos on (3) days/wk. Cash/Ins. Seller returning to Speciality School.

HAWTHORNE - (4) op computerized G.P. for sale. (3) ops Eq't d. (1) plumbed. Cash/Ins/PPO/Denti-Cal patient base. Approx. (40) new patients/mos. 2004 Gross Collect. \$311K+. **NEW**

LOS ANGELES #3 - (2) op computerized G.P. and Condo for sale. Cash/Ins/PPO & small amount of Denti-Cal. 2004 Gross Collect. approx. \$180K on two days/wk. 2005 Projection is \$190K-\$200K on two associate run days per week. Can easily increase production/collections if owner operated and more days. **NEW**

PANORAMA CITY - EMERGENCY SALE! D.D.S. has passed away. (4) op G.P. in prof. bldg. 2004 Gross Collections \$106K on (16) chair hrs/wk. Cash/Ins/PPO Patient base. Priced for immediate sale. **SOLD**

PARAMOUNT - (5) op G.P. Located in store front with exposure and visibility. (3) equipped ops. (2) additional plumbed not equipped. Cash/Ins/PPO/Denti-Cal/Healthy Families Patient Base. 2004 Gross Collections \$215K+ p.t. due to new baby. Did \$332K prior to pregnancy on (4) day week. Seller Motivated. Priced to Sell! **SOLD**

SAN GABRIEL VALLEY - 1,755 s.f. single use freestanding dental building for sale. Near center of town. (5) plumbed ops. Busy Hispanic area. No patient charts or equipt. are included in the sale.

WEST HILLS - (5) op G.P. located in a well known and strategically located professional bldg. Newer eqt. and build out. Professionally decorated and appointed. 2004 Gross Collections approx. \$300K p.t. Cash/Ins/PPO. Selling due to partnership dissolution. **NEW**

WEST SAN FERNANDO VALLEY #2 - (4) op computerized G.P. located in an upscale shopping center. Excellent exposure and visibility. (3) ops equipped (1) op equipped with chair and x-ray. Equipment (2) years old. 2004 Gross Collections \$636K and growing. Cash/Ins/PPO/Capitation and small amount of Denti-Cal. Monthly Cap Check \$2,500/mos.

ORANGE COUNTY

SOLD OUT - Room for the next Orange County seller available.

RIVERSIDE COUNTY

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

SANTA BARBARA COUNTY

SANTA BARBARA - beautiful (2) op turnkey office. Everything you need to see patients including: dental and office equipment, furniture, fixtures, instruments and dental supplies. Just activate a phone line and drop in a computer system and you're ready to go. Priced less than build out costs. **NEW**

CENTRAL COAST #1 - (4) op computerized G.P. for sale. Located in Prof. Bldg. Annual gross collections approx. \$350K on 3 1/2 days per week. Cash/Ins/PPO.

CENTRAL COAST #2 - (3) op computerized G.P. for sale. (2) ops eq't d. Located in Prof. Bldg. Mostly Cash/Ins w/small amount of PPO. Ave. Gross Collections \$500K+/yr.

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 CITY - Hi-Tech, state of the art, Fee for Service G.P. office. (4) ops/2 Eq't. 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**

SAN LUIS OBISPO - Great place to work and play. (4) op computerized G.P. (3) ops eq't d. 2004 Gross Collections \$409K on (3) day week. Cash/Ins/PPO. (35-40) new patients per month. Located on main street in freestanding bldg. with excellent exposure/visibility. **SOLD**

TULARE COUNTY

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

VENTURA COUNTY

EAST VENTURA COUNTY - (4) op computerized G.P. located on the first floor of a professional bldg. with visibility. (3) ops eq't d (1) op plumbed not eq't's. Cash/Ins/PPO patients. Annual Gross Collections \$450K+. Like new equipment with digital x-rays. **NEW**

OXNARD - EMERGENCY SALE! DDS passed away. (4) op G.P. and free standing bldg. located on a main street with pole signage. 2004 Gross Collect. approx. \$300K. Cash/Ins/PPO/Denti-Cal. **SOLD**

DENTAL CONDOS FOR SALE - 1,000 to 10,000 sq. ft. Located in Apple Valley, Palmdale, San Diego and Vista. Call for details! **NEW**

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Warren Gerosa, DDS, Los Angeles, CA

“I didn't realize the crucial decisions involved in incorporating until I hired Mr. Olson. He took the time to explain these issues, and saved me thousands of dollars in the process!”

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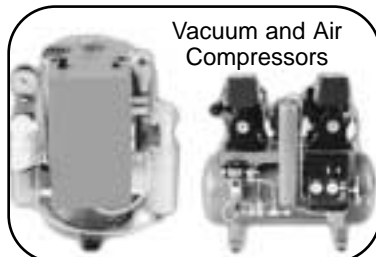
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PRACTICES FOR SALE —September, 2005

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

SAN DIEGO—LA JOLLA—NEW LISTING!! Fee-for-Service **GENERAL** Practice located in prestigious area, established in 1984. 9 Ops in approx 3000 sq.ft. Very efficient practice with outstanding staff. 2004 collections of 1.2 mil. Seller desires to become part-time associate.

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SAN DIEGO—LA MESA—Situated in a Professional Bldg. immediately adjacent to I-8 Freeway. **GENERAL** Practice established 1996. 4 Ops in 1530 sq.ft. Approx. 70% Capitation. Offered for only 210K.

SAN DIEGO—ESCONDIDO—NEW LISTING!! **GENERAL** Practice located in shopping center along major thoroughfare. All Insurance and Cash patients. Established 10 years. 3 fully-equipped Ops (plus 1 plumbed) in approx 1200 sq.ft. ADEC chairs/units, Digital X-Rays. Asking 220K.

SAN DIEGO—LA MESA—NEW LISTING!! Patient base comprised of private and PPO. **GENERAL** Practice established in 1978, situated in busy strip mall. 4 Ops in 1075 sq.ft. Offered for 580K.

SAN DIEGO—PACIFIC BEACH—Owner retiring from **GENERAL** Practice established in 1990. 3 fully-equipped Ops in 900 sq.ft., situated in Medical Bldg. Easy access to 5 Freeway.

SAN DIEGO—CHULA VISTA (North) 38 Years of **GOODWILL!** Owner retiring from Fee-for-Service **GENERAL** Practice situated in Professional Bldg. Doctor shares 9 Ops in approx 3100 sq.ft. with another GP. Offered for 375K.

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	PLUS METAL	(METAL INCLUDED)
Captex	\$149	\$109
ALL CERAMIC		
Empress	\$164	\$89
Empress – LVI cutback (smile design)	\$275	\$150
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Cercon	\$189	\$149
Lava	\$280	\$205
REMOVEABLE		
Full dentures (classic teeth per arch)	\$205	\$149*
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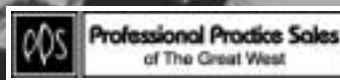
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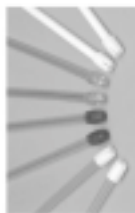
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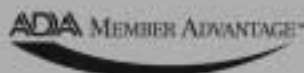
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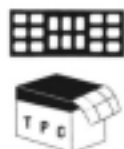
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REDUCED! #D-250 CUPERTINO - Turn-key facility off Stevens Creek, less than two years old! Great location! Great Build Outs! **Call for Details.**

#D-282 MONTEREY AREA - GP, fee for service practice. Office is 2700 sq ft with 5 ops. Great Opportunity in Great Area! **Call for Details**

#D-293 SAN JOSE - GP in prime strip center, in West San Jose. New office w/2 fully equipped ops, plumbed for 2 add. ops. Insured/PPO patients. **FP \$325K**

REDUCED! #D-288 SAN JOSE - Facility in a Professional Building. Rent below market value \$1.70 a sq ft, office is 1600 sq ft. State of the Art equipment w/3 fully equipped operatories w/ Pelton Crane chairs and Siemens X-ray w/ an option to purchase pano machine. **Only \$100K**

REDUCED! #D-298 SAN JOSE - Turnkey facility in desirable Samaritan Hospital area. Dr. relocating and leaving behind all the major equipment for 3 fully equipped ops. No patient base. **REDUCED!!! \$125K**

#D-304 CENTRAL COAST - GP, This practice is as good as it gets. Collections of approx 2.5 million over last 12 months. Insured/cash pts only. Beautifully equipped 9 ops, w/ cerec machine and updated computer system. **Call for Details!**

NEW!! #D-320 PALO ALTO - GP, Located in single story complex. FFS, 3 ops newer equipment, less than 2 years old. **Call for Details!**

NEW!! #D-332 NORTH SUNNYVALE AREA - One of the best locations in the North Sunnyvale area. Great visibility and parking. Consistent collections of 1.1 million with room to grow in this 11 operator office. Seller is retiring. Price includes accounts receivables valued at 80-100k. **Call for Details!**

#C-323 VACAVILLE - GP, stable practice with large patient base. 4000 sq ft office w/ 9 fully equipped ops is located in a single story retail shopping center. Reasonable rent. **Call for Details!**

NORTHERN CALIFORNIA

#E-265 SACRAMENTO - Long Estab. practice 4 ops, approx 18 new pts/month Coll'd \$550K in '03. **Call for Details!**

#E-287 FOOTHILLS - GP, Long Est. Seller retiring. Refers out most specialties, nicely equipped 5 op office. Gorgeous picturesque views! **Only \$ 175K!**

#E-300 SACRAMENTO - GP, Long est. practice. Great Opportunity to own your own building, lab and practice. **Practice and Building \$535K!**

#E-317 CITRUS HEIGHTS -GP, Estab. practice located in single story bldg, 5 ops collected \$200k won't last with asking price of only 50% of collections **FP \$100K**

#E-330 SACRAMENTO -GP, Estab. Seller Retiring, collections of \$372K in '04 on 3 day a week schedule. Insured/cash pts only. 3 fully equipped ops. Seller refers out all endo. **FP \$270K**

#F-326 EUREKA AREA - GP, long estab. practice, Seller retiring. Nicely appointed 1250 sq ft office w/ 3 fully equipped ops. Insured/cash pts only. Coll'd % 604K in '04 w/ Seller taking 5-6 weeks vacation. This Room for Growth. **FP \$345K**

#G-308 CHICO - Long established Practice. Collections of \$945K in '04. Modern 1800 sq ft office w/5 fully equipped ops. **Call for Details.**

NORTHERN CAL. CONT.

REDUCED! #H-224 CHESTERLAKE ALMANOR Long Estab.GP in Beautiful 4 Season Resort area. Office is 1400 sq ft with 3 fully equipped ops. Insured/ Cash pts only. Coll'd approx. \$300K in '04 on a 3 day work week! Office bldg avail w/purchase of practice. **Will Consider All Reasonable Offers!**

#H-311 NORTH SHORE, LAKE TAHOE - GP Long established practice. Collections of \$588k in '04. Modern equipped 4 op office. Mostly cash patients. Great location w/ scenic lake views. **FP \$325K**

#I-249 STOCKTON - GP Estab practice Seller retiring. Office is located in single story prof bldg in Prime Downtown area. **Call for Details!**

NEW!! #I-291 SALIDA - GP, Great location in growing north area of Modesto. Coll'd \$950k in last 3 years. Modern equipped 10 op office mixture of insured/ managed care patients. Exc. opportunity for owner/ dentist. Aves 160 new pts/mo. **Call for Details!**

J-306 STANISLAUS COUNTY - GP, in nice historical area of town. 5 ops 1800 sq ft office w/ reasonable rent. Seller motivated. **Call for Details!**

#I-314 MERCED - GP, 4 op office with room for 6. 100% dent-cal. Gross in the \$680k range netting close to half! **FP \$350K**

#I-318 STOCKTON - GP, in single story building. 50% Dent-Cal, Nicely equipped 3 op practice. Practice and Building for Sale. **Call for Details!**

NEW!! #I-331 STOCKTON - GP, Long estab. practice w/collections of \$490K '04. Insured/cash patients only. 1,500 sq office w/4 fully ops. Practice is located in highly desirable commercial area in Stockton. **FP \$345K**

#I-338 MERCED - GP, Exc opportunity for a GP to practice in family-oriented community. 1350 sq ft ofc has 3 ops. **Call for Details!**

#J-271 FRESNO AREA - Charming desirable community south of Fresno. Fee for Service. 4 ops, Beautiful leaseholds, granite countertops, maple floors. Collect in \$770K Range. **FP \$450K**

#J-305 VISALIA - GP, Long estab. Mostly insured/cash patients. Two fully equipped ops, plumbed for 3rd op. Doctors take home pay is close over \$200K. **FP \$250K**

#J-315 FRESNO - GP, Modern equipped 5 op office plumbed for 6th. Mixture of insured/PPO/dent-cal patient base. **Call for Details!**

NEW!! #J-292 SAN LUIS OBISPO COUNTY - GP, Long est. practice. Fee for service practice, 2 ops loyal patient base. Live and practice on the beautiful Big Sur coastline! **Call for Details!**

SOUTHERN CALIFORNIA

#K-310 MOORPARK - GP, in busy shopping center on a major street with easy freeway access. Practice has 5 ops and is grossing in Million Dollar range. **FP \$875K**

#K-316 LOS ANGELES - Turnkey facility with new leaseholds and refurbished equipment with 4 ops. **Bldg may also be available for purchase! Call for Details!**

#K-319 WHITTIER - GP located in shopping center. Practice has 2 ops with plumbing for 1 additional. **Call for Details!**

NEW!! #K-329 SANTA ANA/TUSTIN - GP, in state of the art office w/ 10 ops. Practice grosses in the \$750K range. Over 1600 active patients. **Call for Details**

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#R-142 - RENO - Long Estab. GP. Seller retiring. 1,540 sq w/5 equipped ops, ofc is centrally located. Coll'd \$361K in 2004/05. Ins/cash pts. **Call for Details!**

#R-233 RENO - Long Estab. practice, low stress working environment. Modern equipped newly remodeled 4 op office. Collections of \$795K, Highly Profitable. Mostly Insured/cash pts. Excellent location with reasonable rent. **Call for Details. FP \$400K**

NEW!! R-337 SPARKS - GP, Long Est. practice. Seller retiring. Collections of \$687K in '04. **Call for Details!**

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SAN RAFAEL: For Sale - General Dentistry practice located in a beautiful dental complex. Owner is retiring after 40 years in the same location. Adj. net income of the practice was \$140K with receipts averaging \$320K per year. Staff will stay. **PRICE REDUCED**

CARSON CITY, NEVADA: For Sale - This practice is has gross receipts of over 1 million a year with a 50% overhead. Owner would like associate to join him and transition into ownership equity position. Area is experiencing high growth. Office is an attractive free standing building located in a very desirable area on a main through-fare.

CORCORAN: For Sale - Average Adjusted Income \$117K, 2004 GR were 280K. 3 treatment rooms, 2 days of hygiene. Doctor works approximately 33 hours per week. The perfect opportunity for a satellite practice. Present dentist to patient population ratio is 1: 5,000.

SUTTER CREEK - SPECIAL OFFER - The practice is located close to Jackson on Historic Highway 49. The owner also operates a satellite practice in Orangeville. There are eight days of hygiene with a total of seven treatment rooms. Owner would eventually like to work a schedule of 30 days on and 30 days off. Potential transactions include working as an associate with an option to buy or as a dentist that would like to work the same schedule either as an associate or partner. Ideal for the dentist that has retired early but would still like to work. 2004 gross receipts were 600K with a low overhead.

TAFT: For Sale - Looking for an ideal satellite or start up practice? This 1,400 sq. ft. office has 4 equipped operatories. Practice to be sold as is for the price of \$72,000. Price includes 1,200 active patients. Building is also for sale for \$210K.

BAKERSFIELD: For Sale - General Dentistry Practice. Gross Receipts were \$120K with approximately \$100K adj. net income. Seller is retiring 28 years in same location and practice started in 1977. **SALE PENDING**

RIVERSIDE: For Sale - General Dentistry Practice and Building. This practice has been in its present location for 32 years. Four days of hygiene. 2003 Gross Receipts were 432K. Office opens 4 days a week. Doctor working 27 hours per week. **BUILDING ALSO FOR SALE.**

REDDING: For Sale - Both practice and building are for sale - 2,700 sq. ft. building. 5 operatories - 2003 gross receipts were 458K - 4 days of hygiene - 24 years same location - Doctor retiring. **SALE PENDING**

SANTA CRUZ: For Sale - General Dentistry Practice established in 1982. Owner is retiring. Three operatories and 4 days of hygiene. 2004 gross receipts were 450K with 61% overhead. Doctor has been able to establish a cash only practice without having to accept dental insurance. A goal of most dentist but achieved by only a few.

FREMONT: For Sale - General Dentistry Practice established in 1972. Owner is retiring. 4 operatories and 6.5 days of hygiene. 2004 Gross Receipts were 687K. Dentrix software. **SALE PENDING**

REDDING: For Sale - General Dentistry Practice. 2004 Gross Receipts were 438K with less than 60% overhead. Office and building have a new modern appearance and is located on a major thoroughfare. 4 treatment rooms, 4 + days of hygiene, 1,400 sq. ft.

LOS ANGELES: For Sale - General Dentistry Practice. 2004 Gross Receipts were 282K. Owner is moving out of the area. Office has been in its present location for 35 years. 4 operatories. Located near hospital in a two story professional building. Large Denti-Cal base of patients.

MODESTO: For Sale - This 5 op dental office had gross receipts of one million one hundred fifty thousand dollars in 2004 with only a 56% overhead. The office was redecorated and updated only 5 years ago. **SALE PENDING** offers cosmetic dentistry and implant restorations in addition to a well seasoned family oriented general dentistry practice. 9 days of hygiene. Owner is retiring after 36 years and 20 years in the same location.

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MODESTO: Associateship leading to purchase. Owner would like to retire in 5 years. Gross Receipts of one million six hundred thousand dollars in 2004 with 15 days of hygiene. Owner offers cosmetics, implant dentistry, milled crowns along with his general dentistry practice. Owner is well respected in the community.

LAS VEGAS: Patient base for Sale: 1000 plus patient base available to be purchased by a production acquisition where there is no risk to buyer. **SALE PENDING**

BAKERSFIELD, TULARE, AND PORTERVILLE: For Sale - These practices are for sale either individually or collectively. Total Gross receipts were \$1,300,000 in 2004. All have new equipment and furnishings and owner would like to sell immediately. For details call Dr. Steve Riner, Professional Practice Transitions Consultants, So. California 805-405-6568.

S. FRESNO COMMUNITY: For Sale - General Dentistry Practice. This 6 operator office has 5 days of hygiene, and has been at it's present location for 32 years. 2004 gross receipts \$1,016,277.00. Small community with high growth and new housing development. Doctor is retiring.

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SANTA MARIA: For Sale - This 9 operator, 3,100 sq foot dental office **SOLD** established only 3 years ago had Gross Receipts of 644K in 2004. All equipment like new. Priced for immediate sale.

WATSONVILLE: For Sale - 2004 Gross Receipts were 709K with an adj. net income of 312K. There are 6 treatment rooms in 1,400 sq. ft. Practice has operated in its present location since 1983. Owner is willing to stay or consider an outright sale.

MODESTO: ASSOC. WANTED - This busy practice has been doing over 1.4 million dollars a year in gross receipts. There are 5 operatories and 8 days of hygiene. Pano, Cerao Unit, Intra-oral Camera, Dentrix Software and Digital Radiography are some examples of the high tech equipment available. The office interior has been tastefully redone. Owner looking for a long term associate to work 2 days a week. Ideal for the dentist mom that wants to practice long term without ownership responsibilities.

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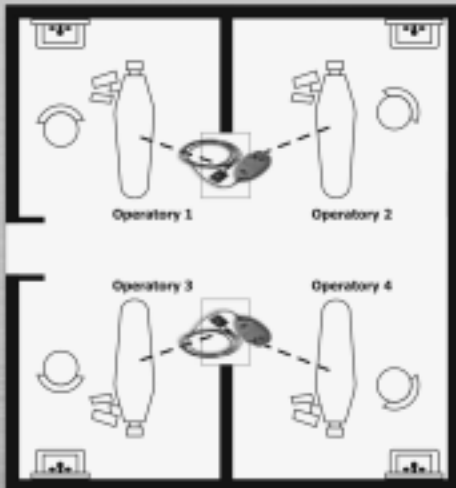
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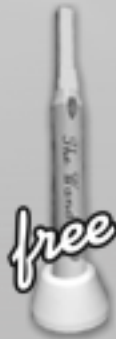
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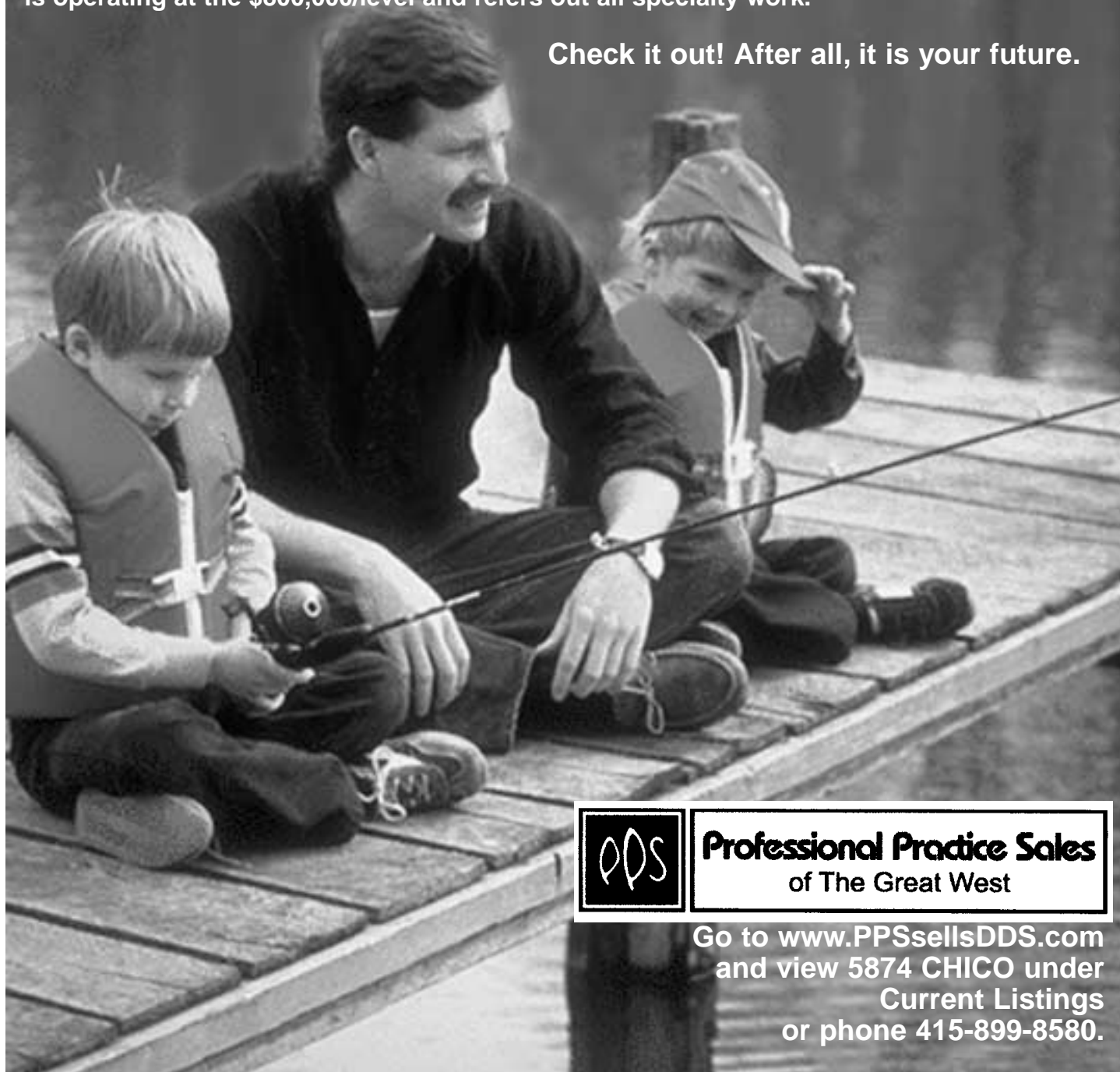
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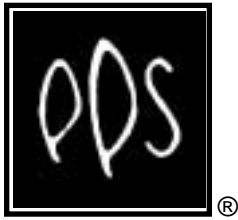
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