

# THE Dental Trader

VOL. 6 NO. 9 • SEPTEMBER '09  
No. Calif. Edition

Ph: 877-888-4237 • Fax: 949-498-1198  
DentalTrader.com

**FREE ADS FOR DENTISTS  
& STAFF!**

*Buy, Sell or Trade all things Dental*



**See us at CDA SF Booth #1311**

*(Compatible with most dental practice  
management software)*

## Time to go Digital!

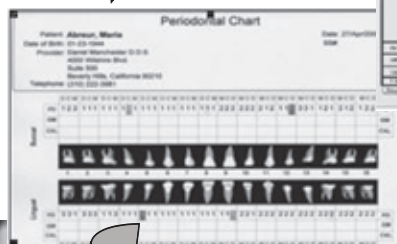


**EVA Digital Sensor  
only**

**\$4,995.00**  
(reg. \$9,500.)

- Free Box of Sheaths
- Free Rinn Positioning Aids
- Free Imaging Software
- Free Perio Module
- Free In-Office Training

**Free demo @  
[www.ez2000software.com](http://www.ez2000software.com)**



Obtain patient benefits in seconds with optional integrated **BENEFIT SERVICE** by Trojan Professional Services!

- **Less Radiation**
- **Instant X-ray Image**
- **Spotlight & Zoom features**

**CALL: 800-273-5033**

**Free Intra-Oral Camera (\$1,000 value) and Free Practice Management Software (\$2,395 value: EZ 2000 #1 rated by ADA online survey) with purchase of 2nd sensor. Buy a size #2 sensor for adults and a size #1 for children.**

Offer not valid for prior purchase

# THE TRANSITION EXPERTS

*We have closed more dental practice transactions than any other firm in the country!*

**SELLERS – FOUND YOUR BUYER  
WITHOUT A BROKER?**

**BUYERS – FOUND A NON-BROKERED  
DENTAL PRACTICE?**

**PARTICIPATING IN A BUY-IN?**

**SAVE MONEY. SAVE TIME.**

**CALL US TODAY FOR A FIXED FEE.  
YOU DON'T CLOSE, YOU DON'T PAY!**

*“Best return on investment ever!”*

Dr. Moni Mosharaf, Orange, Anaheim and Aliso Viejo, California

Loan Workouts • Business Transactions • Dental Board Defense  
• Lease Negotiations • Estate Planning

## WOOD & DELGADO

*Attorneys At Law*

**The Authority in Dental Law**

Offices in Irvine, San Francisco & Temecula

**Toll Free: 800-499-1474**

**Fax: 800-511-2138**

Visit our website at:

**[www.dentalattorneys.com](http://www.dentalattorneys.com)**

*Represented over 3500 dentists*

Look online for upcoming CE courses in your area



Jason P. Wood  
Attorney at Law

**Patrick J. Wood**  
Attorney at Law

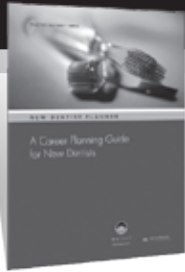
**Charles X. Delgado**  
Attorney at Law

**Jason P. Wood**  
Attorney at Law



Patrick J. Wood  
Attorney at Law

# Reduce Your 2009 Tax Bill By Investing In Your Practice!\*



Get your complimentary Project Planner at [www.matsco.com/DQ309CDT](http://www.matsco.com/DQ309CDT)

Take advantage of this year's Section 179 maximum deduction of \$250,000 to increase practice value, better serve your patients and increase cash flow:

- Equip unused operatories
- Upgrade dental equipment or technology
- Remodel or expand your office

Finance with Matsco to maximize your investment. Contact your Financing Officer today.

Visit us at **CDA Booth 237**

Our practice financing experts will help you achieve your goals.

**Call today:**

**Wendee Bren**  
888.874.1590

**Andrew Ventura**  
800.326.0376



m a t s c o®

A Wells Fargo Company

\* Matsco does not provide tax advice. Consult with a qualified tax specialist about the tax ramifications of any equipment or other fixed asset purchase.

All practice financing is subject to credit approval.

© 2009 Wells Fargo Bank N.A. All rights reserved. Matsco is a registered trademark of Wells Fargo Bank N.A.

ADA is a registered trademark of the American Dental Association. ADA Business Resources is a service mark of the American Dental Association. ADA Business Resources is a program brought to you by ADA Business Enterprises, Inc., a wholly owned subsidiary of the American Dental Association.

Matsco is the only practice financing company endorsed by

ADA Business Resources™  
Connecting dentists with business solutions

DT-NCal-0709

**Acucam Intraoral camera** \$850. includes printer, camera w/ docking station, monitor & cart. [kgyellis@aol.com](mailto:kgyellis@aol.com).

**New Sirolaser** Only used once, includes 200 ft of extra fiber and machined handpiece. \$6900 obo. Jamie 714-529-1311.

**Velopex Intra-X Automatic Film Processor** \$1,100 includes daylight loader, call me 805-415-5761 or e-mail [cbraza@yahoo.com](mailto:cbraza@yahoo.com).

**FOR SALE** PeriPro Air Tech. III tabletop xray processor rarely used \$2500. Lumacool w/remote whitening light \$1200. 714-257-9200.

**Polaroid Camera** Macro 5 SLR 1200. \$495 obo. Jamie 714-529-1311.

**SANTA CLARITA DENTAL OFFICE FOR SALE** EQUIPPED WITH LATEST TECH. 6 OPS PANO, WATERLASE, DIGITAL X-RAY. CALL 818-399-7399.

**Assorted X-ray mounts** 80 FMX, 80 Progressive BW, 80 Single Film mounts. \$60 plus shipping. Call Mon-Thur 530.342.2770.

**X-RAY DEVELOPERS** we went digital. DentX Basic 810 \$625; PeriPro \$400; Slimline Duplicator \$200. + S/H, OBO (760)732-3456 Oceanside.

**GP for sale in Santa Barbara** 3 ops, private practice. Reduced price for fast sale. 818-675-8960.

**WANT TO BUY DENTI-CAL/HMO** Practice So. & No. Calif. (seriously looking for buy) DR. CHI [decks2004@hanmail.net](mailto:decks2004@hanmail.net) call@(707)480-8867.

**"Associate needed"** Garden Grove, part time. Fax resume 714-537-6512.

**KOREATOWN** (Los Angeles) Dental Office for Sale. 3op, 1plumbed, 1200 sf. Pano, Intraoral Camera, Excellent Location. Call Dr. Kim 213-842-1284.

**Implant Outreach is currently offering** FREE comprehensive in-depth training for general dentists interested in its Mobile Surgical Services throughout California ([www.implantoutreach.com](http://www.implantoutreach.com)). Compensations are commensurate with your previous training and experience in Implant Dentistry. If you would like to become a travelling Implant Expert and are interested in the exciting opportunities offered by Implant Outreach, please send your resume to [dentistjobs@implantoutreach.com](mailto:dentistjobs@implantoutreach.com).

**NEED A HELP** FOR CLINICAL DENTAL BOARD EXAM? I'LL HELP YOU, FOR AGREED FEE. 949-500-8507.

**Foreclosure Auction** complete dental practice equipment starting Aug. 5th. Details at [www.ar-int.com/auctions\\_online.htm](http://www.ar-int.com/auctions_online.htm) or 1 888 505-0755 x1.

**Dental Receptionist needed** Brand-new, hi-tech North OC office. Energetic, team-work oriented and loves dealing with people. Fax Resume: 562.865.3999.

**CA REPRESENTATIVE  
FOR THE NATIONAL  
ASSOCIATION OF PRACTICE  
BROKERS (NAPB)**



Paul Maimone/Broker/Owner  
CA Broker #01172430

**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 #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**

**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. 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 pt. base. Gross Collect \$260K+/yr. p.t. **Price Reduction.**

**ARCADIA** - (4) op computerized G.P. located in a well known, easily accessible medical dental bldg. on a main blvd. Cash/Ins/PPO with no HMO's or Denti-Cal. Gross Collect \$315K+/yr on a (4) day wk. **NEW**

**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.

**CHATSWORTH - BUILD TO SUIT** 1,500 sq ft dental office in a strip ctr. on a high traffic corner. Zoning approved for 5-6 ops. Excellent visibility/signage.

**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. **Price Reduction.**

**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.

**LOS ANGELES (KOREA TOWN)** - Computerized G.P. located in the Korea Town area of Los Angeles. Store front location with excellent exposure, visibility & signage. State of the art facility with (7) ops of newer Belmont equip, Cerec 3, (2) lasers, fully equipped lab, (6) digital x-rays, Dentrix s/w, PRP System, Jaw Tracs, and 3D ICAT Imaging System. Annual Gross Collections of **\$1.4M+ with an annual net of approx \$450K!** Cash/Ins/PPO pt. base. No HMO's & no Denti-Cal. Approx 20 new pts./mos. 30+ years of Goodwill. Seller retiring but will assist with transition or could stay on part time. **NEW**

**MISSION HILLS** - (5) op turnkey office. (4) ops eqt'd, (5)th op plumbed. Located in an upscale, well known & well located prof. bldg. A-Dec equip, pano & plumbed for central nitrous. Sale includes T.I. \$'s to freshen up the office. Priced less than build out & equip replacement cost. **NEW**

**NORTH HOLLYWOOD** - (4) op Turnkey Office with patients. (2) ops eqt'd, (2) additional plumbed. Located in a grocery store anchored Shop Ctr with excellent exposure, visibility and signage. Heavy foot traffic with many walk ins. Cash/Ins/PPO and some Denti-Cal. Seller working only part time schedule. This practice can do \$400K-\$500K with some advertising and more hours. Seller retiring. **NEW**

**SANTA CLARITA VALLEY** - HERE'S THE ONE YOU'VE BEEN WAITING FOR!! (11) op computerized G.P. (10) ops eqt'd, 11th op plumbed. In a well known prof. bldg. with great signage! Cash/Ins/PPO/HMO and small amt of Denti-Cal. Gross Collect of \$1.6M+/yr. **with an annual net of approx \$600K!** Cap Cks of \$13K-\$15K/mos. Refers out Diff. O.S., Perio & Ortho. Pract can be easily grown to \$2.5M+/yr by adding more hygiene, specialists, and advertising. **NEW**

**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. **PENDING**

**WOODLAND HILLS** - (3) op computerized G.P. in a strip center on a main blvd. w excell exposure, visibility & signage. Digital x-rays & intra oral camera. Dentrix software. Cash/Ins/PPO only. No HMO's & no Denti-Cal. 1-800 Dentist provider. 2009 projected Gross Collect. of \$700K+. Seller is taking an academic position but will transition. **NEW**

**D&M SERVICES:**

- Practice Sales & Appraisals
- Practice Search & Matching Services
- Practice & Equipment Financing
- Locate & Negotiate Dental Lease Space
- Expert Witness Court Testimony
- Medical/Dental Bldg. Sales & Leasing
- Pre-Death and Disability Planning
- Pre-Sale Planning

**RIVERSIDE COUNTY**

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

**ORANGE COUNTY**

**ANAHEIM** - (3) op computerized G.P. Low overhead office. Cash/Ins/PPO/Denti-Cal patient base. Annual Gross Collections exceed \$260K/yr on p.t. schedule. **NEW**

**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.

**SAN BERNARDINO COUNTY**

**HIGHLAND** - (3) op G.P. 2 ops eqt'd with newer eqt, 3rd op plumbed and eqt'd with an older chair & an x-ray. Shop. Ctr. location. Cash/Ins/PPO & a very small % of Healthy Families. No HMO's & no Denti-Cal. (18) new pts./mos. Annual Gross Collect. approx \$250K on a (4) day wk. Seller has accepted a teaching position, but will help transition. **NEW**

**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 1/2 years & has approx. 300 pts. Grossing \$6K-\$8K/mos on a p.t. schedule with no marketing. Seller moving. **Price Reduction.**

**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. \$750K.

**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**

**VENTURA - MULTI SPECIALITY PRACT.** - (5) op comput. office in a one story prof. bldg. Digital x-rays & pano, paperless office, 3 1/2 yr old Belmont eqt. & (2) ceiling mt'd surgical microscopes. 2 days/wk Pedo, 3 days/mos O.S., 2 days/wk. Endo, & 1+ days/mos Perio. Cash/Ins/PPO/HMO/Healthy Family pt. base. 2008 Gross Collect \$540K+. **NEW**

**WESTLAKE VILLAGE** - Turnkey Office in a desirable upscale area, on the outer perimeter of a prof. bldg. Excellent exposure, visibility & signage. Drop dead gorgeous w marble floors, travertine counter tops, vaulted ceilings, & many designer touches. (3) ops of newer eqt. Computer networked & has digital x-rays. Sale includes dental eqt, furniture, fixtures, leaseholds & rights to the office lease. Seller moving to larger office. **NEW**

**UPCOMING PRACTICES FOR SALE**

Anaheim, Beverly Hills, Carlsbad, Corona, Covina, Fontana, La Jolla, Los Angeles, Montebello, No. Hollywood, Oceanside, Oxnard, Palmdale, Riverside, San Fernando Valley, Santa Ana, Tarzana, Torrance, Ventura Cty., Vista & West L.A.

**D&M** "The Personalized  
Service Dental Broker"™

P.O. Box #6681, WOODLAND HILLS, CA. 91365  
(866) 425-1877 Outside So. CA or (818) 591-1401 • www.dmppractice.com

09/09

# Buying A Practice? Expanding? Need New Equipment? Consolidation? Working Capital?

We have flexibility other lenders don't have and can offer you terms and rates that meet your specific needs. You don't need unnecessary financial pressure when purchasing your new practice - **you just need LCF.**

LCF specializes in  
**"NO STRESS LOANS"**

One call will change the way you look at lending. Our Personable and Professional Staff will create the loan you want and secure your approval quickly.

Quick & Simple Phone-In Applications • Start-Up Expansion • Working Capital • Construction • Consolidation Real Estate • Equipment Financing • Practice Acquisition  
Low Rates • Flexible Terms  
No Hidden Fees • Deferred Payments  
Step Payments • Up to 30 Year Financing

For Fast & Friendly Service Call

**800-550-9228**

**LCF Financial Services • [www.lcffin.com](http://www.lcffin.com)**

A Division of LCF Financial Inc.

**DENTAL LOCATION** UPLAND CA FOR SALE 3420 SQ FT. 4 OPS PLUMBED ROOM FOR EXPANSION TO 12 OPS 760K SPA.DENTISTRY@YAHOO.COM.

**Beautiful Dental Office for Sale** Fountain Valley 6ops all equipped. 1600sf, low rent. Please call 714-293-8314 for more information.

**Dental Chairs** 4 Adec, 1 Ritter, 1 X-ray chair. Great Condition, complete, lites & delivery. \$1500 each, all for \$5400 obo. Mark 909-648-4140, Mark@SunScapeSolar.net.

**SANTA CLARITA DENTAL OFFICE FOR SALE. EQUIPPED WITH LATEST TECH. 6 OPS. DIGITAL X-RAY, WATERLASE, PANO. PLS CALL 818-399-7399.**

**BURBANK options** SALE/Buy-in/START FROM SCRATCH/ Move your practice!!! 1440 sqft, main blvd. Great lease. Few patients; restarting! 818-848-5619.

**Associate dentist available** with 3+yr experience. A highly-motivated and quality-oriented dentist looking for opportunities to associate. youanddentist@yahoo.com.

**Dental office with building** for sale/lease in Fullerton. Fee for service. Over 600K in collections. Call Rene (714) 809-9979.

**Upscale dental practice** 20+ years. Residential/Commercial area. Four operatories, small lab, high cash collections, 323/735-2203, mail@rmooreassociates.com.

**INCREASE OFFICE INCOME** Provide a Dental Board Approved Radiation Safety Program. I will help you apply. Call Mr. Golda at 626-941-4636 or 562-777-5913. [www.californiadentalacademy.com](http://www.californiadentalacademy.com).

**BEVERLY HILLS** General Practice for Sale, 1100 Square Feet, 4 Operatories (each has X-ray), Ground Floor Corner, Contact dentist@dslextreme.com.

**PRICED TO SELL** DOWNTOWN FRESNO MIX OF PPO, DENTICAL & PRIVATE. FOR DETAILS EMAIL [teeth1954@yahoo.com](mailto:teeth1954@yahoo.com).

**P&C chairs** "The chairman" CM and CH foot control operational."AIR DENT II" air abrasion unit. 916-685-4662 Dr. Ionescu.

**Anaheim Practice FSBO** 20+ yrs of goodwill, strip center location, great visibility. Priced to sell immediately. Contact (310) 666-3564.

**"We had 10 people sign up** We offered the class at \$2,995. We collected just under \$29,000 in one week! I plan on offering our next course for \$3,995. Learn more, visit [www.SchoolBuilderPlus.Com](http://www.SchoolBuilderPlus.Com) or call Larry (626) 941-4636 Chris (562) 777-5913 You won't regret it.

**FOR SALE/RENT/SHARE** LARGE OFFICE IN NORTH ORANGE COUNTY. PRIME LOCATION GOOD FOR MULTIPLE SPECIALISTS. (951)924-8266.

# The Qualifications you need... with the Flat Rates you want

## Credentials:

**Dartmouth College** (1981),  
Honors Program in Mathematics  
**USC Law School** (1984),  
top 20% graduate  
**US Tax Court** (1989)  
**Brokers License** (1998)  
Avvo Rated "**Superb**"

## Experience:

**25 year attorney,**  
**Practice Sale Specialist since 1992.**  
**50 DDS sales/purchases 100%**  
**personally completed in 2008.**



**Accessibility:** No appointment or retainer agreement is necessary to talk – just call! When you hire me, you work with me personally, not a paralegal or less experienced attorney. As I say in my ads: **“prompt and personalized service – guaranteed!”**

**Fee Structure:** I charge a flat rate for most of my services. Also, my “flat rate” services really ARE flat rate! No extra billing for exceeding a maximum number of hours – I even answer post-transaction contract questions!



*"Thank you for a fantastic job you did in helping my handle my practice transition, especially on such short notice. You were very professional, extremely timely and helped me achieve ownership of an incredible practice. I would highly recommend you to any dentist who needs legal counsel as someone who helps get the job done in a seamless manner. Although we did not even meet face to face, it was a pleasure to work with you."*

**David Buchan, DDS, San Clemente, CA**

**Visit my website: the new and improved TransDental.com!**

**Robert W. Olson, Jr., a Professional Corporation**  
**Attorney & Counselor at Law**

**831 State Street**  
**Santa Barbara, CA 93101**  
**www.transdental.com**

**Skype: RWOlsonJr**  
**Phone: 805.963.1120**  
**Email: RWO@transdental.com**

**DENTAL PRACTICE FOR SALE** GREATEST LOCATION - SAN GABRIEL, 6 YRS OLD, 9 OPS, 2700 SF, GENERAL & ANY SPECIALTY, CALL AGENT ANA CHANG (951)294-4791.

**used Baldor dust collector** works good \$195 OBO please call 3103903565.

**Oral Surgeon Wanted** Part-time position in the LAX area. Beautiful state-of-the art, well managed general practice. Excellent salary and benefits. Email: alex@smilefinders.org or fax (310)342-0202.

**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.

**Looking for a PRACTICE LOAN?** Our team members are experts in practice financing and take pride in providing our dentists with the highest level of personalized one-on-one service throughout and following your transition while offering the most attractive loan terms available in the industry. Call PPC LOAN at 800-456-2779 or email us at dental@ppcloan.com.

**Dental practice for sale** \$50,000. Lease hold improvement and all equipment. Ready for move in and start practicing. Chance to buy out condo before or after 3 yrs lease. Call Rina @ 310-539-4020.

**Endodontist needed** 1-2 days/month for office near Sacramento, CA. Email resume to bkdi2@hotmail.com or fax 9164043210.

**INCREASE OFFICE INCOME** Provide a Dental Board Approved Radiation Safety Program. I will help you apply. Call Mr. Golda at 626-941-4636 or 562-777-5913. www.californiadentalacademy.com.

**PROMA 2 HANDPIECE DELIVERY SYSTEM** + BELMONT LIGHT + MIDWEST FIBER OPTIC GOOD WORKING CONDITION. 15 YEARS OLD \$500.00 310-628-9744.

**Closing office** Need to sell all dental equipment. Most equipment is about 6 y/o. Please call with questions (909)618-3953.

**BELMONT CHAIR+ LIGHT+ PROMA 2** HANDPIECE DELIVERY SYSTEM 15 YEARS OLD. EXCELLENT WORKING CONDITION \$1500.00 MARINA DEL REY 310-628-9744.

**Murrieta Practice for Sale** 2000 sq ft. TI/Equipment only. 7 Plumbed operatories. 4 completely equipped. Busy Medical Building. See California Practice Sales Website for details. Rent Negotiable. Buyer can sublease.

**Bob Affleck and Main Street Bank** A face you trust and a bank with unique flexibility. Call Bob at 949-422-0846.

**"I enjoyed that (Xcel Seminars' speaker)** was not just a professor... but a down to earth clinician!" course attendee. See Comprehensive Clinical Skills Series insert or call 310-663-4055 for info.

## Your Trusted Source for Practice Financing



For more than 10 years, PPC LOAN has specialized in meeting the practice financing needs of California dentists.

You can count on us for:

- Personalized one-on-one service
- 100% financing plus working capital
- Low, fixed interest rates
- No prepayment penalties

Call us today to experience the PPC LOAN difference! (800) 456-2779

**PPCLOAN**<sup>TM</sup>  
ppcloan.com

**URGENT SALE** Kings County - Practice & Building available. Grossing \$800k; 415 pts/mo. Free standing building. 100% financing available. 888-277-6633. Agent.

**"LIVEWIRES ORTHODONTICS** is very easy to work with and are always there for us in a pinch (if we need a rush job, etc). Their turn around is very good." Luanne Sherrill-Lab Coordinator for Dr. Frank Bailey. Call LIVEWIRES for a free catalog at 330 793 9423.

**NICE 2 OP HIGH END EQUIPMENT ALL DIGITAL, BUSY STRIP MALL IN CENTRAL SIMI VALLEY, LOW LEASE, OPPORTUNITY TO EXPAND, \$180K OBO CONTACT SUSAN 626-233-4520.**

**"Wood and Delgado provide** incredibly prompt, five star service you only dream of in a law firm." Mark Weiser, D.D.S., Santa Barbara-See our ad on Pg. 2.

**SOUTHERN SAN DIEGO, CA** Motivated Seller! 4 op (3 equipped) GP located in a newly renovated building in a highly desirable area of the city. Collections in 2008 exceeded \$519,000. (Note: The dental practice suite to be purchased with the practice.) Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

**Finally a new patient finance program** that offers immediate approvals, all patients qualify, fixed low monthly fee (not a percentage) so you can keep your revenue. Call Healthcare Finance Direct today 877-874-3877.



# San Diego Practice Sales

- represents Sellers and Buyers
- exclusively in San Diego County
- more than 28 years of experience with the San Diego Dental Community

## PRACTICES FOR SALE —September, 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-CHULA VISTA-EASTLAKE – ORTHODONTIC** Practice established 2 years as satellite. GORGEOUS Office in Prof Bldg (several Gps in immed area) 5 treatment Ops, 1 private exam Op. Planmeca digital Pan-Ceph. Large windows with pleasant view. Once in a lifetime "turnkey" opportunity with existing cash flow!!

**TEMECULA-NEW LISTING!!** – Six year established **GENERAL** Practice comprised of Insurance, Cash and PPO patients. 25-30 new patients per month! Situated in close proximity to freeway, Mall and Old Town. Spacious 2400 sq. ft. Office with 8 Ops (4 equipped).

**SAN DIEGO-EL CAJON** – General Practice (which also does implants) available. 3 equipped Ops plus 1 plumbed in approx 2200 sq. ft. Freestanding building with signage. Collected 551K in 2008. Practice is offered for 460K. **BUILDING also FOR SALE** for 600K.

**SAN DIEGO-PACIFIC BEACH** – General Practice operated 2 days per week as second office. Collected approx 350K. 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-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!

**SAN DIEGO--UTC--NEW LISTING!!** TENANT IMPROVEMENTS Beautiful 2870 sq.ft. office is a turn-key to relocate your practice to University Towne Center. 7 Ops. Suitable for SpecialtyPractice and/or Group Practice. Offered for rapid sale at only 150K!!

for updates, please visit us at  
**WWW.SDPRACTICESALES.COM**

SAN DIEGO PRACTICE SALES can also assist you with  
*PRACTICE APPRAISALS, BUY-IN BUY-OUT TRANSACTIONS and LEASE NEGOTIATIONS.*

For More Information Call:

**Mike Hostler (760) 599-7828 Bob Fleming, D.D.S.**  
(voice mail)  
SERVICE — INTEGRITY



**LOOKING FOR NEW CONSTRUCTION?** TI BUILD? CALL NOW  
- 25 yrs Dental (Financing Available) Call 909-519-1451.

**Ever thought how expensive** a continuing education course is, when you take time away from patients to attend during a week day? PDS has applied clinical continuing education on Sundays. For more information call 1-866-4 CALL PDS or 1-866-422-5573.

**Anaheim Hills partnership for sale** \$450k, buyer to net \$18k-30k/month on projections. send cv to elitedentaladmin@gmail.com or fax 949-613-8334.

**"I've achieved success"** will be your morning mantra as you open the doorway into this fantastic dental practice in PALM DESERT. Located right on Hwy 111, this is the practice you always imagined, Cash flow profit around \$300k. 5 ops, 1400+ sf. (K-762) WPS 800-641-4179.

**FINANCING** of additional practice may not be accepted by every lender. Contact Professional Financing Inc. doctor@professionalfinancing.net, (323) 272-3543.

**Legal Tip: Buyers** What if you can't get insurance panel privileges for three months? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

**Unlike others who only "promise" results...**we GUARANTEE you 23 - 35 new patients every month! Visit www.AttractDentalPatients.com.

**Would you like have your Dental Trader** delivered to another address? Just complete the Subscribe/Change Address form at www.dentaltrader.com.

**SANTA CLARITA VALLEY** (11) op computerized G.P. (10) ops eq't'd 11th op plumbed. In a well known, prof. bldg. with great signage! Cash/Ins/PPO/HMO and small amount of Denti-Cal. Annual Gross Collect of \$1.6M+. Cap. Checks of \$13K-\$15K/mos. Can easily do \$2.5M+ annually by adding more hygiene, specialists, and advertising. Seller is retiring. D&M Practice Sales 818.591.1401 License # 01172430.

**SACRAMENTO COUNTY** Incredibly beautiful, thoughtfully designed, well appointed, fee-for-service General & Cosmetic practice. Approx. 2,800 active patients with approx. 30 new patients a month. 2007 GR \$1.8M+ with an adj. net of \$477K+; 2008 GR \$1.8MK+ with an adj. net of \$484K+. Asking \$875K. Contact Carroll & Company (650) 403-1010.

**Consolidate your debt** reduce your interest and payments. LCF offers cash-flow solutions and low interest rate loans. Call LCF Financial at 800 550 9228 or visit lcfinc.com.

**\$100,000 MORE PER YEAR** offering a dental assisting training program. We make it easy!!! No new patients. Full curriculum is provided. More information is available www.SchoolBuilderPlus.Com Larry (626) 941-4636 Chris (562) 777-5913.

**Irvine Dental Chairs/Office** share or sub-lease, reduce the initial expense as you build your practice. Call Dr. Noori 949-310-7337.

## I Discontinued My Ad!

*My advertisement generated three responses on the first day it was posted on the Dental Trader website. With the immediate success, I discontinued my ad before it appeared in the printed edition.*

—Dr. White

**Space for lease** or a dental office for sale in Culver City area, Please call 310-390-3566 ask for Shawn.

**Memory foam** ultraleather, massage systems. Are you relaxed yet? Superior Upholstery Company 888-548-7282 superiorupholstery.com.

**Ventura** Great opportunity. Two-operatories, fully-equipped. Only \$15K (no patients included). Nice professional bldg at 3400 Loma Vista #11. (805)701-1357.

**DENTAL OFFICE FOR RENT IN TORRANCE** If you are looking for a place to practice (Wednesday or Thursday) a week bring your own supplies. pls. Call Freddie 310-365-3583 for details.

**EVA #2 DIGITAL X-ray Sensor** (Retail: \$8,000) EZ USB Intra Oral Camera (Retail \$1,000) Both brand new: Sell: \$6,500. Call 800-273-5033.

**AVOID THE PITFALLS** OF FIRST TIME PRACTICE OWNERSHIP. CALL PHIL HOOVER AT BANK OF AMERICA. 1.415.655.9816.

**Dentx 810 basic processor** with brand new motor \$500. Call 310-390-3565.

**SOUTH LAKE TAHOE** For Sale General Dentistry Practice. 2007 Collections \$534K. Office 647 sq ft 3 ops. Practice present location for the past 26 years. Owner to retire. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

**Oral Surgeon** Board eligible O.S. Specialist needed for a group practice. 1 or 2 days a month. No HMO, no DentiCal. Palmdale, CA. Plz fax resume to 661-287-1592.

**Dental chairs with lights** and delivery units. 6 Adec priority and 2 belmont. New gray upholstery. \$3000 each. (928)302-0756.

**WEST SAN BERNARDINO COUNTY, CA** Price Reduction! Long established, 4 op GP located in a dental complex. Stand alone building. Collections in 2008 exceeded \$470,000. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

**24 Month 1.9% Interest Financing\***  
**10 Year Warranty**      **Made in USA**

**See This Equipment at CDA San Francisco Sept 11 - 13 Booth 113**

**Cash For Clunkers**  
**Get Rid of that Old Operatory**  
**and We will Give you**  
**\$500 Towards Any Operatory**

Ends Oct. 1, 2009  
 Terms and Conditions Apply

**New SuperFlow 10 Dry Vacuum**  
**\$3595**

2 HP Turbine Motors  
 Stainless Steel Tank  
 Wash Down System  
 Quiet and Reliable  
 Extremely Low Water Usage  
 In Stock & Ready for Installation

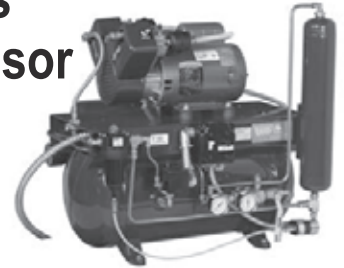


**USE YOUR**  
**\$500 CREDIT**



**NEW**  
**America Operatory**  
**\$4895**  
*Includes*  
*10 Year*  
*Warranty*

**New Oil Less**  
**Air Compressor**  
**with Dryer**  
**\$2995**



**Universal Operatory**

**\$5295**

AM3 Dental Chair  
 Radius Unit  
 Radius Asst Package  
 Radius Dental Light  
 Dental J - Box  
 10 Year Warranty

**USE YOUR**  
**\$500 CREDIT**



**Complete Dental Office**  
**\$21,978 / \$419<sup>pm\*OAC</sup>**

**2 Operatories w/Stools**  
**Dental X - ray**  
**X- ray Processor**  
**Autoclave Sterilizer**  
**Vacuum System**  
**Air Compressor w/Dryer**  
**( Delivery/Install INCLUDED )**

**Dansereau Dental**

*America's Dental Equipment Company Since 1961*

**250 E. Harrison Street, Corona CA 92879**

**Call (800) 423-5657**

**WWW.DHPDENTAL.COM**

**OAC Terms/Conditions Apply\***

**"... running the program is easy** Giving these courses is an excellent profit center for our office as well." Learn more, visit [www.SchoolBuilderPlus.Com](http://www.SchoolBuilderPlus.Com) or call Larry (626) 941-4636 Chris (562) 777-5913.

**Need Endodontists and Orthodontists** in our office. Great opportunity. Please call (559)246-1303 or email me at [Oralsurgery@hotmail.com](mailto:Oralsurgery@hotmail.com).

**Turnkey Torrance Dental Condo** for lease or sale. May carry financing. 1350 sq ft, plumbed for 5 ops (310)502-4619.

**LOOKING FOR SPECIALIST** to rent/lease space. Prime location in Redlands. I-10 frontage. State-of-Art. 6 ops- Large office. (909)307-6453.

**LOWER SACRAMENTO FOOTHILL COMMUNITY** With 1.5-day per week Owner and no marketing, practice grew in 2008 with 2009 continuing trend. Tracking \$1.1 Million. Full-time Owner could have made netted \$400,000+ in 2008. For complete details, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**ORTHODONTIST LOOKING TO PURCHASE** (or transition) ORTHO practice collecting at least \$400K annually with excellent reputation. (480) 650 7128 in strict confidence.

**When you call or email** an advertiser you found here in The Dental Trader, whether it's a dentist or a dental company... would you please tell them you found them in The Dental Trader?

**Completely plumbed oral surgery/multi-specialty office for lease in Tustin, CA. Beautiful location at 1076 E 1st St. 2539 square feet. See pictures and information at [www.tustinoffice4lease.com](http://www.tustinoffice4lease.com) or call (714) 606-9194.**

**The Bedvault® provides** safe/secure storage of firearms & other valuables in locked drawer storage system under your bed. Thieves won't notice or be able to access it in their "grab and run" raid on homes and children can't get to its contents. Allows quick access to your defense weapons in case of break-in. Protect yourself & your family with the affordable Bedvault. Call 360-336-5046.


**Endodontist available** with 10 years experience to come to your office and bring own equipment. LA/OC/SB email [myrootcanal65@yahoo.com](mailto:myrootcanal65@yahoo.com).

**Adec operatory package good** condition includes: Priority chair with dual & foot controls, Excellence delivery system, Adec light, Dr.'s & Assistant's stool. \$2500 Salinas (831) 442-0620.

**Excellent Dentist** looking 4 F/P time work 909/641 3424 Investors Partners needed for any commercial projects 909/641 3424.

**SAN FRANCISCO OFFICE SPACE TO SHARE** financial district 6 digital operatories. High visibility location Specialist/ GP share with GP 415 939 1770.

**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).



**I Shop!**

I shop in the Dental Trader regularly and have had success when advertising in it.

*Dr. Eric Eng, DDS*

**Dental Bibs** \$14.95, Cotton Rolls-\$7.95, 2x2 Sponges-\$19.95... Call PureLife Dental at 877-777-3303.

**Star X-ray Darkroom Lamp** \$45 OBO, for photo, email [fracfail@carmelplazadental.com](mailto:fracfail@carmelplazadental.com).

**FOR SALE** Perio Pro XRay Processor, Lumacool light w/ remote, Vacuform machine for trays/stents all three \$3,300. 714-257-9200.

**WANTED** post mounted light, prefer Pelton/Crane. 661-317-4774.

**Rinn Dentsply X-ray** Duplicator Model 72-1212. Well-maintained. \$175 OBO, for photo, email [fracfail@carmelplazadental.com](mailto:fracfail@carmelplazadental.com).

**SANTA BARBARA CITY AREA** GENERAL DENTIST WANTED. 1-2 days/wk (4-6 hrs/day), short/long term? CALL 805-965-8141 M-F 10-6 POSSIBLE BUY-IN.

**1 box Prophy-Jet Paste** spearmint flavored. 15 packets in box. \$50. Please contact [njydd620@yahoo.com](mailto:njydd620@yahoo.com).

**Air Techniques** AT2000 auto x-ray processor. Well-maintained, we went digital. \$2300 OBO, for photo, email [fracfail@carmelplazadental.com](mailto:fracfail@carmelplazadental.com).

**"LIVEWIRES ORTHODONTICS** produces exactly what is ordered." Dr. M. Squicquero, DDS. Give LIVEWIRES ORTHODONTICS a chance to impress you! Call 330 793 9423 for a free catalog.

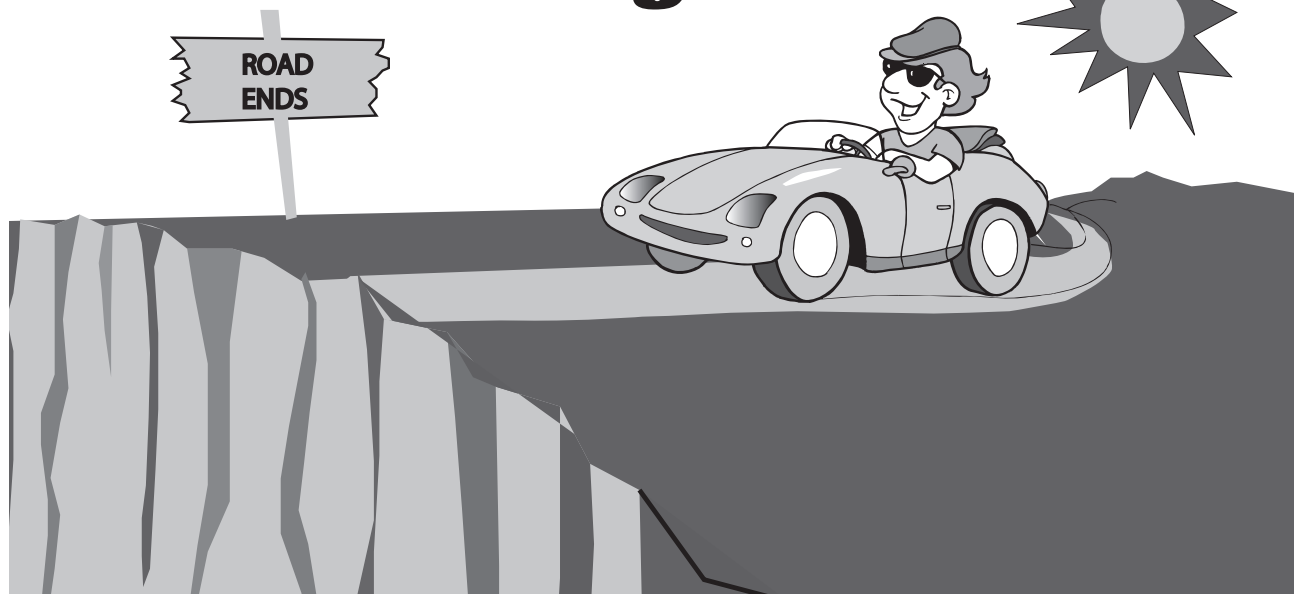
**Need a loan for** Practice purchase, start-up, expansion, or refinance. Call Professional Practice Capital at (800) 456-2779.

**Best offer on denture** oven/accessories, 3 bambauch assistant chairs and vita easyshade system. Call tony 760 324 4450.

**Waterlase laser for sale** barely used, or trade for a T-sacr, contact Lillian Barrera 530 701 7148.

**New Endo Handpiece & Accessories** for sale: Morita RootzII, DTC Motor, GTseriesX Obturator Oven, & Aspetico 8m Handpiece. \$2300- save \$900. [info4dr.e@sbcglobal.net](mailto:info4dr.e@sbcglobal.net).

# ***“Do You Know Where You Are Going?”***



## **Get Dozens of Additional New Patients Every Month By Spending Less Than 10 Minutes Per Week Even Thinking About Marketing, 100% Guaranteed...**

You would think that one of the most foolish things any traveler could do is begin a cross country road trip without consulting a map. Especially with things such as MapQuest, travelling is so easy. Punch in the address, click “get directions” and poof...here’s your map.

It’s not that easy to obtain the “perfect map” to attract a consistent flow of new dental patients, is it? But there is a lesson here...**YOU NEED A MAP.** If you don’t have one, consider yourself lost or about to be lost. But where and how do you find a new patient map?

Many Dentists know “where” they want to go but instead of consulting a map, they “aim”. Like going from New Jersey to California and instead of following a map, they simply “aim” west. They “aim” toward their goal instead of mapping a route that has been proven to get them there in the most efficient, productive and profitable way possible.

**Want to see the Ultimate Patient Attraction Map? Watch this Free Video here:  
[www.AttractDentalPatients.com](http://www.AttractDentalPatients.com)**

Not only do you get a virtual new patient map, but all the “driving” is done for you. You get over 21 no work patient attraction systems that get you new Cosmetic, General, Referral (and all types of) patients every month on autopilot without you doing any marketing work. Stop wasting time “aiming”. It’s time to get serious and chart your course. When you do, you’ll avoid the closed roads, the detours and the mishaps that keep many Dentists from ever arriving at their destination. Some even end up turning around out of frustration. Don’t let this be you.

To your success,  
Pat Necerato  
[AttractDentalPatients.com](http://AttractDentalPatients.com)

**[www.AttractDentalPatients.com](http://www.AttractDentalPatients.com)  
or call Toll-Free, 24 Hours: 1-888-719-3892**

**I WANT TO PURCHASE A DENTAL OFFICE** in Hispanic area, min. 4 ops, good location. E-mail: lilianac170@hotmail.com or call 805-418-7228.

**Attendees say** Xcel Seminars give "good solid information that can be used to treat patients." See Comprehensive Clinical Skills Series insert and learn new treatment techniques!

**EFFICIENT SOCIAL GP PRACTICE FOR SALE** 3 OPS, 1200 FT, DIGITAL, MODERN, FFS, in Yucaipa, CA (909)528-5160.

**RDA w/exp in insurance/financial** seeking practices in need of account resolution (claims/pt accounts) on part-time-temp basis. RDA.AccountResolution@yahoo.com.

**used vulcan** 3-130 porcelain oven works good \$350 OBO please call 3103903565.

**Gardena Front Desk Needed. New office, 3 to 4 days/week. Friendly, Energetic & HMO Experience Preferred. Phone 562-864-1011 Fax 562-484-0198.**

**PRACTICE FOR SALE** Lancaster - Established 28 years. Great location near a hospital, in a medical community. Grossed \$664k+ in '08. 888-277-6633. Agent.

**Front person/dental assistant needed** for an office in palm desert area. please call 818-4374666.

**PRACTICE FOR SALE** Temecula- 6 year established GP. 8 Plumbed Ops (4 equipped) in 2400 sq.ft. 25+ new pts. Per month!! SDPS: 760-599-7828.

**PROMA DELIVERY** (TWO HANDPIECES) SYSTEM W/ ASSISTANTS ARM, BELMONT POST LIGHT, MIDWEST FIBEROPTIC \$750.00 MARINA-DEL-REY DR. NOLAN 310-628-9744.

**Change your Behavior** dental kits that include Premium Toothbrush, Toothpaste, Floss and Bag starting at 89¢. Dental Elite 888.228.7706/dentalelite.com (See flier in this edition).

**"We just started our second class today** we have twenty students!" Learn more, visit [www.SchoolBuilderPlus.Com](http://www.SchoolBuilderPlus.Com) or call Larry (626) 941-4636 Chris (562) 777-5913 You won't regret it.

**Professional Practice Financing** Financing up to 100%. Terms up to 20 years. Main Street Bank. Call Bob Affleck at 949-422-0846.

**SELLING DENTAL EQUIPMENT** SANTA BARBARA. 2-3 units & stools (good condition), compressor (large, oil-less/two-head). X-ray chair, cabinets, chairs, shelves. OFFER-CALL 805-901-4610.

**Anaheim Hills partnership for sale** \$450k, buyer to net \$18k-30k/month on projections. send cv to [elitedentaladmin@gmail.com](mailto:elitedentaladmin@gmail.com) or fax 949-613-8334.

**Endodontist needed** for El Cajon office to treat HMO and PPO patients. Please call Amy or Yvonne at 619-444-3127.

**Black Marble Tooth Sculpture** Created by reknown sculptress, Joanne Duby. \$2750. See <http://foremypics.photoshop.com>; Contact: [minxx@roadrunner.com](mailto:minxx@roadrunner.com); (805) 642-6613.

**SAN FRANCISCO DENTAL PRACTICE** 4 SALE FFS/2 OPS & 1 PLUMBED/EST 4 YRS/ REV \$300 ASKING \$240. CONTACT: [sfdentist2009@yahoo.com](mailto:sfdentist2009@yahoo.com).

**Los Angeles-Bakersfield-Fresno** Experienced Dentist seeking job as a Dentist/Hygienist, willing to relocate. [dentist\\_hygienist@yahoo.com](mailto:dentist_hygienist@yahoo.com) (818)590-8220.

**Work and Practice** in the Beautiful Collegiate Community of Davis, CA! Highly efficient FFS 1200sf, 3 op office. Close to Hospital & Medical Complex. Real Estate also available! Practice: \$275k / Property: \$300k (E-763) WPS 800-641-4179.

**Periodontist** Join established group practice with 10 yrs. established peri program, and 3D technology. [mysmilemakeover@aol.com](mailto:mysmilemakeover@aol.com).

**La Habra GP for sale** 2008 collections 550K plus, R.E. also available. Serious inquiries only. 5625334931 after 6.

**Absentee owner** Torrance shopping center. 5 ops., Gross \$400k. Open 3 days a week. Lots room to growth. 818-642-1925.

## Advertising Tips for Doctors

*Make your advertising more effective, follow these simple tips!*

- 1. Don't start your ad** with "For Sale;" instead, begin it with the item you are selling. Example: **HEMET GP PRACTICE** for sale.
- 2. Avoid using only an email address** for contact, using a phone number increases response dramatically. Sending email takes too much time & effort.
- 3. Don't repeat the same ad** over & over...it is better to change it or, if running multiple ads in a single issue, avoid repeating them. Doctors dislike redundancies (they tell us this all the time).
- 4. Use spell check** and check your contact info to make sure it's right. Many ads are submitted online w/ typos, incorrect phone numbers or lack contact information completely.
- 5. Follow the guidelines** on our tutorial when submitting ads online. If you wish to run an ad more than once, please use the Commercial Reader Ad Form and pay for the redundant ads. It is Dental Trader policy to delete redundant free reader ads. You may run one free reader per need/item per month (up to 20 words). **Habitual violators get banned.**
- 6. Select the appropriate area for your ad.** If you are seeking part time staff in Los Angeles, don't submit the ad for our Northern Calif. edition. Many doctors do this. Just because you can advertise statewide doesn't mean you should.
- 7. Be exact in your language.** It is difficult to understand a vague ad. Example of a bad ad: **DA for busy downtown practice** Call 555.123.4567. Example of a good ad: **DA SOUGHT** for downtown LA practice. Call 555.123.4567.
- 8. Paint a mental picture.** Be descriptive. Example of a bad ad: **PRACTICE FOR SALE** LA grosses 250K/yr, sell for \$180K. Call 555.123.4567. Example of a good ad: **STUNNING LOS ANGELES GP PRACTICE** in new medical bldg for sale. 3 ops w/ amazing views of city. Grossing 250K on 3 day work week, room for growth/expansion. Recently redecorated, equipment looks new. Call 555.123.4567.

For additional help with your advertising call us at 877 888 4237

**The Dental Trader**

# HENRY SCHEIN®

## PROFESSIONAL PRACTICE TRANSITIONS



## “DENTAL PRACTICE BROKERAGE”

### Making your transition a reality.

More information is available on our website regarding practices listed in other states, articles, upcoming seminars and more.

For more information regarding the listings below:

VISIT OUR WEBSITE AT:  
[WWW.PPTSALES.COM](http://WWW.PPTSALES.COM)  
 (Practice Opportunities)

Practice Sales • Mergers  
 Partnerships • Appraisals  
 Patient Record Sales

CDA FALL 2009  
 Henry Schein PPT Inc.  
 Booth #920

- **ALTURAS:** 2,200 sq. ft. 3ops. Practice and Building GR \$611K #14279
- **AUBURN:** O.S. Practice. GR \$1.2 MIL Avail for Immed-Sale Owner Deceased
- **BAKERSFIELD:** 2,200 sq. ft. 7 ops GR \$1,916,000 #14290
- **FRESNO AREA:** 5,148 sq. ft. 9 ops GR \$1,897,000 #14283
- **FRESNO:** IV Sedation Practice 1,500 sq. ft. 5 ops GR \$1,058,000 #14250
- **FRESNO:** Office Space only & some Equip. Very nice. Good location. Take over lease. #14292
- **GRASS VALLEY:** 1,500 sq. ft., 4 ops GR \$714K #14272
- **I-80 CORRIDOR:** 1,100 sq. ft. 3 ops GR \$135K #14265
- **MADERA:** 1,650 sq. ft. 3 ops GR \$449K #14629
- **MODESTO:** 3,580 sq. ft. 12 ops GR \$1,097,000 #14289
- **NO. CA WINE COUNTRY:** Endodontic Practice, 2008 GR \$958K 4 operatories 1500 sq. ft.
- **OROVILLE:** 1,000 sq. ft. 3 ops GR \$311K #14178
- **PORTERVILLE:** 2,000 sq. ft. 6 ops One of two partners is retiring. GR \$2,289,000 #14291
- **RED BLUFF:** 3,500 sq. ft. 8 ops GR \$1,006,096 #14252
- **REDDING:** For Sale-Owner looking for Assoc. trans. into Partnership w/Buy-Out. '08 GR \$1 Million dollars income \$436K. 5.5 days hygiene, 2,200 sq. ft.
- **RENO:** FOR IMMEDIATE SALE-General Dentistry Practice. 2 ops, 17 yrs. present location '07 GR \$763K with adj. net of \$263K w/65% overhead. Bldg. also for sale. Owner deceased.
- **SACRAMENTO:** Patient Record Sale Approx. 245 active patients
- **SAN FRANCISCO:** Financial District 4 ops, 1,500 sq. ft. MERGER - Buyer needs to bring in Pt. base #14288
- **SAN JOSE:** Office space only & equipment. Fully equipped. New lease is available from landlord. Near Monterey Hwy. #14295
- **SAN MARINO:** 2,200 sq. ft. 6 ops, free standing building w/ample parking GR \$762K #14294
- **SUNNYVALE HMO PPO:** 1,150 sq. ft. 3 ops GR \$271K
- **SOUTH LAKE TAHOE:** 647 sq. ft. 3 ops GR \$534K #14277
- **THOUSAND OAKS:** 1950 sq. ft. 3 ops GR \$657 #14275
- **YUBA CITY/MARYSVILLE:** 1,800 sq. ft. 5 ops GR \$520K #14273

### 2009 SEMINAR SERIES

#### Practice Sales in Today's Economy

Learn all aspects of transitioning your practice in this economy and how to maximize the return on your investment today and in the future.

**FRIDAY, APRIL 17**

Novato - Stone Creek Golf Club

\* **FRIDAY, APRIL 24**

San Francisco - Hyatt Union Sq.

**FRIDAY, MAY 1**

San Jose - Double Tree Hotel

**FRIDAY, MAY 29**

Davis - El Macero Country Club

**FRIDAY, JUNE 12**

Monterey - Hilton Garden Inn

\* **FRIDAY, JUNE 19**

Fresno - Univision Ex. Board Room

\* **FRIDAY, JUNE 26**

Roseville - Granite Bay Golf Club

**FRIDAY, JULY 17**

Modesto - Double Tree Hotel

\* **FRIDAY, JULY 31**

Anaheim - Anaheim Hilton

**FRIDAY, AUGUST 7**

Folsom - Marriott Courtyard

**FRIDAY, SEPTEMBER 18**

Carlsbad - Sheraton

**FRIDAY, SEPTEMBER 25**

Universal City - Hilton

**FRIDAY, OCTOBER 2**

San Luis Obispo - Embassy Suites

**FRIDAY, OCTOBER 9**

Burbank - Hilton Los Angeles/Glendale

\* ALL DAY SEMINARS INCLUDE LUNCH

CALIFORNIA / NEVADA REGIONAL OFFICE

#### HENRY SCHEIN PPT INC.

California Regional Corporate Office

#### DR. DENNIS HOOVER, Broker

Office: (800) 519-3458 Office (209) 545-2491

Fax (209) 545-0824 Email: [dennis.hoover@henryschein.com](mailto:dennis.hoover@henryschein.com)

5831 Stoddard Road, Ste.808 Modesto, CA 95356

#### Henry Schein PPT Inc., Real Estate Agents

and Transitions Consultants

Dr. Tom Wagner (916) 812-3255 N. Calif. Mario Molina (323) 974-4592 S. Calif.

Hallie Johnson (209) 545-2491 N. Calif.

**Incredible O.C. opportunity** Doctor wants young dentist to energize the practice. Six ops in practice that grosses \$800+K/yr. Some updating is needed, but patients, staff, and cash flow can help turn practice into a premier practice quickly! Be an entrepreneur - freshen up the look of the office or upgrade to digital and see this practice go to seven figures, easily! Call AFTCO at 800-232-3826.

**\$100,000 MORE PER YEAR** offering a dental assisting training program. We make it easy!!! No new patients. Full curriculum is provided. More information is available [www.SchoolBuilderPlus.Com](http://www.SchoolBuilderPlus.Com) Larry (626) 941-4636 Chris (562) 777-5913.

**SAN FERNANDO VALLEY, CA** Spacious, 2,600 sq. ft., 4 op, family oriented GP. Located on a main boulevard with easy access to 3 freeways. Recent annual collections over \$580,000. Practice Transition Partners, (888) 789-1085, [www.practicetransitions.com](http://www.practicetransitions.com).

**X-Ray Machine** Panoramic Corp PC1000/Laser1000 Pano/Ceph Combo, Perfect Condition, 5 years old, Must Sell, \$3000, 916-939-2330.

**At PPC LOAN** understanding your business is our business. Work with an experienced dental lender that you can trust will put your best interests first, call PPC LOAN at 800-456-2779 or email us at [dental@ppcloan.com](mailto:dental@ppcloan.com).

**Provide a Dental Home for Children** Pediatric Dentist will see them and provide comprehensive treatment in your office. (818)883-1383.

**DENTAL LAB Space for Rent** Located above GP practice in Palm Springs Area. 450 sq ft. utilities included. \$1,150/mo. Call 215-873-3253.

**REMODELING** STARTING OR PURCHASING A PRACTICE. BEFORE YOU SIGN ANYTHING TALK WITH YOUR LOCAL BANK OF AMERICA HEALTHCARE EXPERT. 1.800.360.0667.

**"LIVEWIRES ORTHODONTICS**...excellent quality of work, excellent communication with doctor, prompt delivery of appliances and study models. No weaknesses!" Dr. David Pavlick, DMD. Call LIVEWIRES for a free catalog at 330 793 9423.

**SAFEGUARD YOUR DATA!** When was the last time you tried to restore your back up to make sure it works or reviewed your back up protocol? Call Practical Dental Solutions today 888.866.9875 for your complimentary back up protocol assessment.

**FRESNO** Computerized GP from retiring dentist, 4 op good location in Main Ave. Digital x-rays. Insurances PPO and cash based. 2008 collection approx \$250K 2 days/week. Sale includes building w/parking lot. (559)443-9047 [smithusa50@hotmail.com](mailto:smithusa50@hotmail.com).

**FOR SALE** CEREC 3D Almost new. Barely used but maintained and upgraded by Patterson Dental continuously. 619-656-4343.

“MY  
FIRST  
TIME”

*This is the first time I've used The Dental Trader Online Ad board. I was pleasantly surprised to have several contacts within the first week. So I am very happy with the results obtained by using The Dental Trader.*  
*Thanks again!*

Dr. R.P., DDS

**Attn 2009 CDA Convention** (San Francisco) attendees - I will be at the CDA on Saturday, Sep. 12th. If you have questions about dental practice transitions, incorporation, leases, association agreements or estate planning, please call me at the Convention on my cell phone: 805.895.1120. I look forward to seeing you! Attorney Robert W. Olson Jr., [www.transdental.com](http://www.transdental.com).

**Can't afford \$70k Windows Admin? Telestial can help with Windows Cisco Networks. On-Site and Remote. 310.220.5200.**

**PRACTICE FOR SALE** PALM SPRINGS 1300 SQ FT 4 OPS, DIGITAL X RAYS. CALL 909 641 5550.

**General Dentist available FT or PT** in all California cities. Recently Graduated. Obtained California license and liability insurance. (818) 297 6645 [arashrafail@yahoo.com](mailto:arashrafail@yahoo.com).

**Instrument sterilisation** cassettes for sale. small, medium, large sizes. Please call 408-718-4784.

**DENTAL OFFICE FOR SALE** IN GARDEN GROVE GREAT LOCATION, LOW RENT, CALL 562-242-8212.

**"... everything went well** and we are looking forward to many more successful classes." Learn more, visit [www.SchoolBuilderPlus.Com](http://www.SchoolBuilderPlus.Com) or call Larry (626) 941-4636 Chris (562) 777-5913 You won't regret it.

**Hundreds of new patients** will pour thru your door regardless what the economy is doing... GUARANTEED! Visit [www.AttractDentalPatients.com](http://www.AttractDentalPatients.com).

**ANAHEIM** (3) op computerized G.P. for sale. Low overhead office. Cash/Ins/PPO/Denti-Cal patient base. Annual Gross Collections exceed \$260K on p.t. schedule. D&M Practice Sales 818.591.1401 License # 01172430.

**CALIFORNIA'S LAKE TAHOE** Move out of "fast lane!" Big City Practice in Tahoe Paradise. 2009 tracking \$950,000+ with Profits of \$500,000. Attractive facility. For complete details, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**DENTAL PRACTICE & REAL ESTATE** 4 OP FRESNO computerized, good location, good income, dentist go to retired (559)443-9047 [smithusa50@hotmail.com](mailto:smithusa50@hotmail.com).

# Relentless Pursuit of Perfect Alignment!

**A 10% Discount on your first Hawley Retainer order (new customers only). This includes one set of clasps, labial bow and basic colors.**

Diagnostic Study Models  
Space Regainers/Maintainers  
Habit Appliance  
Expansion/Arch Development  
Holding Appliances  
Herbst  
Bionator  
Twin Block  
Removables  
Splints  
Mouthguards  
Accessories

Ask about our large selection of decals



## LiveWires Orthodontics

Call for Catalog

904 S. Hazelwood Ave.  
Youngstown, Ohio 44509

Phone: 330-793-9423

**EZ 2000 Software** 2008 version. Never installed. Will support up to 10 users. Paid \$3,000 sell \$1,000. 916-776-1235.

**FINANCING for PRACTICE ACQUISITION** must not be a luxury. Contact Professional Financing Inc. doctor@professionalfinancing.net, (323) 272-3543.

**BELMONT TWO HANDPIECE DELIVERY SYSTEM** & ASSISTANT TELOSOPING ARM, BELMONT LIGHT, MIDWEST FIBEROPTIC \$975.00 PLAYA-DEL-REY 310-628-9744 DR. NOLAN.

**Garden Grove dental office** for sale, great location, price to sell. call 562-242-8212.

**Orthodontist.** Tarzana. Fridays. Established 10 yrs. Full RDA staff. fixed salary against percentage+start, and finish bonus. Mysmilemakeover@aol.com.

**"Trust and reputation** Best at what they do." Dr. Bruce and Judy Goldman, Chula Vista, California-See our ad on Pg. 2.

**DA/RDA NEEDED** HIGH-TECH, PAPERLESS OFFICE, NORTH OC. PERSONABLE, TEAM-WORK ORIENTED, GREAT WORK ENVIRONMENT. FAX: (562)865-3999.

**In times of economic turmoil...**The Dental Trader is your friend. Mailed to you free, created to save you money. Place your free ad at [www.dentaltrader.com](http://www.dentaltrader.com) today.



**DENTAL OFFICE FOR RENT IN TORRANCE** If you are looking for a place to practice wednesday or thursday a week you can bring your own supplies. pls. call 310-365-3583 ask for Freddie.

**Replacement upholstery kits** for chairs and stools. Give us a call, we make it simple. Superior Upholstery Company 888-548-7282 superiorupholstery.com.

**No need to miss work** to attend continuing education courses. PDS has applied clinical continuing education on Sundays. For more information call 1-866-4 CALL PDS or 1-866-422-5573.

**Prophy Angles** \$109.95/500, Face Masks -\$3.95 (Buy 8 Get 2 Free)...Call PureLife Dental at 877-777-3303.

**Need New Dental Equipment Financing?** Get a quick approval! LCF offers cash-flow solutions and low interest rate loans. Call LCF Financial at 800 550 9228 or visit lcffin.com.

**IMPLANTS-IN-HOUSE** Have IMPLANT Patients? STOP referring patients and PROFITS out! DDS with formal post-grad training in all aspects of Implant Dentistry will place implants in YOUR OFFICE. I bring my own equipment. Clean, Gentle & Caring. 310-993-4474.

**OFFICE SPACE** to Share with GP in Palm Springs Area. 9ops,alldigital. Great for Specialists or P/T GP. 215-873-3253.

**one shufu** & Hanna Artic w/case for sale. 818-4587515.

**X-Ray Developer for sale** Gendex GXP closed chemical system. Processes all film sizes. Very clean, \$2500. Please call (408)997-9027.

**SAN JOSE: For Sale** Fully built out 3 op excellent equip only \$85,000. Includes pano, fully equipped treatment rooms, lab, sterilization, waiting room flat screen TV etc. Located large shopping center on the Monterey Hwy. Owner purchased her own bldg moving. Opportunity start up/satellite practice. New lease available from landlord. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

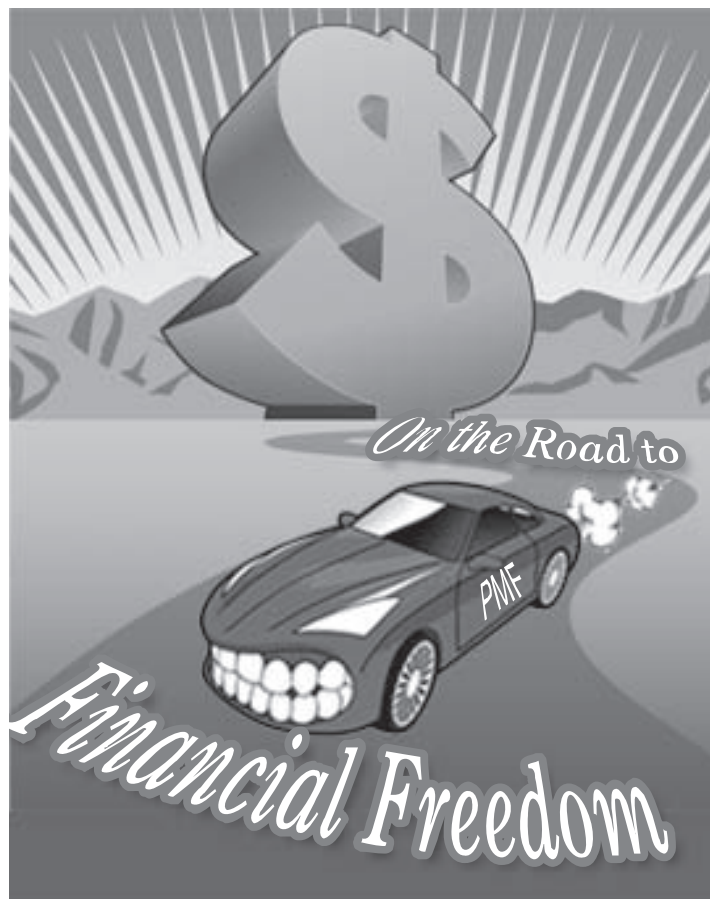
**SAVE MONEY...** DRY VACUUMS \$3,395.00 "NEW" Call 909-519-1451.

**DENTAL & MEDICAL OFFICE FOR LEASE** 4 ops 1500 sq ample parking, prime location Bear Creek area in Merced CA. Contact 209-723-3221 sueintawan@gmail.com.

**Assistant chairs for sale** 2 assistant chairs never used very clean. Dark pink. \$150 each. please call (408)997-9027.

**Murrieta Practice for Sale** 2000 sq ft. TI/Equipment only. 7 Plumbed operatories. 4 completely equipped. Busy Medical Building. See California Practice Sales Website for details. Rent Negotiable. Buyer can sublease.

**Sex sells** when buying a sports car, but common sense wins when purchasing dental supplies - Dental Kits starting at 89¢. Dental Elite 888.228.7706/dentalelite.com (See flier in this edition).



## Accelerated Approvals

### Practice Finance Division

- Acquisitions
- Debt Consolidations
- Equipment
- Expansion / Relocation
- Real Estate
- Start up
- Working Capital



## Easy Road to Retirement

### Practice Sales Division

- 30 years of experience
- Free Consultation
- Free Advertising
- Nationwide Services
- Confidentiality Maintained
- Pre-Qualified Buyers



**888-277-6633**  
**promed-financial.com**

**For Sell** Porter MXR N2O Flowmeter with Clean Air scavaging unit 559 625-5229 or happydds60@al.com.

**Pomona** Selling equipment and patient charts with or without leasehold improvements. Owner relocating and motivated. Will entertain all offers. 909-618-3953.

**Dental Corporation for sale** in Bakersfield, collecting over 1.7 million 2008, serious buyers only, call 661-220-0165 for details.

**PRACTICE FOR SALE** Dental office with 3 operatories in busy shopping center in Irvine for sale (949)400-4677.

**Finally, a Comprehensive Clinical Skills Series** giving practical information at a great price! See Xcel Seminars insert or call 310-663-4055 for info.

**MY DENTIST** SCHOOL FOR DENTAL ASSISTANTS OFFERS APPROVED CERTIFIED PIT AND FISSURE SEALANTS, X-RAY LICENSE AND CORONAL POLISHING COURSES. (323) 582-1999 / (323) 582-2595.

**Electrosurgery Unit** Latest Bipolar technology by Bident. Barely used. Includes variety of tips. \$2,000 (half price). 949-380-0315.

**Need a fresh start** to grow your practice? Debt consolidation and practice refinance can free up your cash flow. Call Bob Affleck at 949-422-0846.

**X-ray chair almost new** \$450, panomachine panclipse \$3000. Call 310-390-3565.

**used sand blaster** \$350 OBO please call 3103903565.

**I am a USC grad** seeking an associate position. Available weekends, weekdays, evenings. Can Relocate. Email me for resume madelenablasucci@yahoo.com.

**Office space to share** in Santa Barbara. I am only there 2 1/2 days a week. 805-403-1216 prefer specialist.

**ANESTHESIOLOGISTS STOP THE SCREAMING!** In-office sedation services by experienced M.D. anesthesiologist-pedo/adults -Medi-Cal and most medical insurances pay for children less than seven-introduce this valuable service into your practice-Call now 800-853-4819 info@propofolmd.com.

**Anaheim Hills partnership for sale** \$450k, buyer to net \$18k-30k/month on projections. send cv to elitedentaladmin@gmail.com or fax 949-613-8334.

**Daylight loader for Velopex** Vita shade machine, Nova HighQ 200w illuminators w/headlight. Plastic water bottles. 805 386-3199. charles.scholler@att.net.

**NEED WORKING CAPITAL** Has the economy cut your bottom line? Easy App. Quick. ProMed Financial, Inc. 888-277-6633.

# PROFESSIONAL PRACTICE FINANCING

**PRACTICE ACQUISITIONS & MERGERS**

**EQUIPMENT PURCHASES**

**LEASEHOLD IMPROVEMENTS**

**REFINANCE & DEBT CONSOLIDATION**

*(Including Revolving Debt)*

**RETIREMENT PLANNING LOANS**

**TERMS UP TO 20 YEARS**

**UP TO 100% FINANCING**

*(Including Working Capital)*

subject to credit approval, terms & conditions apply

**FOR YOUR CUSTOMIZED FINANCE SOLUTIONS**



**BOB AFFLECK**  
949-422-0846  
Regional Sales Mgr.  
for California

**DIRECT LENDER**

**PRIVATELY OWNED**

**FOUNDED 1984**

**MAIN  
STREET  
BANK**

KINGWOOD ★ TEXAS

**COME SEE US AT CDA NORTH, BOOTH #463**

**AMERICA'S SMALL BUSINESS BANK**

[www.msbanktx.com](http://www.msbanktx.com)





## WESTERN PRACTICE SALES

John M. Cahill Associates

### What separates us from other brokerage firms?

As dentists and business professionals, we understand the unique aspects of dental practice sales and offer more practical knowledge than any other brokerage firm. We bring a critical inside perspective to the table when dealing with buyers and sellers by understanding the different complexities, personalities, strengths and weaknesses of one practice over another.

*We offer unsurpassed exposure - Marketing your practice in all of the major journals, including Dental Economics.*

As the only brokerage firm that represents sellers and locates buyers throughout California, Nevada and Arizona, Western Practice Sales/John M. Cahill Associates not only offers personalized service, superior credentials, combined resources, data base and networking power but also experience, expertise and exposure that is unsurpassed in the industry today.

**"Owned by Dentists, Serving Dentists"**

Edmond P. Cahill Frank X. Farry, MBA Timothy G. Giroux, DDS Jon B. Noble, MBA John M. Cahill, MBA

# 800.641.4179

[westernpracticesales.com](http://westernpracticesales.com)

**Afghanistan Dental Relief Project** needs surgical instruments, cavitrons, non-electric dental chairs, lab eqpt, supplies, small eqpt. Santa Barbara, 805-963-2329.

**COMPLETE DIGITAL SYSTEM** Brand New: Intra Oral Camera, Digital X-ray Sensor, Dell Dual Core Duo Computer, 2 GB Ram, 250 GB HD, 20" Dell Flat Widescreen Monitor, Practice Mgmt Software, Mobile Wood Cart on wheels: ALL FOR \$7,495. Call 800-273-5033.

**PRACTICE FOR SALE** San Diego CHULA VISTA (Eastlake) ORTHODONTIC Practice 2 yrs NEW. Stunning Office. 6 Ops SDPS: 760-599-7828.

**EQUIPPED OFFICE AVAILABLE** FOR DAILY/WEEKLY/MONTHLY RENT/LEASE IN BEAUTIFUL DOWNTOWN BURBANK! Call Steve or Dina @ 818-557-0996 for details.

**Sacramento Dental Practice Now Available** This Highly esteemed FFS practice offers 1100 sf and 5 fully equipped ops in Dental Prof Bldg. Just Beautifully remodeled with upscale sophisticated décor. \$795k (E-795) WPS 800-641-4179.

**Need dental equipment** delivery system, chair, x-ray and processor, curing-light, and more etc. pictures/list [luck7773@yahoo.com](mailto:luck7773@yahoo.com) or 818 352-7207.

**ZOOM 1 LIGHT & STAND WANTED** ready to sell? email me [bracesonthego@aol.com](mailto:bracesonthego@aol.com).

**Save your Practice Thousands of \$\$\$** per year, Premium Dental Kits starting at as little as 89¢. Dental Elite 888.228.7706/ [dentalelite.com](http://dentalelite.com) (See flier in this edition).

**"If you do not do this** you will regret it forever." Learn more, visit [www.SchoolBuilderPlus.Com](http://www.SchoolBuilderPlus.Com) or call Larry (626) 941-4636 Chris (562) 777-5913.

**BEVERLY HILLS** Beautiful Modern Centerally Located Fully Equipped Three Operatory Office for Sublease. Free Validated Parking. Ryan (310)962-0670.

**Legal Tip** Can your attorney value a dental practice? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**Oral Surgery office for lease** in Bakersfield, xn't location, call 661-204-8334.

**GENERAL PRACTICE FOR SALE** LANCASTER, CA, 93534: 5 OPS. IN A PROFESSIONAL BLDG. ESTABLISHED 30+ YEARS, 1ST FLOOR, 2000 Sq. Ft., INS. + CASH ONLY, GROSS 400+ K, ASKING \$325K, SELLER MOTIVATED, CALL 818-554-5629.

**X-ray View boxes for sale** 2 available. \$25 each. please call (408)997-9027.

**Dental Office for sale** in Santa Maria. 2008 collect 612K. No Hmos or dental. Four ops, three equipped. email [santamariadds@gmail.com](mailto:santamariadds@gmail.com).



**PRESENTS**

The Art and Science of Dentistry

San Francisco, September 10-13, 2009

Visit [cda.org/sf09](http://cda.org/sf09) for details

**New fully furnished Dental Office** with 3 operatories and X-Ray. Great Location, 1000 sq feet. For Rent, MUST SEE! CALL: (909-798-7100).

**MISSION HILLS** 5 op turnkey office for sale. 4 ops eq't'd 5th op plumbed. A-Dec equipt, pano & plumbed for central nitrous. Includes T. I. \$'s to freshen up the office. Priced less than build out and equipt replacement costs. D&M Practice Sales 818.591.1401 License # 01172430.

**WEST SFV PRIVATE STATE OF THE ART PRACTICE-4-SALE.** 3-OPS, 1200 SF, DIGITAL X-RAYS, INTRAORAL CAMERA. SELLER RELOCATING. PROJ. 2009-\$750k. latinadds@gmail.com.

**ENDODONTIST AVAILABLE** to see patients in your office. Reliable, friendly and efficient. Will bring all equipment/supplies. Call (310) MAZ-ENDO.

**SOLANO COUNTY, CA** Well established, 4 op, (3 equipped and 1 plumbed/unequipped) GP with strong patient base. Collections exceed \$360,000 per year. Practice Transition Partners, (888) 789-1085, www.practicetransitions.com.

**"I have used LIVEWIRES ORTHODONTICS** for 8 years, they are friendly, cooperative and always make it specific to my patient's needs. I couldn't be more satisfied." Dr. S. Sethi, DMD. Give LIVEWIRES a call to request a free catalog at 330 793 9423.

# Full Service Collections

Improve your cash flow and increase your bottom line.

Saves your valuable time and resources.

No Collection = No Charge.

Sensitive to the Doctor - Patient Relationship.

## We feature:

- **Commission Fee Only.**
- **Free Credit Bureau Reporting.**
- **Spanish Speaking Collectors.**
- **Full skip tracing and legal department.**
- **Comprehensive month end and on demand reports.**
- **Friendly experienced staff**

## DCC, Inc.

269 S Beverly Dr - Suite 439  
Beverly Hills, CA 90212



**Direct Credit  
Control, Inc.**

Dental Collection Specialists

[www.DirectCreditControl.com](http://www.DirectCreditControl.com)

**Tel (888) 860-2950**

# Make New Friends - Save Money JOIN US! PUNJABI DENTAL SOCIETY

AN AWARD WINNER MULTI-ETHNIC INTERNATIONAL ORGANIZATION  
PROMOTING EXCELLENCE IN DENTAL EDUCATION.



**FREE** Continuing Education Units to Dental Students and Retired Dentists.  
Approved by Workman Compensation Insurance Rating Bureau for  
Group Discount. **SAVE 8% to 33% on Workman Compensation Insurance.**

Provides 56  
Units/year of  
Continuing Education  
in Applied Clinical  
Dentistry on Sundays.



Member Discount  
on Financing of Dental  
Practice, Equipment,  
Home, Refinance &  
Commercial Loans

Dr. R. Salwan, President  
Dr. D.P. Singh Nagra, Chairman

For more information on activities and upcoming Seminars please call:

**1-866-4-CALL PDS** OR VISIT US AT **[www.pdsociety.com](http://www.pdsociety.com)**

**Life Membership \$40.00 open to Everyone**  
**Foreign Dental Graduates Need Guidance to get admission in Dental school. Please contact us.**

Proud to provide Scholarship to needy Students • Conduct Dental Awareness Camps

**RECEIVE PDS MEMBER DENTAL SUPPLY DISCOUNTS**

**Want to sneak-a-peek** at The Dental Trader before everyone else? We upload every edition to our website ten days before it hits the streets in print. Look for it at [www.dentaltrader.com](http://www.dentaltrader.com) around the 20th of each month and snap up the best bargains before it arrives in the mail.

**For Sell** Gendex GX770 X-Ray unit 559 625-5229 or [happydentist60@aol.com](mailto:happydentist60@aol.com).

**BUSY PRACTICE IN VENTURA** HIRING G.P.'s, PEDO, ORTHO, & O.S. E-mail resumes to; [pistolerodk@yahoo.com](mailto:pistolerodk@yahoo.com).

**used electric wax heater** works good \$50 please call 3103903565.

**Dental Office for sale** Beautiful cosmetic office with 5 operatories in major retail shopping center-Aliso Viejo, Img (949)362-8523.

**ORTHODONTIST AVAILABLE** to see patients in your office. Twenty years experience. Extremely Efficient and Effective. Why refer out? 310 804 8889.

**Aliso Viejo Office for lease/rent** Beautiful cosmetic office with 5 operatories in major retail shopping center. Img (949)362-8523.

**Caring, hard-working** & energetic USC Graduate seeking employment as FT/PT Associate or Temp. Skilled in OS & Endo. [omarck75@gmail.com](mailto:omarck75@gmail.com)/310-895-5707.

**ORTHO - SOLANO COUNTY** Great starter practice. Tracking \$335,000 on 33-hour month. Has done \$500,000+ with attention. For complete details, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**WANTED** BAY AREA GP OFFICE TO PURCHASE or GP ASSOCIATE POSITION. I'm experienced with good bedside manners. [Davisice@gmail.com](mailto:Davisice@gmail.com) 415-812-3642.

**DENTIST WANTED** Modesto, CA, General Dentist 1-2 years experience PT/FT Fax resume 209-543-7602 or email [kmt0533@clearwire.net](mailto:kmt0533@clearwire.net).

**Looking for part-time** ORAL SURGEON in SACRAMENTO Area. Base and/or production - Negotiable. Please contact: [davidparkdds@yahoo.com](mailto:davidparkdds@yahoo.com).

**Custom built stools** Big seat, little seat, tall or short. We can fit any human...Superior Upholstery Company 888-548-7282 [superiorupholstery.com](http://superiorupholstery.com).

**PERI PRO XRAY** devlopr, rinn xcp kit- Best offer, if non profit org, will donate. you pick up. 916-448-1821.

**LANCASTER PRACTICE FOR SALE** BY OWNER. 28 yrs. good-will. 4 Ops. No HMO or Medi-cal. 2008 collection \$651,000. Asking \$450,000. 661-943-2240 [lanc.dental@yahoo.com](mailto:lanc.dental@yahoo.com).

**GLENDALDE OFFICE EMERGENCY SALE** Reduced price 49K. 2 ops. All equipment and ~450 charts. [glendalesale@gmail.com](mailto:glendalesale@gmail.com) for more info.

# aCOLLEAGUE.COM

POST A JOB  
FIND A JOB

**NO CHARGE - EVER!**

POST A  
PRACTICE FOR SALE  
WITH UP TO  
10 PICTURES

**NO CHARGE - EVER!**

ADVERTISERS PAY

DENTISTS

**DO NOT. EVER.**



## WESTERN PRACTICE SALES

John M. Cahill Associates

### BAY AREA

**A-6781 SAN FRANCISCO** - Established in 1993. New equipment-hardly used. VIRTUALLY NEW practice! 1,000 sf/3 ops. **\$65k**

**A-7751 SAN FRANCISCO- Space Sharing.** GP seeks DDS to share office in renowned 450 Sutter St bldg. **Call for details!**

**B-755 BRENTWOOD FACILITY** - Med. Prof. Bldg. Health care/comm. area. 1,500 sf/2 ops & plumbed for 1 add'l **\$375k**

**B-757 SAN RAMON**- One of the best planned, spacious offices we've seen! Located off Crow Canyon near the freeway in busy retail shpng ctr. "Like new" office is 2,800sf w/ 2 fully equipped ops. Plumbing for 8 total **\$295k**

**NEW! B-7881 TRI VALLEY, CA - Facility Only** - Location, Location, Location! 1070 sf, 4ops, ADEC chairs and equipment. Fully networked Detric computers in each op. **\$400k**

**NEW! B-8061 (Facility Only) Walnut Creek** Located in highly visible, easily accessible, well-mixed 4-story Medical/Dental Prof bldg w/ ample parking. Family-oriented, desirable neighborhood. GP or Specialist (Pedo/Perio / Oral Surgeons) 1,854sf & 4 ops **\$150k**

**C-690 SANTA ROSA** -1050 sf with 3 ops. One of the most prestigious areas in Santa Rosa. Very mature landscape & beautiful office. Emphasis on Crown & Bridge, esthetics dentistry & prosthetics **REDUCED! \$295k**

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

**NEW! C-7811 SOLANO CO** - 2,997 sf w/6 fully equipped ops + 2 Hyg ops + 1 add'l op! Buy the whole practice for \$1.3m or only 50% for \$650k. **Call for Full Details!**

**NEW! C-787 SANTA ROSA** - GP in very desirable area. 1700 sf, 4 fully equipped ops. Gross over \$300k last year! Write your own success story here. **\$150k**

### BAY AREA CONTINUED

**D-771 SAN JOSE**-Incredible opportunity to own Practice & Real Estate! Desirable neighborhood. 1,375sf **Practice \$125k & Real Estate: \$495k**

**D-779 SUNNYVALE** - Well established GP in heart of Silicon Valley! 4 ops, 1050sf. Call for more information! **\$225k**

**NEW! D-790 Facility Morgan Hill - SPEC-TACULAR!** Dental Prof Plaza on busy intersection. 1,730 sf/5ops, 3 of which are fully equipped. **This is an Ideal Satellite Office for Specialty Practice! \$75k**

**NEW! D-798 SAN MATEO** - This one won't last long. Quality, well established GP. Dental Prof Bldg. 1250 sf w 4 ops **\$425k**

**NEW! D-7971 SF SOUTH BAY**- Quality Service - Excellent Reputation- Desirable Location! 28 years of goodwill in this Dental/ Medical Prof Bldg. 1480 sf & 4 fully equipped ops. **\$650k**

### NORTHERN CALIFORNIA

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

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

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

**E-729 AUBURN** - Busy retail shp ctr w/ excellent signage & good traffic flow. Well maintained FFS practice. 1750sf, 4ops. Plumbed for 2 add'l ops **\$300k**

**E-753 CITRUS HEIGHTS** - Estab. 25+ yrs. With little attention to marketing, production can be easily increased. 2,660 sf/9 ops. **\$950k**  
**REAL ESTATE ALSO AVAILABLE!**

### NO. CALIFORNIA CONTINUED

**NEW! E-782 ROSEVILLE-FACILITY**- Spacious 1,850sf office. Open Bay w/4 chairs. Busy Pedodontic Practice in same building! **Offered at \$88k**

**E-763 DAVIS AREA**-Highly efficient FFS 1200sf, 3 op office. Close to Hospital & Medical Complex. Real Estate also available! **Practice: \$275k or option to lease available/ Property: \$300k**

**NEW! E-795 SACRAMENTO** - This Highly esteemed FFS practice offers 1100sf and 5 fully equipped ops in Dental Prof Bldg. Just Beautifully remodeled with upscale sophisticated décor. **\$795k**

**F-7651 COASTAL EUREKA AREA**-Near Thriving University. Vibrant student/staff population. Seller retiring. 2700sf, 6 ops. **\$515k**

**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. **Short Sale - Current Lender Willing to Carry Qualified Buyer. Practice Offered at \$175k / Real Estate Also Available \$250k**

**G-761 CHICO**-Seller retiring! 1000+ sf w/3 ops. Attractive Med Prof Bldg. Vibrant community **\$150k**

**H-634 WEST OF RENO**-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 repts exceed \$650k **\$395k**

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

**H-747 GRASS VALLEY** -Respected 5op, 1665sf office priced to sale at only 55% of expected 2008 collections! **Only \$385k** Real Estate available well below appraised value!

800.641.4179

WESTERNPRACTICESALES.COM



# Visit Us at the CDA Fall Scientific Session BOOTH # 654

Moscone South Convention Center September 11th - 13th

### CENTRAL VALLEY

**I-625 MERCED** - \$1M practice for 595k. Newly remodeled! 2100 sf, 6 ops. Ready to go paperless. 60% FFS/40% Pvt Pay. Near Merced Mall. Highly visible location. **\$595k**

**NEW! I-6791 MERCED** - FFS practice nets well over \$400K w/ a 150 day work year, 4ops, 1634sf. 25yrs GW Seller retiring, Great patient base & Staff **\$680K**

**I-685 TURLOCK** - 1700sf, 7 ops. Avgs 14 patients & 11 Hyg Pats/day! Practice recently remodeled. Highly attractive free standing building. Mostly Adec Eqpmt. **\$350k**

**I-772 Facility STOCKTON**-Desirable, affluent health care area. 2,140sf/4 ops **\$250k**

**NEW! I-802 MODESTO** - Dental Facility. ~ 1500sf w/4 ops & room for 1 more. State of the art facility directly in front of Vintage Faire Mall **\$495k**

**J-720 FRESNO** - State-of-the-art technology/ Attractive, well-maintained Prof Bldg. Affluent area of growth. 1,780 sf/5 ops. '08 Collections \$950k+! **\$675k**

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

**NEW! J-801 FRESNO**- Facility. ~ 1300sf and 4 ops. Traditional Décor. An absolute steal at only **\$55k**

### SOUTHERN CALIFORNIA

**K-735 ALISO VIEJO FACILITY** - Upscale 2 story Prof Bldg. 1,800sf/4 ops. \$4k sublet income at this location as well! **\$225k**

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

**K-762 INDIAN WELLS**- Well Respected practice w/loyal patient base. Newly remodeled, 1400+ sf, 5 ops **\$550k**

**NEW! K-793 SAN DIEGO**-2500sf & 4 fully equipped ops w/ plumbing for an add'l 2 ops. Highly Desirable Neighborhood **\$475k**

### ARIZONA

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

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

**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**

**NEW! AZ-792 PHOENIX**-Get in on the ground floor of this "Restorative-Only" practice. Statewide advertising. Patients travel from all over the state to this practice. 1320 sf and 3 ops. Unique & Very Successful **\$250k**

### NEVADA

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

**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**

**NEW! LV-796 HENDERSON** - Master-planned community! Excellent location & easy freeway accessibility. Spacious, like-new office. 2,080 sf w/3 fully equipped ops & plumbed for 3 add'l ops **\$295k**

**LV-756 LAS VEGAS**-Brand new 1,600sf/3 op office (Plumbed for 1 add'l op) Attractive & well-equipped in Rtl Shpng Ctr. **\$175k**

**NEW! LV-791 LAS VEGAS** - Receptive & Involved Patient Base. Low Cancellations and High Collections! 12-20 pats/day. 1900sf with 4 fully equipped ops + plumbed for 1 add'l. **Call for More Information \$325k**

**NEW! LV-800 LAS VEGAS**-Well Established FFS practice. Emphasis on prevention. Seasoned Staff. 3350 sf & 6 ops. **\$785k**

### SPECIALTY PRACTICES

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

**C-6821 SOLANO CO. PROSTHODONTICS** - Personalized dental treatment in warm caring environment. 1040 sf with 3 fully equipped ops. Call for more info. **\$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 \$148k**

**NEW! B-7801 CONTRA COSTA CO - TWO PERIODONTIC PRACTICES** - Established over 33 years, these TWO FFS Perio practices await your talent & skill! Call for details on both offices. **\$725k**

**NEW! I-7861 CENTRAL VALLEY-ORTHO** - 45 years of goodwill. FFS practice sees 60-70 patients daily. Located in Professional Plaza. **\$370k**

**NEW! B-7851 EAST BAY ORTHO** - LOCATION is Superb! 35-40 pats per day. Prof Dental Plaza. 1380 sf / 6 chairs in Open Bay. **\$450k**

**NEW! C-7841 WEST CO.CO. COUNTY-ORTHO** - Well established—35-40 patients per day. Busy Plaza Setting near local Middle and High Schools. ~ 1350 sf & 6 chairs in open bay. Just off I-80 corridor. **\$400k**

**NEW! D-7941 SANTA CLARA-ORTHO**- Located in the highly desirable "SILICON VALLEY" 18 years of goodwill. 30-40 pats per day. 1200 sf with 3 chairs in open bay. Plumbed for one add'l. **\$225k**



Timothy G. Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

# NORTHERN CALIFORNIA ACADEMY OF GENERAL DENTISTRY

## CONTINUING EDUCATION



Northern California Component

**Friday, September 18, 2009**

Sobrato Community Conference Center at 1400 Parkmoor Ave., San Jose, CA 95126

## Periodontal Surgery for the General Practitioner

*With Frank Martinez, DDS, MS*

Dr. Frank Martinez is Assistant Professor of Periodontics for the Advanced Education in General Dentistry program at the University of Pacific in Union City, CA. He is a staff periodontist and instructor for the General Practice Residency program at the VA Hospital in Palo Alto, CA. He maintains private practices limited to periodontics and dental implants in Cupertino, Santa Clara and Milpitas.

This participation course is designed to enhance or develop the general dentist's skill in basic periodontal surgery. The surgical procedures will be taught using fresh swine jaws (maxillary and mandibular). The necessary materials needed for the hands on program will be provided.

**7 CE Units • Course Fee: \$195 AGD Members, \$295 for Non-Members**  
**Registration: 8:00-8:30 am • Instruction: 8:30-4:30 pm • Lunch provided**

**Friday, November 20, 2009**

Renaissance Stanford Court, 905 California St.- Nob Hill, San Francisco, CA 94108

## Mini Endodontic Root Camp for GPs

*With Kit Weathers, DDS*

A global lecturer, acknowledged by Dentistry Today as one of the top leaders in continuing education, Dr. Kit Weathers is the originator and head "drill sergeant" at the renowned Endodontic Root Camp®. Practical Endodontics Root Camp is the endodontics arm of the prestigious Las Vegas Institute for Advanced Dental Studies.

This Mini Camp can help general dentists improve efficiency and hourly production as well as determine which patients to treat and which to refer out.

**7 CE Units • Course Fee: \$195 AGD Members, \$295 for Non-Members**  
**Registration: 7:30-8:00 am • Instruction: 8:00-5:00 pm • Lunch provided**



Name:	AGD Member # (if member)		
Course Date(s):	Mailing Address:		
City:	State:	Zip:	Phone:
Email:	<input type="checkbox"/> Yes, email me about AGD courses		
Credit Card #:	Expires:	Zip Code on Statement:	
CVN#:	Amount \$:	Authorized Signature:	



**PACE**  
 Program Approval for  
 Continuing Education

Approved PACE Program Provider  
 FAGD/MAGD Credit  
 Approval does not imply acceptance by a state or  
 provincial board of dentistry or AGD endorsement  
 Nationally Approved From 12/1/2006 - 01/1/30/2009

Register Online: [www.ncagd.com](http://www.ncagd.com):

Mail: 276 Cheyenne Dr., Vacaville, CA 95688 • Fax: 707.685.9808 • Questions?: 707.685.4337

**MICRODENTAL**  
 a dti laboratory

**BIOHORIZONS®**





# AFTCO

TRANSITION CONSULTANTS

- FREE PRACTICE APPRAISALS
- PRACTICE SALES / MERGERS
- PRE-SALE PROGRAM
- STOCKHOLDER PROGRAM

AFTCO is the oldest and largest dental practice transition consulting firm in the United States. AFTCO assists dentists with associateships, purchasing and selling of practices, and retirement plans. We are much more than a practice broker, we are there to serve you through all stages of your career.

Call us at 1-800-232-3826.

*Helping dentists buy & sell practices for over 40 years.*

»» [WWW.AFTCO.NET](http://WWW.AFTCO.NET)

**used panelipse panoramic x-ray** \$2500 OBO please call 3103903565.

**Sylmar Dental Practice** Great location. Leasehold and Equipments only, 1900 square feet (3 equipped and 2 plumbed) \$50,000 (818)362-0629.

**ASSOCIATE WANTED** in Bishop, Ca. 45 minutes from Mammoth Lakes Ca. willing to work with Denti-Cal. 760-873-3022.

**Hear unbiased** practical treatment techniques and its only \$275 for 21 CE credits! Attend Xcel Seminars' Comprehensive Clinical Skills Series—See insert or call 310-663-4055.

**KOREATOWN (Los Angeles)** Dental Office for Sale. 3 op, 1 plumbed, 1200 sf. Pano, Intraoral Camera, Excellent Location. Call Dr. Kim 213-842-1284.

**Central Valley** Attention all underpaid associates! This is the one you've been waiting for. Practice has ample patient base and tons of pending work to make sure you stay happy and busy through tough economy. Great reputation & loyal patients. Doctor is considering retirement and needs a hand with excess work. Work in a busy practice and/or even future ownership. Call AFTCO at 800.232.3826.

**Every Patient Is Approved** Zero Interest Patient Finance Program, Instant Credit Approvals, Low fixed monthly fee so you can keep 100% of your revenue. Call Healthcare Finance Direct LLC 877-874-3877.

**FREE! FREE!! FREE!!!** Place your FREE reader ad in The Dental Trader anytime. Use the form in the back of this issue or online at [www.dentaltrader.com](http://www.dentaltrader.com).

**2 operator hi tech office** for rent or sale. west los angeles. call 310- 477-7701.

**Success in obtaining FINANCING** depends on who is working on your behalf. Contact Professional Financing Inc. doctor@professionalfinancing.net, (323) 272-3543.

**General Dentist available FT** to Associate or Buy. UCSF Grad with More than 5 years Experience. Shirley- 650-314-0061 or shirleydds@yahoo.com.

**used panelipse panoramic x-ray** \$2500 OBO please call 3103903565.

**KEEP YOUR ORAL SURGERIES SSSS** AT YOUR OFFICE. 20 YEARS EXPERIENCE. % OF PRODUCTION. VERY FAST. HIGHLY PRODUCTIVE. BILINGUAL. CONTACT [ladentalspecialties@gmail.com](mailto:ladentalspecialties@gmail.com).

**Afghanistan dental relief project** seeks non-electric dental chairs, cavitrons, surgical insts, supplies, small eqpt, lab eqpt, donation; 501c3 non-profit. 9310; call 805-963-2329.

**Sunday Continuing education courses** approved by Dental Board Of California by PDS. For more information please call 1-866-4 CALL PDS or 1-866-422-5573.



# MAKE HAWAII HAPPEN

**REGISTER TODAY!  
JOIN YOUR COLLEAGUES IN PARADISE  
TO CELEBRATE 150 YEARS OF EXCELLENCE.**

Visit [www.ada.org/goto/session](http://www.ada.org/goto/session) and:

- Register and book your travel and housing now using the ADA's One Source.
- Download a digital version of the Preliminary Program.
- Choose from among more than 180 cutting-edge CE courses.  
More than 60% of CE course seats are free with your registration.
- Get tickets for the ADA's fabulous special events.

Find out how affordable Hawaii can be! Contact the ADA's One Source at 1-800-974-2925 (toll-free, U.S. only) or 1-847-996-5876 for travel information.

To request your copy of the 2009 Preliminary Program, send an e-mail to [annualsession@ada.org](mailto:annualsession@ada.org), or call 1-800-232-1432 (toll-free, U.S. only) or 312-440-2388. For the latest details, visit [www.ada.org/goto/session](http://www.ada.org/goto/session).

**150** years  
1859 2009

**HAWAII**

American Dental Association

150th Annual Session  
September 30–October 4, 2009

**With our 100% GUARANTEED** you can't lose. Hundreds of new patients are at your fingertips. Just visit [www.AttractDentalPatients.com](http://www.AttractDentalPatients.com).

**Experienced DDS looking to purchase** Bay Area (San Jose-Peninsula) general practice. Willing to associate before buy-out. (415)505-5365.

**Front Office Coordinator** FT/PT at GP, Fremont, Experienced, Friendly, Eaglesot/Dentrix experience must. FAX Resume (510)226-7424.

**Call Bob to find** our how your practice can work for you! Use the equity in your practice to fund your retirement. Call Bob Affleck at 949-422-0846.

**MIDWEST FIBER OPTIC SYSTEM** FOR HANDPIECE \$200.00 WORKS FINE. DR. ROBERT NOLAN MARINA DEL REY, CA 310-628-9744.

**SELL DIRECT** to buyer and avoid broker fees. Small town, big city, no HMO/noDentiCal practices Email: [devloux@yahoo.com](mailto:devloux@yahoo.com).

**Anaheim Hills partnership for sale** \$450k, buyer to net \$18k-30k/month on projections. send cv to [elitedentaladmin@gmail.com](mailto:elitedentaladmin@gmail.com) or fax 949-613-8334.

**BIOLASE 1st generation extra tips. \$25000. Call 714-637-9270 or email [wefloss@mac.com](mailto:wefloss@mac.com).**

**SPECIALISTS!! OFFICE SPACE FOR LEASE** 2 op, 1100 sq ft. LAGUNA HILLS...call/email for details (949) 291-3443, [aidashangian@yahoo.com](mailto:aidashangian@yahoo.com).

**Bellmount x-ray unit** ACURCY model 071A \$1000. Good conditions call 310-390-3565.

**"Accessibility** I truly feel their sincerity in wanting to help my situation. Absolutely recommend then to others all the time!" Camille Adli, D.D.S., Long Beach, California-See our ad on Pg. 2.

**DENTAL LOCATIONS** Several available. All improved with leaseholds. Some equipped. Great opps for a Start-up. ProMed Financial, Inc. 888-277-6633. Agent.

I AM AMAZED!

I placed a reader ad at [dentaltrader.com](http://dentaltrader.com) seeking staff for my practice. The ad had been on The Dental Trader website for only 10 minutes when I got the call that filled the position. I tell my colleagues, "If you want results...advertise in The Dental Trader! It works!!"

Thanks,  
Dr. Kevin Lochona  
Margarita Dental

## Dental Software at an Amazingly Low Price!

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Electronic Insurance Claims      | <input checked="" type="checkbox"/> ASAP & Recall Appointment List |
| <input checked="" type="checkbox"/> Patient Statements               | <input checked="" type="checkbox"/> Custom Report Writer           |
| <input checked="" type="checkbox"/> Patient Ledger w/ Payment Entry  | <input checked="" type="checkbox"/> Line, Bar and Pie Charting     |
| <input checked="" type="checkbox"/> Appointment & Revenue Scheduling | <input checked="" type="checkbox"/> Treatment Planning             |



*For another \$499, add Clinical and other Advanced Features*



**DentiMax**  
Better Technology, Better Price

**GO DIGITAL!**



Ask about our digital sensors!

**Visit us at CDA San Francisco Booth # 1693**

**Call (800) 704-8494**  
[www.dentimax.com](http://www.dentimax.com)

**I am looking to buy a practice** in Santa Maria area. Please contact [smdental68@yahoo.com](mailto:smdental68@yahoo.com).

**30 year old panelipse machine** available in Santa Rosa. Good working order. Make an offer. You haul (415)307-0493.

**NE Bakersfield Dental office for sale** 3 year old equipment turnkey. No charts. \$40,000. Available 8/1 (661)872-2170.

**\$1M Merced Practice for \$595k** Newly remodeled! 2100 sf, 6 ops. Ready to go paperless. 60% FFS & 40% Pvt Pay. Near Merced Mall in highly visible location. \$595k (I-625) WPS 800-641-4179.

**IMPLANT MENTOR** Two So. Cal GPs would like to hire independent periodontist to train and mentor us in placement of implants for our patients in our office. To set up a meeting contact [docere5@gmail.com](mailto:docere5@gmail.com).

**Life time opportunity!** A property near Angel stadium for sale, you can build your own dental suit, become a big strip mall owner call (949)421-7898.

**Woodland Hills/Calabasas** Specialists! Space for lease in Medical/Dental Center on Ventura Blvd. Rent includes signage+parking. Call 818-591-0123.

**Proma 425 delivery system** two handpiece holder + belmont light excellent condition \$750.00 marina del rey, ca 310-628-9744 robert.

# Buyers and Sellers

## *Trust the Winning Team*

Professional Practice Sales, Inc.

**Thomas Fitterer**  
**Dean George**  
**Ray and Edna Irving**

**Over 100 years combined experience in selling Dental Practices**

PPS excels at achieving successful engagements.  
 We do not simply list practices "For Sale", we get them "Sold!"

*"Ray, thank you so much for delivering exactly what you promised.  
 I had my practice listed with a competitor for over twelve months, and  
 had exactly two people visit my practice as a potential buyer.  
 The first weekend PPS had my listing, I had three people visit  
 my practice, and an offer by the end of the first week.  
 Thank you again for allowing me to move on to  
 the next step of my life, and being such a great broker."*

**Merced Client whose practice was listed with PPS  
 on 4/1/09 and transferred to the New Owner on 6/8/09.**

### **BUYERS AND SELLERS**

Register for HOT LISTINGS & IMMEDIATE NOTIFICATION

**Free Appraisal for Sellers**

**Professional Practice Sales, Inc.**

**Southern California**  
 18410 Irvine Blvd., Suite A, Tustin, CA 92780  
 714-832-0230 • 800-695-2732

Fax: 714-832-7858  
[www.PPSdental.com](http://www.PPSdental.com)



**Northern California**  
 4 Harris Hill Drive, Novato, CA 94947  
 415-899-8580 • 530-894-0700

Fax: 415-899-8588  
[www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)

*Serving the Dental Professions since 1966*

For Personal Service, mail or fax back. Inquiries will be kept in confidence.

**PPS, Inc.**, 4 Harris Hill Drive, Novato, CA 94947 • Ph: 415-899-8580, 530-894-0700 • Fax: 415-899-8588

**I want immediate attention on a Practice to buy.**

Location \_\_\_\_\_ Grossing \$ \_\_\_\_\_

**I want to sell my practice.**

Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

E-mail \_\_\_\_\_ Phone \_\_\_\_\_ Mobile \_\_\_\_\_ Home \_\_\_\_\_

**New graduate looking to purchase** a second hand panorex machine. Please call 818-388-2737.

**Working Capital loans without stress** LCF offers cash-flow solutions and low interest rate loans. Call LCF Financial at 800 550 9228 or visit lcffin.com.

**"After seven years I can say** LIVEWIRES ORTHODONTICS offers GREAT QUALITY and GREAT PRICES." Philip Leone, DDS. Give LIVEWIRES ORTHODONTICS a chance to impress you! Call 330 793 9423 for a free catalog.

**Sterilization Pouches** \$6.95 (Buy 8, Get 2 Free) ....Call PureLife Dental at 877-777-3303.

**orthodontist needed** for a private gp office-long term commitment, percentage only-must be experienced and personable-los angeles-wilshire and fairfax-call (323)931-9161.

**SAN DIEGO PRACTICE SALES** Looking to BUY or SELL a practice in San Diego County?? Call the area experts for prompt personal service with integrity. We can also assist you with PRACTICE APPRAISALS, BUY-IN/BUY-OUT TRANSACTIONS, and LEASE NEGOTIATIONS. Call for complimentary consultation. 760-599-7828.

**Paying \$1.00 or more for a toothbrush** 89¢ gets you a Premium Toothbrush, Toothpaste, Floss and Bag. Call Dental Elite Now 888.228.7706 (See flier in this edition).

**ANESTHESIOLOGISTS STOP THE SCREAMING!** In-office sedation services by experienced M.D. anesthesiologist-pedo/adults -Medi-Cal and most medical insurances pay for children less than seven-introduce this valuable service into your practice-Call now 800-853-4819 info@propofolmd.com.

**Anaheim Hills partnership for sale** \$450k, buyer to net \$18k-30k/month on projections. send cv to elitedentaladmin@gmail.com or fax 949-613-8334.

**LOS ANGELES - HIGH TECH/STATE OF THE ART** (7) op computerized G.P. located in a store front in Korea Town. Exposure/visibility. Cash/Ins/PPO pts. No HMO's or Dental-Cal. Gross Collections ~ \$1.4M/yr. Cerec 3, (2) lasers, digital x-rays, Dentrix s/w, Jaw Tracs & 3 D ICAP Imaging System. D&M Practice Sales 818.591.1401 License # 01172430.

**BELMONT 023 X-RAY MACHINE** EXCELLENT CONDITION. BUYING NEW DIGITAL UNIT. MARINA DEL REY, CA \$750.00 DR. NOLAN 310-628-9744.

**SAN JOAQUIN COUNTY ORTHO NOW AVAIL** Well established and successful Ortho practice in 1,860 square foot modern, networked office with 8 chair open bay. Panorex, Intra-oral cameras, as well as a cephalometric x-ray machine are included. 2008 GR \$1M+. Asking \$710K. Contact Carroll & Company (650) 403-1010, www.carrollandco.info.

**Legal Tip** Failing to complete annual minutes can destroy your corporation's tax breaks. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

# Dental Equipment Sales and Service

## ARC EQUIPMENT and SUPPLIES

- Air Abrasion • Air Dryers
- Amalgamators • Analgesia Equipment
- Autoclaves • Automatic Film Processors
- Bulbs • Cabinets • Central Suction
- Chairs • Compressors • Curing Lights
- Cuspidors • Delivery Units
- Equipment • Fiber Optics
- Handpieces and Handpiece Repairs
- Lights • Model Trimmers
- Nitrous Equipment • Parts • Plastic Goods
- Signal Systems • Sterilizers • Stools
- Supplies • Ultrasonic Cleaners & Scalers
- Units • Vacuum Pumps • Viewboxes
- Water Bottle Systems
- X-Rays • Equipment Repair & More!

**888-ARC-1551**  
**Your Dental Dealer**

**Ph: 310-394-1551 Fax: 310-394-4832**

**arcdental@verizon.net**

1411 Broadway • Santa Monica, CA • 90404  
*In Business Since 1973 • Reliable and Efficient*

**PEDODONTIST** Looking for Pedodontist near Sacramento area. Compensation negotiable!!! 310-403-1117 Email: rcdentalgroup@yahoo.com.

**PROSTHODONTIST, ORTHODONTIST** Oral Surgeon wanted, Northern CA (El Dorado Hills). Gorgeous, state-of-the-art multi-specialty group. See www.myniceteeth.com, Respond: gene@myniceteeth.com.

**Gendex X-ray Processor** in good condition and other small equipments for sell , for a list of equipments email us ramy-dental@att.net.

**POMONA practice for rent/share** specialist only 5 ops 3 newly equiped.computerized/digitalplease contact stmoisesdental@yahoo.com.

**Dentist seeking to purchase** general practice from retiring dentist in Fresno area. 530-262-8837 DDSFresno@gmail.com.

**Moreno Valley Dental Practice** 4 OPS Fully Equipped, Leasehold And Equipment Only. Office Located In A retail Shopping Center. Buy Or Lease Owner Is Very Flexible. For More Information Call (951)-452-6460.

**Parkell Turbo Sensor for Sale** Great Working condition. Retail \$569. Sell for \$400. 949-573-8244 binhoang@yahoo.com.



# Your patients trust your expertise. You can trust ours.™

## 100% committed to growing your practice

At Banc of America Practice Solutions™ we specialize in healthcare practice financing. With over 12 years of unparalleled experience serving healthcare professionals, we understand the needs of your practice. Whether you are purchasing, selling or expanding a practice, you'll work with a team of financial specialists in the dental industry who are committed to your success, and who can design the right financial solution for you.\*

- ◆ Practice Sales and Acquisition Financing
- ◆ New Practice Start-Up Financing
- ◆ Practice Improvement and Expansion Financing
- ◆ Equipment Financing
- ◆ Practice Debt Consolidation\*\*
- ◆ Commercial Real Estate Financing
- ◆ Practice Heartbeat® Program†
- ◆ Demographic Site Analysis†

## Want to know more?

Contact your Practice Specialist today and mention Priority Code ADD0909A. Or visit us online at [www.bankofamerica.com/practicesolutions](http://www.bankofamerica.com/practicesolutions)

Brad Beck, Northern California:	1.800.214.6087
John Cotton, Southern California:	1.800.497.5435
Phill Hoover, Northern California:	1.415.655.9816
Jason Tyson, Southern California:	1.877.541.3535

Visit us at  
CDA Booth  
#1228

\* All programs subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply.

\*\* Banc of America Practice Solutions may prohibit use of an account to pay off or pay down another Bank of America account.

† Banc of America Practice Solutions™ Banc of America Practice Solutions™ makes no express or implied warranties with respect to any aspect of the Practice Heartbeat® program, nor does it guaranty any success or promise any results, and hereby disclaims the same to the extent allowed by law. The opinions of Banc of America Practice Solutions™ are based upon prior experience, and it makes no promise or guaranty that undersigned will achieve any particular measure of success or results by participating in this program. You are not bound by any recommendations provided under this program and retain full responsibility for the results achieved by your professional practice.

‡ Banc of America Practice Solutions™ engages Scott McDonald & Associates, a national marketing firm specializing in demographic research site analysis and profile reports for health care professionals, to produce a demographic report to assist health care professionals in evaluating where to locate their professional practices. Scott McDonald & Associates charges a fee for this service which is passed on to the customer.

Banc of America Practice Solutions, Inc., is a subsidiary of Bank of America Corporation. Bank of America is a registered trademark of Bank of America Corporation. © 2009 Bank of America Corporation

**Banc of America  
Practice Solutions™**

A subsidiary of

**Bank of America** 

**irvine -location -location -location** 2 room for sub lease in dental office (\$1500)/royatoomarian@yahoo.com.

**DENTAL OFFICE FOR SALE** CULVER CITY 1850 sq ft New building, 1st floor, new equipment, ample parking. Call 310-488-3557.

**LSM chair** del unit and light in good conditions almost new \$2500. Call 310-390-3565.

**"They were clear, concise** and had a good knowledge of the law in this highly specific area. I would recommend Wood and Delgado above all other attorneys. The others didn't compare." Nicholas N. Gadler, D.D.S., San Diego, California-See our ad on Pg. 2.

**Vident AGF Stain and Glaze oven** Great working condition. Selling because want to buy one with vacuum. \$800 949-573-8244 binhoang@yahoo.com.

**MODESTO, CA** Price Reduction! Stunning 5 op GP located in a freestanding single-story building. State-of-the-art equipment. Collections in 2008 collections over \$810,000. Practice Transition Partners, (888) 789-1085, [www.practicetransitions.com](http://www.practicetransitions.com).

**Need something but can't find it?** Call Bruce at The Dental Trader at 877 888 4237. I have a comprehensive database of dental companies developed for the past 25 years....I can help you find what you're looking for.



**RANCHO MIRAGE** new office available full time for space share, 7 ops, 5 equipped, all digital, Free Standing, (760) 776-5025.

**used MDT compressor** double head, works good \$995 OBO please call 3103903565.

**Orthodontist needed to share space** at beautiful Pediatric dental office in Beverly Hills. No Start up cost and lots of potential to get referrals. Please email: pedsdds@gmail.com.

**DENTIST WANTED** at least 2 years general dental experience, FT/PT work in Modesto, CA, Fax 209-556-0188, call 209-534-6750.

**SANTA CLARITA DENTAL OFFICE FOR SALE. EQUIPPED WITH LATEST TECH. 6 OPS. DIGITAL X-RAY, WATERLASE, PANO. PLS CALL 818-399-7399.**

**LANCASTER PRACTICE FOR SALE** by original owner. 28 years goodwill. 4 ops. 3 year average \$698,000/yr. lanc.dental@yahoo.com 661-943-2240.

**Dentist seeking to purchase** general practice from retiring dentist in Redding area. 530-262-8837 or email: DDSRedding@gmail.com.

**Seeking full-time DA/RDA** for San Jose practice including Saturdays. Must be high energy detail oriented friendly person. Fax 408-493-4585.

**CEREC 3D by Sirona** w/accessories. Porcelain blocks, burs, software, milling unit, powder meister. Asking \$40,000 contact office 209-578-4001.

**STOCKTON** Consistent \$700,000+ performer with Absentee Owner. Hands-on Successor shall do better. Beautiful office, computerized Ops and great location. For complete details, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**Beautiful dental office** in the Monterey Bay Peninsula for sale. 1300 sq ft with 2 ops. and another plumed. Call (818)445-2019.

**Powder Free Latex Gloves** \$4.25/bx..Lowest Price Guaranteed....Call PureLife Dental at 877-777-3303.

**ONE OF A KIND** BEAUTIFUL, INTERNATIONAL NON-TECHNICAL DENTAL ART COLLECTION. FRAMED, READY TO HANG. POSTERS, ETCHINGS, GUACHES, ETC! 310-552-1490.

**"Best return on investment ever!"** Moni Mosharaf, Orange and Aliso Viejo, California-See our ad on Pg. 2.

**"I love that Xcel Seminars' courses** are practical, affordable and take place on Sundays." Dr. R.S. -See insert or call 310-663-4055 for details.

**CUSTOM DENTAL CABINETS** 20 yrs (Free Estimates) Call 909-519-1451.

**used Lynx dc motor control unit** with foot switch (slow speed portable with motor) \$290 OBO please call 3103903565.



*Timothy G. Giroux  
DDS/Broker*

## ASK THE BROKER

*Question:*

**I have been thinking about selling my practice. I assume that I can't sell in the current economic climate. When do you think I should sell?**

*Dr Matt S.*

Now is an excellent time to consider putting your practice on the market. Buyers are starting to come back into the market after taking practically a year off.

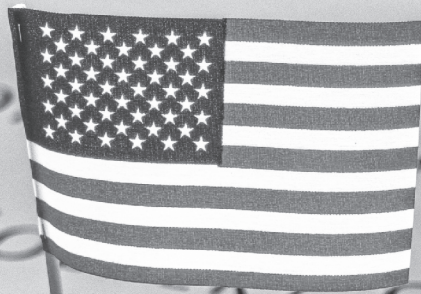
Dental practice sales have been down nationwide for the past 10 to 12 months. Normally practice sales slow in the summer, pick up in September through November, slow down for the holidays and then pick up again by February. Last year's pick-up in September never occurred due to the banking crisis, and sales have been depressed ever since. Patience has been a real virtue for anybody who put their practice on the market since last May. That is all about to change as I foresee this fall and spring to be very active months. Inventory levels are at their lowest levels in years as many sellers have postponed the sale of their practices for various reasons. Interest rates are still low and money is available. Most experts expect that the interest rates will eventually go up as the unprecedented spending habits of this administration will certainly lead to inflation at some point. Low inventories, low interest rates, pent-up buyers finally re-entering the market and favorable seasonal factors signal that *now* is the time to list your practice!!!

Having said that, many of you that have attended my lectures know that I advise dentists to sell only when they are ready to retire and do not want to practice any longer. The money you net after taxes is usually not enough to influence the timing of the market. Working an extra year or two will usually more than make up the financial benefit of proper market timing, even in a declining practice. If you still love to practice, keep doing it!! While not the norm, there are also buyers out there who will allow you to work back a few days a week if the cash flow will allow. I traveled back to Scottsdale for 18 months to work my practice two and a half days per week after I sold it. Feel free to call our office anytime to discuss your options as location, size of the practice and the buyer's needs will affect the direction you may take.

Timothy G. Giroux, DDS is currently the Owner & Broker at **Western Practice Sales ([westernpracticesales.com](http://westernpracticesales.com))** and a member of the nationally recognized dental organization, ADS Transitions. A graduate of Creighton University, School of Dentistry (1983), he and his wife, Mona Chang, DDS (LLUSD 1984) were in private practice together for 15 years in Scottsdale, AZ, before establishing their home in northern California.

Questions? Email them directly to *Timothy G. Giroux, DDS* at: [wps@succeed.net](mailto:wps@succeed.net) or Call 800.641.4179

# WE WILL NEVER FORGET



9 11 01

# Can you even begin to imagine the pain of a 4-year-old after her hero dies?



Snowball Express is dedicated to helping the children of those who have made the ultimate sacrifice while serving in the U.S. Armed Forces since 9/11.

On December 9th through December 13th of this year, Snowball Express will host over 2000 children and surviving spouses in Dallas, Texas from all across America, for an all-expense paid holiday gathering none of them will ever forget. It's a time of bonding, the creation of new memories during the difficult holiday season and America's chance to say thank you.

Once again, American Airlines has stepped up to be the Official Airline of Snowball Express. Oakley, The Hilton Anaheim, Ladies Auxilliary VFW, Quiksilver, TriWest Health-care Alliance, One Hope Wine, The Intrepid Fallen Heroes Fund, Panda Express, Primus, The Calvert Company and many, many others have come forward to thank these children.

Now we're asking for your support. If you're an individual, we need your dollars. If you're a corporation, we'll take whatever you've got...products, services, monetary donations. If you're an organization, we'll take your hearts to help these families back in their hometowns, in small towns and big cities all across America.

Dig deep. Please. The price of freedom for these families is paid every day with the loss of their loved ones. Their heroes died as Americans. Let's step up as Americans and help their families.

They deserve no less.



6505 W. Park Blvd.,  
Ste 306 PMB 256, Plano, TX75093  
817.944.3305 • Fax: 714.662.2033

A registered 501(c)(3) non-profit organization



**Brand New Patient Finance 100% Approvals** Instant Credit Approvals, Fixed Low Monthly Fee, Zero Interest to your patients, can work in conjunction with other patient finance programs that you are already offering or replace them. Call Healthcare Finance Direct, LLC 877-874-3877.

**Existing GP offices for RENT** for specialtes in Fontana and Rancho Cucamonga. Pano available in Fontana. Call 818 2094660 Dr Vahan.

**ORAL SURGEON, PROSTHODONTIST** needed, Northern California (El Dorado Hills). Multi-specialty practice, see [www.myniceteeth.com](http://www.myniceteeth.com); [www.myseminarroom.com](http://www.myseminarroom.com); [gene@myniceteeth.com](mailto:gene@myniceteeth.com), 916-730-2761.

**WANTED USED** LITTON PROCESSORS 707-996-4519.

**Panoramic X-Ray and Film Processor** Pano: Siemens 1987 model OP 10A with Orthophos model 72-40-070-X1426. Film Processor: Air Techniques A/T2000 XF 2003. \$4500 for Both. Great condition. Please call Ken at 916-925-9222.

**Periodontist/Implant Surgeon Available In-House For Your Office in the Greater San Francisco Bay Area: PerioSurgery/Implant Surgery/Regenerative Therapy/3rd molar extractions.**  
[bayareaperio@gmail.com](mailto:bayareaperio@gmail.com) or call (617) 869-1442.

**WANTED: NAPA, CA DENTAL PRACTICE** Prefer to be an associate, would partner, or BUY. 661-317-4774. Motivated Dr.

# PRACTICE TRANSITION PARTNERS

*realizing the possibilities*

EXPERT GUIDANCE. IMPECCABLE SERVICE. UNPARALLELED INTEGRITY.



**Robert Stanbery**  
*Owner*



**Kerri Matz McCullough**  
*S. California Representative*



**Don Stanley**  
*S. California Representative*

## Featured Listings

### VENTURA COUNTY *New Listing!*

Long established 3 op GP with a convenient strip mall location. Well trained staff. Collections are consistently growing with 2008 gross exceeding \$424,000.

### LONG BEACH AREA *New Listing!*

Spacious, 5 op (4 equipped) GP. Located on a main boulevard near a shopping mall. Strong patient base built over the dentist's 42 years of private practice. 2008 collections \$463,000+. The seller is retiring.

### NORTH SAN DIEGO COUNTY

Well established 5 op GP with room for growth. Completely computerized office, including digital X-rays, set up and ready to go paperless. This is a great opportunity in a desirable area.

### SOUTHERN SAN DIEGO

#### *Motivated Seller!*

Great location! 4 op (3 equipped) GP. Highly desirable area. Newly renovated building. Dental suite to be purchased with practice. 2008 gross \$519,000+.

### MODESTO *Price Reduction!*

Stunning 5 op GP located in freestanding single-story building. State-of-the-art equipment. 2008 collections over \$810,000.

### LOS ANGELES (Ortho) *Price Reduction!*

3 equipped op (2 plumber) orthodontic practice in a medical/dental building near a major freeway. \$290,000+ collections on 2 1/2 doctor days/week.

### SANTA CLARITA - Facility and equipment only

Stunning 3,300 sq. ft. equipped facility with 9 operatories. The previous dentist is relocating out of the area.

### RANCHO SANTA MARGARITA - Facility and equipment only

#### *Price Reduction!*

1,198 square foot turnkey, state-of-the-art facility with 4 equipped ops. Easily accessible, busy strip mall location.

### SOLANO COUNTY

4 op (3 equipped) GP with strong patient base. Efficient facility and proven systems. Collections \$360,000+.

### SAN FERNANDO VALLEY

Spacious, 4 op family oriented GP located on main boulevard with easy access to 3 freeways. Gross \$585,000+.

### BEVERLY HILLS - Patient Charts

Patient Charts of a long established GP. Seller is relocating.

### MONTEREY COUNTY

Efficiently designed office with a convenient, easily accessible location.

### WEST SAN BERNARDINO COUNTY

#### *Price Reduction!*

4 op GP located in a dental complex. Stand alone building. 2008 collections \$470,000+.

### CENTRAL SAN LUIS OBISPO COUNTY

Well established 3 op GP located in a popular medical complex. Collections \$630,000.

Please visit our website for an up to date list of practices available.

**Exclusively assisting dentists with selling and purchasing their practices since 1997**

888.789.1085

www.practicetransitions.com

DENTAL PRACTICE: SALES > ACQUISITIONS > MERGERS > VALUATIONS > TRANSITIONS

Buy it! Sell it! Trade it!!!

**ZOOM 1 Whitening Light** rarely used w/accessories. Retractors, protective glasses. Asking \$250.00 o.b.o contact office 209-578-4001.

**ODYSSEY DIODE LASER FOR SALE!** Excellent condition: \$11,000.00 new, 4 yrs old, will sell for \$7,000.00> staff@smilesartistry.com/760-564-7004.

**Central Coast Santa Maria area**, part or full time, willing to sponsor immigration work permit. fax resume to 626 3320052.

**Seeking full-time general Dentist** with 3 years experience including RCT and surgical extractions for our San Jose practice. Fax 408-493-4585.

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

**Cerec by Sirona App. 500 millings. XInt. Cond. with serv. by Patterson.** Includes all manuals, blocks, powder meister. Asking \$30,000 for Computer and Milling Unit. Contact Dr. Mark Ajlouni @ 408-270-2273 or e-mail: arbordds@aol.com.

**Brand new office available** in San Bernardino. Option to Lease or Buy. It Anchors a grocery store Fiesta Call (909)-913-4916.

**used BOBeats cavitron** works good \$250 OBO please call 3103903565.

**L.A. 7000 Sq** Beautiful Dental Office, Pano, 12 Chairs. FREE to Competent, Lucky Doctors. Please send resume ezimplant@yahoo.com.

**Curious where the doctor next door** is getting all those new patients? He came to us! Get 275 - 400 new patients per year GUARANTEED! Visit www.AttractDentalPatients.com.

**Prosperous Collegiate Community** of CHICO, CA is home for over 40 years to this well respected dental practice. Seller retiring and entrusting you to carry on the legacy at this newly updated office. Equipment ~5 years old (G-761) WPS 800-641-4179.

## Safe & Scamless

*The Dental Trader has been more than helpful when placing ads without all the other scams that happens with other listing eg. Craigslist.com. It is safe and I feel confident when placing an ad here.*

Nancy J. Yee, DDS



# DENTAL PRACTICE FINANCING

- We'll help you, purchase an existing practice or real estate
- We offer tenant improvement & Equipment loans, Lines of Credit

We're Experienced in Meeting your Dental Lending Needs

CONTACT AN EXCEL LENDING EXPERT TODAY

**Richard A. Carlson**

Direct 858.312.6083

Mobile 619.847.6468

rcarlson@bankexcel.com

**Teresa Carlson**

Direct 310.362.2014

Mobile 310.902.4050

tcarlson@bankexcel.com



EXCEL NATIONAL BANK

Excellence in Banking™

Member FDIC Equal Housing Lender

**NEW ROCHELLE, NY** INCOME-PRODUCING BUILDING FOR SALE. 1ST FLOOR DENTAL OR MEDICAL (MULTIPLE OPS, LARGE SF), APARTMENTS ABOVE. CALL 818-591-0123.

**Looking for PEDODONTIST** in SACRAMENTO area. Flexible schedule. Compensation negotiable! email: rcdentalgroup@yahoo.com.

**IMPLANT MENTOR** Two So. Cal GPs would like to hire independent periodontist to train and mentor us in placement of implants for our patients in our office. To set up a meeting contact docere5@gmail.com.

**Can't buy much for \$1.00** How about a Premium Toothbrush, Toothpaste, Floss and Bag. Call Dental Elite Now 888.228.7706/dentalelite.com (See flier in this edition).

**Jump-start your retirement plan!** Get cash out of your practice now to fund your retirement for the future! Call Bob Affleck at 949-422-0846.

**DENTAL SUITE FOR LEASE** IN OXNARD 1100 SF, 4 Ops. Excellent location in busy retail center. Move-in ready \$2,200 Month NNN Contact 805-386-2312.

**Expanding your practice?** LCF offers cash-flow solutions and low interest rate loans. Call LCF Financial at 800 550 9228 or visit lcffin.com.

# Here is what bankruptcy attorneys won't tell you!

1. Dental lenders will never finance an acquisition again
2. Not all obligations can be discharged under new bankruptcy laws
3. Licensed professionals are treated differently in bankruptcy
4. Your future ability to earn income will reduce what you can ultimately discharge

Let our **TRUSTED** name work for you

## WOOD & DELGADO

*Attorneys At Law*

**The Authority in Dental Law**



1. As attorneys we have represented dentists for over 25 years
2. We have extensive contacts with dental lenders
3. Our unique knowledge of the industry will help us work out a settlement with your lender and your unsecured creditors
4. There is no better company to protect your future and your career

There is no obligation or cost to call. Saving you from bankruptcy protects you and it protects the dental industry. Call today to get started repairing your life!

**IF YOU ARE A DENTAL PRACTICE OWNER, DO NOT FILE  
BANKRUPTCY WITHOUT TALKING TO US FIRST**

Offices in Irvine, San Francisco & Temecula

**Toll Free: 800-499-1474**

**Fax: 800-511-2138**

Visit our website at:

**[www.dentalattorneys.com](http://www.dentalattorneys.com)**

*Represented over 3500 dentists*

Look online for upcoming CE courses in your area



Jason P. Wood  
Attorney at Law

Patrick J. Wood  
Attorney at Law

Charles X. Delgado  
Attorney at Law

Jason P. Wood  
Attorney at Law



Patrick J. Wood  
Attorney at Law

**ARCADIA** (4) op computerized G.P. located in a well known, easily accessible medical dental bldg. on a main blvd. Cash/Ins/PPO with no HMO's or Denti-Cal. Gross Collect \$315K+/yr on a (4) day week. D&M Practice Sales 818.591.1401 License # 01172430.

**You're terrific!** Thank you for referring doctors and dental companies to The Dental Trader. More & more advertisers are finding us through referrals and finding success. We are thankful for your support!

**DREAMING OF STARTING YOUR OWN PRACTICE?** CALL BRAD BECK AT BANK OF AMERICA FOR A NO OBLIGATION ASSESSMENT. 1.800.214.6087.

**Attn GP's** Learn the latest endo, restorative and prosthodontic treatment techniques -call 310-663-4055 or see Xcel Seminar's insert for details.

**WOODLAND HILLS** (3) op computerized G.P. in a strip center on a main blvd. Excellent exposure, visibility & signage. Digital x-rays & intra oral camera, Dentrix software. Cash/Ins/PPO. No HMO's and no Denti-Cal. 1-800 Dentist Provider. 2009 projected gross collections of \$725K+. Seller is moving and taking an academic position but will transition. D&M Practice Sales 818.591.1401 License # 01172430.

**PRACTICE FOR SALE** Inland Valley- Seller very motivated. Some Ortho. Has 3 private offices, open bay w/4 chairs. Grosses \$800+. 100% Financing. 888-277-6633. Agent.

**Doctors chairs for sale** good conditions \$150 each. call 310-390-3565.

**"I teach 20% of the course** My staff teaches the other 80%... allowing me to make money through team teaching." Learn more, visit [www.SchoolBuilderPlus.Com](http://www.SchoolBuilderPlus.Com) or call Larry (626) 941-4636 Chris (562) 777-5913.

**ORAL SURGERY PRACTICE** CALIFORNIA'S LAKE TAHOE 2008 realized \$615,000. Great country lifestyle. For complete details, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**San Luis Obispo** For lease or sale. Beautiful office in premier office plaza. Four operatories, 1250 sq ft, available in late September 2009. Call 805-438-5585.

**Don't let worn upholstery** be your patient's first impression! Superior Upholstery Company 888-548-7282 [superiorupholstery.com](http://superiorupholstery.com).

**PRACTICE FOR SALE** San Diego (El Cajon) General Practice with implants available. BUILDING also FOR SALE!! SDPS: 760-599-7828.

**Stop paying so much** dental kits that include Premium Toothbrush, Toothpaste, Floss and Bag starting at 89¢. Dental Elite 888.228.7706 (See flier in this edition).

**RANCHO SANTA MARGARITA, CA** Price Reduction! State-of-the-art, turnkey dental practice facility, 1,198 sq. ft., 4 equipped ops. Easily accessible, busy strip mall location. Newly built out in 2005. Practice Transition Partners, (888) 789-1085, [www.practicetransitions.com](http://www.practicetransitions.com).

**SAN MARINO** For Sale: Practice located 2200 sq. ft. free standing bldg w/ample parking. 6 equipped tx rooms, large equipped lab. 5 hygiene days w/ each hygienist seeing 10 patients/day. '08 receipts \$762K w/\$246K adjusted net income. Owner retiring. HENRY SCHEIN PPT INC. BROKER DENNIS HOOVER, D.D.S. 800-519-3458.

**Powder Free Nitrile Gloves** \$4.85/bx...Lowest Price Guaranteed....Call PureLife Dental at 877-777-3303.

**"Wood and Delgado are honest** accurate, efficient and confident attorneys." Philip B. Potter, D.D.S., San Clemente, California-See our ad on Pg. 2.

**DENTAL LAB** building & equipment for lease, or purchase in OC. Turn key, over 3000 sq ft. with 26 benches, completely built out. Contact [atran@morgancoastmgmt.com](mailto:atran@morgancoastmgmt.com).

**Bellmount chair** used proma delivery unit and light for sale, good condition. \$2500/package with installation \$2000 without call 310-390-3565.

**"NEW" Chairs** Units, Stools, Lights...Financing Available. Call Now 909-519-1451.

**Your SUPER SAVER!** The DENTAL TRADER! Place YOUR free ad now! Visit [www.dentaltrader.com](http://www.dentaltrader.com) or use the form in the back of this edition.



*Whether you're in the market to purchase a dental practice, seeking an associate, looking for staff, seeking a job opportunity, selling or buying new or used dental equipment ...you'll find it in **The Dental Trader**. It is **THE** resource for doctors! **The Dental Trader** has been very helpful to many of my clients. I highly recommend **The Dental Trader**." Kathleen Johnson*



**Kathleen Johnson Consulting, Inc.**  
6074 E. Silverspur Trail • Anaheim Hills, CA 92807  
Phone 800-998-8399  
Email: [kajohnson@sbcglobal.net](mailto:kajohnson@sbcglobal.net)  
[www.kjohnsonconsulting.biz](http://www.kjohnsonconsulting.biz)



# PureLife

Towards a Cleaner Tomorrow

## FREE SHIPPING & FREE GIFTS



Free Eco Flashlight Key Chain  
with any purchase



Free Digital Camera Keychain  
with any purchase over \$249



Free iPod Shuffle  
with any purchase over \$499



Free iPod Touch  
with any purchase over \$1,999

## CDA San Francisco Specials - Booth #1423

**Serenity**  
Latex Lightly Powdered



**\$3.59**/60bx, \$3.85/20bx

**PureSkin**  
Latex Powder Free Textured



**\$3.99**/60bx, \$4.25/20bx

**Essence**  
Latex Powder Free Smooth



**\$4.69**/60bx, \$4.95/20bx

**Eco-Fit**  
Latex Powder Free Size Fitted



**\$5.79**/60bx, \$5.95/20bx

**Nova**  
"Super Stretch" Nitrile Powder Free



**\$4.69**/60bx, \$4.85/20bx

**Super Nova**  
"Stretch Mint" Nitrile Powder Free



**\$5.69**/60bx, \$5.95/20bx

**Safeskin Purple Nitrile**



**\$9.95**

**Vector**  
Stretch" Vinyl Powder Free



**\$3.79**/60bx, \$3.95/20bx

**2 Ply Bibs**



**\$14.95** 500/bx

**C-Fold or Multi Fold**



**\$26.95** 4000/cs

**Carbide Burs**



**\$89.95** 100/bag

**Plastic Cups 5oz.**



**\$17.95** 1000/bx

[www.PureLifeDental.com](http://www.PureLifeDental.com)

Call for Free Samples

(877) 777-3303



# PureLife

Towards a Cleaner Tomorrow



## FREE SHIPPING

Cotton Rolls



**\$7.95** 2000/bx

Non Woven 2x2 Sponges



**\$19.95** 5000/bx

Applicator Brushes



**\$15.95** 400/bx

Surgical Aspirator Tips



**\$4.95** 25/bx

Evacuator Tips



**\$26.95** 1000/bx

Saliva Ejectors



**\$23.95** 1000/bx

Face Masks



**\$3.95** 50/bx

Sterilization Pouches



**\$6.95** 200/bx

Alginate



**\$7.95** 1lb

Impression Trays



**\$3.95** 12/bx

Prophy Angles



**\$114.95** 500/bx

Prophy Paste



**\$16.95** 200/bx

PureLife X-Ray Film



**D Speed**

**\$27.95** PLD-54 100/bx  
**\$44.95** PLD-57 130/bx  
**\$34.95** PLD-58 150/bx

**F Speed**

**\$31.95** PLF-54 100/bx  
**\$47.95** PLF-57 130/bx  
**\$38.95** PLF-58 150/bx

*Buy 9 Get 1 FREE*  
*Buy 20 Get 3 FREE*  
*Buy 80 Get 20 FREE*

# ADVANCE YOUR PRACTICE

*Don't Waste Another Week!  
Get the Tools Now!!*



## ★ 1 "DENTAL SCHEDULING FOR THE SOLO PRACTITIONER"

- How to keep your appointment book full every day!
- Discover how to have consistent production daily!
- Never see your assistants just standing around ever again
- Increase production by 25% by doing this!
- Save \$20,000 per year or more by doing this!



## ★ 2 "HOW TO MAKE MONEY USING YOUR HYGIENE PROGRAM"

- Turn your Hygienist into a cash cow!
- Easy tips to fill the hygiene schedule!
- Increase recall by 50% or more by doing this!
- Eliminate appointment cancellations!



## ★ 3 "MANAGEMENT BY STATISTICS"

- 5 ways your PC can instantly increase your practice growth!
- Learn three tricks that instantly can increase production!
- How to become the most efficient office possible!
- Promote your practice ABSOLUTELY FREE! (Worth the purchase price alone)
- Track & control your overhead without an accountant's help!

**Was \$40 each, for a limited time, get any two pamphlets for \$60 - or all three for \$75.**

Send checks to: Dental Practice Publishers  
P.O. Box 2772, Laguna Hills, CA 92654

Be sure to note which pamphlets you want.



**used MDT compressor** double head, works good \$995 OBO please call 3103903565.

**When you need PRACTICE FINANCING** look to an experienced lender that will take the time to explore your goals then create an individually tailored financing solution to meet your specific needs and position you for success in your practice. Call PPC LOAN at 800-456-2779 or email us at dental@ppcloan.com.

**"I have used LIVEWIRES ORTHODONTICS** for as long as they've been open, they strive for perfection on both ends of the case." Dr. M. B., DDS. Give LIVEWIRES a call to request a free catalog at 330 793 9423.

**SACRAMENTO COUNTY** Incredibly beautiful, thoughtfully designed, well appointed, fee-for-service General & Cosmetic practice. Approx. 2,800 active patients with approx. 30 new patients a month. 2007 GR \$1.8M+ with an adj. net of \$477K+; 2008 GR \$1.8MK+ with an adj. net of \$484K+. Asking \$875K. Contact Carroll & Company (650) 403-1010.

**Latex Gloves** from \$3.85, Nitrile Gloves from \$4.85....call PureLife Dental at 877-777-3303

**Main Street Bank is a Direct Lender** FDIC insured, Privately Owned Bank that specializes in financing for the Dental Industry. Call 866-327-1198.

**INSANE Sale!** Practically at cost! EVA Digital X-ray Sensor, Brand New: Dealer Direct: List: \$8,000 Sell: \$6,000. Call 800-273-5033.

**2 LSM chair and delivery unit** with light. Like new \$1995 OBO please call 3103903565.

**Central Valley practice BELOW VALUE** Pays for itself in 18 months. Great staff, well-equipped and profitable, this general practice located in Central Valley is dream come true. Enjoy low rent or possibly buy building. Yosemite in your backyard makes this practice a no brainer. Perfect area to raise a family and enjoy life while doing it. Will not last long. Call AFTCO today at 800-232-3826.

**Patient Finance for all patients** no percentage withheld! Instant Approvals, all patients qualify, zero interest to your patients. Call Healthcare Finance Direct LLC 877-874-3877.

**PRACTICE ACQUISITION FINANCING** for RECENT GRADUATES. Don't be rejected. Contact Professional Financing Inc. doctor@professionalfinancing.net, (323) 272-3543.

**Take advantage of the Fed** Refi your practice acquisition loan easily and without traditional fees (mention add for promotion). LCF offers cash-flow solutions and low interest rate loans. Call LCF Financial at 800 550 9228 or visit lcffin.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.

# DENTAL DIRECTORY

## ROBERT W. OLSON, JR.

a Professional Corporation  
Business, Corporate & Real Estate Law

- USC Law 1984, Dartmouth 1981
- All Inclusive Packages
- Free Website Services

**805.963.1120**

california.transdental.com

RWO@transdental.com



## Diversified Dental & Upholstery

New & Used  
Dental Equipment  
Mechanical Chair Repairs  
Service Tech. Available

Complete Dental Chair  
Refurbishing  
Special Upholstery for  
Long Procedure Patients

Call us for a Free Estimate!  
**(800) 707-3449 OR (714) 827-8515**  
www.DiversifiedDental.Net

Rope in Profits!



[www.DentalTrader.com](http://www.DentalTrader.com)

## WESTERN PRACTICE SALES

John M. Cahill Associates

*Working Together to Serve You Better  
Dentists Serving Dentists*

Timothy G. Giroux, DDS  
John M. Cahill, MBA

Jon B. Noble, MBA  
Edmond P. Cahill, JD

**800.641.4179**

wps@succeed.net  
westernpracticesales.com



Go for the best - Get the Highest Rated Software by the ADA\*

**800-273-5033**

Online demo - [www.ez2000software.com](http://www.ez2000software.com)

## WOOD & DELGADO

*Attorneys At Law*

*Representing Dentists for over 20 Years in the Areas of:*

- Real Estate • MSOs • Practice Purchase Agreements
- Partnership Agreements • Leases
- Space Sharing/Group-Solo • Associate Agreements
- Corporate Formations/Dissolutions
- Partnership Disputes • Estate Planning

Patrick J. Wood, Attorney at Law  
Jason P. Wood, Attorney at Law

Toll Free: 800-499-1474 • Fax: 800-511-2138  
Visit our website at: [www.dentalattorneys.com](http://www.dentalattorneys.com)



PRACTICE SALES AND LEASING  
"THE PERSONALIZED SERVICE DENTAL BROKER"®



Paul Maimone  
Broker/Owner

P.O. Box #6681, Woodland Hills, CA 91365  
Phone: 818.591.1401 • 866.425.1877 Outside So. CA  
[www.dmpractice.com](http://www.dmpractice.com)

CA Broker Lic. #01172430



HOWDY PARTNER!

Contact us to promote your business here!  
[www.DentalTrader.com](http://www.DentalTrader.com)



## Professional Practice Sales

Buying or Selling a Dental Practice?

Know Your Options

Talk to the Professionals

Contact: Ray Irving  
San Francisco: (415) 899-8580  
Sacramento: (530) 894-0700

[www.PPSellsDDS.com](http://www.PPSellsDDS.com)



## San Diego Practice Sales

- represents Sellers and Buyers
- exclusively in San Diego County
- more than 28 years of experience  
with the San Diego Dental Community

For More Information Call:

**(760) 599-7828**

[WWW.SDPRACTICESALES.COM](http://WWW.SDPRACTICESALES.COM)

# ARE YOU READY TO MAKE SOME REAL MONEY? THEN TAKE A LOOK AT THESE TWO PRACTICES!

## SANTA CLARITA VALLEY

**HERE'S THE ONE YOU'VE  
BEEN WAITING FOR!!**

### NET APPROX. \$600K PER YEAR

(11) op computerized G.P. office (10) ops equipped, 11th op plumbed not equipped. In a well known, easily accessible professional building with great signage!

Patient base consists of Cash/Ins/PPO/HMO and small amount of Denti-Cal. Bread and butter practice with annual Gross Collections of \$1.6M+. Capitation checks of \$13K-\$15K mos plus supplementals. Lower overhead of- fice with excellent annual net income. Refers out difficult O.S., Endo, Perio and Ortho.

Practice can be easily grown to \$2.5M+ annually by adding more hygiene, specialists and advertising. Seller is retiring but will stay on for transition.



## LOS ANGELES (KOREA TOWN)

### NET APPROX. \$450K PER YEAR

Computerized G.P. located in the Korea Town area of Los Angeles. Store front location with excellent exposure, visibility and signage. State of the art facility with (7) ops of newer Belmont equipment, Cerec 3, (2) lasers, fully equipped lab, (6) digital x-rays, dentrix software, PRP System, Jaw Tracs and 3D ICAT Imaging System. Annual Gross Collections of \$1.4M+. Cash Ins/PPO patient base. No HMO's and no Denti-Cal. Approx. 20 new patients per month. 30+ years of Goodwill. Seller retiring but will assist with transition.



PRACTICE SALES AND LEASING

**CA REPRESENTATIVE  
FOR THE NATIONAL  
ASSOCIATION OF PRACTICE  
BROKERS (NAPB)**

CA Broker License #01172430

*"The Personalized Service Dental Broker"®*

P.O. Box #6681, Woodland Hills, CA 91365

866-425-1877 Outside So. CA

818-591-1401 Locally

**www.dmppractice.com**

**SAN JOAQUIN COUNTY ORTHO NOW AVAIL** Well established and successful Ortho practice in 1,860 square foot modern, networked office with 8 chair open bay. Panorex, Intra-oral cameras, as well as a cephalometric x-ray machine are included. 2008 GR \$1M+. Asking \$710K. Contact Carroll & Company (650) 403-1010, [www.carrollandco.info](http://www.carrollandco.info).

**Sufficient WORKING CAPITAL** must supplement every practice acquisition. Contact Professional Financing Inc. doctor@professionalfinancing.net, (323) 272-3543.

**Legal Tip: Sellers** Did the buyer agree to loan approval within a specified time? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**San Luis Obispo** For lease or sale. Beautiful office in premier office plaza. Four operatories, 1250 sq ft, available in late September 2009. Call 805-438-5585.

**How would you like to average** one new patient per work day...GUARANTEED? You need only visit [www.AttractDentalPatients.com](http://www.AttractDentalPatients.com).

**GP for sale in Santa Barbara** 3 ops, private practice. Reduced price for fast sale. 818-675-8960.

**Practice for sale Los Angeles-** Million dollar state of the art practice fully remodeled, no medical or HMO, Incredible opportunity for right doctor or group. 818-261-6619.

**Need a Practice Acquisition Loan?** 100% financing, Low fixed interest rates, No prepayment penalties. Call Professional Practice Capital at (800) 456-2779.

**“Very fast** Jason Wood didn’t take much of my time. Everything was perfect. Yes!!” Gloria Nollie, D.D.S., Carmichael, California -See our ad on Pg. 2.

**Not using it? Sell it!** Place a free ad in The Dental Trader. Use the form in the back of this issue or place it online at [www.dentaltrader.com](http://www.dentaltrader.com). The first 20 words are free!

**used crescent wig-L-bug amalgamator** works good \$150 OBO please call 3103903565.



*“I placed some unclassified ads in The Dental Trader to sell unwanted dental equipment and was besieged by so many telephone calls from readers that it became a problem. The Dental Trader works a little too well”*

Jeffrey Hempel, DDS

# 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)**

**Implant Outreach is currently offering** FREE comprehensive in-depth training for general dentists interested in its Mobile Surgical Services throughout California ([www.implantoutreach.com](http://www.implantoutreach.com)). Compensations are commensurate with your previous training and experience in Implant Dentistry. If you would like to become a travelling Implant Expert and are interested in the exciting opportunities offered by Implant Outreach, please send your resume to [dentistjobs@implantoutreach.com](mailto:dentistjobs@implantoutreach.com).

**NICE 2 OP HIGH END EQUIPMENT ALL DIGITAL, BUSY STRIP MALL IN CENTRAL SIMI VALLEY, LOW LEASE, OPPORTUNITY TO EXPAND, \$180K OBO CONTACT SUSAN 626-233-4520.**

**WANT TO BUY DENTI-CAL/HMO** Practice So. & No. Calif. (seriously looking for buy) DR. CHI [decks2004@hanmail.net](mailto:decks2004@hanmail.net) call@ (707)480-8867.

**Oral Surgeon Wanted** Part-time position in the LAX area. Beautiful state-of-the art, well managed general practice. Excellent salary and benefits. Email: [alex@smilefinders.org](mailto:alex@smilefinders.org) or fax (310)342-0202.

**Copyright 2009 THE DENTAL TRADER.** All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any storage of information and retrieval system.

# 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 of 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: \_\_\_\_\_

**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 \_\_\_\_\_

**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: \_\_\_\_\_

**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: \_\_\_\_\_

**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 \_\_\_\_\_

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

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

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

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

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

**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?

**5947 SOUTHERN HUMBOLDT COUNTY'S GARBERVILLE**

Collected \$315,000 with \$103,000 in Profits. FP \$65,000.

**5964 SANTA ROSA'S DOCTOR'S PARK**

Best location. 3-Op digital office. No goodwill. 1/8th ownership in building + equipped suite. FP \$200,000 with terms.

**5971 MERCED**

Collected \$760,000 in 2008 with \$310,000 in Profits. 4-days of Hygiene. FP \$375,000.

**SOLD**

**5973 ORAL SURGERY PRACTICE - CALIFORNIA SIERRA NEVADAS**

2008 realized \$615,000. No competition, great country lifestyle.

**5974 SANTA ROSA**

Collected \$1.17 Million with \$425,000+ in Profits on 24-hour week, 3-weeks per month. 4-days of Hygiene. 5-Op office. Condo optional purchase.

**5975 GROWING NORTHEAST SACRAMENTO FOOTHILL COMMUNITY**

Well performing & soundly entrenched practice seeks full-time Owner. Without any marketing, practice grew in 2008 with 2009 continuing trend. Tracking \$1.1 Million. 2008 realized \$357,000 in Profits. Full-time Owner could have made \$415,000+.

**5976 REDWOOD VALLEY'S UKIAH**

Located 1-hour north of Santa Rosa. On relaxed pace, 2009 tracking Production of \$475,000. Yet, more here than being harvested. 2008 Produced \$562,000 & collected \$522,000. No Pedo, Endo, OS. Lots of fillings starting to fail.

**5977 ORTHO - SOLANO COUNTY**

Great starter practice or second office. Owner's out-of-area practice dictates part-time attention here with practice tracking \$335,000. Has done \$500,000+ with more attention. Motivated Seller.

**5978 STOCKTON**

Consistent Mid-\$700,000 per year performer with Absentee Owner. Hands-on Successor shall do better with focused attention and dedication. Beautiful office and great location. All Ops are computerized.

**5979 SAN JOSE**

Located on Blossom Hill Road, right off Highway 85. Practice being made available by retiring Owner. 2009 tracking \$540,000+. 20+ new patients per month. 4-Ops. No advertising.

**5980 LAKE TAHOE**

Big City Practice in Tahoe Paradise. 2009 tracking \$950,000+ with Profits of \$500,000. 2008 collected \$970,000. Attractive facility. This is a rare opportunity.

**5981 SAN RAFAEL**

Realized collections of \$400,000/year last 2-years. 2009 tracking \$450,000+ on 3-day week. Low overhead. Successor needs to be a skilled Clinician.

**5982 MONTEREY COUNTY**

2009 is annualizing \$450,000 in collections which is reflecting nice growth over 2008. 3-Ops.

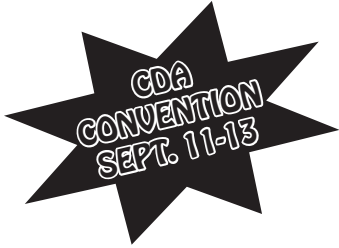


Specialists in the Sale & Appraisal of Dental Practices Since 1966

**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

The Dental Trader  
Post Office Box 2631  
Capistrano Beach, CA 92624



PRSR.T. STD  
U.S. POSTAGE  
**PAID**  
OCEANSIDE, CA  
PERMIT #95

*Superior*  
UPHOLSTERY COMPANY

**SEE YOU AT THE ADA  
SHOW IN HAWAII  
BOOTH 1618**



**BEL 10 PLUSH**

**DENTAL UPHOLSTERY KITS  
FOR CHAIRS AND STOOLS  
MADE TO ORDER IN ANY  
STYLE AND COLOR YOU WANT.  
WHY SETTLE FOR FACTORY WHEN  
YOU CAN CHOOSE YOUR OPTIONS.**

**OPTIONS INCLUDE:  
ULTRALEATHER  
VISCO ELASTIC TEMPER FOAM  
MEMORY FOAM  
RELAXOR MESSAGE SYSTEM  
CUSHION MANAGEMENT**



**ADEC 1005 PLUSH**



**CUSTOM MADE STOOLS  
YOU CAN CHOOSE THE STYLE  
THAT SUITS YOU.  
TALL , SHORT, LARGE OR SMALL,  
LET US BUILD YOUR STOOL.**

**Give Us A Call  
We Make It Simple**

**888-548-7282** [WWW.SUPERIORUPHOLSTERY.COM](http://WWW.SUPERIORUPHOLSTERY.COM)