

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

BUSY PEDO PRACTICE!
STEADY HYGIENE & NEW PATIENTS!
NICE LAYOUT & EQUIPMENT!

LISTING # 20-333 PRICE: \$815,000 OBO A/R'S: Negotiable
LOCATION: Lake Elsinore Est. POPULATION: Hispanic
DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1200
Lease X Own Option/Renew 1 x 5 Yrs. Remain 4 \$/Month \$3,250
Office Hours M T W TH FR SAT SUN
9-5 A+H 9-5 O+H 2x 9-5 A+H 9-5 A+H 9-5 A+H 2x Closed Closed

STAFF Front: 1 Salary: \$20 Will Stay Yes
Back: 2 Salary: \$16 / \$16 Will Stay Yes
Other: Associate Salary: \$700 / \$600 / \$500 or 33% Will Stay Yes
Other: Hygienist Salary: \$450 / day Will Stay Yes

PATIENT PROFILE:

% Group 5-10 Yrs: 15% 11-19 Yrs: 40% 20-49 Yrs: 35% 50-75+: 10%
% Reimb Cash 30% Idemn PPO 30% Plans
Medical 40% Cap 0% Avg. Cap \$0
%Revenue Restorative 40% Crown & Bridge 25% Endo 7% Perio 14%
Oral Surgery 6% Prosthetics 7% Ortho 1%

Procedures referred out: Implants / Some Endo / Some OS / Perio Surgeries

PRACTICE STATS: \*(Need to verify with Buyer Audit) (approx)

# Active Charts 3000 # of Recalls per month\* 220 - 250
# of New Patients per month\* 10 - 15 Total # of New Patients YTD\*
Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? Yes Number of days 4 - 5 % of Gross

FINANCIAL: (Need to verify with Tax Returns and Financial Information by Seller)

2017 2018 \$659,000 2019 \$1,094,535 Current YTD Q1 2020 - \$153,556

EQUIPMENT:

# Chairs 4 Hygiene Avg. Age
# X-Rays 4 digital Pano CT/Pano Other Optional CT

Special Equip owned: Laser Intraoral Camera yes Other
Is the practice computerized? Yes Type of Software: Easy Dental

COMMENTS: Mostly associate run with good hygiene. Rent is low and net high for working owner or absentee! CT is brand new and optional. Huge ortho program waiting for buyer!

# FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

## REGISTRATION AGREEMENT – CONFIDENTIALITY

**IMPORTANT: Please fax back this form to obtain the office location and financial data @ 949-548-0525**

In consideration of **FIRST CHOICE PRACTICE SALES INC.**, hereinafter called **FIRST CHOICE**, supplying me with confidential information concerning the following businesses, or any other businesses to which you may otherwise introduce me, I agree to use such confidential information obtained only for purposes of evaluation to purchase. I further agree not to divulge such information to others, except to secure professional advice. **I further agree not to directly contact the owner, employees, landlord, suppliers or disturb any business relationship which includes requesting a position as an associate or asking for permission to visit the practice during practice hours of the seller without first obtaining seller's permission through FIRST CHOICE PRACTICE SALES, INC.**

Should I, or anyone to whom I have introduced those confidential business listings that you previously presented to me, purchase or acquire an interest in any of those businesses, I agree to conduct all negotiations through your office. I further understand that the seller will be responsible for the payment of the commission to **FIRST CHOICE PRACTICE SALES**. I further understand and agree that if I should purchase all or any portion, lease, become an associate of or come into possession of the business through direct negotiations with the seller and without **FIRST CHOICE's** involvement, within one year from date hereof, then a commission is due **FIRST CHOICE** and I will assume responsibility for the payment of that commission.

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### **NO AGENCY RELATIONSHIP IS CREATED BY SIGNING THIS AGREEMENT.**

Listing No. 20 – 333

Location Lake Elsinore

Accepted and Agreed to:

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Agent

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

\_\_\_\_\_  
Address

P. O. Box 8445  
Newport Beach, CA 92660  
(949) 548-4559

\_\_\_\_\_  
City Zip

\_\_\_\_\_  
Phone (Circle One: Mobile/Home/Business)

Any additions or deletions to this page other than information we have requested will void your request and we will not provide any additional information. Thank you.

# FIRST CHOICE PRACTICE SALES, INC.

*a California Corporation (01916111)*

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E-mail Address

**PLEASE FAX BACK TO: 949 548-0525**

Phone: (949) 548-4559 ● Fax: (949) 548-0525 ● [www.firstchoicedds.com](http://www.firstchoicedds.com)

**ALL INFORMATION PROVIDED SUBJECT TO BUYER VERIFICATION – BROKER MAKES NO WARRANTIES**

**FIRST CHOICE PRACTICE SALES, INC.**

a California Corporation (01916111)

**ASSOCIATE RUN & HYGIENISTS!  
SURROUNDED BY LOTS OF HOMES!**

**GREAT PATIENT BASE AND LOW RENT!**

LISTING # 20 - 332 PRICE: \$769,000 OBO A/R'S: negotiable

LOCATION: Hemet Est. \_\_\_\_\_ POPULATION: Mixed

DESCRIPTION: # of Ops: 4 # Not Plumbed: \_\_\_\_\_ Sq. Ft. 1800

Lease X Own \_\_\_\_\_ Option/Renew yes Yrs. Remain 1 \$/Month \$2,650

| Office Hours | M         | T           | W         | TH      | FR           | SAT    | SUN    |
|--------------|-----------|-------------|-----------|---------|--------------|--------|--------|
|              | 9 - 5 A+H | 9 - 5 O/A+H | 9 - 5 A+H | 9 - 5 H | 9 - 5 A+H 2x | Closed | Closed |

**STAFF**

Front: 1 Salary: \$18 Will Stay Yes

Back: 2 Salary: \$17 / \$17 Will Stay Yes

Other: Associate Salary: \$600 / day Will Stay Yes

Other: Hygienist Salary: \$350 / \$450 (3.5) Will Stay Yes

**PATIENT PROFILE:**

% Group 5-10 Yrs: 5% 11-19 Yrs: 15% 20-49 Yrs: 30% 50-75+: 50%

% Reimb Cash 15% Idemn \_\_\_\_\_ PPO 35% Plans \_\_\_\_\_

Medical 50% Cap 0% Avg. Cap \$0

%Revenue Restorative 15% Crown & Bridge 25% Endo 5% Perio 20%

Oral Surgery 15% Prosthetics 20% Ortho \_\_\_\_\_

Procedures referred out: Most endo, perio, ortho, os and implants

**PRACTICE STATS: \*(Need to verify with Buyer Audit) (approx)**

# Active Charts 3000 # of Recalls per month\* 200 - 240

# of New Patients per month\* 10 - 15 Total # of New Patients YTD\* \_\_\_\_\_

Any one referral source account for more than 10% of practice revenue? Yes No

Does practice employ a hygienist? Yes Number of days 4 - 5 % of Gross \_\_\_\_\_

**FINANCIAL: (Need to verify with Tax Returns and Financial Information by Seller)**

2017 \_\_\_\_\_ 2018 \$732,000 2019 \$916,469 Current YTD \_\_\_\_\_ Pending 2020 \_\_\_\_\_

**EQUIPMENT:**

# Chairs 4 Hygiene \_\_\_\_\_ Avg. Age Mixed

# X-Rays Digital Pano no Other \_\_\_\_\_

Special Equip owned: Laser \_\_\_\_\_ Intraoral Camera \_\_\_\_\_ Other \_\_\_\_\_

Is the practice computerized? Yes Type of Software: Denticon

COMMENTS: Seller purchased 3 different practices and rolled them into one location. Solid hygiene and huge base of patients. Really needs 6 days per week! Great parking and the area is excellent for dentistry!d

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### **NO AGENCY RELATIONSHIP IS CREATED BY SIGNING THIS AGREEMENT.**

Listing No. 20 – 332 Location Hemet

Accepted and Agreed to:

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Agent

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

\_\_\_\_\_  
Address

P. O. Box 8445  
Newport Beach, CA 92660  
(949) 548-4559

\_\_\_\_\_  
City Zip

\_\_\_\_\_  
Phone (Circle One: Mobile/Home/Business)

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**LONG ESTABLISHED PRACTICE!  
GREAT RENT & BIG SPACE TO EXPAND!**

**5+ HYGIENE DAYS PER WEEK!**

**ALL PPO!!**

LISTING # 20 - 331 PRICE: \$489,000 OBO A/R'S: negotiable  
LOCATION: San Bernardino Est. \_\_\_\_\_ POPULATION: Mixed  
DESCRIPTION: # of Ops: 7 # Not Plumbed: \_\_\_\_\_ Sq. Ft. 2500

Lease X Own \_\_\_\_\_ Option/Renew Yes \_\_\_\_\_ Yrs. Remain 5 \$/Month \$2,750  
Office Hours M T W TH FR SAT SUN  
7 - 5 + H Staff 8 - 5 + 2H 8 - 5 + 2H Staff Closed closed

STAFF Front: 1 Salary: \$20 / hr Will Stay Yes  
Back: 1 Salary: \$22 / hr Will Stay Yes  
Other: 2 Hygienist Salary: \$350 / day Will Stay Yes

**PATIENT PROFILE:**

% Group 5-10 Yrs: 5% 11-19 Yrs: 10% 20-49 Yrs: 35% 50-75+: 50%  
% Reimb Cash 25% Idemn \_\_\_\_\_ PPO 75% Plans \_\_\_\_\_  
Medical 0% Cap 0% Avg. Cap \$0  
%Revenue Restorative 30% Crown & Bridge 30% Endo 5% Perio 30%  
Oral Surgery 2% Prosthetics 3% Ortho 0%

Procedures referred out: Endo, Perio, OS, Ortho, Implants

**PRACTICE STATS:** \*(Need to verify with Buyer Audit) (approx)

# Active Charts 2,000+ # of Recalls per month\* 160 - 180  
# of New Patients per month\* 5 - 10 Total # of New Patients YTD\* \_\_\_\_\_  
Any one referral source account for more than 10% of practice revenue? Yes No  
Does practice employ a hygienist? Yes Number of days 5 % of Gross \_\_\_\_\_

**FINANCIAL:** (Need to verify with Tax Returns and Financial Information by Seller)

2017 \_\_\_\_\_ 2018 \$575,907 2019 \$560,254 Current YTD \$103,533 as of 3/15

**EQUIPMENT:**

# Chairs 5 Hygiene \_\_\_\_\_ Avg. Age \_\_\_\_\_  
# X-Rays 3 digital Pano room Other Electric Handpiece

Special Equip owned: Laser \_\_\_\_\_ Intraoral Camera Yes Other \_\_\_\_\_

Is the practice computerized? Yes Type of Software: Dentrix

COMMENTS: Seller has built heavy hygiene practice and refers out most major procedures. Great upside for working owner with a very large base of patients. Low rent, great parking and solid PPO patients!

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### **NO AGENCY RELATIONSHIP IS CREATED BY SIGNING THIS AGREEMENT.**

Listing No. 20 - 331 Location Sam Bernardino

Accepted and Agreed to:

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Agent

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

\_\_\_\_\_  
Address

P. O. Box 8445  
Newport Beach, CA 92660  
(949) 548-4559

\_\_\_\_\_  
City Zip

\_\_\_\_\_  
Phone (Circle One: Mobile/Home/Business)

\_\_\_\_\_  
E-mail Address

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FIRST CHOICE PRACTICE SALES, INC.

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NEWER BUILDOUT! GREAT EQUIPMENT! MIX OF INSURANCES!

ASSOCIATE RUN WITH 4 HYGIENE DAYS!

LISTING # 20-330 PRICE: \$415,000 OBO A/R'S: Negotiable
LOCATION: Chino Est. POPULATION: mixed
DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,200
Lease X Own Option/Renew Yes Yrs. Remain 4 \$/Month \$4,250
Office Hours M T W TH FR SAT SUN
9-5 A+H Staff 9-5 A+H 9-5 A+H 9-5 2x O+H 9-5 A+H closed

STAFF Front: 1 Salary: \$4,000 / mo Will Stay Y
Back: 1 Salary: \$18 / hr. Will Stay Y
Other: Associate Salary: \$700 Will Stay Y
Other: Hygienist Salary: \$450 Will Stay Y

PATIENT PROFILE:

% Group 5-10 Yrs: 12% 11-19 Yrs: 12% 20-49 Yrs: 40% 50-75+: 36%
% Reimb Cash 30% Idemn PPO 40% Plans
Medical 30% Cap 0% Avg. Cap \$0
%Revenue Restorative 63% Crown & Bridge 10% Endo 4% Perio 14%
Oral Surgery 4% Prosthetics 2% Ortho 1% Implant 2% (7)

Procedures referred out: Most Implants / Some endo / Some OS / Perio Surgeries

PRACTICE STATS: \*(Need to verify with Buyer Audit) (approx)

# Active Charts 2,000+ # of Recalls per month\*
# of New Patients per month\* 25 - 30 Total # of New Patients YTD\* 342 last 12 months
Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? Yes Number of days % of Gross 29%

FINANCIAL: (Need to verify with Tax Returns and Financial Information by Seller)

2017 2018 2019 \$478,207 Current YTD Pending 2020

EQUIPMENT:

# Chairs 4 Hygiene Avg. Age
# X-Rays 2 (1 sensor) Pano CT/Pano Other Electric Handiece / Endo motor

Special Equip owned: Laser Intraoral Camera Yes Other
Is the practice computerized? Yes Type of Software: Easy Dental

COMMENTS: Great base of patients and hygiene! Plenty of patients now to double the collections. Build out is newer and practice is mostly associate run.

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### **NO AGENCY RELATIONSHIP IS CREATED BY SIGNING THIS AGREEMENT.**

Listing No. 20 – 330 Location Chino

Accepted and Agreed to:

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Agent

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

\_\_\_\_\_  
Address

P. O. Box 8445  
Newport Beach, CA 92660  
(949) 548-4559

\_\_\_\_\_  
City Zip

\_\_\_\_\_  
Phone (Circle One: Mobile/Home/Business)

\_\_\_\_\_  
E-mail Address

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FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

STREETSIDE STAND ALONG BUILDING!
NEWLY REMODELED!

ASSOCIATE RUN WITH HYGIENE!

LISTING # 20-218 PRICE: \$285,000 OBO A/R'S: negotiable
LOCATION: Southgate Est. POPULATION: Hispanic
DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,800
Lease X Own Option/Renew Yrs. Remain 1+ \$/Month \$2,400
Office Hours M T W TH FR SAT SUN
Staff Staff 9-6 A+H Staff Ortho 1x 9-4 A+H closed

STAFF Front: 1 (F & B) Salary: \$20 Will Stay Yes
Back: Salary: Will Stay
Other: Associate Salary: \$500 or 33% Will Stay Yes
Other: Hygienist Salary: \$450 / day Will Stay Yes

Seller does ortho 1x per month. Seller husband does hygiene Wednesdays @ 33%.

PATIENT PROFILE:

% Group 5-10 Yrs: 5% 11-19 Yrs: 15% 20-49 Yrs: 40% 50-75+: 40%
% Reimb Cash 15% Idemn PPO 80% Plans
Medical 5% Cap 0% Avg. Cap \$0
%Revenue Restorative 15% Crown & Bridge 26% Endo 9% Perio 25%
Oral Surgery 10% Prosthetics 10% Ortho 5%

Procedures referred out: Some endo and all implants

PRACTICE STATS: \*(Need to verify with Buyer Audit) (approx)

# Active Charts 1000 # of Recalls per month\* 55-60
# of New Patients per month\* 5 - 10 Total # of New Patients YTD\*
Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? Yes Number of days % of Gross

FINANCIAL: (Need to verify with Tax Returns and Financial Information by Seller)

2017 2018 2019 \$326,326 Current YTD Q1 2020 \$100,416

EQUIPMENT:

# Chairs 4 Hygiene Avg. Age newer
# X-Rays 3 (ScanX) Pano Other

Special Equip owned: Laser Intraoral Camera Other

Is the practice computerized? Yes Type of Software: Dentrax

COMMENTS: Great streetside location and remodeled interior. Lots of walk-ins. High net practice for working owner in great area of Los Angeles!

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### **NO AGENCY RELATIONSHIP IS CREATED BY SIGNING THIS AGREEMENT.**

Listing No. 20 – 218 Location Southgate

Accepted and Agreed to:

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Agent

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

\_\_\_\_\_  
Address

P. O. Box 8445  
Newport Beach, CA 92660  
(949) 548-4559

\_\_\_\_\_  
City Zip

\_\_\_\_\_  
Phone (Circle One: Mobile/Home/Business)

\_\_\_\_\_  
E-mail Address

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FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

BUSY RETAIL LOCATION!
100% ASSOCIATE RUN WITH HYGIENE!
MOSTLY PPO & CASH!

LISTING # 20-219 PRICE: \$650,000 OBO A/R'S: negotiable
LOCATION: Hacienda Heights Est. POPULATION: Mixed
DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,100
Lease X Own Option/Renew Yes Yrs. Remain 1 \$/Month \$4,000 total
Office Hours M T W TH FR SAT SUN
Staff 9-6 A+H Staff 9-6 A+H 9-4 A+H 9-5 A+H 2x closed

STAFF Front: 1 Salary: \$4,000 Will Stay Yes
Back: 2 Salary: \$20 / \$15 Will Stay Yes
Other: Associate Salary: \$700 / day Will Stay Yes
Other: Hygienist Salary: \$450 / day Will Stay Yes

PATIENT PROFILE:

% Group 5-10 Yrs: 2% 11-19 Yrs: 3% 20-49 Yrs: 44% 50-75+: 51%
% Reimb Cash 24% Idemn PPO 66% Plans
Medical 0% Cap 10% Avg. Cap \$4,000 +/-
%Revenue Restorative 65% Crown & Bridge 16% Endo 1% Perio 11%
Oral Surgery 4% Prosthetics 3% Ortho 0%

Procedures referred out: Most endo, some OS and all ortho. Some implants.

PRACTICE STATS: \*(Need to verify with Buyer Audit) (approx)

# Active Charts 1,500+ # of Recalls per month\*
# of New Patients per month\* 15 - 20 Total # of New Patients YTD\* 195 last 12 mos
Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? Yes Number of days 4 % of Gross 27%

FINANCIAL: (Need to verify with Tax Returns and Financial Information by Seller)

2017 2018 \$727,525 2019 \$762,707 Current YTD Q1 2020 \$204,162

EQUIPMENT:

# Chairs 4 Hygiene Avg. Age
# X-Rays 2 digital Pano No Other Electric handpieces

Special Equip owned: Laser Small Intraoral Camera Yes Other

Is the practice computerized? Yes Type of Software: Dentrax

COMMENTS: Busy retail location with national anchors. Great signage. Excellent base of patients with solid recall and hygiene. 100% associate run. \$1M+ potential just by showing up! Walk-ins every day.

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## REGISTRATION AGREEMENT – CONFIDENTIALITY

**IMPORTANT: Please fax back this form to obtain the office location and financial data @ 949-548-0525**

In consideration of **FIRST CHOICE PRACTICE SALES INC.**, hereinafter called **FIRST CHOICE**, supplying me with confidential information concerning the following businesses, or any other businesses to which you may otherwise introduce me, I agree to use such confidential information obtained only for purposes of evaluation to purchase. I further agree not to divulge such information to others, except to secure professional advice. **I further agree not to directly contact the owner, employees, landlord, suppliers or disturb any business relationship which includes requesting a position as an associate or asking for permission to visit the practice during practice hours of the seller without first obtaining seller's permission through FIRST CHOICE PRACTICE SALES, INC.**

Should I, or anyone to whom I have introduced those confidential business listings that you previously presented to me, purchase or acquire an interest in any of those businesses, I agree to conduct all negotiations through your office. I further understand that the seller will be responsible for the payment of the commission to **FIRST CHOICE PRACTICE SALES**. I further understand and agree that if I should purchase all or any portion, lease, become an associate of or come into possession of the business through direct negotiations with the seller and without **FIRST CHOICE's** involvement, within one year from date hereof, then a commission is due **FIRST CHOICE** and I will assume responsibility for the payment of that commission.

The commission referred to above is ten percent (10%) of the total purchase price or \$12,500, whichever is greater. Should any controversy arise as a result of this agreement, **FIRST CHOICE** and I hereby agree to have the matter settled by and under the rules of the American Arbitration Association without the necessity of a court order. All rights of discovery allowed by law may be used and the prevailing party shall be entitled to actual attorney fees and costs. Any decision shall be final and binding upon myself and **FIRST CHOICE**.

### **NO AGENCY RELATIONSHIP IS CREATED BY SIGNING THIS AGREEMENT.**

Listing No. 20 – 219 Location Hacienda Heights

Accepted and Agreed to:

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Agent

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

\_\_\_\_\_  
Address

P. O. Box 8445  
Newport Beach, CA 92660  
(949) 548-4559

\_\_\_\_\_  
City Zip

\_\_\_\_\_  
Phone (Circle One: Mobile/Home/Business)

\_\_\_\_\_  
E-mail Address

Any additions or deletions to this page other than information we have requested will void your request and we will not provide any additional information. Thank you.

**PLEASE FAX BACK TO: 949 548-0525**

Phone: (949) 548-4559 • Fax: (949) 548-0525 • [www.firstchoicedds.com](http://www.firstchoicedds.com)

**ALL INFORMATION PROVIDED SUBJECT TO BUYER VERIFICATION – BROKER MAKES NO WARRANTIES**