

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

GREAT RETAIL AREA WITH FANTASTIC SIGNAGE!

MIX OF OWNER AND ASSOCIATE RUN!

SURROUNDED BY MANY REFERRAL SOURCES!

LISTING # 19 - 201 PRICE \$: \$185,000 A/R'S: negotiable

LOCATION: Canyon Country Santa Clarita Est. 2014 POPULATION: Mixed

DESCRIPTION: # of Ops: 5 # Not Plumbed: 1 Sq. Ft. 1,986 +/-

Table with columns: Lease (X), Own, Option/Renew (no), Yrs. Remain (4+), \$/Month (\$4,500 total), Office Hours (M, T, W, TH, FR, SAT, SUN) with staff and hours.

STAFF table with columns: Front, Back, Other; Salary; Will Stay.

PATIENT PROFILE:

Table with columns: % Group, % Reimb, %Revenue and rows for 5-10 Yrs, 11-19 Yrs, 20-49 Yrs, 50-75+, Cash, Idemn, PPO, Plans, Medical, Cap, Avg. Cap, Restorative, Crown & Bridge, Endo, Perio, Oral Surgery, Prosthetics, Ortho, Implant.

Procedures referred out:

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

Table with columns: # Active Charts, # of Recalls per month\*, # of New Patients per month\*, Total # of New Patients YTD\*

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

Does practice employ a hygienist? Number of days % of Gross

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

Table with columns: 2016, 2017 (\$123,189), 2018 (\$168,726), Current YTD (\$68,626 as of 4/30)

EQUIPMENT:

Table with columns: # Chairs, Hygiene, Avg. Age, # X-Rays, Pano, Other

Special Equip owned: Laser Intraoral Camera Yes Other

Is the practice computerized? Yes Type of Software: Open Dental

COMMENTS: Seller built scratch, satellite office in 2014 and wants to focus on primary office. Has been a mix of owner and associate run. Lots of new patients with minimal advertising. Needs full-time dentist to capitalize on large base of patients. Fantastic signage on major street. Lots of room to expand to a \$1M+ practice!

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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. 19 – 201

Location Canyon Country Santa Clarita

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**