

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

A+ CORNER IS A REFERRAL MAGNET!

HEAVY CASH PRACTICE \$20K/MO ON TOP OF TAXES!

ENDLESS PATIENTS & ENDLESS PROFITS!

LISTING # 20-209 PRICE: \$1,850,000 A/R'S: Not included
LOCATION: Van Nuys Est. (1980) 2000 POPULATION: Mixed Hispanic
DESCRIPTION: # of Ops: 3 # Not Plumbed: Sq. Ft. 1,000
Lease X Own Option/Renew 1 x 5 Yrs. Remain 2+ \$/Month \$5,300 total
Office Hours M T W TH FR SAT SUN
10-7 10-7 10-7 10-7 10-7 9-2 closed

STAFF Front: 1 Salary: \$25 Will Stay Yes
Back: 2 Salary: \$15 / \$17 Will Stay Yes
Other: GP Associate Salary: \$650 / day (3) Will Stay Yes
Other: Endo Salary: \$150 / tooth Will Stay Yes

PATIENT PROFILE:

% Group 5-10 Yrs: 2% 11-19 Yrs: 8% 20-49 Yrs: 53% 50-75+: 37%
% Reimb Cash 45% Idemn PPO 25% Plans
Medical 20% Cap 10% Avg. Cap \$2,000 +/-
%Revenue Restorative 24% Crown & Bridge 15% Endo 7% Perio 35%
Oral Surgery 6% Prosthetics 4% Ortho 0% Implant 9%

Procedures referred out: Ortho (10 - 15 cases per month), Pedo

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

# Active Charts 6,500+ # of Recalls per month\* 200+
# of New Patients per month\* 75+ Total # of New Patients YTD\*
Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? NO Number of days % of Gross 17%

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

2017 \$1,477,290 2018 \$1,130,261 2019 \$1,897,576 Current YTD \$403,653 as of 5/31

EQUIPMENT: all implant equipment and inventory and surgybone excluded.

# Chairs 3 Hygiene Avg. Age mixed
# X-Rays 2 digital Pano No. Other Endo Motor

Special Equip owned: Laser Intraoral Camera Yes Other

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

COMMENTS: Seller has built a fantastic business and refers very little. Patient base is massive and net work working owner is well over 50%! Mix of PPO/HMO/FFS/DentiCal. One of the most efficient practices you will ever see! Seller gets great fees! No advertising and 75+ new patients per month! BRING YOUR WHEELBARREL FOR ALL THE \$\$\$! This is a rare, exceptionally profitable dental GEM!

Phone: (949) 548-4559 • Fax: (949) 548-0525 • www.firstchoicedds.com

ALL INFORMATION PROVIDED SUBJECT TO BUYER VERIFICATION - BROKER MAKES NO WARRANTIES

# FIRST CHOICE PRACTICE SALES, INC.

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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 – 209

Location Van Nuys

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**

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