

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

STREETSIDE LOCATION! 65+ NEW PATIENTS PER MONTH!

75% PEDO! DENTICAL & BORREGO!

HIGH NET PRACTICE!

LISTING # 19 - 246 PRICE \$: \$469,000 A/R'S: NEGOTIABLE
LOCATION: East Los Angeles Est. (1980) 2018 POPULATION: Hispanic
DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,200
Lease X Own Option/Renew 1 x 5 Yrs. Remain 2+ \$/Month \$4,000
Office Hours M T W TH FR SAT SUN
9 - 5 O Staff Ortho 1x 9 - 5 A 9 - 5 A 9 - 3 O closed

STAFF Front: 1 + 1 Salary: \$16 MGR - \$26 Biller (5 hours) Will Stay Yes
Back: 2 Salary: \$14/\$15 Will Stay Yes
Other: Associate Salary: \$650 / day Will Stay Yes
Other: Ortho Salary: \$1,200 + 3 asst. x \$200 Will Stay Yes
Other: 3 marketers Salary: \$14/\$13/\$13 Will Stay Yes

PATIENT PROFILE:

% Group 5-10 Yrs: 32% 11-19 Yrs: 44% 20-49 Yrs: 21% 50-75+: 3%
% Reimb Cash 10% Idemn PPO 5% Plans
Medical 85% Cap 0% Avg. Cap \$0
%Revenue Restorative 77% Crown & Bridge 4% Endo 4% Perio 2%
Oral Surgery 6% Prosthetics 0% Ortho 7% (cash only)

Procedures referred out:

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

Active Charts 1,500+ # of Recalls per month*
of New Patients per month* 65+ Total # of New Patients YTD* 792 last 12 months

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 23%

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

2016 \$585,729 2017 \$575,259 2018 \$550,000 Current YTD on track for \$580,000+

EQUIPMENT:

Chairs 4 Hygiene Avg. Age Mixed
X-Rays 1 digital Pano Other

Special Equip owned: Laser Intraoral Camera Yes Other

Is the practice computerized? Yes Type of Software: Dentrix

COMMENTS: Seller going back to Pennsylvania for another business. Has rebuilt profitable, busy Pedo practice. Mix of owner and associate. Great team of marketers bringing in massive amounts of patients every month! Seller recently added Borrego to serve a more adult population also. BIG NUMBERS HERE FOR FULL-TIME DENTIST!

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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 - 246 Location East Los Angeles

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

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