

HIGH END FFS! EVERYTHING UPGRADED IN PRACTICE! SPECIALTY / ASSOCIATE 8+ HYGIENE DAYS!

FIRST CHOICE PRACTICE SALES, INC.

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

LISTING # 20 - 276 PRICE \$: \$1,850,000 A/R'S: not included
 LOCATION: West Valley Est. (1997) 2019 POPULATION: Mixed
 DESCRIPTION: # of Ops: 7 # Not Plumbed: _____ Sq. Ft. 2,000 +/-
 Lease X Own _____ Option/Renew Y Yrs. Remain End 2021 \$/Month \$6,000 +/-
 Office Hours M T W TH FR SAT SUN
 7-3 + 2H 7-3 + 2H 10-6 + 2H 10-6 + 2H 10-6 2x + 1H closed closed

Front Office – Manager - \$5,800/mo., Front - \$22/hr.
 Back Staff – RDAEF2 - \$35/hr., RDA - \$25/hr. FT, DA - \$23/hr.
 Hygienists – 2 @ \$400/day
 Associates – 1 GP – 25%, OS – 1 day/mo. @ 50%, Ortho – 2 days/mo. @ \$1,200/day + \$50 start

PATIENT PROFILE:

% Group 5-10 Yrs: 1% 11-19 Yrs: 4% 20-49 Yrs: 41% 50-75+: 54%
 % Reimb Cash 80% Idemn _____ PPO 20% Plans _____
 Medical 0% Cap 0% Avg. Cap \$0
 %Revenue Restorative 45% Crown & Bridge 28% Endo 3% Perio 8%
 Oral Surgery 5% Prosthetics 1% Ortho 5% Implant 3% (30)

Procedures referred out: Some soft tissue grafting

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

Active Charts 2,000+ # of Recalls per month* _____
 # of New Patients per month* 15+ Total # of New Patients YTD* 207 in 2019
 Any one referral source account for more than 10% of practice revenue? Yes No X
 Does practice employ a hygienist? Y Number of days 8+ % of Gross 16%

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

2017 \$1,390,908 2018 \$1,585,395 2019 \$1,944,903 Current YTD \$433,061 as of 3/15

EQUIPMENT:

Chairs 7 Hygiene _____ Avg. Age mixed, newer
 # X-Rays 3 (3 sensors) Pano CT CS 9300 Other Endo Motor. Implant Motors.

Special Equip owned: Laser 2 Diode Sol Lasers Intraoral Camera 7 Other Endo Microscope

Is the practice computerized? Yes Type of Software: Dentrix

COMMENTS: Seller has decided to open a new business and move out of state. Has remodeled and upgraded entire practice front to back! Effective consulting firm on retainer is refining and honing this practice towards \$3M+ goal of Seller! Hundreds of thousands of dollars have been invested in upgrades, training and remodeling. Positioned to be one of the premiere dental practices in the West Valley area. Excellent facilities. Great parking. Superior Branding/Marketing. Seller willing to work as associate after sale for short term.

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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**.

Listing No. 20 – 276

Location West Valley

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