

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

**LONG ESTABLISHED PRACTICE!
BUSY, HIGH END RETAIL CENTER!
SELLER REFERS ENDO, OS, IMPLANTS!
MOSTLY PPO PATIENTS!**

LISTING # 19 - 407 PRICE: \$199,000 OBO A/R'S: Negotiable

LOCATION: Encinitas Est. (1980) 6/1997 POPULATION: Mixed Upper

DESCRIPTION: # of Ops: 3 # Not Plumbed: _____ Sq. Ft. 1,000

Lease <u>X</u>	Own _____	Option/Renew _____	Yrs. Remain <u>2+</u>			\$/Month _____	\$4,091 total _____
Office Hours	M	T	W	TH	FR	SAT	SUN
	8 - 5 + H	8 - 5 + H	8 - 5 + H	8 - 5 2x + H	Closed	Closed	Closed

STAFF

Front:	<u>1</u>	Salary:	<u>\$15</u>	Will Stay	<u>Yes</u>
Back:	<u>1</u>	Salary:	<u>\$15</u>	Will Stay	<u>Yes</u>
Other:	<u>Hygiene</u>	Salary:	_____	Will Stay	<u>Transition - wife</u>

PATIENT PROFILE:

% Group	5-10 Yrs:	<u>1%</u>	11-19 Yrs:	<u>3%</u>	20-49 Yrs:	<u>43%</u>	50-75+:	<u>53%</u>
% Reimb	Cash	<u>51%</u>	Idemn	_____	PPO	<u>49%</u>	Plans	_____
	Medical	<u>0%</u>	Cap	<u>0%</u>	Avg. Cap	<u>\$0</u>		_____
%Revenue	Restorative	<u>58%</u>	Crown & Bridge	<u>36%</u>	Endo	<u>0%</u>	Perio	<u>5%</u>
	Oral Surgery	<u>0%</u>	Prosthetics	<u>1%</u>	Ortho	<u>0%</u>		_____

Procedures referred out: OS, Endo, Implants, Ortho

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

# Active Charts	<u>1,000+</u>	# of Recalls per month*	_____
# of New Patients per month*	<u>8 - 10</u>	Total # of New Patients YTD*	<u>91 last 11 months</u>

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 20%

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

2017 \$342,669 2018 \$325,579 2019 \$331,202 Current YTD _____ Pending 2020 _____

EQUIPMENT:

# Chairs	<u>2</u>	Hygiene	_____	Avg. Age	_____
# X-Rays	<u>2 (digital)</u>	Pano	<u>No</u>	Other	<u>Plumbed O2/NO2</u>

Special Equip owned: Laser _____ Intraoral Camera _____ Other _____

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

COMMENTS: Seller ready to slow down after 22 years in same location! Would stay as associate of Buyer wished. Wife does hygiene (5-6 patients per day). She will transition. Seller refers all the big ticket procedures. Great income demographics and shopping center is busy all day long! Easy practice to double right away! Seller net almost 50%!

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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 – 407 Location Encinitas

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