

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

NEWLY REMODELED AND EXCELLENT EQUIPMENT!
NEXT TO RANCHO SANTA FE & OLIVENHAIN NEIGHBORHOOD!
GREAT RENT & STREET EXPOSURE! FLEXIBLE PRICING!
EVERYTHING YOU NEED FOR GENERAL OR SURGICAL!

LISTING # 20-450 PRICE \$: \$299,000 OBO A/R'S: Negotiable
LOCATION: Encinitas Est. 2017 POPULATION: Mixed
DESCRIPTION: # of Ops: 3 # Not Plumbed: 1 Sq. Ft. 1000
Lease X Own Option/Renew 2 x 5 Yrs. Remain 2 \$/Month \$2,500 total
Office Hours M T W TH FR SAT SUN
9-6 9-6 9-6 9-6 9-6 Closed Closed

STAFF Front: 1 Salary: \$15 Will Stay Yes
Back: Salary: Will Stay

PATIENT PROFILE:

% Group 5-10 Yrs: 1% 11-19 Yrs: 12% 20-49 Yrs: 43% 50-75+: 44%
% Reimb Cash 91% Idemn PPO 9% Plans
Medical 0% Cap 0% Avg. Cap \$0
%Revenue Restorative 14% Crown & Bridge 51% Endo 2% Perio 16%
Oral Surgery 3% Prosthetics 1% Ortho 3% Implant 10%

Procedures referred out:

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

# Active Charts 500+ # of Recalls per month\*
# of New Patients per month\* 3-5 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 6%

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

2017 \$196,151 (11 mos) 2018 \$285,110 2019 \$457,841 Current YTD \$88,275 as of 3/31

EQUIPMENT:

# Chairs 3 Hygiene Avg. Age Newer
# X-Rays 2 digital Pano Sirona Other Galileo CT - INCLUDED / Cerec negotiable

Special Equip owned: Laser Intraoral Camera Other Endo Motor/Bien Air (2)

Is the practice computerized? Yes Type of Software: EagleSoft

COMMENTS: Mostly crown and bridge practice. Seller has all the newest equipment and newly remodeled interior. Long-term lease at great rate. Experienced seller will transition and work as associate on limited basis if Buyer wishes. No marketing in place. New patients all off website, walk-ins and referrals. On main street/retail area on border of high-end area of Encinitas! Digital Sirona Pano included. Galileo CT and Cerec negotiable.

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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 – 450 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](http://www.firstchoicedds.com)

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