

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

SELLER WANTS TO FOCUS ON MAIN PRACTICE!

GREAT STARTING POINT TO BUILD ON!

MOSTLY PPO! SOME CAP!

BORREGO PROVIDER!

LISTING # 20 - 488 PRICE: \$239,500 OBO A/R'S: N/A

LOCATION: Poway Rancho Bernardo Est. 2005 POPULATION: Hispanic

DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,400 sq ft +/-

Table with columns: Lease, Own, Option/Renew, NEW, Yrs. Remain, NEW, \$/Month, Office Hours (M, T, W, TH, FR, SAT, SUN)

STAFF Front: 2 Salary: \$22 / \$15 Will Stay Transition Back: 2 Salary: \$13 / \$25 Will Stay Transition

PATIENT PROFILE:

Table with columns: % Group, % Reimb, %Revenue, 5-10 Yrs, 11-19 Yrs, 20-49 Yrs, 50-75+, Cash, Indem, PPO, Plans, Medical, Cap, Avg. Cap, Restorative, Crown & Bridge, Endo, Perio, Oral Surgery, Prosthetics, Ortho

Procedures referred out:

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

Active Charts 700+ # of Recalls per month* # of New Patients per month* 5-10 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

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

2017 \$299,817 2018 \$257,573 2019 \$325,277 Current YTD \$93,226 as of Q1 2020

EQUIPMENT:

Chairs 4 Hygiene Avg. Age Mixed # X-Rays 1 Pano Digital - ceph Other

Special Equip owned: Laser Intraoral Camera Other

Is the practice computerized? yes Type of Software: Dentrix

COMMENTS: Seller has much larger practice in Inland Empire and needs to sell this second practice. Seller shares staff with other office and they will keep working same schedule if Buyer wishes! Nice base of patients! Seller owns condo and will sell to Buyer if interested in 2021/2022. Mix of insurances, mostly PPO and Borrego (which is growing massively!) Building is offered at \$880,000. Condo is 2 units totaling 2,046 sq. ft.

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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 - 488 Location Poway

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