

**FIRST CHOICE PRACTICE SALES, INC.**

*a California Corporation (01916111)*

**RETIRING SELLER! 46 YEARS GOODWILL!**

**2-3 HYGIENE DAYS PER WEEK!**

**SELLER REFERS MOST PROCEDURES!**

LISTING # 20 - 517 PRICE: \$159,000 A/R'S: Negotiable

LOCATION: Laguna Beach Est. 1974 POPULATION: Mixed Upper

DESCRIPTION: # of Ops: 3 # Not Plumbed:  Sq. Ft. 1,000 +/-

Lease <u>X</u>	Own <u></u>	Option/Renew <u></u>	Yrs. Remain			1+	\$/Month	\$3,133 total
Office Hours	M	T	W	TH	FR	SAT	SUN	
Staff		9 - 5	9 - 5	9 - 5	Closed	Closed	Closed	

STAFF Front: 1 (hygiene also) Salary: \$4,600/mo. Will Stay Transition

Back: 1 Salary: \$25 RDA Will Stay Yes - 6 years

**PATIENT PROFILE:**

% Group 5-10 Yrs: 2% 11-19 Yrs: 3% 20-49 Yrs: 21% 50-75+: 74%

% Reimb Cash 65% Idemn  PPO 35% Plans

Medical 0% Cap 0% Avg. Cap \$0

%Revenue Restorative 75% Crown & Bridge 22% Endo 0% Perio 1%

Oral Surgery 0% Prosthetics 2% Ortho 0%

Procedures referred out: Endo / os / implant / ortho / perio

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

# Active Charts 650+ # of Recalls per month\*

# of New Patients per month\* 4+ per month Total # of New Patients YTD\* 51 last 12 months

Any one referral source account for more than 10% of practice revenue? Yes  No

Does practice employ a hygienist? Yes  Number of days 3 % of Gross 43%

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

2017 \$187,525 2018 \$174,275 2019 \$150,872 Current YTD \$32,785 as of 2/29

**EQUIPMENT:**

# Chairs 2 Hygiene  Avg. Age Mixed older

# X-Rays 1 film Pano no Other

Special Equip owned: Laser No Intraoral Camera No Other

Is the practice computerized? front Type of Software: Easy Dental

COMMENTS: Seller retiring after long career! Wife is manager and hygienist also. Will transition. Fantastic base of long term patients in clean, well-kept practice. Medical clinic nearby and pharmacy. Street signage and great parking. Landlord will write new lease. Rare, lifestyle practice near the beach! Seller refers most procedures and hygiene is steady 2 to 3 days per week.

# FIRST CHOICE PRACTICE SALES, INC.

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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 – 517

Location Laguna Beach

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**