

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

RETIRING DENTIST! 40+ YEARS GOODWILL!

3rd GENERATION OF PATIENTS!

ALL PPO/FFS WITH GREAT FEES!

3 HYGIENE DAYS PER WEEK!

LISTING # 20-581 PRICE: \$249,000 OBO A/R'S: negotiable
LOCATION: Irvine Est. 1975 POPULATION: Mixed - Upper
DESCRIPTION: # of Ops: 3 # Not Plumbed: Sq. Ft. 1,400 sq. ft.
Lease X Own Option/Renew 1 x 5 Yrs. Remain 2+ \$/Month \$ 4,700
Office Hours M T W TH FR SAT SUN
Mgr 2x 8 - 4:30 + H 8 - 4:30 + H 8 - 4:30 + H Closed Closed Closed

STAFF Front: 1 Salary: \$52,000 / yr Will Stay Yes - 13 years
Back: 1 Salary: \$21 / hr RDA Will Stay Yes - 15 years
Other: Hygienist Salary: \$55 / hr Will Stay Yes - 2+ years

PATIENT PROFILE:

% Group 5-10 Yrs: 1% 11-19 Yrs: 5% 20-49 Yrs: 33% 50-75+: 61%
% Reimb Cash 71% Idemn 0% PPO 29% Plans
Medical 0% Cap 0% Avg. Cap \$0
%Revenue Restorative 44% Crown & Bridge 40% Endo 0% Perio 14%
Oral Surgery 1% Prosthetics 1% Ortho 0%

Procedures referred out: Implants, rct, endo, ortho, pedo, OS, perio surgeries

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

# Active Charts 800+ # of Recalls per month\*
# of New Patients per month\* 1 - 3 Total # of New Patients YTD\* 6 as of 3/15
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 28%

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

2017 \$386,695 2018 \$387,226 2019 \$362,098 Current YTD \$78,924 as of 3/15

EQUIPMENT:

# Chairs 3 Hygiene Avg. Age mixed
# X-Rays 2 (1 Dexis) Pano Room Other O2/NO2

Special Equip owned: Laser Small Intraoral Camera yes Other

Is the practice computerized? Yes Type of Software: Dentrix

COMMENTS: Seller retiring and leaving behind superior base of patients! Refers out most procedures and has excellent hygiene program in place. Well trained and long serving staff ready to assist new dentist in growing their dream PPO practice in one of the best communities in Southern California. Recently remodeled practice looks brand new! Equipment is all in great condition.

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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 – 581 Location Irvine

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**