

**FIRST CHOICE PRACTICE SALES, INC.**

a California Corporation (01916111)

**LONG ESTABLISHED PRACTICE!**

**GREAT RENT & LOCATION!**

**ALL PPO PATIENTS!**

LISTING # 20 – 217      PRICE: \$299,000 OBO      A/R'S: Negotiable

LOCATION: Encino      Est. \_\_\_\_\_      POPULATION: Mixed

DESCRIPTION:      # of Ops: 4      # Not Plumbed: \_\_\_\_\_      Sq. Ft. 1,200 +/-

Lease <u>X</u>	Own _____	Option/Renew <u>1 x 5</u>	Yrs. Remain <u>1+</u>	\$/Month <u>\$3,200 total</u>			
Office Hours	M	T	W	TH	FR	SAT	SUN
	9 – 5	Staff	Staff	Closed	Closed	Closed	Closed

**STAFF**

Front: <u>1</u>	Salary: <u>\$200 / day</u>	Will Stay <u>Yes</u>
Back: <u>1</u>	Salary: _____	Will Stay <u>No</u>
Other: <u>Hygienist</u>	Salary: <u>\$400 / day</u>	Will Stay <u>Transition</u>

**PATIENT PROFILE:**

% Group	5-10 Yrs: <u>1%</u>	11-19 Yrs: <u>15%</u>	20-49 Yrs: <u>48%</u>	50-75+: <u>36%</u>
% Reimb	Cash <u>45%</u>	Idemn _____	PPO <u>55%</u>	Plans _____
	Medical <u>0%</u>	Cap <u>0%</u>	Avg. Cap <u>\$0</u>	_____
%Revenue	Restorative <u>43%</u>	Crown & Bridge <u>44%</u>	Endo <u>5%</u>	Perio <u>2%</u>
	Oral Surgery <u>3%</u>	Prosthetics <u>1%</u>	Ortho <u>2%</u>	_____

Procedures referred out: \_\_\_\_\_

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

# Active Charts <u>500+</u>	# of Recalls per month* _____
# of New Patients per month* <u>3 - 5</u>	Total # of New Patients YTD* _____
Any one referral source account for more than 10% of practice revenue?	Yes _____ No _____
Does practice employ a hygienist? <u>Yes</u>	Number of days <u>1</u> % of Gross <u>11%</u>

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

2017 <u>\$496,206</u>	2018 <u>\$485,324</u>	2019 <u>\$304,011</u>	Current YTD _____	Pending 2020 _____
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**EQUIPMENT:**

# Chairs <u>4</u>	Hygiene _____	Avg. Age <u>Mixed - newer</u>
# X-Rays <u>2 digital</u>	Pano <u>No</u>	Other _____

Special Equip owned:      Laser No      Intraoral Camera \_\_\_\_\_      Other \_\_\_\_\_

Is the practice computerized? Yes      Type of Software: Eaglesoft

**COMMENTS:** Seller has been slowing down in the location to focus on primary practice in Burbank. Great patients and well-kept practice. Seller shares back staff and hygienist with main office and would transition for Buyer. Overhead is low and building has excellent parking. Lots of patients waiting to be seen! Great base of patients to grow large practice!

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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 – 217 Location Encino

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.

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**

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