

a California Corporation (01916111)

**75% PEDO! DENTICAL! CASH ORTHO!**

LISTING #	20 - 246		PRICE:	MAKE OFFER!	A/R'S:	NEGOTIABLE		
LOCATION:	East Los Angeles		Est.	(1980) 2018	POPULATION:	Hispanic		
DESCRIPTION:	# of Ops:	4	# Not Plumbed:		Sq. Ft.	1,200		
Lease	X	Own	Option/Renew	1 x 5	Yrs. Remain	1+	\$/Month	\$4,000
Office Hours	M	T	W		TH	FR	SAT	SUN
	9 - 5	Staff	Ortho 1x		9 - 5 A	9 - 5	9 - 3	closed

<b>Front:</b>	<u>1 + 1</u>	<b>Salary:</b>	<u>\$16 MGR - \$26 Biller (5 hours)</u>	<b>Will Stay</b>	<u>Yes</u>
<b>Back:</b>	<u>2</u>	<b>Salary:</b>	<u>\$14/\$15</u>	<b>Will Stay</b>	<u>Yes</u>
<b>Other:</b>	<u>Associate</u>	<b>Salary:</b>	<u>\$650 / day</u>	<b>Will Stay</b>	<u>Yes</u>
<b>Other:</b>	<u>Ortho</u>	<b>Salary:</b>	<u>\$1,200 + 3 asst. x \$200</u>	<b>Will Stay</b>	<u>Yes</u>
<b>Other:</b>	<u>1 marketers</u>	<b>Salary:</b>	<u>\$14</u>	<b>Will Stay</b>	<u>Yes</u>

% Group	5-10 Yrs:	32%	11-19 Yrs:	44%	20-49 Yrs:	21%	50-75+:	3%
% Reimb	Cash	10%	Idemn		PPO	5%	Plans	
	Medical	85%	Cap	0%	Avg. Cap	\$0		
%Revenue	Restorative	77%	Crown & Bridge	4%	Endo	4%	Perio	2%
	Oral Surgery	6%	Prosthetics	0%	Ortho	7% (cash only)		

**Procedures referred out:**

# Active Charts	1,500+	# of Recalls per month*	
# of New Patients per month*	65+	Total # of New Patients YTD*	792 last 12 months

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

<b>Does practice employ a hygienist?</b>	No	<b>Number of days</b>	<b>% of Gross</b>	<b>23%</b>
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<b>2017</b>	\$575,259	<b>2018</b>	\$550,000	<b>2019</b>	\$508,993 (10 mos)	<b>Current YTD</b>	\$218,974 as of 8/31
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# Chairs	<u>4</u>	Hygiene	<u></u>	Avg. Age	<u>Mixed</u>
# X-Rays	1 digital	Pano	Other		

<b>Special Equip owned:</b>	<b>Laser</b>	<b>Intraoral Camera</b>	<b>Yes</b>	<b>Other</b>
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**Is the practice computerized?** Yes **Type of Software:** Dentrrix

**COMMENTS:** Seller has been out state for several months. Associate 1 day per week. Staff does pedo cleanings 3 days per week. Tons of patients and work being sent out! Patients keep coming and PRACTICE NEEDS A DOCTORS ASAP!

**BIG NUMBERS HERE FOR FULL-TIME DENTIST!**

**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**

# FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

## 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 - 246

Location East Los Angeles

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**

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