

**FIRST CHOICE PRACTICE SALES, INC.**

*a California Corporation (01916111)*

**RETIRING SELLER! \$6,000 - \$8,000 CAP!  
SPECIALTY! 3 DAYS HYGIENE!  
STEADY NEW PATIENTS NEAR THE BEACH!**

**LISTING #** 20 - 590      **PRICE:** \$1,195,000      **A/R'S:** negotiable  
**LOCATION:** Huntington Beach      **Est.** (1980) 1996      **POPULATION:** Mixed Upper  
**DESCRIPTION:**      **# of Ops:** 7 + 3      **# Not Plumbed:** 1-2      **Sq. Ft.** 3,400

<b>Lease</b> <u>X</u>	<b>Own</b>	<b>Option/Renew</b>	<b>Yes</b>	<b>Yrs. Remain</b>	<b>\$/Month</b>	<b>\$7,151 +\$30 sign</b>
<b>Office Hours</b>	<b>M</b>	<b>T</b>	<b>W</b>	<b>TH</b>	<b>FR</b>	<b>SAT</b> <b>SUN</b>
	8 - 5	9 - 6	Perio 2x 7 - 4	Endo 2x 8 - 3	PedoOrtho 1x 9 - 5	Closed      Closed

**STAFF**

<b>Front:</b>	<u>3</u>	<b>Salary:</b>	<u>\$33 / \$26 / \$20</u>	<b>Will Stay</b>	<u>Yes</u>
<b>Back:</b>	<u>3</u>	<b>Salary:</b>	<u>\$35 EF2 / \$30 / \$13</u>	<b>Will Stay</b>	<u>Yes</u>
<b>Other:</b>	<u>Hygiene + asst.</u>	<b>Salary:</b>	<u>\$400 - \$455</u>	<b>Will Stay</b>	<u>Yes</u>

**Specialists:** Endo 50%, Perio 50%, Pedo \$800 or 40%, Ortho \$1,500 plus start bonus

**PATIENT PROFILE:**

<b>% Group</b>	<b>5-10 Yrs:</b>	<u>3%</u>	<b>11-19 Yrs:</b>	<u>14%</u>	<b>20-49 Yrs:</b>	<u>55%</u>	<b>50-75+:</b>	<u>28%</u>
<b>% Reimb</b>	<b>Cash</b>	<u>70%</u>	<b>Idemn</b>	<u></u>	<b>PPO</b>	<u>24%</u>	<b>Plans</b>	<u>Delta</u>
	<b>Medical</b>	<u>0%</u>	<b>Cap</b>	<u>6%</u>	<b>Avg. Cap</b>	<u>\$6,000 - \$8,000</u>		
<b>%Revenue</b>	<b>Restorative</b>	<u>41%</u>	<b>Crown &amp; Bridge</b>	<u>27%</u>	<b>Endo</b>	<u>12%</u>	<b>Perio</b>	<u>9%</u>
	<b>Oral Surgery</b>	<u>3%</u>	<b>Prosthetics</b>	<u>1%</u>	<b>Ortho</b>	<u>5%</u>	<b>Implant</b>	<u>2% (11)</u>

**Procedures referred out:** Most OS. Perio does light OS.

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

<b># Active Charts</b>	<u>5,000+</u>	<b># of Recalls per month*</b>	<u>300+</u>
<b># of New Patients per month*</b>	<u>30+</u>	<b>Total # of New Patients YTD*</b>	<u>365 last 12 months</u>
<b>Any one referral source account for more than 10% of practice revenue?</b>	<u>Yes</u>	<b>Yes</b>	<u>No</u>
<b>Does practice employ a hygienist?</b>	<u>Yes</u>	<b>Number of days</b>	<u>3</u>
		<b>% of Gross</b>	<u>6%</u>

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

**2017** \$1,164,738      **2018** \$1,083,562      **2019** \$1,328,973      **Current YTD** \$598,215 as of 6/30

**EQUIPMENT:**

<b># Chairs</b>	<u>7 GP + 3 Ortho</u>	<b>Hygiene</b>	<u>3 days</u>	<b>Avg. Age</b>	<u>Mixed</u>
<b># X-Rays</b>	<u>7 digital</u>	<b>Pano</b>	<u>CT</u>	<b>Other</b>	<u>Itero Scanner</u>

**Special Equip owned:**      **Laser** Small      **Intraoral Camera** 2      **Other**

**Is the practice computerized?** Yes      **Type of Software:** Dentrix

**COMMENTS:** Seller retiring after 25 years! Solid practice with hygiene and specialty. Nice CAP check and steady flow of new patients. Dream practice near the beach! All the bells and whistles to take this practice to \$2M+! Excellent Google rankings and reviews. This Seller is fantastic and ready to turn over the reins to another successful dentist!

# 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 – 590

Location Huntington 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)

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