

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

STEADY NEW PATIENTS!

1.5 MILES FROM THE BEACH!

PERFECT STARTER PRACTICE TO BUILD TO BIG \$\$\$\$

LISTING # 20 - 255 PRICE: \$189,000 A/R'S: Negotiable
LOCATION: Santa Monica Est. (1980) 2013 POPULATION: Mixed
DESCRIPTION: # of Ops: 3 # Not Plumbed: Sq. Ft. 1,000 +/-
Lease X Own Option/Renew No Yrs. Remain 1 \$/Month \$5,500 total
Office Hours M T W TH FR SAT SUN
Closed Closed 9 - 6 Closed Closed Closed Closed

STAFF Front: 1 Salary: Will Stay Transition
Back: 1 Salary: Will Stay Transition

PATIENT PROFILE:

% Group 5-10 Yrs: 11-19 Yrs: 20-49 Yrs: 50-75+:
% Reimb Cash 28% Idemn PPO 24% Plans
Medical 48% Cap 0% Avg. Cap \$0
%Revenue Restorative 41% Crown & Bridge 33% Endo 6% Perio 7%
Oral Surgery 6% Prosthetics 6% Ortho 1%

Procedures referred out: Implants, perio surgeries, some endo and OS, Ortho

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

# Active Charts 500 # of Recalls per month\* 30 - 40
# of New Patients per month\* 8 - 12 Total # of New Patients YTD\* 139 in 2019 & 78 as of 9/23
Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? NO Number of days % of Gross

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

2017 2018 2019 \$235,178 Current YTD \$146,354 as of 9/30

EQUIPMENT:

# Chairs 3 Hygiene Avg. Age Mixed
# X-Rays 3 digital Pano No Other

Special Equip owned: Laser No Intraoral Camera No Other

Is the practice computerized? Yes Type of Software: SoftDent

COMMENTS: Seller looking to slow down and focus on massive practice in South LA. Started this scratch practice close to home but other practice has grown too much. Nice base of patients, steady new patients from referrals and advertising with 1800Dentist. Excellent building and close to the beach! Seller staff will transition one day per week for a period of time while Buyer trains new staff. READY FOR FULL-TIME DENTIST!! Landlord will write new lease!

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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 – 255 Location Santa Monica

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**