

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

IMPLANT/SURGICAL PRACTICE! FULL ZIRCONIUM LAB! ALL FFS! 2-3 DAYS HYGIENE!

2 HOSPITAL GRADE SURGERY ROOMS! CONFERENCE ROOM WITH HD CAMERA IN ONE OP!

LISTING # 20 - 490 PRICE: \$1,290,000 OBO A/R'S: None
LOCATION: San Diego Est. 2009 POPULATION: Mixed
DESCRIPTION: # of Ops: 5+2 # Not Plumbed: Sq. Ft. 6,503 RSF
Lease X Own Option/Renew 1 x 5 Yrs. Remain 2+ \$/Month \$27,000 total
Office Hours M T W TH FR SAT SUN
9-6 9-6 9-6 9-6 9-6 Closed Closed

STAFF
Front Office - Manager - \$5,800/mo., Reception - \$1,600/mo., TC - \$4,480/mo.
Back Staff - RDA - \$3,360/mo., RDA - \$3,360/mo., RDA - \$3,040/mo., Surgical Asst., - \$4,160, Surgical Asst., - \$756/mo
Hygienists - 1 @ \$3,360/mo. (2 days per week)
Lab - Tech - \$9,166/mo., Tech - \$5,760/mo., Tech - \$3,040/mo.
Associates - Prosth - \$12,000 / mo.

PATIENT PROFILE:
% Group 5-10 Yrs: 11-19 Yrs: 20-49 Yrs: 50-75+:
% Reimb Cash 86% Idemn PPO 14% Plans
Medical 0% Cap 0% Avg. Cap
%Revenue 2019 approximately 600 implants were placed and 150 full zirconium bridges milled. Approximately 50 of those for existing patients who needed replacement bridges for their originals. Additional partial fixed bridges and single implant crowns were milled also.

PRACTICE STATS: *(Need to verify with Buyer Audit) (approx)
Active Charts 400 (hygiene recall) # of Recalls per month*
of New Patients per month* 20+ Total # of New Patients YTD*
Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? Yes Number of days 2 % of Gross

FINANCIAL: (Need to verify with Tax Returns and Financial Information by Seller)
2018 \$3,106,204 2019 \$2,458,152 2020 \$1,841,735 Current YTD \$1,365,153 as of 6/30/32

EQUIPMENT:
Chairs 5 GP + 2 surgery Hygiene Avg. Age Newer
X-Rays 3 digital Pano CT Other ZirkonZahn Lab

Special Equip owned: Laser Intraoral Camera Yes Other
Is the practice computerized? Yes Type of Software: OMS

COMMENTS: High-end surgical/implant practice with established regional brand name. Superior surgical facilities and equipment. Zirconium milling lab with well-trained staff. Prosthodontist Seller would transition and stay long-term if Buyer wants. Practice is highly upgraded and space includes: large lobby, 3 consult rooms, large standard lab and separate zirconium lab, separate GP area with sterilization, separate surgical suites with sterilization, RN monitoring stations, private break area for staff, several private offices for doctors and marketing staff.

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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 – 490 Location San Diego

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

ALL INFORMATION PROVIDED SUBJECT TO BUYER VERIFICATION – BROKER MAKES NO WARRANTIES