

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

PREMIER RETAIL LOCATION!

ASSOCIATE RUN WITH SPECIALTY!

ORIGINAL OWNER RETIRING DUE TO INJURY!

LISTING # 21 - 564 PRICE: \$939,000 A/R'S: Negotiable

LOCATION: Irvine Est. 1999 POPULATION: Mixed Upper

DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,284

Table with columns: Lease (X), Own (No), Option/Renew (No), Yrs. Remain (8+), \$/Month (\$7,562 total), Office Hours (M, T, W, TH, FR, SAT, SUN), Staff (Associate 1 + O, Associate 2, Associate 2, Associate 1, Staff, closed, closed)

STAFF Front: 1 Salary: \$26.50 Will Stay Yes (3 years mgr.) Back: 2 Salary: \$26 rda / \$34 rda Will Stay Yes Other: 2 Associates Salary: 1 - \$650, 2 - \$600 Will Stay Yes

PATIENT PROFILE: Perio - 1x / mo @ 50% 4th Friday • Endo - 1x / mo @ 50% 2nd Wednesday • OS - 1x / mo @ 50% 2nd Thursday 1/2 day

% Group 5-10 Yrs: 11-19 Yrs: 20-49 Yrs: 50-75+:

% Reimb Cash 72% Idemn PPO 28% Plans

Medical 0% Cap 0% Avg. Cap \$0

%Revenue Restorative 37% Crown & Bridge 28% Endo 5% Perio 9%

Oral Surgery 5% Prosthetics 2% Ortho 9% (Inv.) Implants 5%

Procedures referred out:

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

# Active Charts 3,000+ # of Recalls per month\*

# of New Patients per month\* 20+ Total # of New Patients YTD\* 91 first 4 months 2021

Does practice employ a hygienist? NO Number of days % of Gross 12%

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

2018 \$1,056,100 2019 \$1,024,850 2020 \$665,129 Current YTD \$472,328 as of 6/30

EQUIPMENT: Excluded items: some artwork and decorative dolls, microscope

# Chairs 4 Hygiene Avg. Age Mixed, newer

# X-Rays 4 (3 sensors) Pano Gendex Other Endo Motor / Chartless

Special Equip owned: Laser Intraoral Camera Yes - 2 Other

Is the practice computerized? Yes Type of Software: SoftDent

COMMENTS: Seller built beautiful practice in fantastic retail center (not Irvine Co.). Excellent patient base. Associates and specialty. All PPO. Great retail rent for Irvine! Huge traffic flow in center with several high-end stores. Could be best location in Irvine for the rent & quality of surroundings! Seller injured and doing exams and Invisalign.

40%+ NET FOR WORKING OWNER PLUS MORE IF YOU PLACE IMPLANTS!!

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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. 21 – 564 Location Irvine

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**