

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

MAJOR HISPANIC RETAIL CENTER!
100% ASSOCIATE RUN & SPECIALTY!
PROFITABLE! BEAUTIFUL PRACTICE!

LISTING # 21 - 294 PRICE: \$999,000 A/R'S: Negotiable
LOCATION: Bell/Huntington Park Est. 2016 POPULATION: Hispanic
DESCRIPTION: # of Ops: 5+1 # Not Plumbed: Sq. Ft. 1,500 +/-
Lease X Own Option/Renew 2 x 5 Yrs. Remain 1+ \$/Month \$4,825
Office Hours M T W TH FR SAT SUN
closed 11 - 8 11 - 8 11 - 8 closed 7 - 4 7 - 4

STAFF Front: 3 Salary: \$80K / \$25 / \$18 Will Stay Yes
Back: 4 Salary: \$16/\$19/\$23/\$25 Will Stay Yes
Other: Associate Salary: \$700 or 25% day Will Stay Yes
Other: Hygienist - daily Salary: \$450 / day Will Stay Yes
Other: OS / Perio / Ortho Salary: 50% Will Stay Yes

PATIENT PROFILE:

% Group 5-10 Yrs: 11-19 Yrs: 20-49 Yrs: 50-75+:
% Reimb Cash 40% Idemn PPO 44% Plans
Medical 16% Cap 5% Avg. Cap \$1,500
%Revenue Restorative 31% Crown & Bridge 33% Endo 5% Perio 7%
Oral Surgery 12% Prosthetics 3% Ortho 7% Implant 2%

Procedures referred out:

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

# Active Charts 2,000+ # of Recalls per month\*
# of New Patients per month\* 60+ per month! 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 15%

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

2018 \$434,954 2019 \$902,668 2020 \$821,694 Current YTD \$1,017,896 of 11/30

EQUIPMENT:

# Chairs 5 Hygiene Avg. Age Newer
# X-Rays 1 digital Pano Digital w/Ceph Other

Special Equip owned: Laser Intraoral Camera yes Other

Is the practice computerized? Yes Type of Software: Open Dental

COMMENTS: 100% Associate run. 50% net for working owner. Walk-in patients every day. Hispanic grocer anchor and several restaurants. Great signage. 100% associate run with specialty. A well-rounded practice that can go well past \$1M+! No end of patients or profits!

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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 – 294 Location Bell / Huntington Park

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**