

**ASSOCIATE RUN!**  
**STREETSIDE BUILDING WITH GREAT SIGNAGE!**  
**ALL PPO PATIENT BASE!**

**FIRST CHOICE PRACTICE SALES, INC.**

Phone: (949) 548-4559 • Fax: (949) 548-0525 • [www.firstchoicedds.com](http://www.firstchoicedds.com)

LISTING # 21 - 288      PRICE: <sup>\$275,000</sup> \$219,000 OBO!      A/R'S: negotiable  
 LOCATION: Glendora      Est. 2008 / 2016      POPULATION: Mixed/Upper  
 DESCRIPTION:      # of Ops: 5      # Not Plumbed:             Sq. Ft. 1,700

Lease X      Own      Option/Renew 2 x 5      Yrs. Remain 1      \$/Month \$5,310 total  
 Office Hours      M      T      W      TH      FR      SAT      SUN  
                          Staff      Staff      Staff      10 - 6 A      10 - 6 A+H      Closed      Closed

**STAFF**  
 Front: 1      Salary: \$20      Will Stay Yes  
 Back: 1      Salary: \$15      Will Stay Yes  
 Other: Associates      Salary: \$800/\$600      Will Stay Yes  
 Other: Hygienist      Salary: \$50/hr      Will Stay Yes

**PATIENT PROFILE:**

% Group      5-10 Yrs: 2%      11-19 Yrs: 15%      20-49 Yrs: 45%      50-75+: 38%  
 % Reimb      Cash 60%      Idemn             PPO 40%      Plans         
                          Medical 0%      Cap 0%      Avg. Cap \$0  
 %Revenue      Restorative 53%      Crown & Bridge 40%      Endo 1%      Perio 6%  
                          Oral Surgery 1%      Prosthetics 1%      Ortho 11% inv      Implant 7%

Procedures referred out: Endo, os, perio surgeries

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

# Active Charts 500+      # of Recalls per month\*         
 # of New Patients per month\* 10 - 15      Total # of New Patients YTD\* 86 YTD  
 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)

2018             2019 \$278,021      2020 \$206,941      Current YTD \$206,178 as of 10/31

**EQUIPMENT:** Scanner is excluded from sale.

# Chairs 4      Hygiene             Avg. Age mixed - newer  
 # X-Rays 2 (1 sensors)      Pano w/ceph - film      Other Soft Tissue Laser, endo motor

Special Equip owned:      Laser Yes      Intraoral Camera Yes      Other       

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

**COMMENTS:** Owner dentist has too many larger practices and wants to downsize. Fantastic demographics and streetside location. Associate run with great staff. Nice patient base to grow and turn into \$1M+ practice!!

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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**.

Listing No. 21 - 288

Location Glendora

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**