

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

100% ASSOCIATE RUN!

MOSTLY PPO!

35+ NEW PATIENTS PER MONTH!

LISTING # 22 - 504 PRICE: \$545,000 A/R'S: Negotiable

LOCATION: Tustin Est. (1985) 2015 POPULATION: Mixed

DESCRIPTION: # of Ops: 5 # Not Plumbed: Sq. Ft. 1,500 +/-

Table with columns: Lease, Own, Option/Renew, Yrs. Remain, \$/Month, Office Hours (M, T, W, TH, FR, SAT, SUN), and \$4,083 FG. Includes values like 'X' for Lease and '1' for Yrs. Remain.

Table with columns: STAFF (Front, Back, Other), Salary, and Will Stay. Includes values like '2' for Front staff and '\$25 / \$23' for salary.

PATIENT PROFILE:

Table with columns: % Group, % Reimb, % Revenue, and various procedure categories (5-10 Yrs, 11-19 Yrs, 20-49 Yrs, 50-75+, Cash, Idemn, PPO, Plans, Medical, Cap, Avg. Cap, Restorative, Crown & Bridge, Endo, Perio, Oral Surgery, Prosthetics, Ortho, Implants).

Procedures referred out:

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

Table with columns: # Active Charts, # of Recalls per month\*, # of New Patients per month\*, Total # of New Patients YTD\*, and questions about referral sources and hygienists.

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

2019 \$779,709 2020 \$757,992 2021 \$694,407 Current YTD \$199,240 as of 4/30

EQUIPMENT:

Table with columns: # Chairs, Hygiene, Avg. Age, # X-Rays, Pano, and Other. Includes values like '5' for chairs and 'Mixed' for avg. age.

Special Equip owned: Laser No Intraoral Camera Yes Other Plumbed N20/OS

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

COMMENTS: DSO focusing on 10+ op practices and selling smaller format practices. Staff will stay. High new patient counts every month is great opportunity for full-time owner. Many procedures referred out. Mostly cash/ppo. Downtown area of Tustin near City Hall with easy parking and surrounded by large retail areas. Long established base of patients in great demographic area!

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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. 22 – 504 Location Tustin

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**