#### FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

# MIX OF PPO & FFS! GREAT FEES! EXCELLENT PATIENT BASE! GREAT RECALL & HYGIENE!

## **NET OVER 45%!!**

| LISTING #  | 22 – 380                                |                | PRICE: 5                                   | 099,000                            | A/R'S: Negotiable        |  |              |  |
|--|---|----------------|--|------------------------------------|--------------------------|--|--------------|--|
| LOCATION:  | Brea                                    |                | <b>Est.</b> (1990) 2019                    |                                    | <u> </u>                 | POPULATION: Mixed                                      |              |  |
| <b>DESCRIPTION:</b>  | # of Ops:4                              |                | # Not Plumbed:                             |                                    | <b>Sq. Ft.</b> 1,500 +/- |  |              |  |
| Lease X  | Own                                     | Option/R       | Renew 1 x 5                                | Yrs. Remai                         | in 3+                    | <b>\$/Month</b> \$5,250 total                          |              |  |
| Office Hours   | M                                       | T              | W  | ТН                                 | FR                       | SAT  | SUN          |  |
|  | 8 – 5                                   | 8 – 5          | 8-5  | 8 – 5                              | 8 – 5                    | Closed   | Closed       |  |
| <b>STAFF</b>   | Front:                                  | 1              | Salary:                                    | \$25 / hr                          | W                        | ill Stay   | Yes          |  |
|  | Back:                                   | 1 – DA         | Salary:                                    | \$20 / hr                          | W                        | ill Stay   | Yes          |  |
|  | Back:                                   | Hygienist      | Salary:                                    | \$500 / day                        | <u>y</u> <b>W</b>        | ill Stay   | Yes          |  |
| PATIENT PROFIL   | <u>.E:</u>                              |                |  |                                    |                          |  |              |  |
| % Group  | 5-10 Yrs:                               | 11-            | 19 Yrs: 20-49 Yrs: _                       |                                    | Yrs:                     | 50-  | 75+:         |  |
| % Reimb  | Cash                                    | 63%            | Idemn                                      |                                    | <b>PPO</b> 37%           | F  | Plans        |  |
|  | Medical                                 | 0%             | Cap0                                       | % Avg.                             | Сар                      | \$0  |              |  |
| %Revenue   | Restorative                             | 36% Crow       | n & Bridge                                 | 35%                                | Endo                     | 1% I   | Perio 8%     |  |
|  | Oral Surgery                            | 5%             | Prosthetics                                | 1%                                 | Ortho                    | 4% Impl  | ants10%      |  |
| Procedures r   | eferred out: _                          |                |  |                                    |                          |  |              |  |
| PRACTICE STATS   | S: *(Need to ve                         | rify with Buye | r Audit) (appro                            | ox)                                |                          |  |              |  |
| # Active Charts 1,260  |   |                | # of Recalls per month*                    |                                    |                          |  |              |  |
|  |   |                | Total # of New Patients YTD* 93 as of 6/30 |                                    |                          | as of 6/30   |              |  |
| Any one referral source account for more than 10% of practice revenue?  Yes  No              |   |                |  |                                    |                          |  | No           |  |
| Does practice employ a hygienist?  |   | Y              | ES Number of days                          |                                    | 3-4                      | 4 % of Gross 20%                                       |              |  |
| FINANCIAL: (Need to verify with Tax Returns and Financial Information by Seller)             |   |                |  |                                    |                          |  |              |  |
| <b>2019</b> \$606  | 5,707                                   | 2020 \$423,4   | 2021                                       | \$729,433                          | Current Y                | <b>TD</b> \$492,90                                     | 1 as of 6/30 |  |
| <b>EQUIPMENT:</b>  |   |                |  |                                    |                          |  |              |  |
| # Chairs 4 Adec NEW! Hygiene   |   |                | :  |                                    |                          | ige  | Newer        |  |
| # X-Rays   | 4 (1 sensor                             | Pano Pano      | CT – PAX I                                 | Duo3D NEW!                         | _ Other                  | Pape   | erless       |  |
| Special Equip owne   | ed: La                                  | ser Gemini     | Intraora                                   | al Camera                          | DigiDoc                  | Other  |              |  |
| Is the practice comp<br><u>COMMENTS:</u> So<br>hygiene and great sta<br>2-3 days per week cu | eller on track for<br>aff! Excellent pa | tient demograp | hics. Practice ed                          | en mix of assoc<br>quipment is nev | ciate and ow             | Open Dental<br>ner operated. 3-4<br>e is well kept. So |              |  |

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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 No22 - 586 Loca                  |    | Brea  |  |  |  |
|--|----|---|--|--|--|
| Accepted and Agreed to:                  |    |   |  |  |  |
| Signature                                |    | Agent   |  |  |  |
| Print Name                               |    | Print Name  |  |  |  |
| Date                                     |    | Date  |  |  |  |
| Address                                  |    | P. O. Box 8445<br>Newport Beach, CA 92660<br>(949) 548-4559                                     |  |  |  |
| City                                     | ip | Any additions or deletions to this page other than information we have                          |  |  |  |
| Phone (Circle One: Mobile/Home/Business) |    | requested will void your request and we will not provide any additional information. Thank you. |  |  |  |
| F-mail Address                           |    |   |  |  |  |

PLEASE FAX BACK TO: 949 548-0525