

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

PRIVATE, DISCRETE, UPSCALE OFFICE & PATIENT BASE

95% RECALL PATIENTS!

SELLER TAKES ONLY REFERRAL PATIENTS!

REFERS OUT MOST DENTISTRY!

ALL PPO/FFS!

LISTING # 22 - 220 PRICE: \$239,000 A/R'S: Negotiable

LOCATION: Studio City Est. 2005 POPULATION: Mixed Upper

DESCRIPTION: # of Ops: 3 # Not Plumbed: Sq. Ft. 1,200 +/-

Table with columns: Lease (X), Own, Option/Renew, Yrs. Remain (1), \$/Month (\$4,600 FG), Office Hours (M, T, W, TH, FR, SAT, SUN) and their respective schedules.

STAFF Front: 1 Salary: \$17 Will Stay Yes Back: Salary: Will Stay

PATIENT PROFILE:

Table showing patient demographics: % Group (5-10 Yrs: 13%, 11-19 Yrs: 12%, 20-49 Yrs: 42%, 50-75+: 33%), % Reimb (Cash: 42%, Idemn, PPO: 58%, Plans), % Revenue (Restorative: 85%, Crown & Bridge: 3%, Endo: 0%, Perio: 3%, Oral Surgery: 3%, Prosthetics: 3%, Ortho: 3%).

Procedures referred out: Endo, most OS, all wire/aligner ortho, implants, surgeries

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

# Active Charts 256 # of Recalls per month\* 40+ # of New Patients per month\* 1 - 5 Total # of New Patients YTD\* 23 last 12 months

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 28%

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

2019 \$285,445 2020 \$228,610 2021 \$252,685 Current YTD \$146,991 YTD 07 31 22

EQUIPMENT: ortho instruments excluded.

# Chairs 2 Hygiene Avg. Age Mixed Newer # X-Rays Digital Pano No Other

Special Equip owned: Laser No Intraoral Camera Yes Other

Is the practice computerized? Yes Type of Software: Easy Dental / XDR

COMMENTS: Seller retiring! Built out scratch in 2005 and refers most procedures. Most patients are working professionals and Hollywood professionals. Only accepts limited new referral patients. Seller works 3 to 4 days per week. Patients mostly recall. Huge net and lots of cash. Great fees. Exam - \$90/100, Cleaning \$120, SRP - \$300/quad, Fillings - \$220/240/260, Crowns - \$1400-\$1600 zirconium.

Note: additional parking available in building for \$80/mo. per spot.

Phone: (949) 548-4559 • Fax: (949) 548-0525 • www.firstchoicedds.com

ALL INFORMATION PROVIDED SUBJECT TO BUYER VERIFICATION - BROKER MAKES NO WARRANTIES

# FIRST CHOICE PRACTICE SALES, INC.

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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 - 220 Location Studio City

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**

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