

**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 - 586 PRICE: \$699,000 A/R'S: Negotiable  
 LOCATION: Brea Est. (1990) 2019 POPULATION: Mixed  
 DESCRIPTION: # of Ops: 4 # Not Plumbed: \_\_\_\_\_ Sq. Ft. 1,500 +/-  
 Lease X Own \_\_\_\_\_ Option/Renew 1 x 5 Yrs. Remain 3+ \$/Month \$5,250 total  
 Office Hours M T W TH FR SAT SUN  
8 - 5 8 - 5 8 - 5 8 - 5 8 - 5 Closed Closed

**STAFF**  
 Front: 1 Salary: \$25 / hr Will Stay Yes  
 Back: 1 - DA Salary: \$20 / hr Will Stay Yes  
 Back: Hygienist Salary: \$500 / day Will Stay Yes

**PATIENT PROFILE:**

% Group 5-10 Yrs: \_\_\_\_\_ 11-19 Yrs: \_\_\_\_\_ 20-49 Yrs: \_\_\_\_\_ 50-75+: \_\_\_\_\_  
 % Reimb Cash 63% Idemn \_\_\_\_\_ PPO 37% Plans \_\_\_\_\_  
 Medical 0% Cap 0% Avg. Cap \$0  
 % Revenue Restorative 36% Crown & Bridge 35% Endo 1% Perio 8%  
 Oral Surgery 5% Prosthetics 1% Ortho 4% Implants 10%

Procedures referred out: \_\_\_\_\_

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

# Active Charts 1,260 # of Recalls per month\* \_\_\_\_\_  
 # of New Patients per month\* 10 - 12 Total # of New Patients YTD\* 93 as of 6/30  
 Any one referral source account for more than 10% of practice revenue? Yes No  
 Does practice employ a hygienist? YES Number of days 3-4 % of Gross 20%

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

2019 \$606,707 2020 \$423,411 (6 mos) 2021 \$729,433 Current YTD \$846,192 as of 10/31

**EQUIPMENT:**

# Chairs 4 Adec NEW! Hygiene \_\_\_\_\_ Avg. Age Newer  
 # X-Rays 4 (1 sensor) Pano CT - PAX Duo3D NEW! Other Paperless

Special Equip owned: Laser Gemini Intraoral Camera DigiDoc Other \_\_\_\_\_

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

**COMMENTS:** Seller on track for almost \$1M this year! Has been mix of associate and owner operated. 3-4 days of hygiene and great staff! Excellent patient demographics. Practice equipment is newer and space is well kept. Seller works 2-3 days per week currently. Most equipment is newer and in great condition!

# 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 - 586 Location Brea

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)

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