FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

GREAT DEMOGRAPHICS!
SELLER RETIRING!
FANTASTIC NUMBERS FOR 12 HOURS PER WEEK!
INSTANT FULL-TIME $1M+ PRACTICE!

LISTING # 22 – 580 **PRICE:** $480,000 OBO **A/R'S:** Negotiable

LOCATION: San Juan Capistrano **Est.** (1980) 2000 **POPULATION:** Mixed

DESCRIPTION: **# of Ops:** 6 **# Not Plumbed:** **Sq. Ft.** 1,500

Lease X **Own** **Option/Renew** 1 x 5 **Yrs. Remain** 2 **$/Month** $3,700 total

Office Hours	M	T	W	TH	FR	SAT	SUN
	staff	9 – 1	9 – 1	9 – 1	Staff	Closed	Closed

STAFF

Front: 1 RDA **Salary:** $30 / hr **Will Stay** Yes – 20+ years

Back: 1 RDA **Salary:** $23 / hr **Will Stay** Yes – 20+ years

Other: Perio 1x **Salary:** 50% **Will Stay** Yes

PATIENT PROFILE:

% Group **5-10 Yrs:** **11-19 Yrs:** **20-49 Yrs:** **50-75+:**

% Reimb **Cash** 55% **Idemn** **PPO** 25% **Plans**

Medical 5% **Cap** 15% **Avg. Cap** $4,500/$5,000

%Revenue **Restorative** 33% **Crown & Bridge** 40% **Endo** 1% **Perio** 8%

Oral Surgery 2% **Prosthetics** 1% **Ortho** 0% **Implants** 15%

Procedures referred out: **Most endo, OS, ortho**

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

 # Active Charts 500 – 750 **# of Recalls per month***

# of New Patients per month* 15 – 20 **Total # of New Patients YTD*** 67 as of 4/30

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)

2020 $437,294 **2021** $460,000 **2022** $502,130 **Current YTD** Pending 2023

EQUIPMENT:

 # Chairs 6 **Hygiene** **Avg. Age** Mixed

 # X-Rays 2 digital **Pano** Digital **Other**

Special Equip owned: **Laser** **Intraoral Camera** **Other**

Is the practice computerized? Yes **Type of Software:** DentiSoft

COMMENTS: Seller retiring after 22+ years! Lots of referrals and walk-ins. Seller refers most endo and OS. Lots of work for a full-time dentist! Amazing net for 12 hours per week! Nice CAP check and fantastic patient demographics. Seller has excellent fees. $1,200-$1,400 crown fees and $2,450 implant crown fees!

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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 - 280 Location San Juan Capistrano

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	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.
Phone (Circle One: Mobile/Home/Business)	
E-mail Address	

PLEASE FAX BACK TO: 949 548-0525