

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

STREETSIDE IN DOWNTOWN AREA! LOTS OF FOOT TRAFFIC AND WALK-INS! GREAT FEES!

LISTING # 23 - 492 PRICE: \$139,000 OBO A/R'S: not included
LOCATION: Chula Vista Est. 1980 (2015) POPULATION: mixed
DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,300
Lease X Own Option/Renew 1 x 5 Yrs. Remain 2+ \$/Month \$3,200 total

Office Hours	M	T	W	TH	FR	SAT	SUN
	Closed	9-6	Closed	9-6	Closed	Closed	closed

STAFF Front: 1 Salary: \$20 Will Stay Transition 30
Back: 1 Salary: \$18 Will Stay Transition 30

PATIENT PROFILE:

% Group 5-10 Yrs: 11-19 Yrs: 20-49 Yrs: 50-75+:
% Reimb Cash 50% Idemn PPO 25% Plans
Medical 25% Cap 0% Avg. Cap \$0
% Revenue Restorative 47% Crown & Bridge 13% Endo 4% Perio 17%
Oral Surgery 8% Prosthetics 2% Ortho 9% Implants 0%

Procedures referred out: implants, some endo and os,

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

Active Charts 450 # of Recalls per month*
of New Patients per month* 10 - 15 Total # of New Patients YTD* 72 as of 6/15
Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? Number of days % of Gross

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

2020 \$36,144 2021 \$155,159 2022 \$249,248 Current YTD \$45,265 as of 4/15

EQUIPMENT:

Chairs 3 Hygiene Avg. Age mixed
X-Rays 2 (digital) Pano Other

Special Equip owned: Laser Intraoral Camera yes Other

Is the practice computerized? yes Type of Software: Practice Works

COMMENTS: Seller going to focus on main office and prepare to retire. This is a steady practice with low rent. Lots of foot traffic in busy downtown area. Plenty of room to expand. Seller gets good fees, \$1,195 crown, \$3,700 implant/crown/abutement. Mostly Hispanic clientele. Mix of PPO and DentiCal.

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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 \$20,000, 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. 23 – 492 Location Chula Vista

Accepted and Agreed to:

Signature

Agent

Print Name

Print Name

Date

Date

Address

17821 17th Street, Suite 180
Tustin, CA 92780
(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