

**FIRST CHOICE PRACTICE SALES, INC.**

*a California Corporation (01916111)*

**BUSY RETAIL CENTER!**

**MOSTLY PPO / CASH**

**LARGE PATIENT BASE & GREAT HYGIENE!**

LISTING # 23 - 550 PRICE: \$659,000 A/R'S: Not included  
 LOCATION: Laguna Hills Est. (1990) 2007 POPULATION: Mixed Upper  
 DESCRIPTION: # of Ops: 6 # Not Plumbed:          Sq. Ft. 1,600 +/-  
 Lease XX Own          Option/Renew 1 x 5 Yrs. Remain 5 \$/Month \$8,100 total  
 Office Hours M          T          W          TH          FR          SAT          SUN           
8 - 5 8 - 5 + H1 8 - 5 + H1 8 - 5 + H2 Closed Closed Closed

**STAFF**  
 Front: 1 DA Salary: \$30 Will Stay Yes (1)  
 Back: 1 RDA Salary: \$32 Will Stay Yes (2)  
 Other: Hygienists Salary: \$400 / day Will Stay Yes (6,6)  
 Back: Perio Salary: 50% Will Stay Yes

**PATIENT PROFILE:**

% Group 5-10 Yrs:          11-19 Yrs:          20-49 Yrs:          50-75+:           
 % Reimb Cash 56% Idemn          PPO 43% Plans           
 Medical 0% Cap 1% Avg. Cap \$1,000 +/-  
 % Revenue Restorative 38% Crown & Bridge 39% Endo 3% Perio 6%  
 Oral Surgery 4% Prosthetics 1% Ortho 5% Implants 4% (27)

Procedures referred out: Full bonies, retreats, straight wire

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

# Active Charts 1,546 # of Recalls per month\*           
 # of New Patients per month\* 20 - 25 Total # of New Patients YTD\* 135 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 % of Gross 14%

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

2020 \$652,631 2021 \$753,851 2022 \$667,880 Current YTD \$338,234 as of 6/30

**EQUIPMENT:**

# Chairs 5 Hygiene          Avg. Age Mixed  
 # X-Rays 3 digital Pano No Other Endo motor

Special Equip owned: Laser          Intraoral Camera          Other         

Is the practice computerized? Yes Type of Software: SoftDent

**COMMENTS:** Busy retail location with walk-in and referral business only. Long established practice with excellent base of recall patients and hygiene. Partners looking to work less and focus on raising kids. Has been a very successful practice that has the room and demographics to double for motivated, full-time owner!

# 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 \$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 – 550 Location Laguna Hills

Accepted and Agreed to:

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Agent

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

\_\_\_\_\_  
Address

17821 17<sup>th</sup> 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**

Phone: (949) 548-4559 ● Fax: (949) 548-0525 ● [www.firstchoicedds.com](http://www.firstchoicedds.com)

**ALL INFORMATION PROVIDED SUBJECT TO BUYER VERIFICATION – BROKER MAKES NO WARRANTIES**