

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

ORIGINAL OWNER! 30+ YEARS GOODWILL!

BUSY RETAIL LOCATION!

PPO/FFS! EXCELLENT DEMOGRAPHICS!

NEXT TO CYPRESS, CERRITOS, BUENA PARK!

LISTING # 24 - 540 PRICE: \$195,000 A/R'S: Negotiable
LOCATION: La Palma Est. 1994 POPULATION: Mixed

DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,200 +/-
Lease X Own Option/Renew Yrs. Remain 5 \$/Month \$3,300 total
Office Hours M T W TH FR SAT SUN
9-6 Closed 9-6 Staff Closed 9-3 1x Closed

STAFF Front: 2 Salary: \$22 / \$20 Will Stay Y
Back: 1 Salary: \$20 Will Stay Y
Other: Implant Salary: \$1,000 per Will Stay Y

PATIENT PROFILE:

% Group 5-10 Yrs: 11-19 Yrs: 20-49 Yrs: 50-75+:
% Reimb Cash 33% Idemn PPO 65% Plans
Medical 2% Cap 0% Avg. Cap \$0
% Revenue Restorative 65% Crown & Bridge 22% Endo 0% Perio 2%
Oral Surgery 3% Prosthetics 2% Ortho 1% Implant 5% (11)

Procedures referred out: All endo, most OS, surgeries

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

Active Charts 10,965 TP, 760 AP # of Recalls per month*
of New Patients per month* 9 - 12 Total # of New Patients YTD* 95 as of 10/5

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)

2021 \$244,958 2022 \$201,976 2023 \$213,602 Current YTD \$173,332 as of 10/15

EQUIPMENT:

Chairs 4 Hygiene Avg. Age Mixed
X-Rays 2 digital Pano Film Other ScanX / Impant & Endo motor
Ortho instruments

Special Equip owned: Laser Diode Intraoral Camera Other
Is the practice computerized? Yes Type of Software: Dentio

COMMENTS: Seller retiring after a long, successful career! Located in a busy retail location with lots of foot traffic. Refers most procedures. Large base of recall patients. Mostly PPO/FFS. Surrounded by solid middle class and better households. Original owner built out practice 30 years ago. Practice looks great! Center has great parking.

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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, INC.** 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 \$15,000, 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. 24 – 540 Location La Palma

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

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

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