

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

100% ASSOCIATE RUN!

\$8,500+ CAP!

10 OPS! PAPERLESS! GREAT AREA OF SAN DIEGO!

LISTING # 24 - 447 PRICE: \$1,150,000 A/R'S: Negotiable

LOCATION: Carlsbad Est. 2007 POPULATION: Mixed Upper

DESCRIPTION: # of Ops: 10 # Not Plumbed: Sq. Ft. 3,500 sq ft +/-

Lease <u>X</u>	Own <u> </u>	Option/Renew <u>Yes</u>	Yrs. Remain <u>4+</u>	\$/Month <u>\$13,000</u>			
Office Hours	M	T	W	TH	FR	SAT	SUN
	8-5 A1+H	8-5 A2	8-5 A3	8-5 A2+H	7-2 A2+H	Closed	Closed

STAFF

Front:	<u>3</u>	Salary:	<u>\$40/\$30/\$23</u>	Will Stay	<u>Y</u>
Back:	<u>2</u>	Salary:	<u>\$27/\$23</u>	Will Stay	<u>Y</u>
Other:	<u>3 GP</u>	Salary:	<u>\$750 / day</u>	Will Stay	<u>Y</u>
Other:	<u>2 Hygiene</u>	Salary:	<u>\$55/\$56</u>	Will Stay	<u>Y</u>
Other:	<u>Biller</u>	Salary:	<u>\$34</u>	Will Stay	<u>Y</u>

PATIENT PROFILE:

% Group	5-10 Yrs: <u>1%</u>	11-19 Yrs: <u>5%</u>	20-49 Yrs: <u>39%</u>	50-75+: <u>55%</u>
% Reimb	Cash <u>65%</u>	Idemn <u> </u>	PPO <u>25%</u>	Plans <u> </u>
	Medical <u>0%</u>	Cap <u>10%</u>	Avg. Cap <u>\$8,700-\$8,800</u>	
% Revenue	Restorative <u>27%</u>	Crown & Bridge <u>36%</u>	Endo <u>8%</u>	Perio <u>20%</u>
	Oral Surgery <u>5%</u>	Prosthetics <u>3%</u>	Ortho <u>1%</u>	Implant <u>0%</u>

Procedures referred out: Implants, Ortho, some endo and OS, perio surgeries

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

# Active Charts	<u>1,977</u>	# of Recalls per month*	<u> </u>
# of New Patients per month*	<u>35 - 45</u>	Total # of New Patients YTD*	<u>447 as of 11/19</u>
Does practice employ a hygienist?	<u>Y</u>	Number of days	<u>3</u>
		% of Gross	<u>25%</u>

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

2021	<u>\$1,112,505</u>	2022	<u>\$1,219,990</u>	2023	<u>\$1,149,981</u>	Current YTD	<u>\$906,074 10/31</u>
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EQUIPMENT:

# Chairs	<u>8</u>	Hygiene	<u> </u>	Avg. Age	<u>Newer</u>
# X-Rays	<u>Digital</u>	Pano	<u>CBCT</u>	Other	<u> </u>

Special Equip owned: Laser Intraoral Camera Other

Is the practice computerized? Yes Type of Software: Eagle Soft

COMMENTS: Seller owns several practices all over Southern California and starting to retire. Selclr only comes to this office 1 day per week. Associate run, solid hygiene and new patients. Area is upper income and still growing! Practice looks great and can easily get to \$3M+ with the right dentist!

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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. 24 – 447 Location Carlsbad

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

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