

**FIRST CHOICE PRACTICE SALES, INC.***a California Corporation (01916111)***RETIRING SELLER AFTER 30+ YEARS!****MIX OF INSURANCES! 3 HYGIENE DAYS PER WEEK!  
ASSOCIATE & HYGIENE & SPECIALISTS!**

LISTING # 25 – 270 PRICE: \$449,000 A/R'S: Negotiable

LOCATION: Glendale Est. 1993 POPULATION: Mixed

DESCRIPTION: # of Ops: 4 # Not Plumbed:        Sq. Ft. 1,200 +/- sq ft

Lease <u>X</u>	Own <u>      </u>	Option/Renew <u>      </u>		Yrs. Remain <u>2</u>	\$/Month <u>\$3,700 total</u>		
Office Hours	M	T	W	TH	FR	SAT	SUN
	9 – 6 O/H+E/OS	0 – 6 A	9–6 O+H1	9-6 O+H2	Staff	9:30–1:30 2x	Closed

**STAFF**

Front:	<u>2</u>	Salary:	<u>\$25 / \$25</u>	Will Stay	<u>Y</u>
Back:	<u>2</u>	Salary:	<u>\$22 / \$20</u>	Will Stay	<u>Y</u>
Other:	<u>Hygienist</u>	Salary:	<u>1-\$480, 2-\$460</u>	Will Stay	<u>Y</u>

**PATIENT PROFILE:**

GP - \$750/day - Endo – 1-2 Mondays – Paid per schedule OS – 1-2 Mondays – Paid per schedule					
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% Group	5-10 Yrs:	<u>1%</u>	11-19 Yrs:	<u>5%</u>	20-49 Yrs:	<u>42%</u>	50-75+:	<u>52%</u>
% Reimb	Cash	<u>20%</u>	Idemn	<u>      </u>	PPO	<u>40%</u>	Plans	<u>      </u>
	Medical	<u>30%</u>	Cap	<u>10%</u>	Avg. Cap	<u>\$3,500-\$4,000 +/-</u>		<u>      </u>
%Revenue	Restorative	<u>40%</u>	Crown & Bridge	<u>38%</u>	Endo	<u>9%</u>	Perio	<u>5%</u>
	Oral Surgery	<u>3%</u>	Prosthetics	<u>1%</u>	Ortho	<u>1%</u>	Implant	<u>3% (11)</u>

Procedures referred out: Surgical extractions, HMO specialty procedures

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

# Active Charts	<u>1,386</u>	# of Recalls per month*	<u>      </u>
# of New Patients per month*	<u>15 - 20</u>	Total # of New Patients YTD*	<u>143 as of 8/1</u>

Any one referral source account for more than 10% of practice revenue? Yes        No       

Does practice employ a hygienist? Y Number of days 2 % of Gross 11%

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

2022	<u>\$563,851</u>	2023	<u>\$521,126</u>	2024	<u>\$548,082</u>	Current YTD	<u>\$298,834 as of 8/3</u>
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**EQUIPMENT:**

# Chairs	<u>4</u>	Hygiene	<u>      </u>	Avg. Age	<u>Newer</u>
# X-Rays	<u>digital</u>	Pano	<u>Digital</u>	Other	<u>Medit Scanner</u>

Special Equip owned: Laser        Soft tissue        Intraoral Camera        Yes        Other       

Is the practice computerized? Yes Type of Software: EagleSoft

**COMMENTS:** Seller retiring after long, successful career! Large base of active, recall patients. Streetside location with excellent parking! Practice was remodeled in 2015 and looks fantastic. Seller brings in limited specialty and refers many procedures. Well rounded practice suited to all dentists. Rent is great for the area and all the parking!

# FIRST CHOICE PRACTICE SALES, INC.

*a California Corporation (01916111)*

## 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. 25 – 270

Location Glendale

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**