



WESTERN PRACTICE SALES

John M. Cahill Associates

#EN-749

Lincoln, California

Between the years of 2000 and 2010, this city was one of the fastest growing cities in California, and in 2006 earned the prestigious award of being an “All-American City”. Ride the wave to be a part of the growth and success in this quality practice with its loyal, and stable patient base! Come sink your roots down into this community and enjoy a fantastic lifestyle which can't be beat!

The Doctor averages 8 – 12+ patients w/ 8 Hygiene patients per day offering 1 day of hygiene/per week and generates approximately 20-30+ new patients per month.

The office is conveniently located in a newer, attractive, popular, busy, single-story Retail Center which generates growth by foot traffic, visibility and accessibility. This beautiful office occupies approximately 1,877 square feet and consists of 4 fully equipped Ops with plumbing for an additional Op, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$320,000

For further details or on-site visit, please contact:

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▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

We look forward to serving you

EN-749

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$320,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5		8 – 5	8 – 5		by appt
Associate's Hours		8 – 5		8 – 5	8 – 5		by appt
Hygienist Hours				8 - 5			
Type of Practice:	General		Reason for Selling:			Relocation	
Years established:	Since 2006		Days worked past 12 months:			3 days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	N/A				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	Seven yrs w/ 2 - 5 yr Options			Expiration date:	May 2019		
Do you share space with another dentist?	Associate-driven practice						
Rent per month	\$5,631.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	Are utilities included?			No			
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 1,877 sq. ft.	Carpet?	Partial	Air conditioning?	Yes		
Number of fully equipped ops:	4	Plumbed for additional ops?	Yes, 1				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Laser:	Yes	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	NO
Description of office building, Location and attributes of practice (a brief description):	Newer, attractive, busy, popular, single-story, Retail Center with growth generated by foot traffic due to its location, visibility & freeway accessibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	24	Diagnostic	Adjunctive	Dentures	21	
General Operative		Endo	2	Ortho/TMJ	Perio	22
Oral Surgery	6	Cosmetic	Crown/Bridge	25	Implant	

What services/procedures are referred out? (i.e. Oral Surgery, Endo, Perio, Ortho, Pedo)

Complex Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 20 Insurance/PPO 50 Denti-Cal 0 Capitation (HMO) 30 Other _____

Are you a **Delta Provider**? If Yes, Y **Delta PPO** _____ **Delta Premier**

***Delta Premier:** Dentists enrolling for the first time in the Premier Network are also being required to enroll in the PPO network. The requirement to sign with both networks will result in treatment provided to those Delta PPO patients within the practice being reimbursed at the PPO level, without the ability to balance bill those patients to Premier rates. This could result in a reduction in the practice collections that could lower the buyer's projected income depending on the amount of Delta DPO patients in the practice who have actually paid the difference between the fee schedules.

Does your practice participate in "Care Credit"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Delta Dental, MetLife, DeltaCare, Safeguard, Cigna DMO, DHS

Estimated Number of Active Patient Files: **Number to be defined by Buyer's Due Diligence Process***

***SELLER IN NO WAY WARRANTS THE EXACT ACCURACY OF PATIENT FILES. IT IS THE BUYER'S RESPONSIBILITY TO DEFINE AND VERIFY ACTIVE PATIENT FILES WITH A CHART REVIEW. PRACTICE VALUE IS PREDOMINANTLY DETERMINED BY SELLER'S COLLECTIONS. SELLER'S COLLECTIONS CAN BE INDICATIVE OF THE NUMBER OF ACTIVE PATIENTS AND TYPE OF PROCEDURES PERFORMED.**

Average number of New Patients per month for past 12 months: ~ **20 – 30+**

Average number of patients per day? Per-Doctor: ~ **8 – 10+** Per-Hygienist:

Hygiene days per week: **1** Percentage of Production by Hygiene: ~ **20+**

Average age of patients: **Mature Family Range: ~ 50+ yrs**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Phone Call & Text Reminders**

Number of recalls per month? ~ **60 – 70+**

What types of Practice Promotions? **New Patient Exam & X-ray Promotions**

Phone Book Advertising? * **No** * *Phone book advertising contracts will be the responsibility of buyer after transition.*

EQUIPMENT & LEASEHOLDS

Occasionally some specialized items may be excluded from the sale, such as: Articulators, Endo and/or Implant Systems. These items will be referenced as "excluded" on Seller's Equipment list. In addition, Buyer understands that the following items may also be excluded from the sale: diplomas, certificates, cameras, photographs, artwork and miscellaneous personal items.

Describe age and characteristics of leasehold improvements:

Average age of Equipment: ~ **2006**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Right**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
RDA	3 days/wk	2014	\$18.00/hr	
Dental Assistant	3 days/wk	2014	\$12.00/hr	
Dental Assistant	3 days/wk	2017	\$14.00/hr	
Front Office	4 days/wk	2017	\$15.00/hr	

Do family members work in the office? **No** If yes, how much are they paid?

Has staff left the practice recently? **No**

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2017 **\$533,556 P&L** 2016 **\$ 536,923** 2015 **\$ 686,829**

***Collection amounts are approximate and should be verified by Buyer**

Number of statements sent each month? Is pegboard or computer? **Computer**

What type of computer? **CPU – Windows Op Sys** What software? **Eaglesoft**

Is software transferable? **Yes, Transfer Fee, if applicable, to be paid by Buyer**

Fees Schedule: **Available upon request**

NOTE: The Seller has furnished the preceding information to WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES. This information has not been verified. A potential Buyer should verify the accuracy of all information to his/her own satisfaction.

WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES are agents of the Seller and therefore represent the interest of the Seller. We strongly advise a potential purchaser to seek independent counsel to represent his/her interests. Counsel may be, but is not limited to, an attorney, accountant, appraiser, broker or management consultant. Fees of such counsel are the sole responsibility of the purchaser.