



WESTERN PRACTICE SALES

John M. Cahill Associates

#JG-757 *Periodontics* Visalia, California

Offering a full spectrum of periodontic procedures: Root Planing, Surgery, Laser (Lanap), active Recall system, *except Implants*, this practice limited to the practice of Periodontics, with its stellar reputation, is an outstanding opportunity and gold mine for the astute periodontist who recognizes this as a potential for growth!

With 9 Hygiene days per week, this practice is a rare gem!

Doctor averages 8-15 patients w/ 3 Hygienists each averaging 8 patients per day. The practice welcomes an average of 50-60+ new patients per month.

Tucked in the professional corridor in one of the most desirable neighborhoods, is this easily accessible, well-maintained, attractive, single-story, free-standing Professional building complex, with mature landscaping and ample parking off busy, main thoroughfare.

On track to do almost 800k this year!

The pristine, spacious, open & airy office, designed with office efficiency and patient flow in mind, has pleasing, soft muted tones for maximum patient comfort. It occupies approximately 2,000 square feet and consists of 5 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Storage, and 3 Restrooms.

Steal at \$350,000!

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

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

We look forward to serving you

JG-757

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$350,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7 – 6	7 – 5	7 – 6	9 - 5		
Doctor's Hours		7 – 6	7 – 5	7 – 6			
Hygienist Hours		8 – 5*	8 – 4*	8 – 5*	<i>*multiple hygienists</i>		
Type of Practice:	Periodontics			Reason for Selling:		Retirement	
Years established:	~ 35+ yrs			Days worked past 12 months:		~ 120 days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Lease w option subject to negotiation				
Is the space leased?	Seller lease to Seller's Corp		Is lease renewable?	N/A	Is lease assignable?	N/A	
Term of Lease:	Lease w option subject to negotiation				Expiration date:	N/A	
Do you share space with another dentist?	N/A						
Rent per month	\$3,500.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	\$2,700.00/yr		Are utilities included?				
Is the rent considered above, below or at fair market value?							
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 2,000 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	5		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	No
Business office:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	Yes
Laser:	Yes	Digital X-ray:	No	Intra-oral Camera:	No	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	Excellent location, highly visible, easily accessible, single-story, free-standing building w ample parking in attractive professional complex in desirable neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: *Practice limited to 100% Periodontics*

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

Practice limited to Periodontics, No Implants performed

Type of patients as a percentage of Collections:

Private Pay 33 Insurance/PPO 67 Denti-Cal Capitation (HMO) Other

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

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: **~ 60+**

Average number of patients per day? Per-Doctor: **~ 8 – 15** Per-Hygienist: **8 x3**

Hygiene days per week: **9 days** Percentage of Production by Hygiene: **~ 45+**

Average age of patients: **Mature Family Range: 40 – 80+ yrs**

Does the office have Nitrous Oxide? **Yes**

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 24/per day, ~ 250+/month**

What types of Practice Promotions? **None**

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: **Carpet & Paint ~ 2 yrs old**

Average age of Equipment: **~ 35+ yrs**

Any equipment leases? **Right** Equipment is right/left-handed/convertible?

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Dental Hygiene	2 days x 8 hrs	1979	\$340.00/day	Yes
Dental Hygiene	1 day x 7 hrs	1979	\$340.00/day	Yes
Dental Hygiene	2 days x 8 hrs	1992	\$335.00/day	Yes
Dental Hygiene	3 days x 8 hrs	1999	\$335.00/day	Yes
Dental Hygiene	1 day x 8 hrs	2017	\$320.00/day	No
Dental Assistant	3 days/21 hrs	1986	\$18.00/hr	Yes
Front Office	4 days/30 hrs	1992	\$2,800.00/mo	Yes
Front Office	3 days/21 hrs	2001	\$17.00/hr	Yes
Dental Assistant	3 days/21 hrs	2005	\$14.00/hr	Yes
Front & Back Office	4 days/28 hrs	2016	\$14.00/hr	Yes

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 \$ 747,012 2016 \$ 793,984 2015 \$ 830,753

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

Number of statements sent each month? **~ 300** Is pegboard or computer? **Computer**

What type of computer? **Intel** What software? **Dentrix**

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.