



## WESTERN PRACTICE SALES

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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.

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 \$335,000!***

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

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**800.641.4179**

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

**We look forward to serving you**

# JG-757

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$335,000

## 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:	<b>Periodontics</b>			Reason for Selling:		<b>Retirement</b>	
Years established:	~ 35+ yrs			Days worked past 12 months:		~ 120 days	

## OFFICE SPACE &amp; LEASE INFORMATION

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

## 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 <i>Available Upon Request</i>	Eligible for benefits
Dental Hygiene	2 days x 8 hrs	1979		Yes
Dental Hygiene	1 day x 7 hrs	1979		Yes
Dental Hygiene	2 days x 8 hrs	1992		Yes
Dental Hygiene	3 days x 8 hrs	1999		Yes
Dental Hygiene	1 day x 8 hrs	2017		No
Dental Assistant	3 days/21 hrs	1986		Yes
Front Office	4 days/30 hrs	1992		Yes
Front Office	3 days/21 hrs	2001		Yes
Dental Assistant	3 days/21 hrs	2005		Yes
Front & Back Office	4 days/28 hrs	2016		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:**

2018   \$ 753,759      2017   \$ 747,012      2016   \$ 793,984  

**\*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.**