



WESTERN PRACTICE SALES

John M. Cahill Associates

#IN-764

Stockton, California

In one of the city's most desirable professional corridors is this well-established, fully computerized, paperless, digitalized practice just waiting for your talent and skill to carry on the philosophy of delivering quality dental care to its loyal, stable patient base.

This Practice Continues to Grow Annually, and Grossed Over \$540,000 in 2017! Imagine The Future Revenue Potential!

The Doctor averages 5-7 patients w/ 6-8 Hygiene patients per day offering 9 combined days of hygiene/per week and generates approximately 8-10 new patients per month.

The spacious and spectacular office is located in a well-maintained, attractive, contemporary, single-story Professional building at the intersection of 2 major thoroughfares w/ ample parking, easy accessibility, excellent visibility w/ close proximity to shopping and commercial amenities. It occupies approximately 5,000 combined square feet and consists of 10 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.

Full Price: ~~\$267,500~~

Price Reduced - Now Only: \$120,000!

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

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

We look forward to serving you

IN-764

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$120,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
Doctor's Hours			8 – 5	8 – 5	8 – 5	8 – 12	
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 12	
Type of Practice:	General		Reason for Selling:			Personal	
Years established:	~ 2 yrs		Days worked past 12 months:			~ 178 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:	1 yr	Expiration date:	Aug 2019				
Do you share space with another dentist?	Yes						
Rent per month	\$ 2,735.93/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	Are utilities included?		Yes, Electricity, Gas, Water				
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 5,000 sq. ft.	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped ops:	10	Plumbed for additional ops?	Yes, Total of 13				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	NO
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, Dental Professional building w ample parking on major thoroughfare in desirable professional corridor/neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20	Diagnostic	5	Adjunctive	3	Dentures	3
General Operative	19	Endo	5	Ortho/TMJ	1	Perio	2
Oral Surgery	5	Cosmetic	3	Crown/Bridge	33	Implant	1

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 25 Insurance/PPO 58 Denti-Cal 12 Delta Premier 5 Other _____

Are you a **Delta Provider**? If Yes, _____Delta PPO Yes **Delta Premier** ~ 5%

***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:

Cigna, Guardian, MetLife, Aetna, Humana

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: ~ **8-10**

Average number of patients per day? Per-Doctor: ~ **5 - 7** Per-Hygienist: ~ **6 - 8**

Hygiene days per week: **9** Percentage of Production by Hygiene: ~ **20%**

Average age of patients: **Mature Family Range: ~ 60 yrs**

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

Type of recall system used? **Computerized Postcards, Follow-up Telephone Call Reminders**

Number of recalls per month?	~ 180 – 200			
What types of Practice Promotions?	Website			
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:				
Digital X-ray, Computerized, Paperless				
Average age of Equipment:	~ 10 – 12 yrs			
Any equipment leases?	No	Equipment is right/left-handed/convertible?	Right	
PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
			Available Upon Request	
Dental Assistant	Tues – Fri	2017		Yes
Administrator	Tues – Fri	2018		No
Do family members work in the office?	No	If yes, how much are they paid?		
Has staff left the practice recently?	Yes			
Is there a practice management consultant?	Yes			
PRACTICE FINANCIAL PROFILE				
Last 3 years’ Gross Collections from Tax Returns:				
2017	<u>\$543,046</u>	2016	<u>\$ 502,995</u>	2015 <u>\$ 253,115</u> Aug – Dec 2015 2017
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?	~ 140	Is pegboard or computer?	Computer	
What type of computer?	Dell	What software?	QSI	
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.