



## WESTERN PRACTICE SALES

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**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: \$150,000!***

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

Timothy G. Giroux, DDS  
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**800.641.4179**

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

**We look forward to serving you**

# IN-764

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$150,000

## 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:	<b>General</b>		Reason for Selling:			<b>Personal</b>	
Years established:	~ 2 yrs		Days worked past 12 months:			~ 178 days	

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>1 yr</b>	Expiration date:	<b>Aug 2019</b>				
Do you share space with another dentist?	<b>Yes</b>						
Rent per month	<b>\$ 2,735.93/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>				
If not included, current amount paid?	Are utilities included?		<b>Yes, Electricity, Gas, Water</b>				
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>~ 5,000 sq. ft.</b>	Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>10</b>	Plumbed for additional ops?	<b>Yes, Total of 13</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Laser:	<b>No</b>	Digital X-ray:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>	Cerec:	<b>NO</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, Dental Professional building w ample parking on major thoroughfare in desirable professional corridor/neighborhood</b>						

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

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

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
<b>Dental Assistant</b>	<b>Tues – Fri</b>	<b>2017</b>	<b>\$22.50/hr</b>	<b>Yes</b>
<b>Administrator</b>	<b>Tues – Fri</b>	<b>2018</b>	<b>\$20.00/hr</b>	<b>No</b>

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     \$543,046     2016     \$ 502,995     2015     \$ 253,115     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.**