



WESTERN PRACTICE SALES

John M. Cahill Associates

#AC-782

San Francisco, California

With the accessibility and visibility of this location, you simply just can't lose! Seller has established a base of policies, streamlined practices and loyal patient base and all you have to do is step in and do what you do best: practice quality dentistry. Watch your production increase, with a little attention to marketing and maximizing your office hours!

The Doctor averages 8 patients per day and generates approximately 8-10 new patients per month.

The office is conveniently located in an attractive, well-maintained, multi-story Medical Professional building complex w ample parking with close proximity to public transportation Muni & Bart in one of the fastest growing neighborhoods in the city!

The office occupies approximately 1,450 square feet and consists of 5 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$195,000

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

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

We look forward to serving you

AC-782

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$195,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 – 5	10 – 7	8 – 5	8 – 5	9 -4 x1/month
Doctor's Hours							
Type of Practice:	General		Reason for Selling:			Relocation	
Years established:	~ 12+ yrs		Days worked past 12 months:			~ 196 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:	60 months			Expiration date:	March 2021		
Do you share space with another dentist?	No						
Rent per month	\$ 3,820.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	Are utilities included?			Yes			
Is the rent considered above, below or at fair market value?	Below Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 1,450 sq. ft.		Carpet?	Wood	Air conditioning?	Yes	
Number of fully equipped ops:	5		Plumbed for additional ops?				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	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):

Attractive, well-maintained, 3-story Medical Professional building complex w/ close proximity and convenience to public transportation in one of the fastest growing neighborhoods in San Francisco

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	10.39	Diagnostic	17.46	Adjunctive	8.61	Prosth, Rem	2.98
Restorative	36.28	Endo	1.82	Ortho/TMJ	-	Perio	18.53
Oral Surgery	1.92	Cosmetic	-	Prosth, Fixed	0.03	Implant	1.97

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

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

Type of patients as a percentage of Collections:

Private Pay 25 Insurance/PPO 75 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: **Guardian, Principal, United HealthCare, Blue Cross/Blue Shield, DHA, Cigna**

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: **~ 10 – 12**

Average number of patients per day? Per-Doctor: **8** Per-Hygienist: **N/A**

Hygiene days per week: **0** Percentage of Production by Hygiene: **0**

Average age of patients: **Mid-Family Range: ~ 30 – 40 yrs**

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

Type of recall system used? **Demand Force**

Number of recalls per month? **~ 40 – 50**

What types of Practice Promotions? **Promotions/Exam/X-ray Discounts for New Patients w/ no Insurance**

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: **Equipment updated & well-maintained**

Average age of Equipment: **~ 8 – 10 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
RDA I	32 hrs/wk	July 2016	\$29.00/hr	Yes
RDA II	32 hrs/wk	July 2016	\$29.00/hr	Yes
Office Manager		March 2016	\$55,000/yr	Yes
Associate DDS		Dec 2015	\$540/day or 25%	No

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 Tax Returns:

2016 \$ 360,828 2015 2014

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

Number of statements sent each month? **~ 20** Is pegboard or computer? **Computer**

What type of computer? **CPU** What software? **Windows 7**

Is software transferable? **Unknown, 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.