



WESTERN PRACTICE SALES

John M. Cahill Associates

KG-779 *Orthodontics* San Clemente, California

If living and practicing at the beach is your dream lifestyle, then we have the practice for YOU! We are presenting a rare and remarkable opportunity, one which we feel that every dentist aspires to and sets the bar for excellence! Consider this your *best decision* of your life to practice in a highly desirable beach city with its unique environment and natural amenities, one dedicated to preserving fun and integrity while enhancing tradition values of growth and diversity.

Doctor is currently enjoying a relaxed work week of only 3 short half-days per week. The growth potential here is unlimited! It would cost more to build out a scratch start practice than to buy this rare gem collecting over \$400k annually! Don't Miss Out on This One!

Doctor averages 20 patients per day and welcomes approximately 8 new patients per month, from (a) *stellar reputation* of providing quality orthodontic treatment in a (b) warm, inviting and *caring environment*, (c) focus on *internal marketing* word-of-mouth referrals from a loyal patient base and (d) *strong network* of referring dentists.

The street level office is conveniently located in an attractive, well-maintained, single-story building with mature landscaping, ample parking on major thoroughfare with excellent visibility and easy accessibility. This beautiful office is impressive in color and design, specifically with office efficiency and patient flow/comfort in mind and occupies approximately 2,896 square feet, consisting of 6 Open Bay Chairs (4 + 2 Exam), Reception area, Doctor's office, Business office, Sterilization, Staff Lounge, Private Office, Lab, Patient Hygiene Station, Family Waiting Area, Storage and 2 Restrooms.

Full Price: \$325,000

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

#KG-779

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$325,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	9 – 5	9 – 5	9 – 5	9 – 3	
Doctor's Hours		2 – 6	1 – 5	1 – 5			
Type of Practice:	Orthodontic		Reason for Selling:		Relocation		
Years established:	Since 1988		Days worked past 12 months:				

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	No
Is the space leased?	N/A	Is lease renewable?	Is lease assignable?
Term of Lease:			
Do you share space with another dentist?	N/A		
Rent per month	\$7,795.00/month	Common area/maintenance fees /taxes included?	
If not included, current amount?		Are utilities included? No	
Is the rent considered above, below or at fair market value?			
Type of Building:	Condo	Free-standing	Professional X Retail Center
Office Square footage:	2,896 sf	Carpet?	Air conditioning?
Number of Chair Bays:	4 + 2 Exam	Plumbed for additional Chairs/Bays?	No
Reception:	Yes	Dark Room:	No Doctor's Office: Yes Lab: Yes
Business Office:	Yes	Restrooms:	Yes, 2 Sterilization: Yes Storage: Yes
Laser:	Digital X-ray:	No	Intra-oral Camera: Cerec:
Description of office building, Location and attributes of practice (a brief description):			

PRACTICE & PATIENT DEMOGRAPHICS

Type of patients as a percentage of collections:

Private Pay 100 Insurance/PPO _____ Denti-Cal _____ Capitation (HMO) _____ Other _____

Does your practice participate in "Care Credit"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Payment goes to Patient**

Are you a **Delta Provider**? **Yes** / No If Yes: _____ Delta PPO? _____ Delta Premier?

***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.**

Estimated Number of Active Patient Files **Number to be defined by Buyer's Due Diligence Process***

What types of Practice Promotions are in effect? **General Dentist Referral Base - Office visits w goodies, Focus on Internal Referrals**

Phone Book Advertising? * **No** * *Phone book advertising contracts will be the responsibility of buyer after transition*

Average number of New Patients per month for past 12 months: **~ 8**

Does the office have Nitrous Oxide? **No**

Average number of patients per day? **~ 20 – 25**

Number of patients ready to start treatment? **5** Consultation completed and ready to start? **5**

Number of consultations scheduled? **4** Scheduled study models? **0** Scheduled exams? **8**

Number of cases in progress – active treatment? **~ 158** Number of cases in retention? **~ 75**

Number compiled using: Practice Software **Ortho Wave** Estimate

Types of techniques used (Edgewise, Tight Wires, etc)? **GAC Bracket & Bands**

Amount of prepaid where work in not completed? **~ 45+ pts**

Amount of contract receivables for work to be completed? **~75K**

Number of patients in recall and observation? **~ 130+**

Current delinquent accounts? **9**

Active child patients? **72 starts in 2017** Active adult patients? **28 starts 2017** Months in treatment (average) **18**

Typical fee arrangement? **~ 20% down, Payment over length of treatment until payment in Full**

Number of active referring Dentists? **16**

10 or less patients per year? **16** 11 to 20 patients per year? _____ 20 or more patients per year? _____

PRACTICE & PATIENT DEMOGRAPHICS (continued)

Indicate the number of new patient exams, by month, for the past 12 months: **Dec 2016 – Nov 2017**

January	11	February	8	March	14	April	7
May	4	June	9	July	7	August	14
September	6	October	1	November	12	Dec 2016	8

Indicate the number of new patient starts, by month, for the past 12 months:

January	9	February	9	March	11	April	6
May	9	June		July	8	August	11
September	6	October		November		December	7

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: **All in good working condition ~ 12 yrs**

Average age of Equipment: **~ 12 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Tx Coordinator/Back Office	M – F / 9 - 5	Aug 2006	\$27.00/hr	Yes
Back Office/Assistant	M-T-W / 1 - 5	Feb 2008	\$21.00/hr	Yes
Back Office/Assistant	M – F / 9 - 5	Aug 2014	\$23.00/hr	Yes
Accounting	Thurs / 10 – 2	Jan 2014	\$20.00/hr	
Front Office/Reception	M-T-W / 1 - 5	Oct 2017	\$15.00/hr	Yes

Do family members work in the office? **Yes** If yes, how much are they paid? **0**

Has staff left the practice recently? **Yes,** **needed more hours*

Is there a practice management consultant? **No**

