



WESTERN PRACTICE SALES

John M. Cahill Associates

#GN-799

Paradise, California

This remarkable opportunity is undeniably too good to be true! With a little attention to marketing and maximizing office hours (*increase to full workweek from current 3.5-days*), this quality, family-oriented, fee-for-service practice with its stellar reputation, is your chance to fulfill your dream of living, owning real estate, raising your family and practicing in this pristine, family-friendly, recreation and beauty-packed community, aptly named "Paradise."

The Doctor averages 11 patients w/ 9 Hygiene patients per day offering 6 days of hygiene/per week on a relaxed 3.5-day workweek, and welcomes approximately 8-10 new patients per month, with growth generated by word-of-mouth referrals, the best kind of marketing!

This beautifully designed and warmly decorated office is conveniently located in a long-established, attractive, well-maintained, single-story Professional building with ADA compliant accessibility, excellent curb appeal, mature landscaping, ample parking and close proximity to a Medical Facility. The office occupies approximately 1,800 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$375,000

Real Estate: \$325,000

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

Timothy G. Giroux, DDS

Jon B. Noble, MBA

John M. Cahill, MBA

Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

GN-799

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$375,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 – 5	8 – 5	8 – 5	8 – 2	
Doctor's Hours			8 – 5	8 – 5	8 – 5	8 - 2	
Hygienist Hours			8 – 5	8 – 5	8 – 5	8 – 2	
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ 40+ yrs		Days worked past 12 months:			~ 170+ days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes
Is the space leased?	N/A	Is lease renewable?	N/A
		Is lease assignable?	N/A
Term of Lease:	Seller owns building		Expiration date:
Do you share space with another dentist?	N/A		
Rent per month	Own	Common area, maintenance fees /taxes included?	N/A
If not included, current amount paid?	Are utilities included?		N/A
Is the rent considered above, below or at fair market value?	Seller owns building		
Type of Building:	Condo	Free-standing	X
		Professional	Retail Center
Office Square footage:	~ 1,800 sq. ft.	Carpet?	Partial
		Air conditioning?	Yes
Number of fully equipped ops:	4	Plumbed for additional ops?	No
Reception area:	Yes	Dark room:	No
		Doctor's office:	Yes
		Lab:	Yes
Business office:	Yes	Restrooms:	Yes
		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-designed, fully landscaped, well-maintained single-story Professional building w/ ample parking, ADA compliant accessibility w/ close proximity to Medical Facility		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	21	Diagnostic	13	Adjunctive	0	Dentures	10
General Operative	41	Endo	3	Ortho/TMJ	1	Perio	2
Oral Surgery	4	Cosmetic	2	Crown/Bridge	3	Implant	

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

Complex Oral Surgery-impacted 3rd molars, Endo (difficult molar), Perio (FM), Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay **66** Insurance **33** Denti-Cal **1** Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? If Yes, _____ 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"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Delta Premier, Oroville Hospital (4 pts) Pacific Health Alliance PPO

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**

Average number of patients per day? Per-Doctor: **11** Per-Hygienist: **9**

Hygiene days per week: **6.25** Percentage of Production by Hygiene: **~ 30**

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

Does the office have Nitrous Oxide? **Yes, Portable Cart**

Type of recall system used? **Pre-scheduling, PracticeWorks, Phone Call Reminders**

Number of recalls per month? **~ 185+**

What types of Practice Promotions? **Internal Marketing: word-of-mouth referral based**

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: **Well-maintained, good working condition**

Average age of Equipment: **~ 25 yrs / Except new handpieces and x-ray sensors**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Receptionist	4 days/32 hrs	Jan 2002	\$23.50/hr	Yes
Dental Hygiene	2.25 days/18 hrs	Feb 2018	\$45.00/hr	No
Dental Assistant	4 days/32 hrs	Sept 2017	\$19.00/hr	No
Front Desk/Insurance	4 days/32 hrs	June 2018	\$21.75/hr	No
Dental Hygiene	4 days/32 hrs	Nov 2013	\$49.00/hr	Yes

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? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2017 \$ 626,849 2016 \$ 631,538 2015 \$ 664,920

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

Number of statements sent each month? **~ 160+** Is pegboard or computer? **Computer**

What type of computer? **Dell, HP** What software? **PracticeWorks/CareStream**

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.