



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#HG-815**

### **Sierra County California**

For the avid outdoor enthusiast, this practice in a rural setting is ideal! Doctor takes pride in listening to each patient's needs first, then educating and involving them in their care. Generations of families appreciate Doctor's emphasis on quality over quantity. With its close proximity to Specialty practices and perennial recreational opportunities such as golfing, hunting, fishing, skiing, scenic lakes, the quality of life and activities just can't be beat!

The Doctor averages 7 patients w/ 7 Hygiene patients per day offering 3 days of Hygiene/per week and generates approximately 3-5 new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story, free-standing Professional building with ample parking with easy accessibility and close proximity to all recreational activities in Reno, Graeagle & Truckee. The office occupies approximately 1,000 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage and shared Restroom.

***Reduced Price: \$165,000***

***Real Estate Also Available: \$437,000***

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

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Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

# **HG-815****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$165,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5			
Doctor's Hours		9 – 5	9 – 5	9 – 5			
Hygienist Hours		9 – 5	9 – 5	9 – 5			
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Retirement</b>	
Years established:	<b>Since 1978</b>			Days worked past 12 months:		<b>~ 155+ days</b>	

**OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Yes</b>
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>
		Is lease assignable?	<b>No</b>
Term of Lease:	<b>Seller owns building, no lease in place</b>		Expiration date:
Do you share space with another dentist?	<b>N/A</b>		
Rent per month	<b>\$ 925.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>
If not included, current amount paid?		Are utilities included?	<b>Yes, Propane for heat</b>
Is the rent considered above, below or at fair market value?	<b>Slightly below</b>		
Type of Building:	Condo	<b>Free-standing X</b>	<b>Professional X</b>
		<b>Retail Center X</b>	
Office Square footage:	<b>~ 1, 000 sq. ft.</b>	Carpet?	<b>Partial</b>
		Air conditioning?	<b>Yes</b>
Number of fully equipped ops:	<b>3</b>	Plumbed for additional ops?	<b>Yes, possibly 1</b>
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>
		Doctor's office:	<b>Yes</b>
		Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>shared</b>
		Sterilization:	<b>Yes</b>
		Storage:	<b>Yes</b>
Laser:	<b>No</b>	Digital X-ray:	<b>No</b>
		Intra-oral Camera:	<b>No</b>
		Cerec:	<b>NO</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, single-story Professional building w mixed tenants, ample parking, easy accessibility w close proximity to recreational opportunities in Reno &amp; Truckee</b>		

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>30</b>	Diagnostic	<b>25</b>	Adjunctive		Dentures	<b>1</b>
General Operative	<b>20</b>	Endo	<b>1</b>	Ortho/TMJ		Perio	
Oral Surgery		Cosmetic		Crown/Bridge	<b>23</b>	Implant	

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

**Oral Surgery, Perio Surgery, Implant Placement, Molar Endo, TMJ, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay   35   Insurance/PPO   65   Denti-Cal        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:

**Connection Dental, Delta Premier but NO Denti-Cal & NO Cap Plans**

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: **~ 5**

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

Hygiene days per week: **3** Percentage of Production by Hygiene: **~ 30**

Average age of patients: **Family Range: 6 – 75 yrs, mostly 25-65**

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

Type of recall system used? **Practice Web Software**

Number of recalls per month? **~ 80+**

What types of Practice Promotions? **None**

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:

**Newer Carpet. Original Linoleum Flooring & Cabinets**

Average age of Equipment: ~ 15 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>Reception</b>	<b>3½ days x 8 hrs</b>	<b>Nov 2012</b>	<b>\$17.00/hr</b>	
<b>RDH</b>	<b>3 days x 7 hrs</b>	<b>May 2017</b>	<b>\$50.00/hr</b>	
<b>Dental Assistant</b>	<b>3 days x 8 hrs</b>	<b>1992</b>	<b>\$2,000.00<sup>month</sup></b>	

Do family members work in the office? **Yes**                      If yes, how much are they paid? **\$2,000.00/month**

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:

2017 \$ 307,613    2016 \$ 351,307    2015 \$ 335,890

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

Number of statements sent each month? ~ 130                      Is pegboard or computer? **Computer**

What type of computer? **HP**    What software? **Practice Web**

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.