



WESTERN PRACTICE SALES

John M. Cahill Associates

#EN-822 *Perio* Sacramento, California

This practice is known throughout Sacramento for its stellar reputation of excellent service and quality care in a friendly atmosphere. It is not only one which every dentist should aspire to but is also positioned for the next generation to succeed and thrive, in terms of draw, location and growth through established business practices and office policies, a large & loyal referral network base of dentists and patients!

The Doctor averages 6-8 patients w/ 8 Hygiene patients per day offering 4-4 ½ days of hygiene/per week and welcomes 24 new patients per month, based on strong and loyal referral base.

This stunning light and airy office, designed with office efficiency and patient flow in mind, has original framed artwork and sophisticated décor. It is conveniently located in an attractive, well-maintained, multi-story Medical/Dental Professional building with ample parking in large parking lot in rear of the building, with excellent visibility, easy accessibility in desirable professional corridor. This *spacious, completely computerized office*, occupies approximately 2,200 square feet and consists of 5 fully equipped Ops with plumbing for 6th Op, Consultation Room, Reception area, Private office, Business office, Staff Lounge, Sterilization, Darkroom, Lab, Storage, and Restroom.

Full Price: ~~\$840,000~~

Reduced – Now Only: \$790,000!

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

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

We look forward to serving you

EN-822

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$790,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 3	7 – 4:30	7 – 4:30	7 – 4:30	7 – 3	
Doctor's Hours			7 – 2	9 – 3:30	7 – 2	7 - 2	
Hygienist Hours			7 – 4	7 – 4	7 – 4	7 – 4	
Type of Practice:	Periodontics		Reason for Selling:			Personal	
Years established:	Since 1993		Days worked past 12 months:			~ 150 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:	5 yrs w 2 (two) 5-yr renewal options			Expiration date:	2020		
Do you share space with another dentist?	N/A						
Rent per month	\$5,000.00/month		Common area, maintenance fees /taxes included?			No	
If not included, current amount paid?	~ 2,000 -3,000 Annually		Are utilities included?			Yes	
Is the rent considered above, below or at fair market value?	Fair Market Rent						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 2,200 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	5		Plumbed for additional ops?	Yes, 1			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Laser:	Yes, Lanap	Digital X-ray:	Yes	Intra-oral Camera:	No	Cerec:	NO
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, 3-story Medical/Dental Professional building w/ ample parking in large parking lot rear of the building with excellent visibility & easy accessibility in desirable professional corridor						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **Practice limited to Periodontics**

Preventative/Hygiene	0.19	Diagnostic	10.95	Adjunctive	0.30	Max Prosth	0.01
General Operative	0.05	Endo		Ortho/TMJ	0.02	Perio	47.38
Oral Surgery	8.10	Implant	32.22	Crown/Bridge		Prescription	0.78

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

Practice limited to the Specialty of Perio: Refer some Oral Surgery, All Endo and Restorative

Type of patients as a percentage of Collections:

Private Pay **60** Insurance/PPO **40** 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"? **Not currently**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta Dental Premier**

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: **~24**

Average number of patients per day? Per-Doctor: **~ 6 -8** Per-Hygienist: **8**

Hygiene days per week: **4-4 1/2 days** Percentage of Production by Hygiene: **~ 20**

Average age of patients: **~ 31 - 80**

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

Type of recall system used? **Dentrix**

Number of recalls per month? **~ 150 per month**

What types of Practice Promotions? **Extremely loyal, large, stable referral base of general dentists**

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: **Stellar, stunning facility equipped with state-of-the-art Equipment: Carestream/Kodak 6300 CBCT Scanner, Global 5 surgical Microscope, new Compressor, NSK Handpieces, Trios 3 Intraoral Scanner**

Average age of Equipment: ~ 2 to 23 year of age

Any equipment leases? **Yes** Equipment is right/left-handed/convertible? **Possibly**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Practice Admin	4½ days/36 hrs	16 yrs	\$30.00/hr	Yes
RDA/Front Office	4 days/32 hrs	3 yrs	\$24.00/hr	Yes
RDA	4 days/32 hrs	1 yr	\$22.00/hr	Yes
Dental Hygiene	2 days/16 hrs	New	\$464.00/day	Yes
Dental Hygiene	1 day/8 hrs	20 yrs	\$464.00/day	No
Dental Hygiene	1 day/8 hrs	Temp	TBD	No
RDA	4 days/32 hrs	1 yr	\$23.00/hr	Yes
Bookkeeper	¼	8 yrs	\$30.00/hr	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:

2017 **\$1,153,174** 2016 **\$ 1,131,572** 2015 **\$ 1,197,799**

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

Number of statements sent each month? **~120-140** Is pegboard or computer? **Computer**

What type of computer? **PC** What software? **Dentrix**

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.