



WESTERN PRACTICE SALES

John M. Cahill Associates

#EN-831

Sacramento, California

If your desire and dream is to practice in the “gold country” and capital city of California, just mere hours from the beauty and serenity of Lake Tahoe, then **LOOK NO FURTHER!** **Prime location** in a highly desirable professional corridor in this University neighborhood, location and practice philosophy make this well-established opportunity “**a cut above**” others in every way!

The Doctor averages 8-10 patients per day with 3 days of Hygiene, which equates to ~ 8-10 Hygiene patients per day. The practice welcomes approximately 30+ new patients per month. The continued growth of this practice is based on internal marketing: word-of-mouth referrals and appreciation of quality care.

The office is conveniently located in an attractive, well-maintained, beautifully landscaped, multi-story Dental Professional building w/ ample parking on major thoroughfare w/ excellent visibility and easy accessibility. The office occupies approximately 1,600 square feet and consists of 4 fully equipped Ops, Reception area, Doctor’s office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: ~~\$775,000~~

Price Reduced! Now Only: \$650,000!

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

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

We look forward to serving you

EN-831

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$650,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5		by appt	by appt	
Doctor's Hours		8 - 5	8 - 5		by appt	by appt	
Associate's Hours				8 - 5		by appt	
Hygienist Hours		8 - 5	8 - 5	8 - 5			
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	~ 30+ yrs		Days worked past 12 months:		~ 200+ days		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	No
Is the space leased?	Yes	Is lease renewable?	Yes
		Is lease assignable?	Yes
Term of Lease:	6.5 Years	Expiration date:	08/2024
Do you share space with another dentist?	N/A		
Rent per month	\$3250	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?	Fair Market Rent		
Type of Building:	Condo	Free-standing	Professional X Retail Center
Office Square footage:	~ 1,600 sq. ft.	Carpet?	Yes 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, 1 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):	Prime location: long-established, well-maintained, attractive, highly visible, easily accessible, 3-story Dental Professional building complexw/ ample parking on major thoroughfare		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	9%	Diagn ostic	8%	Adjunctive	1.5%	Dentures	4%
General Operative	50.5%	Endo	1.5%	Ortho/TMJ	2.5%	Perio	7.5%
Oral Surgery	4.5%	Cosm etic	1.5%	Crown/Bridge	9%	Implant	.5%

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

Complex Oral Surgery, Endo, Full-mouth Reconstruction, Prosth, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 23 Insurance/PPO 77 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? **Yes** If Yes, X **Delta PPO** Some 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:

Delta PPO, Cigna, Aetna, Anthem BC, Premier Access, Guardian, Met Life, Principal, United Health Care, Humana, Blue Cross/Blue Shield, + additional

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: ~ **30 – 35+/month**

Average number of patients per day? Per-Doctor: **8-10** Per-Hygienist: ~ **8 – 10**

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

Average age of patients: **Mid Family Range: ~ 40+ - 50+ yrs**

Does the office have Nitrous Oxide? **Not plumbed, portable Tanks**

Type of recall system used? **Solution Reach, Phone Call Reminders & Letters**

Number of recalls per month? ~ **90+ - 100+**

What types of Practice Promotions? **Postcards, Newsletters, Internal marketing: in-office patient referrals "care to share" program**

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: **~ 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
Receptionist/ Insurance Coordinator	4 days/8 hrs	Aug 2016	\$14.00/hr	No
Scheduling/Financial Coordinator	4 days/8 hrs	March 2017	\$12.00/hr	No
RDH	3 days/8 hrs	Jan 2017	\$400/day	No
Dental Assistant	3 days/8 hrs	Feb 2017	\$12.00/hr	No

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 **\$ 1,182,532** P&L 2016 **\$ 1,418,081** 2015 **\$1,120,522**

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

Number of statements sent each month? **~ 5** Is pegboard or computer? **Computer**

What type of computer? **CPU w/Windows Operating System** What software? **Dentrix**

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.