



WESTERN PRACTICE SALES

John M. Cahill Associates

#HG-851

South Lake Tahoe, California

Projected Revenue on track to do just under \$700k this year!

Practice in Paradise! The only problem with this remarkable opportunity is the problem of concentration when treatment rooms have majestic views of Heavenly Valley! If you're sitting in some congested metropolitan office, longing for a change or stimulating environment, look no further! ***Don't wait another day to start living your dream of a serene lifestyle in pristine surroundings, while generating an attractive income!***

Increase in Propy's = Increased Exams = Increased Production!

Doctor & Staff take pride in keeping up with latest research and creating beautiful smiles with a strong holistic approach as well. The Doctor averages 10-14 patients w/ 8 Hygiene patients per day offering 6 days of hygiene/per week on a relaxed 3½ day relaxed workweek and generates approximately 25-30+ new patients per month, adding to an already loyal & stable patient base of those working in tourist industry, families, retirees and professionals.

The office is conveniently located in an attractive, well-maintained, 2-story Professional building. This spacious office occupies approximately 2,100 square feet and consists of 5 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and ADA-compliant Restroom.

Full Price: \$425,000

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

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

We look forward to serving you

HG-851

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$425,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
Doctor's Hours			10 – 5	10 – 5	10 – 5	10 – 2	
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5 x2	8 – 4	
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ 25+ yrs		Days worked past 12 months:			~ 143 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	Expiration date:	Jan 2022				
Do you share space with another dentist?	No						
Rent per month	\$ 3,800.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	Are utilities included?		No				
Is the rent considered above, below or at fair market value?	Slightly Below to Fair Market Rent						
Type of Building:	Condo	Free-standing	X	Professional	X	Retail Center	
Office Square footage:	~ 2,100 sq. ft.	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped ops:	5	Plumbed for additional ops?	No				
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, ADA	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	No
All equipment is digital except for Pano.							
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, free-standing, 2-story Professional building, beautiful, open, all windows, picturesque views						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	32	Diagnostic	3.2	Adjunctive	4	Dentures	3.2
General Operative	14	Endo	3.3	Ortho/TMJ	4	Perio	3.7
Oral Surgery	1.1	Cosmetic & Crown/Bridge	24.5	Implant Crowns			~ 7

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

Complicated cases of all of the above specialties

Type of patients as a percentage of Collections:

Private Pay 25 **Insurance/PPO** 70 **Private Insurance** 5 Denti-Cal ____ Capitation (HMO) ____

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"? **Yes**

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

Benton Hospital, Heavenly (Vail), Lake Tahoe Schools, MetLife, United Concordia, Military

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: ~ **25 - 30+**

Average number of patients per day? Per-Doctor: ~ **10 - 14** Per-Hygienist: ~ **8**

Hygiene days per week: **6** Percentage of Production by Hygiene: ~ **30+**

Average age of patients: **Mature Family Range: ~ 40 yrs**

Does the office have Nitrous Oxide? **Yes, plumbed & mobile**

Type of recall system used? **Revenue Well** **Best of Tahoe last 13 yrs in a row!*

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

What types of Practice Promotions? **Zoom, Best of Tahoe*, Newspaper Ad, Website, Phone Book, Social Media-FB page, Twitter**

Phone Book Advertising? * **Yes** ** 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: **New Computers & X-rays + Zoom**

Average age of Equipment: **~ 12 yrs: all in excellent condition**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Office Manager	M – F (full-time)	Jan 2016		Yes
Office	M – F (full-time)	Sept 2016		
Dental Hygiene	W – Th (part-time)	Mar 2001		
Dental Assistant	T – F (part-time)	Oct 2017		
Dental Assistant	T – F (part-time)	Dec 2017		
Dental Hygiene	M, T, Th, F part-time	June 2017		
RDAEF2	F (part-time)	Oct 2013		

Do family members work in the office? **No** If yes, how much are they paid? **N/A**

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 \$ 698,853 2016 \$ 705,077 2015 \$ 672,296

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

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

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

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.