



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #EG-849 Auburn, California

*On track to have the best year out of the last 3 years!*

Imagine living in a peaceful, rural town that has an ideal climate and “big city” amenities less than an hour away. This well-known, well-loved, long-established practice strives to provide ideal dental treatment to a large, loyal and stable patient base by treating all patients like family members. The surrounding beauty of this foothill community offers awesome seasonal changes and makes it one of the most desirable places to live in northern California!

The Doctor averages 7 patients w/ 8 Hygiene patients per day offering 4 days of hygiene/per week and welcomes approximately 8 new patients per month.

The office is conveniently located in an attractive, well-maintained, established, popular, bustling Center-Plaza w/ easy accessibility and excellent visibility on major thoroughfare in highly desirable, densely populated, family-friendly neighborhood. The office occupies approximately 1,400 square feet and consists of 4 fully equipped Ops, Reception area, Doctor’s office, Sterilization, Lab, Storage, and Restroom.

***Full Price: \$350,000***

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

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**800.641.4179**

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

**We look forward to serving you**

# EG-849

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$350,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 - 6	8 - 5	8 - 5	7 - 2:30		
Doctor's Hours		9 - 6	8 - 5	8 - 5	7 - 2:30		
Hygienist Hours		9 - 6	8 - 5	8 - 5	7-2:30		
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	<b>Since 1985</b>		Days worked past 12 months:			<b>189</b>	

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>3 yrs</b>	Expiration date:	<b>November 2019</b>				
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$1,600.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>				
If not included, current amount paid?	<b>N/A</b>	Are utilities included?	<b>No</b>				
Is the rent considered above, below or at fair market value?	<b>Fair Market or Below</b>						
Type of Building:	Condo	Free-standing	Professional	<b>Retail Center</b>	<b>X</b>		
Office Square footage:	<b>1,400 sq. ft.</b>	Carpet?	<b>Partial</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>4</b>	Plumbed for additional ops?	<b>No</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>No</b>	Restrooms:	<b>Yes</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Laser:	<b>No</b>	Digital X-ray:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>	Cerec:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Conveniently located in an attractive, well-maintained, established, busy, popular, single-story Center w easy accessibility, excellent visibility, on main thoroughfare in desirable mixed commercial neighborhood</b>						

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>16</b>	Diagnostic	<b>11</b>	Adjunctive	Dentures	<b>4</b>
General Operative	<b>24</b>	Endo	<b>4</b>	Ortho/TMJ	Perio	<b>9</b>
Oral Surgery	<b>1</b>	Cosmetic		Crown/Bridge	Implant	<b>29</b>

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

**Complex Oral Surgery, Difficult Endo, Most Perio**

Type of patients as a percentage of Collections:

Private Pay   50   Insurance/PPO   50   Denti-Cal   0   Capitation (HMO)   0   Other       

Are you a **Delta Provider?** **Yes** 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:

**Anthem, Cigna, Blue Shield**

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: **~ 8**

Average number of patients per day? **15** Per-Doctor: **~ 7** Per-Hygienist: **8**

Hygiene days per week: **4 days** Percentage of Production by Hygiene: **~ 25+**

Average age of patients: **Family Range**

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

Type of recall system used? **Computer**

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

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: ~ 21 year old cabinets

Average age of Equipment: ~ 16 years old

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Receptionist</b>	<b>4 days/31 hr/wk</b>	<b>Nov 2016</b>	<b>\$22.00/hr</b>	<b>No</b>
<b>RDA</b>	<b>4 days/31 hr/wk</b>	<b>Oct 1985</b>	<b>\$26.00/hr</b>	<b>No</b>
<b>Dental Assistant</b>	<b>4 days/31 hr/wk</b>	<b>Nov 2017</b>	<b>\$15.00/hr</b>	<b>No</b>
<b>RDH</b>	<b>2 days/16 hr/wk</b>	<b>March 19987</b>	<b>\$52.00/hr</b>	<b>No</b>
<b>RDH</b>	<b>2 days/16 hr/wk</b>	<b>Feb 2017</b>	<b>\$45.00/hr</b>	<b>No</b>

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     \$ 520,732     2016     \$ 515,725     2015     \$ 517,844    

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

Number of statements sent each month? **100** 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.**