



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#EN-858**

### **Orangevale, California**

Orangevale has taken significant steps to become an industry diverse community from its' humble beginnings, into the thriving and distinguished business and the residential community it is today! Due to the proximity to metropolitan Sacramento, its unique suburban lifestyle, high-ranking schools, and centralized location, have made it the perfect place for the growing medical, retail, and high-technology fields to establish their roots. All of these factors have created a significant surge in the population, making it the ideal place to work and live!

***Perfect for a second location or satellite situation!***

The Doctor averages 4 patients w/ 8 Hygiene patients per day offering 2 days of hygiene/per month on relaxed workweek.

The office is conveniently located in an attractive, well-maintained, popular Retail Shopping Plaza on busy, major thoroughfare with good visibility and easy accessibility, in desirable neighborhood.

The office occupies approximately 850 square feet and consists of 3 fully equipped Ops, Reception area, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

***Full Price: \$70,000***

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

Timothy G. Giroux, DDS

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**800.641.4179**

► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

**We look forward to serving you**

# EN-858

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$70,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5					
Doctor's Hours		9 – 5					
Hygienist Hours		8 – 5					
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	~ 30+ yrs		Days worked past 12 months:			<b>1 day/week</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?			
Term of Lease:	Expiration date:						
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$ 1,250.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>				
If not included, current amount paid?	Are utilities included?		<b>Yes, Trash only</b>				
Is the rent considered above, below or at fair market value?	<b>Fair Market Rent</b>						
Type of Building:	Condo	Free-standing	Professional	<b>Retail Center</b>	<b>X</b>		
Office Square footage:	<b>~ 850 sq. ft.</b>	Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>3</b>	Plumbed for additional ops?	<b>No</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>No</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes</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>
3D Imager:	<b>N/A</b>						
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, popular, busy Retail Shopping Plaza on major thoroughfare w good visibility and easy accessibility</b>						

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>20</b>	Diagnostic		Adjunctive	<b>5</b>	Dentures
General Operative	<b>60</b>	Endo	<b>5</b>	Ortho/TMJ		Perio
Oral Surgery		Cosmetic		Crown/Bridge	<b>10</b>	Implant

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

**Complex Perio**

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, \_\_\_\_\_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:

**Delta Premier, First Dental Health**

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:

Average number of patients per day? Per-Doctor: **4** Per-Hygienist: **8**

Hygiene days per week: **2/month** Percentage of Production by Hygiene: **~ 40 – 50**

Average age of patients: **Mature Family Range**

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

Type of recall system used? **SoftDent**

Number of recalls per month? **~ 10 -15+**

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.

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>RDA</b>	~ 20 hrs/wk			
<b>RDH</b>	~ 12 hrs/wk			

Do family members work in the office? **Yes**                      If yes, how much are they paid?

Has staff left the practice recently? **No**

Is there a practice management consultant? **N/A**

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Tax Returns:

2017   \$80,323      2016                         2015                     

**\*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? **CPU Window Op System**                      What software? **SoftDent**

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.