



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

### **# HN-879 Sonora, California**

***Great Cash-Flow for Only 3 Days a Week!***

Live and practice in the captivating beauty of this family-oriented, scenic town in Tuolumne County! Established for 22+ years and well-respected for quality dentistry, the office atmosphere is open and relaxed created by warm and caring staff. If you've considered living in a beautiful, rural Sierra Nevada foothill community with high growth then look no further. Nearby Yosemite National Park, Ski Resorts, Bear Valley, and Dodge Ridge. Plenty of fresh air and no traffic!

The Doctor averages 10 patients with 8 Hygiene patients per day providing 2 days of hygiene/per week and welcomes 12-15 new patients per month.

This beautifully appointed office is conveniently located in an immaculately maintained, highly visible, easily accessible Professional building. The office is 1,950 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Business office, Supply Area, Sterilization, Lab, Storage and 3 Restrooms.

***Reduced Price: \$265,000***

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

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Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

# **HN-879****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$265,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 3</b>	<b>8 – 5</b>	<b>8 – 5</b>	
Doctor's Hours			<b>8 – 5</b>		<b>8 – 5</b>	<b>8 – 5</b>	
Hygienist Hours			<b>8 – 5</b>			<b>8 – 5</b>	
Type of Practice:	<b>General Dentistry</b>			Reason for Selling:		<b>Retirement</b>	
Years established:	<b>~ 22 years</b>			Days worked past 12 months:		<b>~ 3-4 days/week</b>	

**OFFICE SPACE & 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>10 years</b>			Expiration date:	<b>2019</b>		
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$3,200.00/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>Yes</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>1950 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>Yes</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes/2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Laser:	<b>Yes</b>	Digital X-ray:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>	Cerec:	<b>No</b>
3D Imager:	<b>No</b>						
Description of office building, Location and attributes of practice (a brief description):	<b>Located in a highly visible, easily accessible Professional office in a medical center.</b>						

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>20</b>	Diagnostic	Adjunctive	Dentures	<b>5</b>	
General Operative	<b>24</b>	Endo	<b>2</b>	Ortho/TMJ	<b>5</b>	
Oral Surgery	<b>2</b>	Cosmetic	Crown/Bridge	<b>40</b>	Implant	<b>2</b>

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

**Third Molars, Molar RCT, Perio Surgery**

Type of patients as a percentage of Collections:

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

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

**Maverest Dental Alliance, EEHA, DHA Veterans Services, BX100, 200, 300**

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: **~ 12-15**

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

Hygiene days per week: **2** Percentage of Production by Hygiene: **~ 20%**

Average age of patients: **~ 30 – 86 years old**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **SmileReminder; Text & Email System**

Number of recalls per month? **25**

What types of Practice Promotions? **Business Networking, Friends & Family Referrals**

## 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:

**Compressor System Updated, Monitors Upgraded, 6 Workstations Upgraded**

Average age of Equipment: ~ 5 - 10 years

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
<b>Back Office Manager</b>	<b>5 days</b>	<b>2008</b>		<b>No</b>
<b>RDH</b>	<b>3 days</b>	<b>2016</b>		<b>No</b>
<b>Front Office Manager</b>	<b>5 days</b>	<b>2018</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? **No**

Is there a practice management consultant? **Yes**

## PRACTICE FINANCIAL PROFILE

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

2018 \$ 392,000 2017 \$ 440,867 2016 \$ 490,805

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

Is pegboard or computer? **Computer**

What type of computer? **Dell w/ Windows 7** What software? **Aspire FPC**

Is software transferable? **Yes**

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.**