



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#RN-847**

**Reno, Nevada**

Putting the patient's needs first and foremost, the philosophy of this well-loved, highly esteemed office with its stellar reputation is its emphasis on periodontal health and preventive dentistry - which is the foundation for good oral health. Patients benefit and appreciate the offering of an annual membership in in-house dental plan, which offers different discounts on certain procedures.

The Doctor and Associate average 6-8 patients each w/ ~ 16 Hygiene patients per day and welcomes approximately 20-25 new patients per month, based on internal marketing: word-of-mouth referrals, as well as increased social media presence, Website and multiple marketing plans in place.

*Tucked in a highly desirable neighborhood of development, new homes and continuous growth, the enviable location, visibility, accessibility of this Retail Shopping Plaza is hard to beat, with traffic, signage and popularity!* This stunning office <5 yrs old, designed and decorated with office efficiency and patient flow in mind, consists of 6 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 3 Restrooms.\*

***Full Price: \$649,000***

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

Timothy G. Giroux, DDS

Jared Bergquist

**800.641.4179**

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

**We look forward to serving you**

\*Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	9 – 1	
Doctor's Hours			8 – 5	8 – 5	8 – 5		
Associate Hours		8 – 5	8 – 5	8 – 5			
Hygienist Hours		8 – 5		8 – 5	8 – 5		

Type of Practice: **General** Reason for Selling: **Retirement**

Years established: **Since 1995** Days worked past 12 months: **~ 185+ days**

## OFFICE SPACE &amp; LEASE INFORMATION

**\*WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

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>7 yrs</b>	Expiration date:	<b>April 2019</b>				
Do you share space with another dentist?	<b>Yes, Associate</b>						
If yes, percentage of Associate's Production:	<b>~ 35%</b>						
Rent per month	<b>\$ 5,332.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>				
If not included, current amount?	Are utilities included? <b>Yes, Water only, Utilities are not included</b>						
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>						
Type of Building:	Condo	Free-standing	Professional	Retail Center	<b>X</b>		
Office Square footage:	<b>*See note above</b>	Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>6</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>Yes</b>	Restrooms:	<b>Yes, 3</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>Yes</b>

3D Imager:

Description of office building, Location and attributes of practice (a brief description):

**Highly visible from main thoroughfare with excellent signage, easily accessible, attractive, well-maintained Retail Plaza with furniture, home improvement, fast food restaurant as anchors with nearby, fitness center, hybrid charging station, in the midst of new growth and developing new homes in desirable neighborhood < 10 yrs old**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>32</b>	Diagnostic	<b>17</b>	Adjunctive	<b>1</b>	Dentures	<b>4</b>
General Operative	<b>25</b>	Endo	<b>10</b>	Ortho/TMJ	<b>1</b>	Perio	<b>20</b>
Oral Surgery	<b>3</b>	Cosmetic	<b>2</b>	Crown/Bridge	<b>27</b>		

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

**Complex and advanced procedures of all of the above specialties**

Type of patients as a percentage of Collections:

**Private Pay** 32 **Insurance/PPO** 66+ Medicaid \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ NPD (Culinary) \_\_\_\_\_

Does your practice participate in "Care Credit"? **Yes**

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

**Delta, BC/BS, COS, Best Life, UHC, Health Plan of Nevada, Guardia, Kansas City Life/Sun Life, Humana, Ameritas, Allegiance, Healthscope, Aetna, United Concordia, Prudential, Principal Mutual, Lincoln National, GEHA (21 PPO's Plans but NO CAP Plans accepted)**

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: **342 (2017) ~ 20 – 25+**

Average number of patients per day? Per-Doctor: **6 – 8** Per-Hygienist: **~16**

Hygiene days per week: **3** Percentage of Production by Hygiene: **~ 20+**

Average age of patients: **Mature Family Range: ~ 50 – 65+ yrs**

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

Type of recall system used? **Computer tracking, Postcards, Phone Call Reminders**

Number of recalls per month? **~ 140 - 150**

What types of Practice Promotions? **Multiple marketing plans – increased social media & web pages**

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: **Bright, airy, sparkling clean, spacious, ~ 3yrs**

Any equipment Leases? **Yes, Nitrous tanks, Postage Meter, Linen (towels)**

Average age of Equipment: **~ 3 – 5 yrs**      Equipment is right/left-handed/convertible? **Convertible**

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Associate DDS</b>	<b>3 days x 8 hrs</b>	<b>Jan 2017</b>	<b>35% adj Prod</b>	<b>N/A</b>
<b>Dental Hygiene</b>	<b>3 days x 8 hrs</b>	<b>Nov 2016</b>	<b>30% adj Prod</b>	<b>N/A</b>
<b>Hygiene Assistant</b>	<b>4½ days/40 hrs</b>	<b>Sept 2016</b>	<b>\$14.00/hr</b>	<b>Yes</b>
<b>Dental Assistant</b>	<b>4½ days/40 hrs</b>	<b>June 2017</b>	<b>\$22.00/h</b>	<b>Yes</b>
<b>Dental Assistant</b>	<b>4½ days/40 hrs</b>	<b>Sept 2017</b>	<b>\$18.00/hr</b>	<b>Yes</b>
<b>Front Desk/Insurance</b>	<b>5–8 days/month</b>	<b>Nov 2016</b>	<b>\$30.00/hr</b>	<b>No</b>
<b>Consultant</b>	<b>4½ days</b>	<b>May 2016</b>	<b>\$50.00/hr</b>	<b>No</b>

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? **Yes**

## PRACTICE FINANCIAL PROFILE

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

2017 **\$ 914,794**    2016 **\$ 973,306**    2015 **\$ 840,168**

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

Number of statements sent each month? **~ 60 – 75**      Is pegboard or computer? **Computer**

What type of computer? **Dell**      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.**

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