



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#AG-895**

**San Francisco, California**

***Amazing cash flow for only 3-days a week!***

This **high quality**, fee-for-service/cash basis practice has a **stellar reputation** for meticulous attention and delivery of **top-notch** dentistry with personalized service. Offering a broad spectrum of dentistry, the well-educated and affluent patient base.

The Doctor averages 6 patients w/ 8 Hygiene patients per day offering 1¼ days of hygiene/per week on a **relaxed 3-day workweek** and welcomes approximately 8-9 new patients per month with growth generated by Website, Internet and the best kind of marketing: word-of-mouth referrals of the excellent care offered by this practice!

***Highly profitable with Take-home net profit close to \$400,000!***

Office is located in the bustling downtown district, adjacent to Union Square, among San Francisco's most prominent and prestigious hotels and stores, this art deco, multi-story, historical landmark, multi-story Medical/Dental professional building is also home to many specialists as well.

This bright and spacious office facility is modern and designed to maximize space and efficiency, with patient flow in mind. The office occupies approximately 1,500 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, Staff Kitchen and Restroom.

***Full Price: \$675,000***

***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**

**#AG-895****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$675,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		<b>9:30 – 6</b>	<b>9:30 – 6</b>	<b>9:30 – 6</b>	<b>9:30 – 6</b>	<b>9:30 – 3</b>	
Doctor's Hours			<b>10 – 5:30</b>	<b>10 – 5:30</b>	<b>10 – 5:30</b>		
Hygienist Hours			<b>9 – 6</b>			<b>9 – 4</b> <small>once/month</small>	
Type of Practice:	<b>Cosmetic/Restorative</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	<b>~ 30 yrs</b>		Days worked past 12 months:			<b>~ 125+ days</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>Renewable 5-yr lease</b>			Expiration date:	<b>2024</b>		
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$ 8,100.00/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?			Are utilities included?	<b>Yes, Electric, Water, Gas</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market Rent</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>~ 1,500 sq. ft.</b>		Carpet?	<b>No</b>	Air conditioning?	<b>No</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>Yes</b>	Restrooms:	<b>Yes</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Laser:	<b>Yes</b>	Digital X-ray:	<b>Yes</b>	Intra-oral Camera:	<b>No</b>	Cerec:	<b>Yes</b>
3D Imager:	<b>No</b>						
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, prominent landmark building in downtown, Union Square, public parking within building, access to all public transportation, walking distance from hundreds of commercial businesses</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>4.6</b>	Diagnostic	<b>10.18</b>	Adjunctive	<b>2.48</b>	Dentures	<b>3.34</b>
General Operative	<b>10.82</b>	Endo	<b>0.02</b>	Ortho	<b>3.42</b>	Perio	<b>6.52</b>
Oral Surgery	<b>0.48</b>	Cosmetic	<b>13</b>	Crown/Bridge	<b>31.78</b>	Implant	<b>13.36</b>

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

**Complex Oral Surgery, Endo, Perio, Implant Placement, Ortho, Path, Pedo Behavioral Management**

Type of patients as a percentage of Collections:

**Private Pay** 85 **Insurance/PPO** 15 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"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta Dental Premier**

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 – 9**

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

Hygiene days per week: **1¼ days** Percentage of Production by Hygiene: **~ 11**

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

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

Type of recall system used? **Computerized/Automatic**

Number of recalls per month? **~ 35 (pts see Perio or alternate recalls w Perio practices)**

What types of Practice Promotions? **Website, Newsletter, Ads, Internal Marketing: word-of-mouth referrals, Internet, patient and other DDS Referrals**

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: **20 yrs w/ regular enhancements**

Average age of Equipment: **~ 20 yrs (Chairs) Other Equipment < 20 yrs**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Practice Manager</b>	<b>5 days/wk</b>	<b>2017</b>	<b>\$34.00/hr</b>	<b>Yes</b>
<b>RDA</b>	<b>4 days/wk</b>	<b>2018</b>	<b>\$23.00/hr</b>	<b>Yes</b>
<b>Dental Hygiene</b>	<b>1 day/wk</b>	<b>1995 (RDA)</b>	<b>\$60.00/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? **No**

Is there a practice management consultant? **No**

## PRACTICE FINANCIAL PROFILE

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

2018 \$ 425,473 6m P&L 2017 \$ 893,716 P&L 2016 \$ 612,289

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

Number of statements sent each month? **~ 15** Is pegboard or computer? **Computer**

What type of computer? **Mac** What software? **Dentrix Ascend**

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.**