



WESTERN PRACTICE SALES

John M. Cahill Associates

#EN-899

Dixon, California

Nestled in between Sacramento, the Bay Area, the wine country and the Delta region, Dixon is the best combination of lifestyle that California has to offer! Here you can enjoy the tranquility of a small town, and be just minutes from most of California best features! As a “bedroom community” to these larger, and more populous regions, Dixon is without a doubt, the perfect place to live, play and practice!

Practice averaged 8-10 patients per day and welcomed approximately 20+ new patients per month.

This stunning, state-of-the-art office, has all the “bells and whistles” and is conveniently located in an attractive, well-maintained, single-story Professional building complex in desirable residential/commercial neighborhood, within walking distance of school with the charming feel of a “small town community.”

The office consists of 3 fully equipped Ops, Reception area, Doctor’s office, Sterilization, Darkroom, and 2 Restrooms.

Motivated and Eager to Sell!

Full Price: ~~\$195,000~~

Price Reduced – Now Only: \$95,000!

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

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

We look forward to serving you

#EN-899

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$95,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 12	8 – 5	8 – 3	8 – 5	9 - 2	
Doctor's Hours			8 – 5	8 – 3	8 - 5		

Type of Practice: **General** Reason for Selling: **Deceased**Years established: **~ 35+ yrs** Days worked past 12 months:

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned? **No** Is building available for purchase? **N/A**Is the space leased? **No** Is lease renewable? **Yes** Is lease assignable? **Yes**

Term of Lease: Expiration date:

Rent per month **\$ 1,996.00/month** Common area, maintenance fees /taxes included? **Yes**If not included, current amount paid? Are utilities included? **No**Is the rent considered above, below or at fair market value? **Fair Market Rent**Type of Building: Condo Free-standing **Professional X** Retail CenterOffice Square footage: Carpet? **Yes** Air conditioning? **Yes**Number of fully equipped Ops: **3** Plumbed for additional ops? **No**Reception area: **Yes** Dark room: **Yes** Doctor's office: **Yes** Lab:Business office: Restrooms: **Yes, 2** Sterilization: **Yes** Storage:Laser: **Yes** Digital X-ray: **Yes** Intra-oral Camera: **Yes** Cerec: **Yes**3D Imager: **No**

Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, long-established, single-story Professional building in highly desirable residential commercial neighborhood within walking distance of school in a wonderful, small town community**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	9.79	Diagnostic	15.66	Adjunctive	0.38	Dentures	4.30
Restorative/Operative	35.66	Endo	5.30	Ortho/TMJ		Perio	13.72
Oral Surgery	3.21	Cosmetic	0.26	Crown/Bridge	6.58	Implant	5.15

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

Complex Oral Surgery, Perio, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay _____ Insurance/Premier _____ 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, Cigna, CCPDA, MetLife, Aetna, Anthem Blue, Guardian, Premier, Access, Principal Financial, etc**

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: **~ 20 – 25**

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

Hygiene days per week: **N/A** Percentage of Production by Hygiene: **N/A**

Average age of patients: **Mid Family Range: 35 – 40 yrs**

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

Type of recall system used? **Pre-scheduling has proven to be very successful**

Number of recalls per month? **~ 40 - 50**

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? **Right & Convertible**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Front Office/RDA	5 days/30 hrs/wk	July 2014	\$19.00/hr	No
IT/Maintenance	~ 20+ hrs/wk	April 2022	\$25.00/hr	No

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? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2017 \$ 334,174 P&L 2016 \$ 391,875 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? _____ What software? **Eaglesoft**

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.