



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-905

Las Vegas, Nevada

This private practice offers general, cosmetic and implant dentistry with a unique culture that promotes feelings of connection and belonging for patients. Along with the state-of-the-art equipment, their reputation for a higher standard of care is not only about the clinical and technical side, but also about the comfort and empathy towards their patients. A lot of time and training has been invested in the Staff to work together with kindness, respect, gratitude, professionalism and efficiency. Marketing has been calculated to stay ahead of the current trends in advertising with the ability to zero in on certain markets and demographics. This practice pulls not only from the immediate surrounding area, but from across the valley because of respectability and patient approval. All of this combined has created a highly successful practice with consistent growth and trustworthiness.

The Doctor averages 8 - 10 patients w/ 8 - 10 Hygiene patients per day offering 3 days of hygiene/per week and welcomes approximately 20 - 30 new patients per month.

The office is conveniently located in a two-story Professional building in an area of growth and development, with ample parking, crisp landscaping and ease of access. The office consists of 4 fully equipped Ops, Reception area, Business office, Sterilization, Lab, Storage and Restroom.*

Full Price: \$950,000

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.**

LV-905

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$950,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	9 – 6	9 – 6	9 – 6	9 – 6	
Doctor's Hours		9 – 6	9 – 6	9 – 6	9 – 6	9 – 6	
Associate's Hours		9 – 6	9 – 6	9 – 6	9 – 6	9 – 6	
Hygienist Hours		9 – 6			9 – 6	9 – 6	
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	Since 2007		Days worked past 12 months:		~ 200 days		

OFFICE SPACE & 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?	No	Is building available for purchase?	N/A				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	No		
Term of Lease:	6 yrs		Expiration date:	October 2022			
Do you share space with another dentist?	No						
If yes, percentage of Associate's Production:	~ 33%						
Will Associate stay on with practice?	Yes						
Rent per month	\$ 4,500.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount?	Are utilities included?		No				
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	*See note above		Carpet?	Partial	Air conditioning?	Yes	
Number of fully equipped ops:	4		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	Doctor's office:		Lab:	Yes	
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Laser:	Yes	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	Yes
3D Imager:	Yes, RAYSCAN CBCT						
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, 2-story Professional building w ample parking, easy accessibility and great visibility in a neighborhood of high growth and continuous expansion						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	~ 5 - 10	Diagnostic	5	Adjunctive		Dentures
General Operative	15	Endo		Ortho/TMJ	15	Perio
Oral Surgery		Cosmetic	5	Crown/Bridge	15	Implant 40

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

Complex Oral Surgery, All Endo, Perio, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 55 **Insurance/PPO** 41 **Medicaid** 2 **Capitation (HMO)** 2 **NPD (Culinary)** _____

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

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

Delta Care USA/HMO

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 – 30+**

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

Hygiene days per week: **3 days** Percentage of Production by Hygiene: **~ 10**

Average age of patients: **Mid Family Range: ~ 40–45+ yrs**

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

Type of recall system used? **Text Messaging & Phone Call Reminders**

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

What types of Practice Promotions? **Newspapers, Promotional**

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: **Traditional Décor with expansion into next suite about 2 years ago. All Equipment is in perfect condition and in use daily.**

Average age of Equipment: ~ 8 – 10 yrs

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
DDS	4-5 days x 8 hrs	Feb 2018	33% prod	No
Front Desk	5 days x 8 hrs	Apr 2017	\$13.00/hr	No
Dental Assistant	5 days x 8 hrs	May 2017	\$13.00/hr	No
Dental Assistant	5 days x 8 hrs	Oct 2017	\$16.50/hr	No
Dental Assistant	5 days x 8 hrs	Oct 2017	\$10.00/hr	No
RDH	3 days x 8 hrs	Feb 2018	\$45.00/hr	No
Implant Coordinator	5 days x 8 hrs	Sept 2017	\$15.00/hr	No
Office Manager	5 days x 8 hrs	Nov 2016	\$3,000.00/mo	No

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:

2017 **\$ 1,093,120** 2016 _____ 2015 _____

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

Number of statements sent each month? **1** Is pegboard or computer? **Computer**

What type of computer? **Desktop** What software? **Dentrix**

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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