



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#Az-922**

**Scottsdale, Arizona**

*Dreaming of the perfect practice, in best location, with state-of-the-art-equipment, that takes great pride in delivering comprehensive, top-notch dental care to a stable, loyal and established patient base? Well, it's not a dream! **This practice is all that and more! Don't hesitate and miss out on this remarkable opportunity!***

***Gross Revenues over \$1.1million in 2017!***

This amazing practice is strategically located in one of Scottsdale's most desirable neighborhoods, on the corner of two major thoroughfares, in the heart of Scottsdale. The stunningly beautiful practice, warm décor and caring environment help to create comfortable dental visits. In addition, the welcoming, well-trained, seasoned and knowledgeable Staff are always focused on putting their patients at ease.

The Doctor averages 10-12 patients w/ 8 Hygiene patients per day offering 4 days of hygiene/per week and welcomes approximately 12-15 new patients per month. Retiring Doctor refers all Implants and complex Oral Surgery. There is room for growth by broadening your spectrum of care. Practice already benefits from the best kind of marketing: internal referrals of the highest quality dental care and warm relationships.

This spacious office with its thoughtful design with office efficiency and patient flow in mind, is located in an attractive, popular Professional complex w/ ample parking and excellent visibility in a highly traveled corridor. It occupies approximately 2,603 square feet and consists of 5 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage and 2 Restrooms.

***Call Today for Details!***

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

**Jeff J. Tonner, JD**

**Mark B. Hughes, DDS**

**800.641.4179**

► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

**We look forward to serving you**

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	Sat
Office Hours		7:30 – 5	7:30 – 5	7:30 – 5	7:30 – 5	as needed 8 - 12	
Doctor's Hours		7:30 – 5	7:30 – 5	7:30 – 5	7:30 – 5	as needed 8 - 12	
Hygienist Hours		7:30 – 5	7:30 – 5	7:30 – 5	7:30 – 5	as needed 8 - 12	

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

Years established: **Since 1988** Days worked past 12 months:

## OFFICE SPACE &amp; LEASE INFORMATION

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? **Yes**

Term of Lease: **10 yrs** Expiration date: **April 2020**

Do you share space with another dentist? **N/A**

Rent per month **\$ 7,681.09/month** Common area, maintenance fees /taxes included? **Yes**

If not included, current amount? Are utilities included? If yes, which? **Yes**

Is the rent considered above, below or at fair market value?

Type of Building: Condo Free-standing **Professional X** Retail Center

Office Square footage: **~ 2,603 sq. ft.** Carpet? **Yes** Air conditioning? **Yes**

Number of fully equipped ops: **5** Plumbed for additional ops? **No**

Reception area: **Yes** Dark room: **Yes** Doctor's office: **Yes** Lab: **Yes**

Business office: **Yes** Restrooms: **Yes, 2** Sterilization: **Yes** Storage: **Yes**

Laser: **Yes** Digital X-ray: **Yes** Intra-oral Camera: **Yes** Cerec: **No**

3D Imager:

Description of office building, Location and attributes of practice (a brief description): **New in 2000 with regular Office Updates over the years, Highly visible corner intersection of 2 major thoroughfares with enviable visibility and easy accessibility in the heart of town**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>17.3</b>	Diagnostic	<b>9.24</b>	Adjunctive	<b>0.03</b>	Dentures	<b>1.04</b>
General Operative	<b>7.6</b>	Endo	<b>0.45</b>	Ortho/TMJ	<b>1.94</b>	Perio	<b>0.3</b>
Oral Surgery	<b>0.32</b>	Cosmetic	<b>1.3</b>	Crown/Bridge	<b>60.45</b>		

What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.) **Complex Molar Endo, Oral Surgery-difficult extractions, Implant Placement, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

**Private Pay** 37.6 **Insurance/PPO** 62.4 AHCCCS \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

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

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

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: **~ 10-12** Per-Hygienist: **8**

Hygiene days per week: **4** Percentage of Production by Hygiene: **~ 17 - 18**

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

Does the office have Nitrous Oxide? **Yes, Portable Unit**

Type of recall system used? **Solution Reach and Weave**

Number of recalls per month? **~ 100 - 130**

What types of Practice Promotions are in effect? **Referral Cards & Marketing Promotion Giveaways**

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 with regular updates**

Average age of Equipment: **~ 15 - 17 yrs**

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

<b>PERSONNEL</b>				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Business Manager (EFDA)</b>	<b>40 hrs/wk</b>	<b>Sept 2014</b>	<b>\$39.00/hr</b>	<b>Yes</b>
<b>Front Office</b>	<b>40 hrs/wk</b>	<b>June 2017</b>	<b>\$18.00/hr</b>	
<b>Dental Assistant</b>	<b>36 hrs/wk</b>	<b>June 2016</b>	<b>\$24.00/hr</b>	<b>Yes</b>
<b>RDH</b>	<b>36 hrs/wk</b>	<b>May 2017</b>	<b>\$40.00/hr</b>	<b>Yes</b>
Do family members work in the office?		<b>No</b>	If yes, how much are they paid? <b>N/A</b>	
Has staff left the practice recently?		<b>Yes</b>		
Is there a practice management consultant?		<b>No</b>		
<b>PRACTICE FINANCIAL PROFILE</b>				
<b>Last 3 years' Gross Collections from Tax Returns:</b>				
2017 <u><b>\$ 1,141,019</b></u> 2016 <u><b>\$ 1,115,889</b></u> 2015 <u><b>\$ 969,459</b></u>				
<b>*Collection amounts are approximate and should be verified by Buyer</b>				
Number of statements sent each month?		<b>~ 25</b>	Is pegboard or computer? <b>Computer</b>	
What type of computer?		<b>Dell</b>	What software? <b>Dentrix</b>	
Is software transferable?		<b>Yes, Transfer Fee, if applicable, to be paid by Buyer</b>		
Fees Schedule:		<b>Available upon request</b>		
<p><b>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.</b></p> <p><b>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.</b></p>				