



## WESTERN PRACTICE SALES

---

John M. Cahill Associates

### #DG-912 *Ortho* Sunnyvale, California

*Projected Revenue for 2018, on track to do \$1.1+million  
and averaging \$95,000/per month!*

This office limited to the practice of Orthodontics *is an exceptionally rare opportunity*. It features a prime location, excellent visibility and ample parking in the middle of one of Silicon Valley's most desirable neighborhoods. This growing practice has a reputation for providing excellent personalized care and has established strong rapport with the community. *This is the premier practice opportunity in the Silicon Valley today!*

The Doctor averages 30-40 patients per day and welcomes approximately 20+ new patients per month from a strong referral base of existing patients, referring doctors and social media. The patient base consists of highly educated, well compensated and cooperative tech professionals and their families.

The office is located in an attractive, well-maintained 2-story Dental/Medical/Business Professional building centrally located with excellent freeway accessibility and proximity to the landmark Apple Campus. The office occupies approximately 2,030 square feet and consists of 5 Chairs/Bays + 1 Exam Room, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and Restroom.

***Full Price: \$925,000***

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

Timothy G. Giroux, DDS  
Jon B. Noble, MBA

John M. Cahill, MBA  
Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

#DG-912

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$925,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 – 6	7:30-4:30	9 – 6	7:30-4:30	
Doctor's Hours			9 – 6	7:30-4:30	9 – 6	7:30-4:30	
Type of Practice:	<b>Orthodontic</b>		Reason for Selling:		<b>Personal/Relocation</b>		
Years established:	~ <b>14+ yrs</b>		Days worked past 12 months: ~ <b>200 days</b>				

## OFFICE SPACE &amp; 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>5 yrs</b>	Expiration date:	<b>April 2023</b>				
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$ 8,905.50/month</b>	Common area/maintenance fees /taxes included?	<b>Yes</b>				
If not included, current amount?	Are utilities included?		<b>Yes, Water</b>				
Is the rent considered above, below or at fair market value?	<b>Below Market Rent</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>~ 2,030 sq. ft.</b>	Carpet?	<b>Partial</b>	Air conditioning?	<b>Yes</b>		
Number of Chair Bays:	<b>5 + 1 Exam Room</b>	Plumbed for additional Chairs/Bays?	<b>Yes, 1</b>				
Reception:	<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>Yes</b>	Cerec:	<b>No</b>
3D Imager:	<b>No</b>						

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

**Attractive 2-story Dental/Medical & Business Professional building at intersection of 2 busy thoroughfares in highly desirable commercial neighborhood, w/ proximity to Apple Campus with excellent signage, visibility & easy accessibility**

## PRACTICE & PATIENT DEMOGRAPHICS

**Type of patients as a percentage of collections: Insurance is paid directly to patients. Patients are responsible for balance on Contract**

**Private Pay 100 Insurance/PPO 99 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_**

Does your practice participate in "Care Credit"? **No**

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

**Insurance checks are mailed directly to Patients, who are then responsible for full balance of treatment**

Are you a Delta Provider? Yes / **NO** If Yes: \_\_\_\_\_ Delta PPO? \_\_\_\_\_ Delta Premier?

**\*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.**

Estimated Number of Active Patient Files **Number to be defined by Buyer's Due Diligence Process\***

What types of Practice Promotions are in effect? **None**

Phone Book Advertising? \* *\* Phone book advertising contracts will be the responsibility of buyer after transition*

Average number of New Patients per month for past 12 months: **~ 24+**

Average number of patients per day? **~ 30 - 40**

Number of patients ready to start treatment? **30** Consultation completed and ready to start? **~ 290+**

Number of consultations scheduled? **~40+** Scheduled study models? **~30** Scheduled exams? **~40+**

Number of cases in progress – active treatment? **~ 630+** Number of cases in retention? **~ 120+**

Number compiled using: Practice Software **Ortho 2** Estimate

Types of techniques used (Edgewise, Tight Wires, etc)? **Roncone – self-ligating**

Amount of prepaid where work in not completed? **~ \$ 165,000+**

Amount of contract receivables for work to be completed? **~ \$ 430,000+**

Number of patients in recall and observation? **~ 65+**

Current delinquent accounts? **~ 10**

Active child patients? **~500** Active adult patients? **~120+** Months in treatment (average) **24**

Typical fee arrangement? **20% initial fee & monthly payments over 24months, 5% Discount for full payment**

Number of active referring Dentists? **~ 10 – 12, Growth mostly from Yelp & Website, strong referral base**

10 or less patients per year? 11 to 20 patients per year? **20 or more patients per year?**

### PRACTICE & PATIENT DEMOGRAPHICS (continued)

Indicate the number of new patient exams, by month, for the past 12 months:

January	<b>14</b>	February	<b>26</b>	March	<b>18</b>	April	<b>16</b>
May	<b>30</b>	June	<b>30</b>	July	<b>23</b>	August	<b>26</b>
September	<b>20</b>	October	<b>34</b>	November	<b>31</b>	December	<b>22</b>

Indicate the number of new patient starts, by month, for the past 12 months:

January	<b>22</b>	February	<b>14</b>	March	<b>13</b>	April	<b>4</b>
May	<b>11</b>	June	<b>14</b>	July	<b>13</b>	August	<b>18</b>
September	<b>7</b>	October	<b>9</b>	November	<b>13</b>	December	<b>14</b>

### 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: **All in good & well-maintained working condition**

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

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

### PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <span style="color: red;">Available Upon Request</span>	Eligible for benefits
<b>Front/Insurance Billing Financial Coordinator</b>	<b>4 days/wk</b>	<b>June 2009</b>		<b>Yes</b>
<b>Dental Assistant</b>	<b>4 days/wk</b>	<b>Oct 2012</b>		
<b>Dental Assistant</b>	<b>3 days/wk</b>	<b>July 2014</b>		
<b>Front Desk Scheduling</b>	<b>4 days/wk</b>	<b>Oct 2017</b>		<b>Yes</b>
<b>Office Manager* (PT)</b>	<b>½ days x 4/wk</b>	<b>June 2007</b>		<b>Yes</b>

Do family members work in the office? **Yes\***                      If yes, how much are they paid? **\$ 29,510**

Has staff left the practice recently? **Yes (moved away)**

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

## PRACTICE FINANCIAL PROFILE

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

2018 \$964,940 2017 \$ 820,666 2016 \$ 725,538

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

Number of statements sent each month? ~ **180+** Is pegboard or computer? **Computer**

What type of computer? **PC** What software? **Ortho2**

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.**