



WESTERN PRACTICE SALES

John M. Cahill Associates

#DN-908 *Pedo* San Jose, California

The goal of this practice *limited to Pedodontics* is to provide affordable pediatric dentistry to families. The focus is to make it a fun and comfortable experience in a warm and caring environment. Tucked in the midst of one of the busiest, well-known, popular Retail Shopping Center is this *excellent opportunity, which can be expanded to all specialty practices*, who wish to serve and be a part of this prominent, thriving and enviable location!

The Doctor averages 10-15 patients w/ 10-15 Hygiene patients per day offering 2-5 days of Hygiene/per week and welcomes approximately 100-120 new patients per month.

With visibility and accessibility second to none, the spacious office occupies approximately 3,600 square feet and consists of 4 partially equipped Ops with plumbing for 3 additional Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 3 Restrooms.

Full Price: \$275,000

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

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

We look forward to serving you

DN-908

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$275,000

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	8 – 12
Doctor's Hours			9 – 6			9 – 6	8 – 12
Type of Practice:	Pediatric Dentistry			Reason for Selling:		Personal	
Years established:	Since 2014			Days worked past 12 months:		~ 125 days	

OFFICE SPACE & 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:	5 yrs with 1 (one) 5-yr option			Expiration date:	April 2019		
Do you share space with another dentist?	N/A						
Rent per month	\$ 9,800.00/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	\$ 2,600.00		Are utilities included?	No			
Is the rent considered above, below or at fair market value?	Fair						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 3,600 sq. ft.		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped ops:	4		Plumbed for additional ops?	Yes, 3 more			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	Yes
Laser:	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	No	
3D Imager:	No						
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, single-story, large, popular, well-known, busy Retail Shopping Center on major thoroughfare in prominent Retail/commercial neighborhood with enviable visibility and easy accessibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **Practice limited to Pedodontics**

Preventative/Hygiene	60	Diagnostic	Adjunctive	Dentures
General Operative	40	Endo	Ortho/TMJ	Perio
Oral Surgery		Cosmetic	Crown/Bridge	Implant

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

Practice limited to Pedodontics

Type of patients as a percentage of Collections:

Private Pay _____ Insurance/PPO **10** Denti-Cal **90** Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? If Yes, **Y** **Delta PPO** _____ **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"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Most PPO's**

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: **~ 100 – 120**

Average number of patients per day? Per-Doctor: **15** Per-Hygienist: **15**

Hygiene days per week: **2 ½ days** Percentage of Production by Hygiene: **~ 50**

Average age of patients: **~ 10 yrs**

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

Type of recall system used? **Practice Works**

Number of recalls per month? **~ 200**

What types of Practice Promotions? **None**

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: **All functional and in excellent working condition**

Average age of Equipment: ~ 4 yrs

Any equipment leases? **Yes** Equipment is right/left-handed/convertible? **Right**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Associate DDS #1	1 day/wk	Nov 2007	\$600.00/day Fridays	No
Associate DDS #1	0.5 day/wk	Nov 2007	\$350.00/day Saturdays	No
Associate DDS # 2	1 day/wk	Jan 2013	\$575.00/day	No
Receptionist	6 days/ 40hrs	April 2014	\$16.25/hr	Yes
RDA*	2 days/wk	Oct 2013	\$25.23/hr	Yes
RDA	2.5 days/week	Aug 2008	\$31.00/hr	No

*Works at Seller's second location as well.

Do family members work in the office? **No** If yes, how much are they paid? **N/A**

Has staff left the practice recently? **No** Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Net Production from Practice Reports:

2017 \$ 239,000 2016 \$ 306,000 2015 \$ 392,000

* Net Production amounts are approximate and should be verified by Buyer

Number of statements sent each month? **None** Is pegboard or computer? **Computer**

What type of computer? **PC w/ Windows Operating System** What software? **Practice Works**

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.

