



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#AN-939**

### **Redwood City, California**

In addition to a strong tradition of restoring smiles and philosophy of improving dental health, this quality practice has all the attributes you should ever consider when purchasing or building the practice of your dreams! Due to its excellent location, with phenomenal signage & visibility drawing frequent walk-in traffic, new patient growth is amazing for this already busy practice. Conveniently located in one of the busiest, most popular, well-established, single-story, attractive, well-maintained Retail Shopping Center on a major thoroughfare, it also offers ample parking.

The Doctor averages 10 patients per day and generates approximately 20-25 new patients per month.

The office occupies approximately 1,165 square feet and consists of 4 fully equipped Ops w/ plumbing for 2 additional Ops, Reception area, Doctor's office, Business Office, Sterilization, Lab, Storage and Restroom.

***Full Price: \$295,000***

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

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**800.641.4179**

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

**We look forward to serving you**

# AN-939

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$295,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			10 - 7	10 - 7	10 - 7		
Doctor's Hours			10 - 7	10 - 7	10 - 7		
Associate's Hours			10 - 7	10 - 7	10 - 7		
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Focusing on teaching</b>	
Years established:	~ 45 yrs		Days worked past 12 months:			~ 150 days	

## 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>4 + 4 option</b>			Expiration date:	<b>April 2019</b>		
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$ 2,500 /month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
Are utilities included?	<b>Yes, Water</b>						
Is the rent considered above, below or at fair market value?	<b>Below Market Value</b>						
Type of Building:	Condo	Free-standing	Professional	Retail Center	<b>X</b>		
Office Square footage:	~ 1,165 sq ft		Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>4</b>		Plumbed for additional ops?	<b>Yes, 2 additional</b>			
Reception area:	<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>No</b>	Digital X-ray:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>	Cerec:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Well-established, single-story, mixed tenant, popular, busy Retail Shopping Center on major thoroughfare w excellent visibility, ample parking and good curb appeal</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20	Diagnostic	5	Adjunctive	Dentures	5	
General Operative	20	Endo	15	Ortho/TMJ	Perio	5	
Oral Surgery	5	Cosmetic		Crown/Bridge	20	Implant	5

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 70 Insurance/PPO 20 Denti-Cal 10 Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a **Delta Provider?** **Yes** 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: **N/A**

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: **10** Per-Hygienist: **0**

Hygiene days per week: **N/A** Percentage of Production by Hygiene: **~ 30**

Average age of patients: **Family range: mid-30 yrs.**

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

Type of recall system used? **Dentrix, Phone Call Reminders**

Number of recalls per month? **~ 50 - 60**

What types of Practice Promotions? **Post Card Marketing, word-of-mouth referrals, street signage**

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: ~ 10 yrs old

Average age of Equipment: ~ 10 yrs

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Front Office</b>	<b>3 days / 27 hrs</b>	<b>March 2014</b>	<b>\$25.00/hr</b>	<b>No</b>
<b>Front Office</b>	<b>3 days / 27 hrs</b>	<b>Sept 2018</b>	<b>\$17.00/hr</b>	<b>No</b>
<b>Back Office</b>	<b>3 days / 27 hrs</b>	<b>June 2017</b>	<b>\$18.00/hr</b>	<b>No</b>

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

Has staff left the practice recently? **Yes**

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

## PRACTICE FINANCIAL PROFILE

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

2018 Collections though Oct. Approx. \$ 400,000 2017 \$ 227,908 2016 \$229,127

**\*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? **Dell**                      What software? **Dentrix**

Is software transferable? **Yes, Transfer Fee unknown, but 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.**