



WESTERN PRACTICE SALES

John M. Cahill Associates

#BG-929

Walnut Creek, California

With a rare blend of open acreage, a vibrant local economy, and thriving first-class businesses, this community is committed to enhancing quality of life by protecting natural resources and achieving a balance of opportunities for living, working and playing for its diverse residents. *If you've always wanted to live in here, check out this highly successful, esteemed and stellar practice, which awaits only your talent and skills to take it to the next level! Hesitate and you may lose out on practice of your dreams!*

The Doctor averages 6 patients w/ 8 Hygiene patients per day offering 6 days of hygiene/per week and welcomes approximately 5-7 new patients per month.

Practice on track for its best year ever with expected Collections to surpass \$870,000!

The office is conveniently located in an attractive, well-maintained, pristine Business park complex with ample parking close to major thoroughfare in busy corridor of desirable commercial neighborhood. This tastefully decorated office, designed for office efficiency and patient flow in mind, occupies approximately 1,700 square feet and consists of 5 fully equipped Ops with digital x-ray units and state-of-the-art equipment. It is also plumbed for (1) additional Op, Reception area, Doctor's office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$635,000

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

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

We look forward to serving you

#BG-929**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$ 635,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	7 – 2	
Doctor's Hours		8 – 5	8 – 5	8 – 5			
Associate's Hours					8 – 5	7 – 2	
Hygienist I		8 – 5	8 – 5	8 – 5		7 – 2	
Hygienist II		8 – 5			8 – 5		

Type of Practice: **Cosmetic/Restorative** Reason for Selling: **Retirement**Years established: **~ 35+ yrs** Days worked past 12 months: **~ 220+ 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:	1 yr	Expiration date:	June 2019
Do you share space with another dentist?	Yes, Associate will stay w Practice		
Rent per month	\$4,665.00/month	Common area, maintenance fees /taxes included?	Yes
If not included, current amount paid?	N/A	Are utilities included?	No
Is the rent considered above, below or at fair market value?	Fair Market		
Type of Building:	Condo	<input checked="" type="checkbox"/> Free-standing	<input type="checkbox"/> Professional <input type="checkbox"/> Retail Center
Office Square footage:	1700 sq ft	Carpet?	Yes
		Air conditioning?	Yes
Number of fully equipped ops:	5	Plumbed for additional ops?	Yes, 1 additional
Reception area:	Yes	Dark room:	No
		Doctor's office:	Yes
		Lab:	Yes
Business office:	No	Restrooms:	Yes, 2
		Sterilization:	Yes
		Storage:	Yes
Laser:	Yes	Digital X-ray:	Yes
		Intra-oral Camera:	Yes
		Cerec:	Yes
3D Imager:	No		

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

Attractive, well-maintained, pristine Business park complex in park-like setting with mature landscaping, ample parking, close to major thoroughfare in desirable corridor of commercial neighborhood

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	24	Diagnostic	13	Adjunctive	0	Dentures	0
General Operative	14	Endo	0	Ortho/TMJ	0	Perio	14
Oral Surgery	0	Cosmetic	2	Crown/Bridge	33	Implant	

What services/procedures are referred out? (i.e. Oral Surgery, Endo, Perio, Ortho, Pedo) **Refers most specialties
Complex Oral Surgery, Endo, Perio, Dentures, Implant Placement, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay 54 **Insurance/PPO** 46 Denti-Cal _____ 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: **Delta Premier only**

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: ~ **6 – 7**

Average number of patients per day? Per-Doctor: ~ **6** Per-Hygienist: ~ **8**

Hygiene days per week: **6 days** Percentage of Production by Hygiene: ~ **20+**

Average age of patients: **Mature Family Range: ~ 40 – 60 yrs**

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

Type of recall system used? **Pre-scheduling, Automated**

Number of recalls per month? ~ **150 – 155+**

What types of Practice Promotions? **Website/Internal Marketing**

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: **New Carpeting & Paint x 6 yrs ago, All Chairs re-upholstered**

Average age of Equipment: **~ 8 – 30 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Practice Manager	5 days/wk	1985	\$37.00/hr	Yes
RDA	5 days/wk	2010	\$37.00/hr	Yes
RDH	2 days/wk	1992	\$57.00/hr	No
RDH	4 days/wk	1992	\$58.00/hr	Yes

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' Gross Collections from Tax Returns:

2018 **\$ 642,463** *9-month* 2017 **\$ 772,795** 2016 **\$ 766,611** 2015 **\$ 813,238**

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

Number of statements sent each month? **~ 15** Is pegboard or computer? **Computer**

What type of computer? **PC/Windows** What software? **Care Stream/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.