



## WESTERN PRACTICE SALES

---

**John M. Cahill Associates**

**#DN-937**

### **San Jose, California**

New Build-out in 2015, this practice is rich with opportunity, which awaits your talent and skill to build upon and drive it to the next level! Already a proven success at this enviable location with its loyal, stable patient base, look no further to establish your dream and dental empire here!

The Doctor averages 8 patients w/ 8 Hygiene patients per day and offers 3 days of hygiene/per week, welcoming approximately 30-40+ new patients per month based on visibility, accessibility, location and word-of-mouth referrals of quality care.

The spacious office is conveniently tucked in an attractive, well-maintained, popular, busy Retail Shopping Plaza which offers ample parking and is loaded with conveniences and amenities. Neighboring tenants are thriving, successful businesses which generate a constant flow of walk-by traffic thus creating new patient walk-ins ~ an ideal marketing attribute!

This office, designed and planned with office efficiency and patient flow in mind, occupies approximately 2,210 square feet and consists of 4 fully equipped Ops with plumbing for 2 additional Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

***Full Price: \$500,000***

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

# DN-937

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$500,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			10 – 7	10 – 7	10 – 7	9 – 5	9 – 5
Doctor's Hours			10 – 7	10 – 7	10 – 7	9 – 5	9 – 5
Hygienist Hours			10 – 7	10 – 7	10 – 7	9 – 5	9 – 5
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Medical</b>	
Years established:	<b>Since 2015</b>		Days worked past 12 months:			<b>~ 190 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>120 months</b>			Expiration date:	<b>December 2023</b>		
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$11,982.00/month</b>		Common area, maintenance fees /taxes included?	<b>No</b>			
If not included, current amount paid?	<b>\$1,500.00</b>		Are utilities included?	<b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market Rent</b>						
Type of Building:	Condo	Free-standing	Professional	<b>Retail Center</b>	<b>X</b>		
Office Square footage:	<b>~ 2,210 sq. ft.</b>		Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>4</b>		Plumbed for additional ops?	<b>Yes, 2</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, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>
							<b>Yes</b>
Description of office building, Location and attributes of practice (a brief description):	<b>New build-out in 2015. Located in an attractive, well-maintained, popular, busy Retail Shopping Plaza w/ ample parking and surrounded by lots of amenities.</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>11</b>	Diagnostic		Adjunctive		Dentures	
General Operative	<b>65</b>	Endo	<b>0.01</b>	Ortho/TMJ	<b>20</b>	Perio	<b>4</b>
Oral Surgery	<b>0.01</b>	Cosmetic		Crown/Bridge		Implant	

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

**No procedures are referred out, all are kept in-house and treated by Specialists on-site**

Type of patients as a percentage of Collections:

**Private Pay** 49 **Insurance/PPO** 51 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a **Delta Provider**? Premier Only \_\_\_\_\_ **Premier + PPO** Y

**\*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:

**All PPO, Delta HMO, Cigna HMO**

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: ~ **30 – 40+**

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

Hygiene days per week: **3 days** Percentage of Production by Hygiene: ~ **11**

Average age of patients: **Young Family Range: ~ 35+ yrs**

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

Type of recall system used? **Dentrix / Pre-scheduling**

Number of recalls per month? ~ **75**

What types of Practice Promotions? **SR**

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 Build-out in 2015**

Average age of Equipment: **~ 3 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>Office Manager</b>	<b>5 days x 8 hrs</b>	<b>2013</b>	<b>\$23.00/hr</b>	<b>Yes</b>
<b>Front Office</b>	<b>5 days x 8 hrs</b>	<b>2012</b>	<b>\$17.00/hr</b>	<b>Yes</b>
<b>RDA</b>	<b>4 days x 8 hrs</b>	<b>2017</b>	<b>\$25.00/hr</b>	<b>Yes</b>

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

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:

2017   **\$ 810,222**      2016   **\$ 739,382**      2015   **\$ 343,708**  

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

Number of statements sent each month? **~ 100**                      Is pegboard or computer? **Computer**

What type of computer? **Dell**    What software? **Dentrix ENT**

Is software transferable? **No**

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.**