



WESTERN PRACTICE SALES

John M. Cahill Associates

#EN-932

Sacramento, California

If you've been perusing our Website for practices in Sacramento, look no longer, this is the practice you've been waiting for! Seller refers out complex cases of most Specialties so imagine the increase in production by keeping procedures in-house with your talent & skill! With reasonable overhead and a great reputation of quality care, watch this practice soar to new heights as you take it to another level!

The Doctor averages 6 patients w/ 8 Hygiene patients per day offering 2 days of hygiene/per week and welcomes approximately 1 new patient per month.

The office is conveniently located in an attractive, well-maintained, long-established Professional building complex tucked in the midst of busy well-known professional corridor of highly desirable neighborhood. The office occupies approximately 950 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Full Price: \$100,000

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

EN-932

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$100,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 - 6	9 - 6	9 - 6		
Associate's Hours			9 - 6	9 - 6	9 - 6		
Hygienist Hours			9 - 6	9 - 6	9 - 6		
Type of Practice:	General		Reason for Selling:			Personal	
Years established:	Since 1993		Days worked past 12 months:				

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:	July 2019				
Do you share space with another dentist?	<i>Associate-driven, but will not stay on w Practice</i>						
Rent per month	\$ 2,000.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	Are utilities included?		No				
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 950 sq. ft.	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped ops:	3	Plumbed for additional ops?	No				
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	No	Cerec:	No
3D Imager:	No						
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, long-established, single-story Professional building on busy thoroughfare surrounded by Specialty Dental practices						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	66	Diagnostic	22	Adjunctive	2	Dentures	1
General Operative	1	Endo	1	Ortho/TMJ	0	Perio	2
Oral Surgery	1	Cosmetic	1	Crown/Bridge	3	Implant	

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

Complex procedures of all of the above: Oral Surgery, Endo, Perio, Ortho & Difficult Pedo Management

Type of patients as a percentage of Collections:

Private Pay 5 **Insurance/PPO** 95 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? If Yes, Y **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”? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta PPO and Delta Premier**

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: **~ 1**

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

Hygiene days per week: **2** Percentage of Production by Hygiene: **~ 70+**

Average age of patients: **Mature Family Range: ~ 50 yrs**

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

Type of recall system used? **Computerized, Eaglesoft, Solution Reach**

Number of recalls per month? **~ 70+**

What types of Practice Promotions? **None**

Phone Book Advertising? * **Yes** * *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 Computers w/ Sever to accept digital x-rays, 2 Schick digital x-ray sensors, 2 curing lights, and new multi-function copy/fax/printer.**

Average age of Equipment: ~ 15 yrs

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
RDA	3 days x 7 hrs/day	May 2017	\$22.00/hr	Yes
RDH	2 days x 8 hrs/day	May 2017	\$53.00/hr	No

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 **(Production) \$342,146.00** 2016 **\$305,379.00** 2015 **\$324,220.00**

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

Number of statements sent each month? **40** Is pegboard or computer? **Computer**

What type of computer? **Dell** What software? **Eaglesoft**

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.