



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#DC-946**

### **Redwood City, California**

Seller has been unable to work full time for several years due to health issues. Therefore, we believe that the current patient base would generate much more income than the current seller under these conditions.

Loyal, long-established, multi-generational and stable patient base who are reliable and faithful in pre-scheduling for recall and restorative maintenance with favorable lease and low overhead. Invest yourself in this proven gem, with a little focus on marketing and increasing workweek to maximize work hours, watch your potential and gross revenues sky rocket, with your personality, talent and skill!

The Doctor averages 4-5 patients per day and welcomes approximately 6-8 new patients per month.

The office is conveniently located in a long-established, attractive, well-maintained, single-story building in one of the most well-known and desirable Professional corridors and thriving neighborhoods in the city. The office occupies approximately 1,577 square feet and consists of 2 fully equipped Ops with plumbing for 2 additional Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

***Full Price: \$120,000***

*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**

# DC-946

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$120,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		10 – 6			10 – 6	10 – 6	10 – 6
Doctor's Hours		10 – 6			10 – 6	10 – 6	10 – 6
Type of Practice:	<b>General</b>			Reason for Selling:			<b>Personal</b>
Years established:	<b>Since 2008</b>			Days worked past 12 months:			<b>Out 3.5 months in 2018</b>
OFFICE SPACE & 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>2 (two) successive 5-yr options</b>				Expiration date:		<b>November 2022</b>
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$ 3,750.00/month</b>			Common area, maintenance fees /taxes included?			<b>Yes</b>
Are utilities included?	<b>Yes, H<sub>2</sub>O, Trash but Seller pays PG&amp;E Utilities</b>						
Is the rent considered above, below or at fair market value?	<b>Below Market Value</b>						
Type of Building:	Condo	<b>Free-standing</b>		<b>X</b>	<b>Professional</b>	<b>X</b>	Retail Center
Office Square footage:	<b>~ 1,577 sq. ft.</b>		Carpet?	<b>No</b>		Air conditioning?	<b>Yes</b>
Number of fully equipped ops:	<b>2</b>		Plumbed for additional ops?		<b>Yes, 2 additional</b>		
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</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>
Laser:	<b>Yes, Diode</b>	Digital X-ray:	<b>Yes, Dexis</b>	Intra-oral Camera:	<b>Yes, 2</b>	Cerec:	<b>No</b>
3D Imager:	<b>No</b>						
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, popular, well-known, reputable Professional corridor</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>20.28</b>	Diagnostic	<b>18.22</b>	Adjunctive	<b>2.37</b>	Dentures	<b>0</b>
General Operative	<b>22</b>	Endo	<b>0</b>	Ortho/TMJ	<b>0</b>	Perio	<b>31.9</b>
Oral Surgery	<b>0</b>	Cosmetic		Crown/Bridge	<b>5</b>		

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

**All/Complex Oral Surgery, Endo, Pedo, Seller treats Perio & Hygiene**

Type of patients as a percentage of Collections:

Private Pay 19 Insurance/PPO 81 Denti-Cal 0 Capitation (HMO) 0 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:

**Delta PPO, Cigna, United Concordia, MetLife, Guardian, Aetna, BS/BC, Principal, HealthNet, Lincoln, SunLife, Reliance, Dental Benefit Providers**

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 – 8**

Average number of patients per day? Per-Doctor: **4 – 5, Doctor does Hygiene**

Hygiene days per week: **N/A** Percentage of Production by Hygiene: **20%**

Average age of patients: **Range: Teens – 50+ yrs**

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

Type of recall system used? **Postcard, Phone Call & Email Reminders**

Number of recalls per month? **~ 24 yrs**

What types of Practice Promotions? **New Patient Promotions**

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: ~ 2 – 10 yrs, **Excellent condition**

Average age of Equipment: ~ 10 yrs, **Computers ~ 2 yrs**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Manager/Assistant</b>	<b>M,Th,F,Sat</b>	<b>2008</b>	<b>Unpaid – will retire with seller</b>	

Do family members work in the office? **Yes** 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:

2017     \$ 123,440     2016     \$ 103,798     2015     \$ 98,971    

**\*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? **PC w 4 workstations** What software? **Dentrix**

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.