



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#EN-935**

### **Sacramento, California**

*This stunning practice is located in one of the most visible, high-traffic and busy, popular Retail shopping centers in a highly desirable commercial neighborhood of Sacramento! It is ideally situated just off the 80 Freeway, nestled amongst several high-volume, popular anchor stores and eateries! **Word to the wise: Act fast on this one, as it will not be available for long!***

The Doctor averages 10-12 patients w/ 8 Hygiene patients per day offering 3 days of hygiene/per week and welcomes approximately 15-18+ new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story, busy, popular Retail Shopping Center off major thoroughfare, with excellent street-level foot traffic, great signage, high visibility and easy accessibility.

This beautiful office, equipped with state-of-the-art equipment, occupies approximately 1,800 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage, and Restroom.

***Seller Motivated – Will Consider Reasonable Offers!***

***Full Price: \$400,000***

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

Timothy G. Giroux, DDS

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Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

# EN-935

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$400,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	9 – 6	9 – 6	9 – 6		
Doctor's Hours		9 – 6	9 – 6	9 – 6	9 – 6		
Hygienist Hours		9 – 6		9 – 6	9 – 6		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Relocating</b>		
Years established:	<b>Since 2001</b>		Days worked past 12 months:		<b>~ 208</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>3 yrs</b>	Expiration date:	<b>2021</b>					
Do you share space with another dentist?	<b>N/A</b>							
Rent per month	<b>\$3,100.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>					
If not included, current amount paid?	Are utilities included?		<b>No</b>					
Is the rent considered above, below or at fair market value?	<b>Fair to Below Market Value</b>							
Type of Building:	Condo	Free-standing	Professional	<b>Retail Center</b>	<b>Yes</b>			
Office Square footage:	<b>~ 1,800 sq. ft.</b>	Carpet?	<b>Tile</b>	Air conditioning?	<b>Yes, 2</b>			
Number of fully equipped ops:	<b>4</b>	Plumbed for additional ops?	<b>No</b>					
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>	
Business office:	<b>No</b>	Restrooms:	<b>Yes</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>	
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	Intra-oral Camera:	<b>Yes</b>	3D Imager:	<b>Yes</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, busy, popular single-story Retail Shopping Center on major thoroughfare with excellent signage, visibility and accessibility</b>							

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	9	Diagnostic	Adjunctive	Dentures	4
General Operative	6	Endo	4	Ortho/TMJ	8
Oral Surgery	9	Cosmetic	Crown/Bridge	33	Implant

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

**Complex procedures of: Oral Surgery, Endo, Perio, Ortho & Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

**Private Pay** ~ 20 **Insurance/PPO** ~ 80 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a **Delta Provider**? Premier Only \_\_\_\_\_ **Premier + PPO** Yes, both

**\*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: **PPO Insurances, MetLife, Guardian, Aetna, Humana, DHA**

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: **~ 15 – 18+**

Average number of patients per day? Per-Doctor: **~ 10 – 12** Per-Hygienist: **8**

Hygiene days per week: **3 days** Percentage of Production by Hygiene: **~20%**

Average age of patients: **Family Range**

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

Type of recall system used? **Practice Software**

Number of recalls per month? **~120**

What types of Practice Promotions? **Postcards, Digital 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:

Average age of Equipment: **Units ~ 10+ yrs**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
<b>Front Office</b>	<b>4 days / 32 hrs</b>	<b>May 2014</b>		<b>Yes</b>
<b>RDA</b>	<b>2 days / 16 hrs</b>	<b>March 2018</b>		<b>No</b>
<b>RDH</b>	<b>2 days / 16 hrs</b>	<b>March 2018</b>		<b>No</b>

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

2017 **\$ 651,543** 2016 \_\_\_\_\_ 2015 \_\_\_\_\_

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

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

What type of computer? **Dell** What software? **Practice Web**

Is software transferable? **Unknown, 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.