



WESTERN PRACTICE SALES

John M. Cahill Associates

#GG-940 *Pedo* Northern California

Doctor has been working a part-time work week in an area that is already underserved.

A dedicated new owner should be able to increase production/collection numbers.

The secret to success of this busy, thriving, lucrative, successful practice limited to the *specialty of Pedodontics* is treating its loyal, stable and joyful patient base with the highest quality care, kindness and compassion. Growth is by the best kind of marketing: word-of-mouth referrals of quality care and warm relationships. Families and patients are treated with a philosophy of creating beautiful smiles with *fun, kindness and excellent service!*

Practice is on track to collect more than \$1.2million in revenues this year!

Doctor averages 25 patients per day and welcomes approximately 30 new patients per month! The office is conveniently located in an attractive, well-maintained building with ample parking, off major thoroughfare on a busy professional corridor and desirable neighborhood. This spacious office occupies approximately 4,300 square feet and consists of 5 fully equipped Ops with plumbing for 2 additional Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 3 Restrooms.

Full Price: \$785,000

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

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

We look forward to serving you

GG-940

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$785,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7:30-4:30	7:30-4:30	7:30-4:30	7:30-4:30		
Doctor's Hours		6 hrs	6 hrs	6 hrs	6 hrs		
Hygienist Hours		6 hrs	6 hrs	6 hrs	6 hrs		
Type of Practice:	Pedodontic		Reason for Selling:			Personal	
Years established:	~ 6 yrs		Days worked past 12 months:			~ 160	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Possibly				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns suite						
Do you share space with another dentist?	N/A						
Rent per month	\$3,760.00/month		Common area, maintenance fees /taxes included?			No	
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	X	Free-standing	Professional	Retail Center		
Office Square footage:	4,300 sq ft		Carpet?	Partial	Air conditioning?	Yes	
Number of fully equipped ops:	5		Plumbed for additional ops?	Yes, 2 additional			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
						3D Imager:	No

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

Attractive, well-maintained Building w ample parking on major thoroughfare on busy corridor and desirable neighborhood. Building, interior space and rooms are regularly improved and updated with new paint & new flooring

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **Practice emphasis Pedodontics (80%)**

Preventative	20	Diagnostic	20	Adjunctive	9	Prosth, Rem	0
Restorative, Basic	28	Endo	2	Ortho	<i>Refer</i>	Prosth, Fix	0
Restorative, Major	4	Space Maintainer	2	Oral Surgery	8	Sealant	5

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

Practice dedicated to Pedo, Refers out all Oral Surgery, Endo, Perio

Type of patients as a percentage of Collections:

Cash ~ 20 -25 Insurance/PPO 75 Denti-Cal 0 Capitation (HMO) ~ 5-10 Other

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

***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, MetLife, Sunlife, GEHA

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: **~ 25 – 45+ , Average ~ 30**

Average number of patients per day? Per-Doctor: **~ 25**

Average age of patients: **Pedo age Range: average ~ 5 yrs**

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

Type of recall system used? **Pre-scheduling, Revenue Well**

Number of recalls per month? **~ 300 – 320**

What types of Practice Promotions? **In Office Plan: \$360 for 1 yr**

Phone Book Advertising? * **Yes, \$ 750.00/month includes Website x 1 yr**

** 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: **Regular updates & improvements, all equipment functioning well and in good condition**

Average age of Equipment: **3 Chairs ~ 5+ yrs. 1 Chair ~ 1 yr, 1 Chair ~ 3 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
<i>Available upon Request</i>				
Do family members work in the office?	Yes	If yes, how much are they paid?	\$5,000.00/month	
Has staff left the practice recently?	Yes			
Is there a practice management consultant?	Yes			

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 **\$1,006,576** *10moP&L* 2017 **\$1,049,625** 2016 _____ 2015 _____

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

Number of statements sent each month? **~ 50** Is pegboard or computer? **Computer**

What type of computer? **Microsoft/PC** 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.