



WESTERN PRACTICE SALES

John M. Cahill Associates

EG-965

El Dorado Hills Vicinity, California

Follow the wisdom of the masses who have escaped the fast pace and high cost of living in the cities and come live, play and practice in a small, pristine town with unparalleled open spaces, beauty, tranquility and serenity, where everyone knows your name! Carry on the tradition and legacy of this stellar, family-oriented practice known for its high standard of care in a warm and caring atmosphere to a stable & loyal multi-generational patient base.

The Doctor averages 8 patients w/ 8 Hygiene patients per day, offering 4 days of hygiene/per week and welcomes approximately 12 - 15 new patients per month.

The office is conveniently located in a well-established, single-story, free-standing Building at the intersection of two major Highways. The professionally designed office with efficiency and patient comfort and flow in mind, occupies approximately 1,100 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Full Price: \$350,000

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

#EG-965

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$350,000

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	9 – 6		
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	Since 1983			Days worked past 12 months:		Mon – Thurs/ 4 days/wk	
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:	2 yrs			Expiration date:		August 2020	
Do you share space with another dentist?	N/A						
Rent per month	\$2,250.00/month		Common area, maintenance fees /taxes included?			Yes	
If not included, current amount paid?	N/A		Are utilities included?			Yes, Water & Sewage	
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing X		Professional	Retail Center		
Office Square footage:	~ 1,100 sf		Carpet?	Yes	Air conditioning?		Yes
Number of fully equipped ops:	4		Plumbed for additional ops?		No		
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 1	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
3D Imager:	No						
Description of office building, Location and attributes of practice (a brief description):	Well-established, single-story, free-standing Professional building at the intersection of 2 major crossroads/highways						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of PRODUCTION:

Preventative/Hygiene	16.7	Diagnostic	22.2	Adjunctive	2.7	Dentures	5.7
General Operative	44.6	Endo	2.2	Ortho/TMJ	0	Perio	3.5
Oral Surgery	2.3	Cosmetic		Crown/Bridge		Implant	

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

Complex Oral Surgery-3rd molar EXT, Endo-molar RCT, Perio beyond RTP, Implants, Difficult Pedo Behavioral Management (< 4 yrs)

Type of patients as a percentage of Collections:

Private Pay 52 Insurance/PPO 48 Denti-Cal 0 Capitation (HMO) 0 Other 0

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 Dental 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: **~ 12 - 14+**

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

Hygiene days per week: **4 days** Percentage of Production by Hygiene: **40+%**

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

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

Type of recall system used? **Post Cards**

Number of recalls per month? **Pre-scheduling w/ Reminders**

What types of Practice Promotions? **Free whitening for New Patients: Jan/Feb 2019**

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: **Interior/Exterior Paint: new in 2018**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Dental Hygiene	3 days / 8 - 6	Jan 1996		Yes
Front Desk	4 days/ 8 – 6	Aug 2003		Yes
Dental Hygiene	Tues / 8 – 6	Jan 2014		No
CDA	4 days/ 8 – 6	Oct 2016		Yes
Dental Assistant	4 days/ 8 – 6	July 2018		Yes

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

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:

2018 \$ 521,370 2017 \$ 537,914 2016 \$ 499,807

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

Number of statements sent each month? **~ 60+** Is pegboard or computer? **Computer**

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