



WESTERN PRACTICE SALES

John M. Cahill Associates

#KL-955

San Diego, California

This is a great opportunity for anyone wishing to practice in sunny San Diego. This practice has been established for 11 years and the seller is relocating. The growth potential in this location is limitless! Increase marketing & types of procedures to watch this practice skyrocket.

The Doctor averages 12 patients per day and welcomes approximately 16 new patients per month.

The office is located in a 1st floor suite of a popular medical building, centrally located in town with easy, close freeway access.

The office occupies approximately 1,053 square feet and consists of 2 fully equipped Ops (plumbed for 1 add'l), Reception area, Doctor's office, Sterilization, Lab, Storage, and Restroom. Adjacent vacant suite available for expansion.

Full Price: \$225,000

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

KL-955

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 225,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			10-6	10-6	10-6	10-6	9-1
Doctor's Hours			10-6	10-6	10-6	10-6	9-1
Type of Practice:	General		Reason for Selling:			Relocation	
Years established:	11 years		Days worked past 12 months:			4.5 days/week	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	No				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	5 years with 2 5-year options			Expiration date:	5/31/2019		
Do you share space with another dentist?	No						
Rent per month	\$2,799.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	N/A		Are utilities included?	Yes, Electricity & Water			
Is the rent considered above, below or at fair market value?	Below Market						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	1,053 sf		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped ops:	2		Plumbed for additional ops?	Yes, 1 additional			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 1	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): **First floor suite in 2-story medical building. Centrally located close to freeway.**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	18	Diagnostic	19	Adjunctive	1	Dentures	2
General Operative	25	Endo	4	Ortho/TMJ	0	Perio	6
Oral Surgery	2	Cosmetic	2	Crown/Bridge	21	Implant	

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

Complex Endo, Oral Surgery, Perio, Pedo, Implant Surgery, All Ortho

Type of patients as a percentage of Collections:

Private Pay 15 Insurance/PPO 80 Denti-Cal _____ Capitation (HMO) 5 Other _____

Are you a Delta Provider? **Yes** Premier Only _____ **Premier + PPO X**

***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: Delta, Aetna, Principal, FDH, MetLife, Cigna, Blue Shield, Americas, Anthem and more

HMO (not accepting new patients): Cigna HMO, Safeguard HMO

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: **~ 16**

Average number of patients per day? **12** Per-Doctor: **12** Per-Hygienist: **N/A**

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

Average age of patients: **~ 40**

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

Type of recall system used? **Postcard & email**

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

What types of Practice Promotions? **None**

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: **Dexis Digital X-ray & Intra-Oral Camera, Nobel Biocare Implant System, Biolase Soft Tissue Laser, Zoom Whitening**

Average age of Equipment: **5-10 years. Note: Some equipment needs repair and is sold "as-is"**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Front Office	5 days / 32 hrs	2/2008		Yes
DA	5 days / 32 hrs	10/2015		Yes

Do family members work in the office? **No** 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 **\$290,944** 2016 **\$285,929** 2015 **\$278,963**

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

Number of statements sent each month? **~ 4** Is pegboard or computer? **Computer**

What type of computer? **PC** What software? **Easy Dental 11.2**

Is software transferable? **Yes, \$150 fee**

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.