



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-866

Las Vegas , Nevada

Not every Las Vegas opportunity is the same! This one stands out particularly with its state-of-the-art equipment, undeniably enviable location and philosophy! This highly successful, fully-digital, ultra-modern, yet conservative practice offers same-day Cerec restorations to its largely “Baby Boomer” patient base. Its success is due to a *commitment to excellence* in both patient care and patient relationships by educating and involving them in their treatment. ***Do not miss out on this remarkable opportunity!***

The Doctor averages 10-12 patients w/ 8 Hygiene patients per day offering 6½ days of hygiene/per week and generates approximately 20-25 new patients per month, growth by stellar reputation in the community, internal marketing: word-of-mouth referrals and Website promotions.

The office is centrally and conveniently located in an attractive, well-maintained, single-story, free-standing Professional building in a master planned business park with ample parking, off a major thoroughfare, in busy, popular professional corridor of desirable commercial neighborhood. The professionally designed office with efficiency and patient flow in mind, consists of 5 fully equipped Ops and plumbed for an additional Op, Reception area, Doctor’s office, Sterilization, Lab, Storage and 2 Restrooms.*

***\$615,000 with Galileos CBCT
or \$550,000 without Galileos CBCT***

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

Timothy G. Giroux, DDS

Jared Bergquist

800.641.4179

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

We look forward to serving you

*Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

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WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7:30-5:30	7:30-5:30	7:30-5:30	7:30-5:30	7:30-3:30	
Doctor's Hours		8 - 5	8 - 5	8 - 5	8 - 5	8-3 ^{alternating}	
Hygienist Hours		8 - 5	8 - 5	8 - 5	8 - 5	8 - 3	
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	~ 13 yrs			Days worked past 12 months:		~ 220 days	

OFFICE SPACE & LEASE INFORMATION

***WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

Is the building/suite owned?	Yes	Is building available for purchase?	No				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	Sellers owns building, lease negotiable						
Do you share space with another dentist?	No						
Rent per month	\$8,185.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount?	Are utilities included?		No				
Is the rent considered above, below or at fair market value?	Above Market Value						
Type of Building:	Condo	Free-standing	X	Professional	X	Retail Center	
Office Square footage:	*See note above	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped ops:	5	Plumbed for additional ops?	Yes, 1				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Laser:	Yes	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	Yes
3D Imager:	Yes	*Galileos CBCT (*practice can be purchased with or without this unit)					
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, single-story, free-standing Professional building in master planned business park w/ ample parking in desirable professional corridor of commercial neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	13	Diagnostic	13	Adjunctive	3	Dentures	1.5
General Operative	41	Endo	0.5	Ortho/TMJ	1	Perio	9
Oral Surgery	2	Implant	12	Crown/Bridge	4		

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

Complex Endo, Oral Surgery-3rd molar extractions, Complex Perio Surgery, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 25 Insurance/PPO 75 Medicaid 0 Capitation (HMO) 0 NPDP (Culinary) 0

Does your practice participate in "Care Credit"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Blue Cross/Blue Shield, Aetna, Cigna, Delta Dental, Humana, United Concordia, MetLife, Health Scope Benefits, United HealthCare, Guardian

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: **~ 20 – 25**

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

Hygiene days per week: **6½** Percentage of Production by Hygiene: **~ 20–25**

Average age of patients: **Mature Family Range ~ 60+ yrs *Baby Boomers**

Does the office have Nitrous Oxide? **Yes, in 3 of 5 Ops**

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 200+**

What types of Practice Promotions? **Website ~ 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: **New Build-out in 2005, 3 OPs 2005, 2 OPs 2008**

Average age of Equipment: **~ 12 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Office Manager	M-F (FT)	June 2016	\$55,000/yr	Yes
Financial Coordinator	T-F	Aug 2014	\$24.00/hr	Yes
Scheduling Coordinator	M – F^{til 3:30}	Mar 2016	\$15.00/hr	Yes
Hygiene Asst/Front Desk	M – W	Feb 2017	\$12.00/hr	Yes
Dental Assistant	M – F	Dec 2015	\$20.00/hr	Yes
Dental Assistant	M – F	Feb 2018	\$24.00/hr	Yes
RDH	M, T, Th	July 2017	\$42.00/hr	Yes
RDH	M,T,W,F	Aug 2017	\$40.00/hr	Yes

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

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:

2017 **\$ 989,835** 2016 **\$ 1,119,525** 2015 **\$ 1,082,353**

***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** 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.

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