



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.

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 NPD (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 <i>Available Upon Request</i>	Eligible for benefits
Office Manager	M-F (FT)	June 2016		Yes
Financial Coordinator	T-F	Aug 2014		Yes
Scheduling Coordinator	M – F^{til 3:30}	Mar 2016		Yes
Hygiene Asst/Front Desk	M – W	Feb 2017		Yes
Dental Assistant	M – F	Dec 2015		Yes
Dental Assistant	M – F	Feb 2018		Yes
RDH	M, T, Th	July 2017		Yes
RDH	M,T,W,F	Aug 2017		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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