



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-978

Palo Alto, California

Carry on the tradition and philosophy of delivering your best dental care to a stable, loyal, dedicated, educated patient base at this proven location! Practice consistently grosses in the \$500k range based on a relaxed 3-day workweek. With the addition of the newly established Amazon corporate office, imagine possibility of new patient growth with the location, exposure ad reputation!

The Doctor averages 8 patients w/ 8 Hygiene patients per day offering 1 day of hygiene/per week and welcomes approximately 10-15 new patients per month.

The office is conveniently located in an attractive, highly visible, high-traffic Retail Shopping Center, anchored by 2 popular giant Retailers, on major thoroughfare, with easy freeway accessibility and close proximity to the new Amazon facility!

The office occupies approximately 1,886 square feet and consists of 5 fully equipped Ops with 1 partially equipped Op, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$455,000

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

DG-978**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$455,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			10 – 7	7 – 3	9 – 6		
Doctor's Hours			10 – 7				
Associate's Hours				7 – 3	9 – 6		
Hygienist Hours					9 – 6		
Type of Practice:	General		Reason for Selling:		Relocation		
Years established:	Since 2008		Days worked past 12 months:		~ 156 days		

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:	5 yrs		Expiration date:	September 2023			
Do you share space with another dentist?	Yes						
Rent per month	\$8,323.55/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	\$1,714.68		Are utilities included?	No			
Is the rent considered above, below or at fair market value?	Below Market Value						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~1,886 sf		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	5		Plumbed for additional ops?	Yes, 1 (partially equipped)			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	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):	Located in highly visible, high-traffic Retail Shopping Center anchored by popular stores on a major thoroughfare with nearby freeway accessibility and close proximity to newly built Amazon corporate office						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	10	Diagnostic	12	Adjunctive	2	Dentures	5
General Operative	30	Endo	2	Ortho/TMJ	3	Perio	15
Oral Surgery	3	Cosmetic	1	Crown/Bridge	17	Implant	0

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

Complex Oral Surgery: impacted 3rd molar extractions, Implant Placement, Perio Surgery, Molar Endo

Type of patients as a percentage of Collections:

Private Pay 32 **Insurance/PPO** 68 Denti-Cal _____ Capitation (HMO) _____ Other _____

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

***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:

Aetna, Delta Dental, Cigna, MetLife

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: **~ 10 - 15**

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

Hygiene days per week: **1** Percentage of Production by Hygiene: **10%**

Average age of patients: **Family Range: ~ 35 yrs**

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

Type of recall system used? **Automated w/ Demand Force & Manual Recall List**

Number of recalls per month? **~ 30**

What types of Practice Promotions? **Mailers, Internal Marketing, Word-of-Mouth, Health Fair**

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:

Chairs, Flooring, & Paint ~ 10 yrs; Computers & Pano X-Ray Machine ~ 5 yrs

Average age of Equipment: ~ 10 yrs

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
RDA/Office Manager	4 days/wk	Feb 2006		Yes
Associate DDS	2 days/wk	Feb 2017		No
RDH	1 day/wk	Feb 2016		No
RDA	2-3 days/wk	Dec 2018		No

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? **Yes**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 \$ 504,192 2017 \$ 542,657 2016 \$ 431,645

***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? **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.