



WESTERN PRACTICE SALES

John M. Cahill Associates

#EG-972

Elk Grove, California

Prime location, a strong and loyal patient base, stellar reputation, excellent rapport with this esteemed office are only some of the attributes that has created the undeniable goodwill in this office!

The Doctor averages 10-12 patients w/ 8 Hygiene patients per day offering 5 days of hygiene/per week and welcomes approximately 20-25 new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story, free-standing Dental Professional building with ample parking on major thoroughfare in desirable professional corridor of bustling neighborhood. The office occupies approximately 3,500 square feet and consists of 8 fully equipped Ops + plumbing for additional Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 3 Restrooms.

Full Price: \$599,000

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

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
Doctor's Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
Type of Practice:	General		Reason for Selling:			Personal	
Years established:	Since 2006		Days worked past 12 months:			~ 245 days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	No		
Is the space leased?	Yes, to self	Is lease renewable?	N/A	Is lease assignable?	N/A
Term of Lease:	Seller owns building, 10-yr lease		Expiration date:	2025	
Do you share space with another dentist?	N/A				
Rent per month	\$7,800.00/month	Common area, maintenance fees /taxes included?	No		
If not included, current amount paid?	\$550.00/month	Are utilities included?	No		
Is the rent considered above, below or at fair market value?	Fair Market Rent				
Type of Building:	Condo	Free-standing	Professional	X	Retail Center
Office Square footage:	~ 3,500 sq. ft.	Carpet?	Yes	Air conditioning?	Yes
Number of fully equipped ops:	8	Plumbed for additional ops?	Yes		
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes
Business office:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes
Storage:	Yes		Laser:	Yes	Digital X-ray:
Lasers:	Yes	Digital X-ray:	Yes	Intra-oral Camera:	Yes
Cerec:	NO		Description of office building, Location and attributes of practice (a brief description):		
			Attractive, well-maintained, single-story, free-standing, single-occupancy Dental Professional building w ample parking on major thoroughfare in desirable neighborhood		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15	Diagnostic	15	Adjunctive	0	Dentures	5
General Operative	15	Endo	5	Ortho/TMJ	5	Perio	5
Oral Surgery	5	Cosmetic	5	Crown/Bridge	25	Implant	

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

Complex Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 10 Insurance/PPO 80 Denti-Cal _____ Capitation (HMO) 10 Other _____

Are you a **Delta Provider**? If Yes, Y **Delta PPO** Y **Delta Premier**

***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, MetLife, United Concordia, 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: **~ 12** Per-Hygienist: **8**

Hygiene days per week: **5** Percentage of Production by Hygiene: **~ 10-15**

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

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

Type of recall system used? **Postcard & Email Reminders**

Number of recalls per month? **~ 150**

What types of Practice Promotions? **Website**

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: **Excellent Condition, Newer Midmark**

Average age of Equipment: ~ **11 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	5 days x 8 hrs	2014	\$27.00/hr	No
Treatment Coordinator	5 days x 8 hrs	2014	\$22.00/hr	No
RDA	4 days x 8 hrs	2015	\$19.00/hr	No
RDA	5 days x 8 hrs	2016	\$13.00/hr	No
RDH	5 days x 8 hrs	2014	\$360.00/day	No

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

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 \$ 860,116 2016 \$ 791,740 2015 \$ 875,177

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

Number of statements sent each month? ~ **35 – 40** 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.