



WESTERN PRACTICE SALES

John M. Cahill Associates

#DC-984

Sunnyvale, California

Seller established this scratch-start practice in 2009 and is selling for personal health reasons. A proven success with a stable patient base at this location, do not pass up on this opportunity! Invest yourself in this little gem. With a little focus on marketing and increasing the work week to maximize work hours, watch your production grow as you show off your talents.

*Office Manager is amazing with the patients and is very knowledgeable with insurance, getting claims processed and paid, verifying insurance benefits and breakdown of coverage and pre-authorization of treatment.

Doctor averages 3-6 patients per day with 2 days of Hygiene/per week and welcomes an average of 3-4 new patients per month

The office is conveniently located in a long-established, well-maintained building at the corner of two busy streets in Sunnyvale. This is a beautiful property which the landlord maintains regularly. There is ample parking and favorable lease with good landlords near Apple, Google and Microsoft right off Highway 65.

The office occupies approximately 965 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$185,000

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

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

We look forward to serving you

DC-984

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 185,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	9 – 1	8 – 5	
Doctor's Hours		8 – 5	8 – 5	8 – 5		8 – 5	
Hygienist Hours				8 – 5		8 – 5	
Type of Practice:	General			Reason for Selling:		Personal	
Years established:	~ 10 yrs			Days worked past 12 months:		~ 181 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:	Renews every 5 years			Expiration date:	May 2019		
Do you share space with another dentist?	No						
Rent per month	\$4,842.47/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?	Fair Market Value						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 965 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No

Description of office building, Location and attributes of practice (a brief description):

Attractive, well-maintained, single-story Dental Professional building at the intersection of 2 busy thoroughfares with ample parking in desirable residential/commercial neighborhood w close proximity to Apple, Google & Microsoft facilities

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	2.70	Diagnostic	6.17	Adjunctive	6.57	Dentures	N/A
General Operative	72.90	Endo	N/A	Ortho/TMJ	N/A	Perio	0.18
Oral Surgery	N/A	Cosmetic	See Gen Op	Crown/Bridge	See Gen Op	Implant	10.44

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

Refer Complex Oral Surgery, Endo, Perio

Type of patients as a percentage of Collections:

Private Pay 5 Insurance/PPO 95 Denti-Cal N/A Capitation (HMO) N/A Other

Are you a **Delta Provider**? 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:

Delta Dental, Aetna, 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: **~3**

Average number of patients per day? Per-Doctor: **3 – 7** Per-Hygienist: **7 – 8**

Hygiene days per week: **2 days** Percentage of Production by Hygiene: **~ 34%**

Average age of patients: **~ 40 yrs**

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

Type of recall system used? **Postcards & Emails**

Number of recalls per month? **~ 56 per month**

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: **New Paint & Flooring for 3 OPs, Restroom, Lab & Storage since last lease renewal**

Average age of Equipment: **X-rays ~ 10 yrs / Autoclave ~ 5 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Office Manager	5 days/wk	Aug 2013	AVAILABLE	Yes
RDH	2 days/wk	Aug 2011	UPON REQUEST	No

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:

2018 \$ 220,832 P&L 2017 \$ 262,961 P&L 2016 \$ 224,243 P&L

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

Number of statements sent each month? **~ 5** Is pegboard or computer? **Computer**

What type of computer? **Dell** What software? **Dentrix**

Is software transferable? **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.