



WESTERN PRACTICE SALES

John M. Cahill Associates

#BC-1010

Antioch, California

Established for 5 years, Seller has installed highly successful marketing policies in place. With emphasis on treating patients like family and focusing on comprehensive care and preventative oral health, this family-oriented practice takes pride in educating and involving patients in their care. All it awaits your talent and skills to take it to the next level!

The Doctor averages 4 - 5 patients w/ approximately 7 - 8 Hygiene patients per day offering 2-3 days of hygiene/per week and welcomes approximately 15-20 new patients per month, growth based on location and word-of-mouth referrals.

The office is conveniently located in an attractive, well-maintained, single-story Health Professional Complex with mix of healthcare providers and legal offices as tenants. It occupies approximately 2,118 square feet and consists of 2 fully equipped Ops with plumbing for 3 additional Ops, Reception, Private office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$250,000

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

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

We look forward to serving you

#BC-1010

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 250,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 - 3		
Doctor's Hours		9:30 – 5	9:30 – 5	9:30 – 5	9:30 - 3		
Hygienist Hours		9 – 5 1-2x/mo	9 – 5	9 – 5			
Type of Practice:	General			Reason for Selling:		Personal	
Years established:	~ 5 yrs			Days worked past 12 months:		~ 180+ days	

OFFICE SPACE & LEASE INFORMATION

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:	5 yrs	Expiration date:	2024
Do you share space with another dentist?	N/A		
Rent per month	\$4,765.50/month	Common area, maintenance fees /taxes included?	No
If not included, current amount paid?	\$1,013.00	Are utilities included?	No
Is the rent considered above, below or at fair market value?	Fair Market Value		
Type of Building:	Condo <input checked="" type="checkbox"/>	Free-standing	Professional <input checked="" type="checkbox"/>
		Retail Center	
Office Square footage:	2,118 sf	Carpet?	Yes
		Air conditioning?	Yes
Number of fully equipped ops:	2	Plumbed for additional ops?	Yes, 3 additional OPs
Reception area:	Yes	Dark room:	No
		Doctor's office:	Yes
		Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 1
		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, Medical/Dental Professional Complex with mix of Healthcare Providers and Legal offices as Tenants		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15.2	Diagnostic	14.6	Adjunctive	2.4	Dentures	0.2
General Operative	40.6	Endo		Ortho/TMJ		Perio	18.5
Oral Surgery	0.5	Cosmetic	Incl Operative	Crown/Bridge	6.8	Implant	1.1

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

Complex Oral Surgery, Endo, Perio, Limited Pedo (Difficult Behavioral Management pts)

Type of patients as a percentage of Collections:

Private Pay 16% Insurance/PPO 84% Denti-Cal 0 Capitation (HMO) 0 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:

Delta, Cigna, Aetna, MetLife, 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: **~ 15 - 20**

Average number of patients per day? Per-Doctor: **4 - 5** Per-Hygienist: **7 - 8**

Hygiene days per week: **2 - 3**

Average age of patients: **Mature Family Range: ~ 40-50 yrs**

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

Type of recall system used? **Pre-scheduling, Dentrix tracking**

Number of recalls per month? **~ 40**

What types of Practice Promotions? **Monthly Valpak mailers to local 50,000 homes**

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: **Office and equipment "like new" and in good functioning condition, Built-out in 2013, patients in 2014**

Average age of Equipment: **5 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
RDA	4 days /30 hrs	Apr 2016	Available	Yes
Front Office	4 days /30 hrs	July 2017	Upon	Yes
Hygiene	2-3 days/wk	Oct 2017	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? **Yes**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 \$ 317,350 2017 \$ 205,464 2016 \$ 148,010

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

Is pegboard or computer? **Computer** What type of computer? **Dell**

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.