



WESTERN PRACTICE SALES

John M. Cahill Associates

#BN-998 *Orthodontics*

Walnut Creek/San Ramon Corridor, CA

Your search is over if you're looking for your dream Orthodontic practice! Located in one of the most desirable corridors in the East Bay, this quality practice with its stellar reputation for creating excellent smiles and providing personalized service is a proven success! With an outstanding team of knowledgeable providers who stay abreast of advanced techniques, the loyal patient base know they are in the best of hands with customized care to achieve the best lifetime results and preserve the investment of their health!

The Doctor averages 50 patients per day and welcomes approximately 20 new patients per month, based on location, large referral network base, stellar reputation and internal marketing with patients referring their family, friends and coworkers!

The office is conveniently located near one of the area's most well-travel freeways. It is ideally situated in a beautiful and well-maintained professional complex, offering ample parking and easy access to the practice's stable patient base.

The office occupies approximately 1,450 square feet and consists of 5 fully equipped Open Bay Chairs, Reception area, Doctor's office, Sterilization, Lab, Storage and Restroom in a light and airy environment, created by a floor plan designed for office efficiency and patient flow.

Full Price: \$1,150,000

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

BN-998**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$1,150,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30 – 5	Closed	3rd W/month	1st Th/month	8:30 – 5	
Doctor's Hours		All day	Closed	2 – 5	2 – 5	8:30 – 5	

Type of Practice: **Orthodontics** Reason for Selling: **Personal**Years established: Days worked past 12 months: **~ 90 days****OFFICE SPACE & LEASE INFORMATION**Is the building/suite owned? **Yes** Is building available for purchase? **No**Is the space leased? **N/A** Is lease renewable? Is lease assignable?Term of Lease: **Seller owns condo suite in building** Expiration date:Rent per month **\$5,800/monthly (\$4/sq ft)** Common area, maintenance fees /taxes included? **No**If not included, current amount paid? **CAM/HOA ~ \$458/monthly and Property Taxes ~ \$625/monthly**Are utilities included? **Yes, Water & Trash**Type of Building: **Condo X** Free-standing **Professional X** Retail CenterOffice Square footage: **~ 1,450 sq. ft.** Carpet? **Partial & Linoleum** Air conditioning? **Yes**Number of Chair Bays: **5** Plumbed for additional Chairs/Bays? **No**Reception area: **Yes** Dark room: **No** Doctor's office: **Yes** Lab: **Yes**Business office: **No** Restrooms: **Yes** Sterilization: **Yes** Storage: **Yes**Digital X-ray: **Yes** Cerec: **No** Laser: **No** Intra-oral Camera: **No** 3D Imager: **No**Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, long-established building conveniently and centrally located in a well-traveled corridor with easy freeway accessibility & excellent visibility**

PRACTICE & PATIENT DEMOGRAPHICS

Type of patients as a percentage of collections: Private Pay <u>60</u> Insurance/PPO <u>18</u> Delta Premier <u>22</u> Capitation (HMO) <u>DeltaCare < 10 Patients</u>			
Does your practice participate in "Care Credit"?			
List Preferred Provider, Health Care Provider and Capitation Plans now in place: Delta Premier			
Are you a Delta Provider ? Premier only <u>22%</u> Premier + PPO _____			
*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.			
Estimated Number of Active Patient Files		Number to be defined by Buyer's Due Diligence Process*	
What types of Practice Promotions are in effect? N/A			
Phone Book Advertising? * N/A * <i>Phone book advertising contracts will be the responsibility of buyer after transition</i>			
Average number of New Patients per month for past 12 months: ~ 20			
Average number of patients per day? ~ 50			
Number of patients ready to start treatment?		Consultation completed and ready to start?	
n/a		n/a	
Number of consultations scheduled? 9		Scheduled study models? Scheduled exams?	
Number of cases in retention?		Number of cases in progress – active treatment?	
Number compiled using: Practice Software Ortho II		Estimate	
Types of techniques used (Edgewise, Tight Wires, etc)?		Edgewise 018 slot	
Amount of prepaid where work in not completed?			
Amount of contract receivables for work to be completed? ~ \$1,100,000			
Number of patients in recall and observation?			
Accounts Over 90 days?		~ \$200,000	
Active child patients? 319		Active adult patients? 202	
Months in treatment (average) 25			
Typical fee arrangement? Case-by-case			
Number of active referring Dentists? Referral network of 30+			
10 or less patients per year?		11 to 20 patients per year?	
		20 or more patients per year? X	

PRACTICE & PATIENT DEMOGRAPHICS (continued)

Indicate the number of new patient starts, by month, for 2018. Totals: **Consultations 254/New Starts 220**

January	21	February	14	March	22	April	15
May	14	June	18	July	15	August	29
September	11	October	26	November	26	December	9

Indicate the number of new patient starts, by month, for 2019:

January	17	February	20	March	16	April	
May		June		July		August	
September		October		November		December	

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:

Average age of Equipment: ~ **5 to 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
Office Manager	6-7 days/month	Dec 2010		
Financial Coordinator	1 day/wk	Jan 2011		
Dental Assistant	4 days/wk	Jan 2011		
Dental Assistant	5-7 days/wk	July 2013		
Dental Assistant	5-6 days/wk	Jan 2018		
	5-6 days/wk	Feb 2018		
Intern	6-8 days/month	Sept 2018		

*** Employees are shared between Seller's other locations, and have committed to maintaining their current two days a week at this location for new owner.**

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:

2018 \$ 1,331,938 2017 \$ 1,036,383 2016 _____

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

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

Is software transferable? **Yes, Transfer Fee, if applicable, to be paid by Buyer** What software? **Ortho II**

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.