



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1006

Monterey Area, California

Patients are motivated to receive the highest quality of care as this practice uses the latest technology, advanced techniques and Fortune Management communication skills to motivate, educate and involve them to achieve their best optimal dental health.

This practice is one which every dentist aspires to and we feel sets the bar for excellence!

This practice has been established for 30 years, has a large, stable, loyal patient base and a seasoned staff with strong management and marketing capabilities. Seller treats an average of 9 patients per day with multiple hygienists each averaging 7 patients per day, offering 9 days of hygiene/per week and welcomes an average of 25+ new patients per month.

This well-appointed office has won national design and technology awards for its thoughtful and thorough design for office efficiency and patient flow.

This spacious, award-winning office with its modern and sophisticated decor occupies approximately 3,400 square feet and consists of 8 OPs equipped with the latest state-of-the-art equipment including Pelton Crane, networked computers, TV monitors w BOSE headphones, 2 Consultation Rooms, large Reception area, large Private office, large Administrative Front Desk, Staff Lounge w Kitchen, Sterilization, Lab, Storage Closets, and Private & Public Restrooms, i-CAT, 3D Scanner, Diode Laser Units, Digital X-ray Units and E4D PlanScan Milling Unit.

Full Price: \$1,395,000

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

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

We look forward to serving you

#DG-1006**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$1,395,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7:30-3:30	10:30-6:30	7:30-3:30	10:30-6:30	7:30-2	
Doctor's Hours		7:30-3:30	10:30-6:30	7:30-3:30	10:30-6:30	7:30-2	
Hygienist Hours		7:30-3:30	10:30-6:30	7:30-3:30	10:30-6:30	7:30-2	

Type of Practice: **General**

Reason for Selling:

RetirementYears established: **~ 30 yrs**

Days worked past 12 months:

~ 218 days**OFFICE SPACE & LEASE INFORMATION**Is the building/suite owned? **No**

Is building available for purchase?

N/AIs the space leased? **Yes**Is lease renewable? **Yes**

Is lease assignable?

YesTerm of Lease: **10 years + 3 (three) 5-yr options****Expiration date:**

Do you share space with another dentist?

No

Rent per month

\$7,907.21/month

Common area, maintenance fees /taxes included?

No

If not included, current amount paid?

\$1,829.59/month

Are utilities included?

No

Is the rent considered above, below or at fair market value?

Fair Market

Type of Building:

Condo

Free-standing X**Professional X**

Retail Center

Office Square footage:

~ 3,400 sf

Carpet?

Yes

Air conditioning?

YesNumber of fully equipped ops: **8**

Plumbed for additional ops?

NoReception area: **Yes**

Dark room:

No

Doctor's office:

Yes

Lab:

YesBusiness office: **Yes**

Restrooms:

Yes, 3

Sterilization:

Yes

Storage:

YesDigital X-ray: **Yes**Cerec: **Yes**Laser: **Yes**Intra-oral Camera: **Yes**

3D Imager:

Yes

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

Winner of 2006 Design Competition. Attractive, well-maintained, single-story, 10+yr old Dental/Medical Professional building, located in an upscale residential neighborhood, one block from Main Street near busy, popular Shopping corridor

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	10	Diagnostic	13	Adjunctive	< 1	Dentures	2
General Operative	16	Endo	3	Ortho/TMJ	3	Perio	8
Oral Surgery	1	Cosmetic	8	Crown/Bridge	34	Implant	2

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

Refer Complex Oral Surgery, Endo, Implant Placement, Ortho

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** Y **Premier + PPO** _____

***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 Premier, SunLife, MetLife, Pacific Health Alliance, Cigna

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: ~ 27

Average number of patients per day? Per-Doctor: ~ 9 Per-Hygienist: ~ 7

Hygiene days per week: 9

Average age of patients: **Young to Mature Family Range: ~ 41 – 50 yrs old**

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

Type of recall system used? **Pre-scheduling, Dentrix/Revenue Well**

Number of recalls per month? ~ 180

What types of Practice Promotions? **Yelp, Care-to-Share, Website**

Phone Book Advertising? * **Yes** * *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: **Constantly updated equipment, bright, spacious, framed artwork w outdoor views from almost every room. Built in 2006, 13 yrs old, all equipment in excellent functioning condition, completely computerized & paperless with Dentrrix software: "Taj Mahal of Dentistry"**

Average age of Equipment: **~ 8 yrs**

Any equipment leases? **Yes, Postage Meter** Equipment is right/left-handed/convertible? **Right-handed**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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AVAILABLE UPON REQUEST

Do family members work in the office? **Yes** If yes, how much are they paid? **\$15.00/hr**

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 \$ 1,991,851 2017 \$ 1,873,253 2016 \$ 1,724,525

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

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

What software? **Dentrrix** 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.