



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1009

Monterey Bay Area, California

Imagine living in the tranquil, family-friendly Monterey Bay Area with its “small town” feel, ideal climate, championship golf courses, quaint country inns, world class wineries, stunning beaches, ocean views and mountain trails for hiking, biking, horseback riding. We are offering a highly-esteemed, *fee-for-service practice* with emphasis on evidence-based dentistry and a preventive philosophy with affluent patients with high dental IQ, who value dentistry! Don’t hesitate or you will definitely miss out on this opportunity that sets the bar for excellence that all dentists aspire for! *Doctor refers out all Specialties, imagine your revenue growth if you kept procedures in-house!*

The Doctor averages 6 patients w/ 8 Hygiene patients per day offering 3 days of hygiene/per week and welcomes approximately 5-7 new patients per month with growth by a stellar reputation and word-of-mouth referrals of the highest quality of dental care delivered by top-notch, knowledgeable staff with impeccable service!

The office is conveniently located in an attractive, well-maintained, single-story converted house w/ ample parking in a desirable neighborhood. The office occupies approximately 1,150 square feet and consists of 4 fully equipped Ops, Reception area, Doctor’s office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$725,000

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

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

We look forward to serving you

DG-1009**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$725,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 2	9 – 6	8 – 5	8 – 5	8 – 4	
Doctor's Hours		As needed	10 – 6	9 – 5	9 – 5	8 – 4	
Hygienist Hours			9 – 6	8 – 5	8 – 5		

Type of Practice: **General/Cosmetic** Reason for Selling: **Relocation**Years established: **Est 40 yrs, present Owner: ~ 4yrs** Days worked past 12 months: **~ 195+ 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?	
Term of Lease:	10 yrs	Expiration date:	June 2025
Do you share space with another dentist?	N/A		
Rent per month	\$5,350.00/month	Common area, maintenance fees /taxes included?	
If not included, current amount paid?		Are utilities included?	No
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:	~ 1,150 sq. ft.	Carpet?	Partial
		Air conditioning?	Yes
Number of fully equipped ops:	4	Plumbed for additional ops?	No
Reception area:	Yes	Dark room:	No
		Doctor's office:	Yes
		Lab:	Yes
Business office:	Yes	Restrooms:	Yes
		Sterilization:	Yes
		Storage:	Yes
Digital X-ray:	Yes	Cerec:	No
		Laser:	Yes
		Intra-oral Camera:	Yes
		3D Imager:	No

Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, single-story converted house in a highly enviable, affluent, tranquil neighborhood with a loyal, stable patient base of families and retirees in this quality fee-for-service practice**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	25	Diagnostic	5	Adjunctive	3	Dentures	1
General Operative	14	Endo	0	Ortho/TMJ	0	Perio	0
Oral Surgery	0	Cosmetic	10	Crown/Bridge	35	Implant	5

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

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

Type of patients as a percentage of Collections: **NO DELTA**

Private Pay 85 Insurance/PPO 15 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a Delta Provider? **Not Delta provider, out of network** Premier Only _____ 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: **None**

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: **~ 5 – 7**

Average number of patients per day? Per-Doctor: **~ 6** Per-Hygienist: **~ 8**

Hygiene days per week: **3 days** Percentage of Production by Hygiene: **~ 25**

Average age of patients: **Mature Family Range: ~ 60 yrs, families & retirees**

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

Type of recall system used? **Pre-schedule Hygiene; Patient Reminder Software, Emails, Texts**

Number of recalls per month? **~ 50+ recall exams/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: **None**

Average age of Equipment: **Varies**

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
RDH	3 days	2015		Yes
Practice Administrator	37 hrs/wk	2018		Yes
DA	32 hrs/wk	2018		Yes

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

Has staff left the practice recently? **Yes**

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 \$ 809,035 2017 \$ 890,793 2016 \$ 678,823

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

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

What software? **Windows 7 Ultimate**

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.