



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-936

Sunnyvale, California

A stellar reputation, patient base who is highly educated, well insured and values oral health, with a motivated and seasoned staff who support the doctor in building trust and relationships are only some of the attributes of this amazing, *fee-for-service, cash indemnity practice. Hesitate and you may lose out on the opportunity of a lifetime to combine your skills and talent to work together for a lifestyle and success in this highly sought-after community in the Silicon Valley.*

The Doctor averages 8-10 patients w/ 8 Hygiene patients per day offering 4-5 days of hygiene/per week and welcomes approximately 4-5 new patients per month, growth by the best kind of marketing possible: internal word-of-mouth referrals of quality care and compassionate relationships.

The office is conveniently located in an attractive, well-maintained, long-established Medical/Dental Professional building complex w excellent visibility and easy accessibility on major thoroughfare in desirable commercial corridor in the heart of the Silicon Valley. The office occupies approximately 1,000 square feet and consists of 3 fully equipped Ops with plumbing for an additional Op, Reception area, Doctor's office, Business office, Sterilization, Storage, and Restroom.

Full Price: \$495,000

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

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

We look forward to serving you

#DG-936

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$495,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	7 – 3	7 – 5	7 – 3		
Doctor's Hours		10 – 5	7 – 3	7 – 5	7 – 12		
Hygienist Hours		9 – 5	7 – 3	7 – 5	7 – 3		
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	30 yrs		Days worked past 12 months:			~ 176 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:				Expiration date:	2024		
Do you share space with another dentist?			N/A				
Rent per month	\$4,703.05/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	N/A		Are utilities included?	Yes			
Is the rent considered above, below or at fair market value?	Below Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 1,000 sf		Carpet?	Yes, and Wood		Air conditioning?	Yes
Number of fully equipped ops:	3		Plumbed for additional ops?	Yes, 1 additional			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	No
Business office:	Yes	Restrooms:	Yes, 1	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	No
3D Imager:	No						

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

Attractive, well-maintained, established, single-story Medical/Dental Professional building complex located in the heart of Silicon Valley, with easy accessibility and excellent visibility

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	22	Diagnostic	21	Adjunctive	2	Dentures	2
General Operative	12	Endo	< 1	Ortho/TMJ	7	Perio	3
Oral Surgery	<1	Cosmetic	0	Crown/Bridge	21	Sleep	7

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

Complex Oral Surgery-impacted 3rd molars, Difficult Endo, Perio Surgery & Grafts, Complex Ortho

Type of patients as a percentage of Collections:

Private Pay 100% Insurance/PPO _____ Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a Delta Provider? **No** If Yes, _____Delta PPO _____Delta Premier

***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: **~ 4 - 5**

Average number of patients per day? Per-Doctor: **~ 8 - 10** Per-Hygienist: **~ 8**

Hygiene days per week: **4 - 5** Percentage of Production by Hygiene: **~ 24**

Average age of patients: **Family Range**

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

Type of recall system used? **Demand Force**

What types of Practice Promotions? **Internal Referrals**

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: **Excellent working condition**

Any equipment leases: **Yes, Digital X-ray Unit and Digital Panel**

Average age of Equipment: **~ 1 - 4 yrs** Equipment is right/left-handed/convertible? **Convertible**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<i>Available Upon Request</i>				

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 Corporate Tax Returns:

2017 \$ 665,987 2016 \$ 637,569 2015 \$ 719,667

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

Number of statements sent each month? **As needed** Is pegboard or computer? **Computer**

What type of computer? **Apple** What software? **Mac Practice**

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.