



WESTERN PRACTICE SALES

John M. Cahill Associates

#HN-991

Placerville, California

This quality, conservative and compassionate practice can boast of a beloved, loyal, stable patient base who are motivated, interested and involved in their dental health being a mercury-free approach. The practice grows with the influx and referral of young families who appreciate this warm and caring atmosphere offered by Doctor and seasoned, knowledgeable Staff.

The Doctor averages 10-15 patients w/ 7 Hygiene patients per day offering 7 days of hygiene/per week and welcomes approximately 10-15+ new patients per month.

Seller Would Consider Working Back!

The office is conveniently and centrally located in an attractive, well-maintained, Victorian house-converted-to-Dental Office.

The office occupies approximately 1,654 + 473 square feet and consists of 5 fully equipped Ops, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Full Price: \$675,000

Real Estate Possibly Available!

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

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

We look forward to serving you

HN-991**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$675,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 12	8 – 5	8 – 5	8 – 5	7 – 12	
Doctor's Hours			8 – 5	9 – 5	8 – 5	7 – 11	
Hygienist Hours			8 – 5	8 – 5	8 – 5	7 – 12	
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ 18 yrs		Days worked past 12 months:			~ 140+ days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	Possibly				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	5 yr w 5-yr extension			Expiration date:	January 2020		
Do you share space with another dentist?	N/A						
Rent per month	\$3,511.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?				Are utilities included?	No		
Is the rent considered above, below or at fair market value?	Fair to Below Market Rent						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 1,654 + 473		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	5		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	Yes	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:	Yes
						3D Imager:	No

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

Attractive, well-maintained, converted Victorian house centrally located

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	19.9	Diagnostic	12.7	Adjunctive	2.68	Dentures	3.03
General Operative	45.35	Endo	0.59	Ortho/TMJ	1.06	Perio	2.45
Oral Surgery	0.10	Cosmetic	2.00	Crown/Bridge	4.98	Implant	6.66

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

Almost all Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management (young pts)

Type of patients as a percentage of Collections:

Private Pay 55 Insurance/PPO _____ Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? **Premier Only** 45 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**

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: **~ 12 – 15+**

Average number of patients per day? Per-Doctor: **15** Per-Hygienist: **7**

Hygiene days per week: **7 days** Percentage of Production by Hygiene: **~ 25+**

Average age of patients: **Mature Family Range: 60yrs**

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

Type of recall system used? **Prescheduling, Dentrix follow-up, and Solution Reach**

Number of recalls per month? **~ 180+**

What types of Practice Promotions? **Website, *Yellow Page – bold listing only, no advertising copy**

Phone Book Advertising? * *** 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: **Dental Office conversion ~ 30 yrs ago, Upgraded to digital office ~ 10 yrs**

Average age of Equipment: ~ 30 – 35 yrs

Any equipment leases? **Yes** Equipment is right/left-handed/convertible? **Right (4) /Convertible (1)**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay Available Upon Request	Eligible for benefits
Scheduler	4 days/wk	Oct 2016		
Insurance Billing	4 days/wk	Feb 2005		
RDA	3½ days/wk	Feb 2009		
RDAEF2	4¼ days/wk	Nov 2000		
Dental Hygiene	3 days/wk	May 2001		
Dental Hygiene	3 days/wk	July 2015		
Dental Hygiene	2 days/wk	Nov 2000		

Do family members work in the office? **Yes** 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 \$1,064,068 2017 \$ 1,046,412 2016 \$ 1,011,959

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

Number of statements sent each month? ~ 115 Is pegboard or computer? **Computer**

What type of computer? **Super Server** What software? **Dentrix-Dexis**

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.