



WESTERN PRACTICE SALES

John M. Cahill Associates

#AZ-967

Scottsdale, Arizona

Seller has developed long-term professional relationships and friendships with loyal, stable patient base by providing full spectrum of quality dental care and treatment over the years. By focusing on their needs first and foremost, this conservative practice has grown with generations of families entrusting their care in Seller and Staff.

The Doctor averages 9 patients w/ 7 Hygiene patients per day offering 2-3 days of hygiene/per week and welcomes approximately 5-8+ new patients per month.

The office is conveniently located in an attractive, well-maintained, easily accessible, single-story Dental Professional complex in the desirable, thriving South Central corridor with close proximity to Medical Facility and surrounded by nearby medical offices. It occupies approximately 1,100 square feet and consists of 3 fully equipped Ops, Reception area, Private office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Call For Details!

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

Jeff J. Tonner, JD

Mark B. Hughes, DDS

800.641.4179

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

We look forward to serving you

AZ-967

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7 - 3	7 - 3	7 - 2	7 - 3		
Doctor's Hours		7 - 3	7 - 3	7 - 2	7 - 3		
Hygienist Hours		7 - 3	7 - 3		7 - 3		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 50+ yrs		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:	1 yr.	Expiration date:	Jan 2019				
Do you share space with another dentist?	N/A						
Rent per month	\$ 2,327.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	Are utilities included?		Yes				
Is the rent considered above, below or at fair market value?	Fair Market Rent						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 1,100 sq. ft.	Carpet?	Yes	Air conditioning?		Yes	
Number of fully equipped ops:	3	Plumbed for additional ops?	No				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	No	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, single-story Dental Professional building in desirable South Central corridor, with ample parking and close proximity to nearby Medical Facility and Medical offices and easy accessibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	17.51	Diagnostic	17.50	Adjunctive	1.59	Dentures	7.85
General Operative	33.40	Endo	3.58	Ortho/TMJ		Perio	2.4
Oral Surgery	3.36	Cosmetic		Crown/Bridge	12.81	Implant	

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

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

Type of patients as a percentage of Collections:

Private Pay 50 **Insurance/PPO** 50 AHCCCS Capitation (HMO) Other

Does your practice participate in "Care Credit"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Delta Dental, Blue Cross/Blue Shield, MetLife, United Concordia

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 – 8+**

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

Hygiene days per week: **3 days**

Does the office have Nitrous Oxide? **Plumbed but not equipped**

Average age of patients: **Mature Family Range: ~ 55+ yrs**

Type of recall system used? **Computerized tracking, Postcard Reminders**

Number of recalls per month? **~ 65 – 70+**

What types of Practice Promotions are in effect? **None**

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: **Other than Paint, none in past 5 yrs**

Average age of Equipment: **~ 12 – 15 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/DA	31 hrs/wk	~ 10 yrs		
Dental Hygiene	24 hrs/wk	~ 14 yrs		
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 \$ 322,126 2017 \$ 375,813 2016 \$ 363,622

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

Is pegboard or computer?	Computer	What type of computer?	PC
What software?	Eaglesoft	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.