



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #EG-1016 Lincoln, California

Look no further than this growing community with a diversified economy to springboard into your success! New residents and industries have chosen this city for its location, lifestyle, attitudes and unparalleled community spirit. This practice is waiting for you to step in and carry on the tradition of delivering quality care to a diverse patient base of families, retirees, middle to upper middles, educated population. *The philosophy is to deliver quality dentistry in a caring and positive environment by a dedicated team of dental professionals.*

The Doctor averages 7 patients w/ 7 Hygiene patients per day, offering 6 days of hygiene/per week and welcomes approximately 15+ new patients per month.

The office is conveniently located in an attractive, well-maintained, modern, pristine Medical/Dental Professional building complex w ample parking. With Fair Market Rent and reasonable overhead, this office occupies approximately 1,800 square feet and consists of 4 fully equipped Ops with plumbing for an additional Op, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

***Full Price: \$595,000***

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

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**800.641.4179**

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

**We look forward to serving you**

# EG-1016

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$595,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		6:30 - 3	7 - 4	8 - 5	8 - 5	6:30 - 3	
Doctor's Hours			8 - 3	9 - 5	9 - 5	8 - 2	
Associate's Hours						8 - 2	
Hygienist Hours			7 - 2	9 - 5	9 - 5	8 - 2	
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Personal</b>	
Years established:	~ 12+ yrs			Days worked past 12 months:		~ 180 days	

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>		
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>
Term of Lease:	<b>Month-to-Month</b>		Expiration date:		
Do you share space with another dentist?	<b>N/A</b>				
Rent per month	<b>\$ 5,200.00/month</b>	Common area, maintenance fees /taxes included?	<b>No</b>		
If not included, current amount paid?			Are utilities included?	<b>No</b>	
Is the rent considered above, below or at fair market value?	<b>Fair Market Rent</b>				
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center
Office Square footage:	<b>~ 1,800 sq. ft.</b>	Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>
Number of fully equipped ops:	<b>4</b>	Plumbed for additional ops?	<b>Yes, 1 additional</b>		
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes</b>	Sterilization:	<b>Yes</b>
Laser:	<b>Yes</b>	Digital X-ray:	<b>Yes</b>	Intra-oral Camera:	<b>No</b>
				Cerec:	<b>Yes</b>
3D Imager:	<b>Yes</b>				

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

**Modern, attractive, well-maintained, pristine, 2-story Medical/Dental professional building near large retirement community with close proximity to Beale AFB, Kaiser, Sutter, future HS and housing developments in thriving commercial/residential neighborhood**

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>16</b>	Diagnostic	<b>16</b>	Adjunctive	<b>3</b>	Dentures	<b>&gt; 1</b>
General Operative	<b>17</b>	Endo	<b>&gt; 1</b>	Ortho/TMJ	<b>1</b>	Perio	<b>4</b>
Oral Surgery	<b>&gt; 1</b>	Cosmetic	<b>1</b>	Crown/Bridge	<b>34</b>	Implant	<b>6</b>

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

**Complex Oral Surgery (impacted 3<sup>rd</sup> molars, Endo Retreat, Implants, Severe Perio, Difficult Pedo)**

Type of patients as a percentage of Collections:

Private Pay **50** Insurance/PPO **50** Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a **Delta Provider**? If Yes, **Y** **Delta PPO** **Y** **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:

**Delta Premier, PPO, MetLife, Guardian, Aetna, United Concordia, Ameritas, 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: **~ 15 - 17**

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

Hygiene days per week: **6 days** Percentage of Production by Hygiene: **~ 10%**

Average age of patients: **Family Range: 45 yrs**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Revenue Well**

Number of recalls per month? **~ 160+**

What types of Practice Promotions? **Local Advertising, Facebook, Social Media, 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: **Equipment in good functioning condition**

Average age of Equipment: ~ 12 yrs

Any equipment leases? **Yes, Cerec**      Equipment is right/left-handed/convertible? **R/L/Convert**

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
<b>Front Office/Manager</b>	<b>M – F/40 hrs/wk</b>	<b>Dec 2016</b>		<b>Yes</b>
<b>Scheduling Coordinator</b>	<b>4 days/30 hrs</b>	<b>April 2019</b>		<b>Eligible 07/2019</b>
<b>RDH</b>	<b>Wed-Fri/21 hrs/wk</b>	<b>July 2018</b>		<b>Yes</b>
<b>RDH</b>	<b>Tues-Thurs/21 hrs/wk</b>	<b>April 2018</b>		<b>Yes</b>
<b>RDA-EF2</b>	<b>Tues-Fri/28 hrs/wk</b>	<b>Feb 2018</b>		<b>Yes</b>
<b>RDA</b>	<b>M – F/35 hrs/wk</b>	<b>Sept 2017</b>		<b>Yes</b>

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? **Yes**

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Tax Returns:

2018   \$ 840,123   *12mP&L*      2017   \$ 804,116        2016 \_\_\_\_\_

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

Number of statements sent each month? ~ **80**      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.**

