



WESTERN PRACTICE SALES

John M. Cahill Associates

#DN-1031

Cupertino, California

If you're looking to establish your successful empire in this thriving, vibrant, family-oriented Silicon Valley community DO NOT HESITATE or you may regret your indecision of this golden opportunity. This remarkable practice awaits only your talent and skill to carry on the tradition of delivering the highest quality dental care to a loyal patient base.

The Doctor averages 8 – 10+ patients per day and welcomes approximately 4–7 new patients per month.

With proximity close to Apple Headquarters, this office is conveniently located in an attractive, well-maintained, single-story Retail Shopping Plaza on busy major thoroughfare, with unparalleled freeway accessibility. The office occupies approximately 1,500 square feet and consists of 3 fully equipped Ops with plumbing for additional Op, Reception area, Doctor's office, Sterilization, Lab, and Restroom.

Full Price: \$1.25 million

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

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

We look forward to serving you

DN-1031

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$1.25million

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours	9 – 5:30	9 – 5:30	9 – 5:30	9 – 5:30	9 – 5:30	9 – 5:30	9 – 5:30
Doctor's Hours				9 – 5:30		9 – 5:30	9 – 5:30
Associate's Hours	9 – 5:30	9 – 5:30			9 – 5:30		9 – 5:30
Periodontist	<i>*1 day/month @ 50% production</i>						
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	Since 1990		Days worked past 12 months:			6 days/wk	

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:	10 yrs		Expiration date:	Nov 2026			
Do you share space with another dentist?	N/A						
Rent per month	\$7,910.82/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 Market Rent						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 1,500 sq. ft.		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	Yes, 1			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes	Sterilization:	Yes	Storage:	No
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, single-story, popular, mixed tenant Retail Shopping Center on one of Cupertino's busy major thoroughfare w easy freeway accessibility and close proximity to Apple Campus

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20.45	Diagnostic	24.70	Adjunctive	1.3	Dentures	.98
General Operative	33.30	Endo	2.88	Ortho/TMJ		Perio	6.22
Oral Surgery	4.52	Cosmetic		Crown/Bridge	.95	Implant	4.7

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

Refer all Endo Retreats and Difficult Pedo Behavioral Management patients

Type of patients as a percentage of Collections:

Private Pay 10 Insurance/PPO 90 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? **Premier Only** Yes 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”? **No**

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: **~ 4 – 7 monthly**

Average number of patients per day? Per-Doctor: **~ 8+** Per-Hygienist: **N/A**

Hygiene days per week: **N/A**

Average age of patients: **Family Range: ~ 35 yrs**

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

Type of recall system used? **Phone Call & Postcard Reminders**

Number of recalls per month? **~ 150 – 170+**

What types of Practice Promotions? **New Patient Promotions, Internal Marketing: in-house pt 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:

New Office constructed in 2014 w/ 4 Chairs & 2 Digital X-ray Units w/ Pano Unit

Average age of Equipment: ~ 5 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	40 hrs/wk	1992		
RDA-EF	40 hrs/wk	2004		
Front Desk	40 hrs/wk	1992		
RDA	16 hrs/wk	1995		
RDA	16 hrs/wk	1995		
Dental Assistant	16 hrs/wk	2018		

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:

2018 \$ 1,413,978 2017 \$ 1,409,940 2016 \$ 1,739,016

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

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

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.