



## WESTERN PRACTICE SALES

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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.

***Seller is Motivated and Ready to Retire!***

***Full Price: \$1.25 million***

***Now Only: \$995,000 ~ Reasonable Offers Will Be Considered***

*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**

# DN-1031

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$995,000

## 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>						

*Due to Covid the office hours are currently subject change based on daily patient activity*

Type of Practice: **General** Reason for Selling: **Retirement**

Years established: **Since 1990** Days worked past 12 months: **6 days/wk**

## 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>10 yrs</b>	Expiration date:	<b>Nov 2026</b>		
Do you share space with another dentist?	<b>N/A</b>				
Rent per month	<b>\$7,910.82/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</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	Professional	Retail Center	<b>X</b>
Office Square footage:	<b>~ 1,500 sq. ft.</b>	Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>
Number of fully equipped ops:	<b>3</b>	Plumbed for additional ops?	<b>Yes, 1</b>		
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>
Business office:	<b>No</b>	Restrooms:	<b>Yes</b>	Sterilization:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>
				Intra-oral Camera:	<b>Yes</b>
				3D Imager:	<b>No</b>

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

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	Eligible for benefits
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### AVAILABLE UPON REQUEST

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.**