



WESTERN PRACTICE SALES

John M. Cahill Associates

#EN-985

Roseville, California

A stellar reputation, self-generating “word-of-mouth referrals”, seasoned, knowledgeable and dedicated staff are the secret to success of this patient-centered practice. Practice offers a full spectrum of the highest quality of dental care with state-of-the-art equipment in a warm and caring environment.

The Doctor averages 12 - 16 patients with multiple hygienists each averaging 8 patients per day, offering 8 days of hygiene/per week and welcomes approximately 12-15+ new patients per month, growth based on location, visibility and reputation! *In addition, this Seller will consider working back!*

***Current Owner Negotiating Rent Reduction or
Possible Building Purchase!***

The office is conveniently located in an attractive, well-maintained, single-story, free-standing building in a popular, busy Retail Plaza in the highly desirable, bustling West Roseville neighborhood.

This spacious office occupies approximately 3,120 square feet and consists of 6 fully equipped Ops with plumbing for an additional Op, Reception area, Doctor’s office, Business office, Sterilization, Darkroom, Lab, Storage, Staff Lounge, Consultation Room and 3 Restrooms.

Full Price: \$895,000

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

Timothy G. Giroux, DDS

Jon B. Noble, MBA

John M. Cahill, MBA

Edmond P. Cahill, JD

800.641.4179

► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

EN-985

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$895,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	6 – 2:30	8 – 5	6 – 2:30	by appt	
Doctor's Hours		8 – 5	6 – 2:30	8 – 5	6 – 2:30	by appt	
Hygienist Hours		8 – 5	6 – 2:30	8 – 5	6 – 2:30		

Type of Practice: **General**

Reason for Selling:

RetirementYears established: ~ **38 yrs**Days worked past 12 months: ~ **180**

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	Yes, most likely
Is the space leased?	Yes	Is lease renewable?	Yes
		Is lease assignable?	Yes
Term of Lease:	5 yrs w/ 2 - 5yr Options	Expiration date:	April 2025
Do you share space with another dentist?	N/A		
Rent per month	\$7,700.00/month *	Common area, maintenance fees /taxes included?	No

Current Owner Negotiating Rent Reduction or Possible Building Purchase!If not included, current amount paid? **\$1,700/month** Are utilities included? **No**Is the rent considered above, below or at fair market value? **Slightly Above Fair Market Rent**

Type of Building:	Condo	Free-standing	Professional	Retail Center	X
Office Square footage:	~ 3,120 sq. ft.	Carpet?	Partial	Air conditioning?	Yes
Number of fully equipped ops:	6	Plumbed for additional ops?	Yes, 1 additional		
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes
		Lab:	Yes		
Business office:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes
		Storage:	Yes		
Digital X-ray:	Yes	Cerec:	Yes	Laser:	Yes
		Intra-oral Camera:	Yes	3D Imager:	NO

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

Attractive, well-maintained, single-story, free-standing building in busy, popular Retail Plaza in highly desirable, bustling West Roseville neighborhood

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	17.01	Diagnostic	14.83	Adjunctive	1.16	Prosth, Rem	2.39
Restorative	32.90	Other	3.22	Ortho	6.83	Perio	9.62
Oral Surgery	0.49	TMD/Sleep	3.43	Prosth, Fixed	4.50	Implant	3.52

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

Refer Complex Oral Surgery, Implant Surgery, Endo, Perio Surgery, Difficult Pedo Management

Type of patients as a percentage of Collections:

Private Pay ~ 33 Insurance/PPO ~ 66 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider?** **Premier Only Y** 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, ONC, Aetna**

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: **~ 12-16** Per-Hygienist: **~ 8**

Hygiene days per week: **8** Percentage of Production by Hygiene: **~ 35**

Average age of patients: **Mostly Adults**

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

Type of recall system used? **Pre-scheduling, Dentrix Computer tracking**

Number of recalls per month? **~ 225**

What types of Practice Promotions? **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: **Regular and constant upgrades throughout the years, recently added upgraded Imaging, all Equipment in excellent functioning condition**

Average age of Equipment: ~ 18 yrs

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Convertible**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Patient Coordinator	4 days/32 hrs	2001		
RDH	4 days/32 hrs	2003		
RDH	4 days/32 hrs	2006		
RDA	4 days/32 hrs	2009		
RDA	4 days/32 hrs	2010		
Business Manager	4 days/32 hrs	2015		

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 \$ 1,200,011 P&L 2017 \$ 1,020,802 2016 \$1,177,811.00

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

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

What type of computer? **PC** What software? **Dentrix**

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.