



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #DG-1034 Belmont, California

Belmont is one of the best places to live in California as it offers residents an urban feel, variety of restaurants, coffee shops, parks and highly-rated schools. What better time to invest your family and future in this beautiful suburb than to own a family-oriented, quality practice with a stellar reputation in the community!

The Doctor averages 8 patients w/ 8 Hygiene patients per day offering 1 day of hygiene/per week and welcomes approximately 20+ new patients per month.

The office is conveniently located in an attractive, well-maintained, easily accessible, highly visible Medical Professional building w ample parking on a major thoroughfare through the bustling commercial corridor. The office occupies approximately 2,000 square feet and consists of 5 fully equipped Ops, Reception area, Doctor's office, Sterilization, Darkroom, Lab, and Restroom.

***Full Price: \$425,000***

*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**

# **DG-1034****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$425,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		<b>8 – 5</b>		<b>8 – 5</b>	<b>8 – 5</b>		<b>by Appt</b>
Doctor's Hours		<b>8 – 5</b>		<b>8 – 5</b>	<b>8 – 5</b>		<b>by Appt</b>
Hygienist Hours		<b>8 – 5</b>					<b>by Appt</b>
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Personal</b>		
Years established:	<b>~ 5+ yrs</b>		Days worked past 12 months:		<b>3 days/wk ~ 144 days</b>		

**OFFICE SPACE & 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>7 yrs</b>	Expiration date:	<b>2022</b>				
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$4,243.60/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>				
If not included, current amount paid?	<b>N/A</b>	Are utilities included?	<b>No</b>				
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	<b>Retail Center</b>	<b>X</b>	
Office Square footage:	<b>~ 2,000 sf</b>	Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>5</b>	Plumbed for additional ops?	<b>Yes</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>No</b>	Restrooms:	<b>Yes, 3</b>	Sterilization:	<b>Yes</b>	Storage:	<b>No</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>
					<b>Yes</b>	3D Imager:	<b>Yes, see below</b>

*\*Seller currently making payments to purchase CBCT. Buyer to assume payments if desired.\**

Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, easily accessible, highly visible Medical Professional building on major thoroughfare w ample parking & close proximity to School and popular, busy Market**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	8	Diagnostic	12	Adjunctive	2	Dentures	3
General Operative	37	Endo	4	Ortho	2	Perio	14
Oral Surgery	5	Cosmetic	< 1	Crown/Bridge	<i>incl in OP</i>	Implant	13

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

**Difficult Pedo Behavioral Management, Complex Endo, Perio Surgery**

Type of patients as a percentage of Collections:

**Private Pay** 67 **Insurance/PPO** 33 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a **Delta Provider**? Premier Only \_\_\_\_\_ **Premier + PPO** Y

**\*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 Dental only**

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: **~ 20+**

Average number of patients per day? Per-Doctor: **~ 8 – 9** Per-Hygienist: **~ 8**

Hygiene days per week: **1 day**

Average age of patients: **Mature Family Range: ~ 50 yrs**

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

Type of recall system used? **Dentrix/Calls, Doxi automatic Recare messages**

Number of recalls per month? **~ 35 – 40**

What types of Practice Promotions? **Direct Mailers, ZocDoc, OpenCare Referrals, Digital Marketing**

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 Paint, New Furniture in Reception Area, New Cabinets in Staff Lounge, Upgraded to Paperless**

Average age of Equipment: ~ 10+ years except for CBCT (2016)

Any equipment leases? **Yes, CBCT** Equipment is right/left-handed/convertible? **Convertible**

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
<b>Office Manager</b>	<b>M/T/W/Th / 8 – 5</b>	<b>Mar 2018</b>		<b>Yes</b>
<b>RDA</b>	<b>M/W/Th / 8 – 5</b>	<b>Mar 2018</b>		<b>Yes</b>
<b>RDH</b>	<b>Monday / 8 – 5</b>	<b>Jan 2018</b>		<b>Yes</b>
<b>Reception</b>	<b>M/T/W/Th/F 8 – 5</b>	<b>Mar 2018</b>		<b>Yes</b>

Do family members work in the office? **No** If yes, how much are they paid? **N/A**

Has staff left the practice recently? **No**

Is there a practice management consultant? **N/A**

## PRACTICE FINANCIAL PROFILE

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

2018 \$ 585,010 P&L 2017 \_\_\_\_\_ 2016 \_\_\_\_\_

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

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

What software? **Dentrix** Is software transferable? **Yes**

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.**