



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#AC-1059**

**Daly City, California**

Seasoned staff, efficient office policies, stellar reputation, caring philosophy, high standards, quality care, stable patient base, low overhead, convenient location, visibility, easy accessibility ~ these are just some of the winning attributes of this remarkable opportunity we are presenting! With a little attention to marketing, keeping specialty procedures in-house and maximizing office hours, watch your production and success soar to the next level at this proven location!

The Doctor averages 10-12 patients w/ 8 Hygiene patients per day offering 1 day of hygiene/per week. In addition, both Doctor and Hygienist work 1 Saturday per month. The practice welcomes approximately 10-15 new patients per month.

The office is located in a highly desirable neighborhood just off 280 and public transportation. It is conveniently situated in an attractive, well-maintained single-story building at the intersection of two major thoroughfares, which provides the established and loyal patient base with extremely easy access. Its curb appeal and visibility from street invites good traffic flow: walk-by and walk-in patients. The office occupies approximately 1,500 square feet and consists of 4 fully equipped Ops, a shared Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

***Full Price: \$345,000***

*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**

# AC-1059

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 345,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30-5:30	8:30-5:30	8:30-5:30	8:30-5:30	8:30-5:30	
Doctor's Hours			9:30 – 5	9:30 – 5	9:30 – 5		8:30 - 4*
Hygienist Hours			8:30-5:30				8:30 - 4*

*\*Doctor and Hygiene available 1 Saturday/month*

Type of Practice: **General** Reason for Selling: **Personal**  
 Years established: **~ 40 yrs** Days worked past 12 months: **2 - 3 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>December 2022</b>
Do you share space with another dentist?	<b>N/A</b>		
Rent per month	<b>\$ 3,200.00/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>Below Market Rent</b>		
Type of Building:	Condo	Free-standing	Professional
			<b>Retail Center</b>
	<b>X</b>		
Office Square footage:	<b>1,500 sq ft</b>	Carpet?	<b>Yes</b>
		Air conditioning?	<b>No</b>
Number of fully equipped ops:	<b>4 ops (3 ops and 1 Hygiene op)</b>		
Reception area:	<b>Yes (Shared)</b>	Dark room:	<b>Yes</b>
		Doctor's office:	<b>Yes</b>
		Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes</b>
		Sterilization:	<b>Yes</b>
		Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>
		Laser:	<b>Yes</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 Professional building complex with ample parking on busy thoroughfare in highly desirable commercial corridor, easy accessibility to public transportation (BART) and 280 freeway, great large signage, excellent visibility even from street and drive-by traffic but curb appeal to walk-by foot traffic and especially inviting to New Patient walk-ins and growth

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>11.96</b>	Diagnostic	<b>9.75</b>	Adjunctive	<b>1.64</b>	Dentures	<b>4.43</b>
General Operative	<b>13.19</b>	POST/Endo	<b>6.17</b>	Crown/Bridge	<b>39.19</b>	Perio/SRP	<b>6.53</b>
Oral Surgery	<b>1.78</b>	Ortho	<b>5.36</b>				

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

**Complex Oral Surgery, Implant Placements, Endo, Perio, Prosth, TMJ, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

**Private Pay**   35   **Insurance/PPO**   65   **Denti-Cal**   0   **Capitation (HMO)**   0   **Other**   0  

Are you a **Delta Provider**? Premier Only   Yes   Premier + PPO   Yes   *\*not contracted w/ 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, DHA (Dental Health Alliance) (Aetna), Guardian, Cigna, MetLife, Anthem Blue Cross, Connection Dental (Principle Life), KPIC, Blue Shield Federal Employee Program.**

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: **~ 10 – 15**

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

Hygiene days per week: **1** Percentage of Production by Hygiene: **~ 20+**

Average age of patients: **Average ~ 40+ yrs, Family Range: ~ 15-60+ yrs**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 90+**

What types of Practice Promotions? **None**

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: **N/A**

Average age of Equipment: **Varies, functional, all in good condition**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Front Office Coordinator</b>	<b>Tues – Fri</b>	<b>Oct 2018</b>	<b>Available</b>	<b>No</b>
<b>RDA</b>	<b>M-F/4 days/wk</b>	<b>Dec 2018</b>	<b>Upon</b>	<b>No</b>
<b>Dental Hygiene</b>	<b>Tues &amp; 2<sup>nd</sup> Sat/month</b>	<b>Apr 2015</b>	<b>Request</b>	<b>No</b>

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

Has staff left the practice recently? **Yes**

Is there a practice management consultant? **Yes**

## PRACTICE FINANCIAL PROFILE

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

2018 \$ 474,258 (P&L) 2017 \$ 573,227 2016 \$ 614,793

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

Number of statements sent each month? **~ 30 – 55** Is pegboard or computer? **Computer**

What type of computer? **Windows** What software? **Softdent**

Is software transferable? **Unknown, 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.**