



WESTERN PRACTICE SALES

John M. Cahill Associates

#DN-1044 *Pedo* Foster City, California

A unique shared expense, equipment and space situation!

It is an outstanding opportunity that is founded on the Seller's philosophy on doing what's best for the patient and placing their needs and interests first!

This stellar practice is ***dedicated to the specialty of Pedodontics***, that shares expenses, equipment and space with a General dentist. It is located in the highly desirable, master-planned community of Foster City, which is ranked high in "America's top 25 towns to live" and often recognized as one of the best places to live in the Silicon Valley! ***Invest in your future with a vibrant lifestyle and achieving professional success by delivering the highest quality of care to a loyal and stable patient base at this proven location!***

The Doctor averages 8 patients per day and welcomes approximately 8 - 10 new patients per month, ***from word-of-mouth referrals - the best kind of marketing!***

The office is ideally and conveniently located within walking distance of numerous major corporations. In addition, it situated in a high-traffic, popular Retail Shopping Center, anchored by Market & Drug Store giants and surrounded by extensive commercial amenities and office buildings. ***This practice enjoys the exclusive right to operate within this prestigious commercial compound!***

The office occupies approximately 830 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$195,000

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

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

We look forward to serving you

#DN-1044

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$195,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5		9 – 5		9 – 5	9 – 2
Doctor's Hours		9 – 5		9 – 5		9 – 5	9 – 2

Type of Practice: **Pedodontics** Reason for Selling: **Retirement**Years established: **Since 1987** Days worked past 12 months: **~ 150 days**

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:	5 yrs	Expiration date:	Sept 2021
Do you share space with another dentist?	Yes, this office is shared with a GP. Each pays 50% of the expenses and shares equipment equally.		
Rent per month	Monthly Base \$1,874.54*	Common area, maintenance fees /taxes included?	Yes

**This is a shared space and this amount represents 50% of the total monthly rent.*

If not included, current amount paid? Are utilities included? **No, water assessed quarterly. ~ \$200**Is the rent considered above, below or at fair market value? **Fair Market**

Type of Building:	Condo	Free-standing	Professional	Retail Center	X
Office Square footage:	~ 830 sf	Carpet?	Partial	Air conditioning?	Yes
Number of fully equipped ops:	3	Plumbed for additional ops?	No		
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes
		Lab:			Yes
Business office:	No	Restrooms:	Yes	Sterilization:	Yes
		Storage:			Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No
		Intra-oral Camera:	No	3D Imager:	No

Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, bustling Retail Shopping Center anchored by popular Market & Drug Store, within walking distance of major employers with extensive commercial amenities**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: *Focused on Pedodontics*

Preventative/Hygiene	39%	Diagnostic	28%	Adjunctive		Dentures
General Operative	23%	Endo	1%	Ortho	3%	Perio
Oral Surgery	4%	Cosmetic		Crown/Bridge	2%	Implant

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

Refer Complex Oral Surgery, Endo, Perio, Ortho, *Doctor offers Invisalign

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”? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Aetna, Blue Cross, Cigna, Delta Dental

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: **~ 8 – 10**

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

Average age of patients: **Pedodontic age range: ~ 10 – 12 yrs**

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

Type of recall system used? **Email – Text – Phone Call Reminders & Follow-up**

Number of recalls per month? **~ 60**

What types of Practice Promotions? **None**

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: **All Equipment in good functioning condition**

Average age of Equipment: **~ 30+ yrs, 1 OP ~ 5 yrs, X-ray Unit: ~ 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
Front Desk	M-Tu-W-F	Oct 2018		
Dental Assistant	M-W-F-Sat	June 2018		
RDA	Saturday			

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

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

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 \$ 325,665 2017 \$ 393,594 2016 \$ 450,018

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

Is pegboard or computer? **Computer** What type of computer? **PC/Windows 10**

What software? **EagleSoft** 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.