



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #EG-972 Elk Grove, California

*Real Estate will be available in the future!*

Prime location, a strong and loyal patient base, stellar reputation, excellent rapport with this esteemed office are only some of the attributes that has created the undeniable goodwill in this office!

The Doctor averages 10-12 patients w/ 8 Hygiene patients per day offering 5 days of hygiene/per week and welcomes approximately 20-25 new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story, free-standing Dental Professional building with ample parking on major thoroughfare in desirable professional corridor of bustling neighborhood. The office occupies approximately 3,500 square feet and consists of 8 fully equipped Ops + plumbing for additional Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 3 Restrooms.

***Reduced Price: \$495,000***

***~~Full Price: \$599,000~~***

*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**

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
Doctor's Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Personal</b>	
Years established:	<b>Since 2006</b>			Days worked past 12 months:		<b>~ 245 days</b>	

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>No</b>				
Is the space leased?	<b>Yes, to self</b>	Is lease renewable?	<b>N/A</b>	Is lease assignable?	<b>N/A</b>		
Term of Lease:	<b>Seller owns building, 10-yr lease</b>			Expiration date:	<b>2025</b>		
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$7,800.00/month</b>		Common area, maintenance fees /taxes included?	<b>No</b>			
If not included, current amount paid?	<b>\$550.00/month</b>		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	<b>Professional</b>	X	Retail Center		
Office Square footage:	<b>~ 3,500 sq. ft.</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>8</b>		Plumbed for additional ops?	<b>Yes</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 3</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Laser:	<b>Yes</b>	Digital X-ray:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>	Cerec:	<b>NO</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, single-story, free-standing, single-occupancy Dental Professional building w ample parking on major thoroughfare in desirable neighborhood</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15	Diagnostic	15	Adjunctive	0	Dentures	5
General Operative	15	Endo	5	Ortho/TMJ	5	Perio	5
Oral Surgery	5	Cosmetic	5	Crown/Bridge	25	Implant	

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

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

Type of patients as a percentage of Collections:

Private Pay 10 Insurance/PPO 80 Denti-Cal \_\_\_\_\_ Capitation (HMO) 10 Other \_\_\_\_\_

Are you a **Delta Provider**? If Yes, Y **Delta PPO** Y **Delta Premier**

**\*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, MetLife, United Concordia, Guardian**

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 – 25**

Average number of patients per day? Per-Doctor: **~ 12** Per-Hygienist: **8**

Hygiene days per week: **5** Percentage of Production by Hygiene: **~ 10-15**

Average age of patients: **Family Range: ~ 35+ yrs**

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

Type of recall system used? **Postcard & Email Reminders**

Number of recalls per month? **~ 150**

What types of Practice Promotions? **Website**

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: **Excellent Condition, Newer Midmark**

Average age of Equipment: ~ **11 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
<b>Office Manager</b>	<b>5 days x 8 hrs</b>	<b>2014</b>		<b>No</b>
<b>Treatment Coordinator</b>	<b>5 days x 8 hrs</b>	<b>2014</b>		<b>No</b>
<b>RDA</b>	<b>4 days x 8 hrs</b>	<b>2015</b>		<b>No</b>
<b>RDA</b>	<b>5 days x 8 hrs</b>	<b>2016</b>		<b>No</b>
<b>RDH</b>	<b>5 days x 8 hrs</b>	<b>2014</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? **No**

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

## PRACTICE FINANCIAL PROFILE

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

2018 \$ 815,605      2017 \$ 860,116      2016 \$ 791,740

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

Number of statements sent each month? ~ **35 – 40**                      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.**