



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**# EN-1052**

### **East Sacramento, California**

Nestled in one of Sacramento's most desirable communities, in a popular, thriving Commercial/Retail/Residential corridor is this remarkable, long-established opportunity, loaded with goodwill, dedicated, seasoned and experienced Staff. Effective management, personalized care and quality relationships are the focus of this practice, which has proven very successful over 50+ years!

The Doctor averages 10 patients w/ 7 Hygiene patients per day offering 4 days of hygiene/per week on relaxed 3-day workweek and welcomes approximately 4 - 5 new patients/per month by word-of-mouth referrals-the best kind of marketing!

The office is conveniently located in an attractive, well-maintained, free-standing Dental Professional complex with ample parking, on major thoroughfare, excellent visibility, easy accessibility and convenience. This office designed with office efficiency and patient flow in mind, has full-length floor-to-ceiling windows which creates a light, airy and inviting atmosphere. It occupies approximately 1,100 square feet and consists of 4 fully equipped Ops, Reception area, Business office, Lab/Sterilization, Private Office, Storage/Equipment Closet and Restroom.

***Full Price: \$950,000***

*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**

# EN-1052

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$950,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5			
Doctor's Hours		9 - 5	9 - 5	9 - 4			
Hygiene Hours		8 - 5	9 - 5	9 - 5			
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Personal</b>	
Years established:	<b>Since 1958, *current since 1991</b>			Days worked past 12 months:		<b>~ 125+ days</b>	

## 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>N/A</b>		
Term of Lease:	<b>5 yrs + renewable</b>			Expiration date:	<b>May 2020</b>		
Do you share space with another dentist?	<b>N/A, Great Landlord &amp; Great Dentist Neighbors / Tenants in Building</b>						
Rent per month	<b>\$ 3,126.00/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
Are utilities included?	<b>Yes, Trash, H2O, Utilities, Gas, Landscaping</b>						
Is the rent considered above, below or at fair market value?	<b>Below Fair Market</b>						
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>	<b>Professional</b>	<b>X</b>	Retail Center	
Office Square footage:	<b>~ 1,100 sq ft</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>4</b>		Plumbed for additional ops?	<b>No</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, 1</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>Yes</b>
						3D Imager:	<b>No</b>

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

**Located in an attractive, well-maintained, free-standing Dental Professional complex with excellent dentists as tenants. Ample surface level parking, major thoroughfares, unparalleled visibility, excellent accessibility and convenience in desirable professional corridor, across from restaurants and other retail establishments in busy neighborhood**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	12.6	Diagnostic	10.1	Adjunctive	0.3	Prosthodontics	0.7
General Operative	46.2	Endo	5.2	Ortho	0.2	Perio	2.1
Oral Surgery	3.6	Cosmetic		Fixed Prosth	9.6	Implant	9.4

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

**Refer Removable Prosth/Dentures, TMJ, Ortho, Difficult Pedo Behavioral Management, Complex Oral Surgery requiring Sedation, Endo Retreats and Complex Perio**

Type of patients as a percentage of Collections:

**Private Pa/Cash** 57.2 **Insurance/PPO** 42.8 **Denti-Cal** 0 **Capitation (HMO)** 0 **Other** \_\_\_\_\_

Are you a **Delta Provider**? Premier 10% Premier + PPO Yes

**\*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 & PPO, Aetna, Anthem/Blue Cross, Blue Shield, Cigna, Guardian, MetLife**  
*\*Complete List will be available upon request/included in Financial Package*

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: **~ 4 – 6**

Average number of patients per day? **3 days/week** Per-Doctor: **10** Per-Hygienist: **7**

Hygiene days per week: **4 days** (\*double Hygiene 2 days/per week)

Average age of patients: **Multi-generation Family**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Practice Works computer tracked**

Number of recalls? **Approximately 800 – 1,000 patients in recall system**

What types of Practice Promotions? **None, No Advertising, internal marketing: word-of-mouth referrals**

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:

Average age of Equipment: ~ 10+ yrs

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
<b>Office Manager</b>	<b>PT</b>	<b>1997</b>		
<b>Dental Hygiene</b>	<b>PT</b>	<b>1999</b>		
<b>Dental Hygiene</b>	<b>PT</b>	<b>2009</b>		
<b>Dental Assistant</b>	<b>PT</b>	<b>2006</b>		
<b>Dental Assistant</b>	<b>PT</b>	<b>2012</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? **No**

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Profit & Loss Statements:

2018 \$ 1,154,240    2017 \$ 1,155,054    2016 \$ 1,122,790

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

Is pegboard or computer? **Computer**      What type of computer? **Dell**

What software? **Patient-based Practice Works**

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.**

