



WESTERN PRACTICE SALES

John M. Cahill Associates

#JC-1054 Visalia, California

With more than 25 years of goodwill, excellent signage, corner lot, and both practice and real estate available for purchase, you won't want to miss this rare opportunity!

The Doctor averages 8 patients w/ 8 Hygiene patients per day offering 3 days of hygiene/per week and generates approximately 10-15+ new patients per month.

The office is conveniently located in an attractive, well-maintained, long-established, free-standing Professional Building on major thoroughfare in professional corridor of desirable neighborhood.

This spacious office occupies approximately 2,260 square feet and consists of 6 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$275,000

Real Estate: \$517,000

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

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

We look forward to serving you

JC-1054

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 275,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5			
Doctor's Hours		8 – 5	8 – 5				
Associate's Hours				8 – 5			
Hygienist Hours		8 – 5	8 – 5	8 – 5			
Type of Practice:	General			Reason for Selling:		Personal	
Years established:	Since 1991			Days worked past 12 months:		~ 150 days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes
Is the space leased?	N/A	Is lease renewable?	N/A
		Is lease assignable?	N/A
Term of Lease:	Seller owns building		Expiration date: N/A
Do you share space with another dentist?	Yes, Associate is staying with practice		
Rent per month	Seller owns building, If building is not purchased, FMR negotiable @ \$2.00/sf		
Common area, maintenance fees /taxes included?	N/A	Are utilities included?	N/A
Type of Building:	Condo	Free-standing X	Professional Retail Center
Office Square footage:	~ 2,260 sq. ft.	Carpet?	Yes, Partial
		Air conditioning?	Yes
Number of fully equipped ops:	6	Plumbed for additional ops?	No
Reception area:	Yes	Dark room:	No
		Doctor's office:	Yes
		Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2
		Sterilization:	Yes
		Storage:	Yes
Digital X-ray:	Yes	Cerec:	No
		Laser:	No
		Intra-oral Camera:	Yes
		3D Imager:	Yes
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, free-standing building on major thoroughfare in desirable, established professional corridor		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15	Diagnostic	10	Adjunctive	5	Dentures	5
General Operative	10	Endo	10	Ortho/TMJ		Perio	
Oral Surgery	5	Cosmetic	15	Crown/Bridge	25	Implant	

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

Refer Implants, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 20 **Insurance/PPO** 80 Denti-Cal ___ Capitation (HMO) ___ Other ___

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

Office accepts all dental insurance plans

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: **~ 12 – 15+**

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

Hygiene days per week: **3** Percentage of Production by Hygiene: **~ 15%**

Average age of patients: **Mature Family Range: 40 – 50 yrs**

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

Type of recall system used? **Dentrix tracked, computerized postcards**

Number of recalls per month? **~ 100+**

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:

Average age of Equipment: ~ 4 – 5 yr

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Office Manager	3 days/wk	1 yr	Available	No
RDA	3 days/wk	6 yrs	Upon	No
DA/Receptionist	3 days/wk	2 yrs	Request	No
Hygienist	3 days/wk	6 months		No

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

Has staff left the practice recently? **Office Manager – retirement**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 \$ 435,561* 2017 \$ 583,909 2016 \$ 608,591

** based on 2 Doctor days/week for 6 months, Please ask Broker for details*

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

Number of statements sent each month? **35** Is pegboard or computer? **Computer**

What type of computer? **Dell** 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.