



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#AZ-1036**

**Cochise County, Arizona**

***Ready to Retire, and Looking for a Quality Dentist to Continue the Legacy!***

***Located in one of Arizona's most desirable Communities!*** With a practice philosophy to treat all patients with honesty, compassion and thoughtful care, this practice has proven its success at this location. With a stellar reputation of quality care, it strives to deliver treatment with thorough education of treatment plans to a loyal, stable and mature patient base w/ varying socio-economic backgrounds.

***Doctor currently working a limited schedule. Imagine the growth possibilities, and income potential, simply by increasing to a normal work week and keeping the majority of referred procedures in house!***

The Doctor averages 6 patients w/ 7 Hygiene patients per day offering 2 days of hygiene/per week and welcomes approximately 5-6 new patients per month.

The office is conveniently located in a long-established, well-maintained, attractive, single-story Professional building in desirable, well-known healthcare corridor with close proximity to Medical facility in residential neighborhood.

The office occupies approximately 1,400 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

***Seller Motivated! Will Consider All Reasonable Offers!***

***Full Price: \$249,000***

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

**Jeff J. Tonner, JD**

**Mark B. Hughes, DDS**

**800.641.4179**

**▶ Honesty ▶ Integrity ▶ Professionalism ▶ Experience**

**We look forward to serving you**

# AZ-1036

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$249,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 4	8 – 4	8 – 4	8 – 4		
Doctor's Hours		8 – 12	8 – 4	8 – 4	8 – 4		
Hygienist Hours		8 – 4	8 – 4				
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	~ 40+ yrs		Days worked past 12 months:			~ 188 days	

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Yes</b>
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>
		Is lease assignable?	<b>Yes</b>
Term of Lease:	<b>Seller owns building – Negotiable</b>		Expiration date: <b>N/A</b>
Do you share space with another dentist?	<b>N/A</b>		
Rent per month	<b>\$3,700.00/month– Negotiable</b>	Common area, maintenance fees /taxes included?	<b>No</b>
If not included, current amount paid?	<b>\$1,728.00/yr</b>	Are utilities included?	<b>No</b>
Is the rent considered above, below or at fair market value?	<b>Above Market Value *to be negotiated</b>		
Type of Building:	<b>Condo</b>	<input checked="" type="checkbox"/> Free-standing	<b>Professional</b>
	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/> Retail Center
Office Square footage:	<b>~ 1,400 sq ft</b>	Carpet?	<b>No</b>
		Air conditioning?	<b>Yes</b>
Number of fully equipped ops:	<b>3</b>	Plumbed for additional ops?	<b>No</b>
Reception area:	<b>Yes</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>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):

**Long-established, attractive, well-maintained, single-story Professional building complex w/ ample parking near town center, in highly desirable healthcare corridor with nearby Medical Facility in residential neighborhood of family homes. Live in one of Arizona's most desirable communities.**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>12</b>	Diagnostic	<b>9.9</b>	Adjunctive	<b>2.2</b>	Dentures	<b>9.7</b>
General Operative	<b>21.6</b>	Endo	<b>0.3</b>	Ortho/TMJ	<b>0.0</b>	Perio	<b>1.4</b>
Oral Surgery	<b>1.8</b>	Cosmetic	<b>&lt; 5</b>	Crown/Bridge	<b>27.2</b>	Implant	<b>3.2</b>

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

**Most Oral Surgery, Perio, and Pedo. All Endo, and Implant placement**

Type of patients as a percentage of Collections:

**Private Pay** 49 **Insurance** 51 AHCCCS \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ **PPO** None

Does your practice participate in "Care Credit"? **Yes**

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

**No PPO. A list of accepted insurances included as part of the 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: **~ 5 – 6**

Average number of patients per day? Per-Doctor: **6** Per-Hygienist: **7**

Hygiene days per week: **2 days**

Does the office have Nitrous Oxide? **Yes, Centrally plumbed to each OP**

Average age of patients: **Varying Family Range**

Type of recall system used? **Postcards**

Number of recalls per month? **~ 50**

What types of Practice Promotions are in effect? **White Page and Yellow Page Ads. Word-of-Mouth**

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: **Tiled Flooring: ~ 10 yrs, Paint ~ 2 yrs**

Average age of Equipment: **Average: 30 yrs, ~ 1 – 40+ yrs**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **R/L/Convert**

<b>PERSONNEL</b>				
Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
<b>DDS</b>	<b>M – Th</b>	<b>Aug 1975</b>		
<b>Billing / Insurance</b>	<b>M – Tues</b>			
<b>Office/Chairside</b>	<b>M – Th</b>	<b>Mar 1999</b>		
<b>Office/Chairside</b>	<b>Tues – Thurs</b>	<b>May 2010</b>		
<b>RDH</b>	<b>M – Tues</b>	<b>July 2018</b>		
Do family members work in the office?	<b>Yes, Part Time</b>	If yes, how much are they paid?	<b>Varies</b>	
Has staff left the practice recently?	<b>No</b>			
Is there a practice management consultant?	<b>No</b>			
<b>PRACTICE FINANCIAL PROFILE</b>				
<b>Last 3 years' Gross Collections from Tax Returns:</b>				
2018 <u>  \$ 382,624  </u> 2017 <u>  \$ 385,374  </u> 2016 <u>  \$ 308,211  </u>				
<b>*Collection amounts are approximate and should be verified by Buyer</b>				
Is pegboard or computer?	<b>Computer</b>	What type of computer?	<b>Patterson/HP</b>	
What software?	<b>Eaglesoft</b>	Is software transferable?	<b>Transfer Fee, if applicable, to be paid by Buyer</b>	
Fees Schedule:	<b>Available upon request</b>			
<p><b>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.</b></p> <p><b>WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES</b> 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.</p>				