



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#BN-1060**

**Lafayette, California**

This thriving city in Contra Costa County is known for its pastoral rolling hills, good schools, and wealthy residents. Imagine being able to live, practice and raise your family here in this community, where the lifestyle just can't be beat! With a little attention to marketing, maximizing your office hours from current relaxed workweek and keeping specialty procedures in-house, the growth potential will be amazing!

The Doctor averages 8 - 10 patients w/ 8 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 an attractive, well-maintained, single-story Dental Professional building complex with ample parking, pristine landscaping and easy accessibility for patients in this desirable commercial/residential neighborhood. It 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 2 Restrooms.

*~Seller Motivated~*

*All Reasonable Offers Will Be Considered!*

*Reduced - Now Only: \$198,000 !*

*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**

# **BN-1060****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$198,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Doctor's Hours		8 - 5		8 - 5	8 - 2		
Hygienist Hours		8 - 5		8 - 5	8 - 2		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Personal</b>		
Years established:	~ 30+ yrs		Days worked past 12 months:		<b>3 days/wk</b>		

**OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>Owner may consider selling Real Estate</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>7 ½ yrs</b>	Expiration date:	<b>April 2021</b>				
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$ 4,900.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>				
If not included, current amount paid?	Are utilities included?		<b>No</b>				
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>						
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>	Professional	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>Yes, 1</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, 2</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):

**Attractive, well-maintained, single-story, free-standing Dental Professional complex w ample parking, pristine landscaping, convenient accessibility and excellent visibility in desirable neighborhood**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>25</b>	Diagnostic	<b>10</b>	Adjunctive		Dentures	
General Operative	<b>25</b>	Endo		Ortho/TMJ	<b>5</b>	Perio	
Oral Surgery	<b>5</b>	Cosmetic	<b>10</b>	Crown/Bridge	<b>20</b>	Implant	<b>&gt; 1</b>

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

**Refer Complex Oral Surgery, Endo, Perio, Difficult Pedo (rarely treats Pedo)**

Type of patients as a percentage of Collections:

Private Pay ~42% Insurance/PPO ~58% Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a **Delta Provider?** Premier Only \_\_\_\_\_ **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:

**Aetna, Ameritas, Anthem, Blue Cross, Assurant, Blue Shield, Cigna, Careington, Delta PPO**

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? **~ 16-18** Per-Doctor: **~ 8 - 10** Per-Hygienist: **~ 8**

Hygiene days per week: **2** Percentage of Production by Hygiene: **25%**

Average age of patients: **Mature Family Range: 30 - 60 yrs**

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

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

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

What types of Practice Promotions? **New Patient Specials & Promotion**

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: **All in good functional condition**

Average age of Equipment: ~ 5 – 10 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	4 days/30 hrs	May 2019		
RDH	2 days x 6 hrs	Feb 1996		
RDA	4 days/30 hrs	May 2011		

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 \$ 361,066 2017 \$ 366,741 2016 \$ 452,388

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

Number of statements sent each month? ~ 50+ 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.