



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1042

Mountain View, California

Following all the guidelines of productivity and efficiency, this office, with its conservative and preventative philosophy sets the bar for all dentists to aspire to and can be the model for all offices. Serving a loyal, stable patient base by providing a full spectrum of quality, high-end dentistry, this is an amazing opportunity which will not wait for the hesitant buyer! Come to work in this practice and you'll never mind staying late to accommodate your patients!

The Doctor averages 6 - 10 patients w/ 8 Hygiene patients per day and generates approximately 8 new patients per month, mostly by the best kind of marketing: word-of-mouth referrals!

The office is conveniently located in an attractive, well-maintained, single-story Professional building with a basement for storage in an affluent neighborhood with close proximity to a local medical facility and church. With a stunning glass entry and excellent curb appeal of mature landscaping, this bright and airy office with its bright lighting, soft colors and high ceilings was professionally designed for office efficiency and patient flow in mind. It occupies approximately 890 square feet and consists of 3 fully equipped Ops, shared Reception area, Private office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Full Price: \$895,000

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

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▶ **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		
Doctor's Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Associate's Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Hygienist Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Type of Practice:	General			Reason for Selling:		Personal / Health	
Years established:	~ 20 yrs			Days worked past 12 months:		~ 200 days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	N/A				
Is the space leased?	No	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns suite			Expiration date:	N/A		
Do you share space with another dentist?	shares Reception area only, otherwise completely Separate Practice						
Rent per month	\$5,000.00/month	Common area, maintenance fees /taxes included?	No				
If not included, current amount paid?	\$4,000.00/yr	Are utilities included?	No				
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 860 sf	Carpet?	Partial -Reception	Air conditioning?	Yes		
Number of fully equipped ops:	3	Plumbed for additional ops?	No				
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 1	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, single-story Professional Building complex w storage in basement in affluent neighborhood with close proximity to popular medical facility and church in desirable neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	9	Diagnostic	14	Adjunctive	2	Dentures	2
General Operative	16	Endo		Ortho/TMJ	2	Perio	1
Oral Surgery	< 1	Cosmetic	5	Crown/Bridge	48	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 30 Insurance/PPO 70 Denti-Cal Capitation (HMO) Other

Are you a **Delta Provider**? **Yes** If Yes, Delta PPO Yes **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"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta Premier only**

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: **~ 8**

Average number of patients per day? Per-Doctor: **6 - 10** Per-Hygienist: **~ 8**

Hygiene days per week: **4** Percentage of Production by Hygiene: **30%**

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

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

Type of recall system used? **Pre-scheduling, Computerized Postcards, Phone Call Reminders**

Number of recalls per month? **~ 120**

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:

New updated bathroom, carpet, and paint ~ 2 yrs

Average age of Equipment: ~ 10 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
Associate DDS	2 days/16 hrs	2017		No
Associate DDS	2 days/16 hrs	2019		No
Dental Hygiene	2 days/16 hrs	2019		No
Dental Hygiene	1 day/ 8 hrs	2014		No
Dental Assistant	4 days/36 hrs	2001		Yes
Front Office	4 days/36 hrs	2001		Yes

Do family members work in the office? **Yes** If yes, how much are they paid? **Varies**

Has staff left the practice recently? **Yes**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 \$ 1,112,331 2017 \$991,243 2016 \$ 916,570

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

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

What software? **Eaglesoft**

Is software transferable? **Unknown, 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.