



WESTERN PRACTICE SALES

John M. Cahill Associates

#HG-1068 Lake Tahoe Area

Most people dream of vacationing in the spectacular beauty of the majestic Sierra Nevada mountains and Lake Tahoe, where perennial recreational activities abound! *Imagine living and practicing here in this alpine paradise and gorgeous lake community, which you get to call “home” all year round.* We are presenting a remarkable stellar practice, which will make you the envy of all your colleagues and friends when they visit!

*Doctor currently only works at practice 3 days a week,
the practice has a healthy patient base with room for growth.*

The Doctor averages 7 – 8 patients w/ 7 – 8 Hygiene patients per day offering 3+ days of hygiene/per week and welcomes approximately 5 new patients per month.

The office is conveniently located in a long-established, attractive, well-maintained, free-standing Building on huge double lot with ample parking and the added bonus of living accommodations w/ Bedroom, Bath, Kitchen & Living Room attached!

The office occupies approximately ~ 2,500 sq. ft. square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$315,000

Real Estate Available

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

Timothy G. Giroux, DDS

Jon B. Noble, MBA

John M. Cahill, MBA

Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

HG-1068

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$315,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	10 – 2		
Doctor's Hours		9 – 5	9 – 5	9 – 5			
Hygienist Hours		9 – 5	9 – 5	9 – 5	9 – 4 ^{x1/month}		
Type of Practice:	General			Reason for Selling:		Personal	
Years established:	~ 30+ yrs			Days worked past 12 months:		~ 48 wks/yr	

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
Term of Lease:	Seller owns building		Expiration date:
Do you share space with another dentist?	N/A		
Rent per month	\$4,500.00/month	Common area, maintenance fees /taxes included?	No
If not included, current amount paid?	TBD	Are utilities included?	No
Property includes ~1,000 sf space that if purchased Buyer can lease for rental income of ~\$1,200.00/month.			
Is the rent considered above, below or at fair market value?	Will be adjusted to normalized FMR		
Type of Building:	Condo	Free-standing	X
Office Square footage:	~ 2,500 sq. ft.	Carpet?	Yes
Number of fully equipped ops:	3	Plumbed for additional ops?	No
Reception area:	Yes	Dark room:	No
Business office:	Yes	Restrooms:	Yes, 2
Digital X-ray:	Yes	Lasers:	No
	Cerec:	No	Intra-oral Camera:
			Yes
			3D Imager:
			No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, free-standing building on huge lot w ample parking and housing accommodations attached		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20	Diagnostic	12	Adjunctive	2	Dentures	5
General Operative		Endo	2	Ortho/TMJ		Perio	5
Oral Surgery	1	Cosmetic	2	Crown/Bridge	38	Restorative	13

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

Oral Surgery, Endo, Perio, Ortho, Pedo

Type of patients as a percentage of Collections:

Private Pay **51** Insurance/PPO **49** Denti-Cal Capitation (HMO) Other

Are you a **Delta Provider**? **Premier Only** **Y** 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: **Delta Premier**

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**

Average number of patients per day? **~ 14 – 16** Per-Doctor: **~ 7 – 8** Per-Hygienist: **~ 7 – 8**

Hygiene days per week: **3 plus an additional 1 day per month**

Average age of patients: **~ 45 years**

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

Type of recall system used? **Pre-Scheduling at Office Visit**

Number of recalls per month? **~ 64**

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 Sterilizer, Handpieces, IsoDry**

Average age of Equipment: **Range: Brand new to 21 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
RDH	2-3 days/wk	Oct 2018		No
RDH	1 day/wk	2012		No
Front Office	4 days/wk	Jan 2019		No
Dental Assistant	3 days/wk	1998		No

Do family members work in the office? **Yes** If yes, how much are they paid? **0.00**

Has staff left the practice recently? **No**

Is there a practice management consultant? **Yes**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 \$ 407,378 2017 \$ 441,242 2016 \$ 392,984

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

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

What software? **Dentrix/ Dexis**

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.