



WESTERN PRACTICE SALES

John M. Cahill Associates

#GN-1073

Paradise, California

Here is a remarkable opportunity to purchase a quality, family-oriented, fee-for-service practice with a stellar reputation. It boasts a full schedule of patients from day one and a healthy new patient/per month growth rate. The accompanying stand-alone office is near the desirable down town location and proposed new city center. All of this is located in a small mountain community close to colleges, an urban center, boating and outdoor recreation.

The Doctor averages 11 patients per day w/9 Hygiene patients per day, thereby offering 6 days of hygiene per week on a busy 3½ day workweek. Currently, the practice is welcoming many new patients per month - all of it generated by word-of-mouth referrals. The office personnel have a stellar work ethic combined with a remarkable team focus. Patients love to come back for follow-up visits because of this warm, friendly atmosphere. This practice has never secured any paid advertising to build its patient base.

The beautifully designed and warmly decorated office is in a single-story, well-maintained building constructed by the area's top builder. It is located on an easy to enter and exit street near schools and parks. The 1,800 square foot office has good parking, ADA compliant accessibility, and 4 fully equipped ops, well-lit reception area, Doctor's private office, Business office, Sterilization Lab, Storage, and Restroom. There is a separate lounge for employees with an adjoining Restroom.

Reduced! Now Only: \$325,000

Real Estate: \$325,000

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

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

We look forward to serving you

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WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$325,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 – 5	8 – 5	8 – 5	8 – 2	
Doctor's Hours			8 – 5	8 – 5	8 – 5	8 - 2	
Hygienist Hours			8 – 5	8 – 5	8 – 5	8 – 2	
Type of Practice:	General/Family		Reason for Selling:			Retirement	
Years established:	~ 40+ yrs		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:
Do you share space with another dentist?	N/A		
Rent per month	Seller owns building	Common area, maintenance fees /taxes included?	N/A
If not included, current amount paid?	Are utilities included?		N/A
Is the rent considered above, below or at fair market value?	Seller owns building		
Type of Building:	Condo	Free-standing	X
		Professional	Retail Center
Office Square footage:	~ 1,800 sq. ft.	Carpet?	Partial
		Air conditioning?	Yes
Number of fully equipped ops:	4	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
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-designed, fully landscaped, well-maintained single-story Professional building w/ ample parking, ADA compliant accessibility		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	21	Diagnostic	13	Adjunctive	0	Dentures	7
General Operative	41	Endo	3	Ortho/TMJ	1	Perio	2
Oral Surgery	4	Cosmetic	2	Crown/Bridge	5	Implant	1

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

Refer Complex Oral Surgery-impacted 3rd molars, Endo (difficult molar), Perio (FM), Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 66 **Insurance** 33 **Denti-Cal** 1 **Capitation (HMO)** 0 **Other** 0

Are you a **Delta Provider**? **Premier Only** Yes **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"? **No**

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

Delta Premier, Oroville Hospital (4 pts), Pacific Health Alliance PPO - very limited

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: **~ 25 - 30**

Average number of patients per day? Per-Doctor: **~ 8 - 11** Per-Hygienist: **~ 8**

Hygiene days per week: **6** Percentage of Production by Hygiene: **~ 30**

Average age of patients: **Mature Family Range: ~ 55 yrs**

Does the office have Nitrous Oxide? **Yes, Portable Cart**

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

Number of recalls per month? **~ 185+**

What types of Practice Promotions? **Internal Marketing: word-of-mouth referral based**

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: **Well-maintained, good working condition**

Average age of Equipment: **~ 25 yrs except NEW handpieces, X-ray sensors, Intra-oral Camera**

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
Reception	4 days/32 hrs	Jan 2002		
Dental Hygiene	1 days/8 hrs	Feb 2018		
Dental Assistant	4 days/32 hrs	Sept 2017		
Front Desk/Insurance	4 days/32 hrs	June 2018		
Dental Hygiene	2.75 days/22 hrs	Nov 2013		
Dental Hygiene	2 days/16 hrs	Jan 2015		

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

Has staff left the practice recently? **Yes (retirement)**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 \$ 592,862 2017 \$ 626,538 2016 \$ 631,538

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

Number of statements sent each month? **~ 160+** Is pegboard or computer? **Computer**

What type of computer? **Dell, HP** What software? **PracticeWorks/CareStream**

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.