



Mountains are calling YOU to Life in an Alpine Paradise: Come Home to Nature's Infinite Beauty, Endless Calm and Serenity with Unparalleled Recreation!



This is YOUR LIFE with purchase of a long established Million Dollar Practice. LIVE THE DREAM! Call for details





WESTERN PRACTICE SALES

John M. Cahill Associates

#HG-987

Lake Tahoe Area

LIVE THE DREAM and practice your best dentistry in this well-established, million dollar “state-of-the-art” practice. *The mountains are calling you to an amazing lifestyle in this Alpine Paradise of stunning beauty and unparalleled, perennial recreational activities!* Imagine being able to live, play, work and own your building in a practice tucked in a rustic, picturesque mountain setting, surrounded by breathtaking views and nature’s infinite beauty, endless calm and serenity. ***Purchase this remarkable opportunity and you will be the envy of all as you live a lifestyle where others only dream about!***

Doctor and Hygienist each average 7–8 patients per day, offering 4 days of hygiene/per week and welcome approximately 20–25 new patients per month, growth generated by word-of-mouth referrals: the best kind of marketing!

The spacious, open floor plan office was designed with office efficiency and patient flow in mind, and occupies approximately 3,400 square feet and consists of 6 fully equipped ops, Reception area, Doctor’s office, Business office, Sterilization, Dark room, Lab, Storage and 3 Restrooms.

Full Price: \$785,000

Real Estate Available: Call for Details

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

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

We look forward to serving you

HG-987

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 785,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT	
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5	by appt		
Doctor's Hours		9 – 5	9 – 5	9 – 5	9 – 5			
Hygienist Hours		9 – 5	9 - 5	9 – 5	9 – 5			
Type of Practice:	General		Reason for Selling: Retirement					
Years established:	~ 40 yrs		Days worked past 12 months: ~ 190 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, New Lease to be negotiated by Buyer							
Do you share space with another dentist?	Yes							
If yes, percentage of Associate's Production:	~ 1 – 2 %							
Will Associate stay on with practice?	No							
Rent per month	\$6,600.00/month			Common area, maintenance fees /taxes included?				No
If not included, current amount?	To be determined			Are utilities included?				No
Is the rent considered above, below or at fair market value?	Fair Market Value							
Type of Building:	Condo	Free-standing		X	Professional	Retail Center		
Office Square footage:	~ 3,400 sq. ft.		Carpet?	Yes		Air conditioning?	Yes	
Number of fully equipped ops:	6		Plumbed for additional ops?	No				
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes	
Business office:	Yes	Restrooms:	Yes, 3	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):	Top floor of attractive, well-maintained 2-story, free-standing building with large, windows creating bright, well-lit office, drawing in surrounding, picturesque views of stunning rustic & mountain beauty Tahoe is famous for!							

PATIENT DEMOGRAPHICS									
Breakdown of Service/Procedures as a percentage of Collections:									
Preventative/Hygiene	17	Diagnostic	10	Adjunctive	0.5	Dentures	4		
General Operative	18	Endo	9	Ortho/TMJ	2	Perio			
Oral Surgery	6	Cosmetic	3	Crown/Bridge	28	Implant	3		
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)									
Complex Implant, Small Perio Grafts, Difficult Endo, Ortho									
Type of patients as a percentage of Collections:									
Private Pay	<u>10</u>	Insurance/PPO	<u>90</u>	Denti-Cal	___	Capitation (HMO)	___	Other	___
Are you a Delta Provider ? Yes If Yes: ___ PPO + Premier <u>X</u> Premier only									
* 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 & Most PPO Plans									
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: ~ 20 – 25									
Average number of patients per day? Per-Doctor: ~ 7 – 8 Per-Hygienist: ~ 7 – 8									
Hygiene days per week: 4 Percentage of Production by Hygiene: ~ 16%									
Average age of patients: Family range: ~ 25 – 70 yrs.									
Does the office have Nitrous Oxide? Yes									
Type of recall system used? Pre-scheduling, Computerized Postcards, Letters									
Number of recalls per month? ~ 110									
What types of Practice Promotions? Website, Phone Book Ad, Internal Marketing: word-of-mouth referrals									
Phone Book Advertising? * Yes * <i>Phone book advertising contracts will be the responsibility of buyer after transition.</i>									

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:

Wood flooring, Laminate, and Granite Countertops

Average age of Equipment: **Range ~ 1-30 yrs**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Convertible**

PERSONNEL

AVAILABLE UPON REQUEST, UNDER SEPARATE COVER

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

**Seller's children are on payroll for tax purposes and their services will no be required after sale.*

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 \$ 1,002,081 P&L 2017 \$ 965,660 2016 \$ 969,916

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

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

What type of computer? **Dell/PC** What software? **EagleSoft**

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.