



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1081 San Jose, California

Remarkable opportunity to own in popular Retail Shopping Plaza. Office stands out among busy amenities and commercial businesses with ample parking. Let the patients come to you, joining an already stable patient base. Foot traffic is generated by excellent visibility with the convenience of street-level accessibility. Seller has installed thoughtful modern build-outs with tasteful décor, creating an inviting atmosphere for quality care and wonderful dental experience.

The office is conveniently located in an attractive, well-maintained, busy, popular Retail Shopping Center plaza with easy accessibility and excellent visibility for patient convenience.

The office occupies spacious 2,800 square feet and consists of 8 fully equipped Ops, Reception area, Private office, Business office, Sterilization, Lab, Storage, and 3 Restrooms.

~~**Full Price: \$395,000**~~
REDUCED! \$295,000

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

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

We look forward to serving you

DG-1081**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$ 295,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 – 6	9 – 6		9 – 6	9 – 4
Doctor's Hours			9 – 6	9 – 6		9 – 6	9 – 4
Associate's Hours						9 – 6	9 – 4
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	Since 2005		Days worked past 12 months:			~ 160 days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	N/A				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	10 yrs w/ 5-yr option			Expiration date:	2020		
Do you share space with another dentist?	No						
Rent per month	\$10,000.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	N/A		Are utilities included?	Yes, Water			
Is the rent considered above, below or at fair market value?							
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 2,800 sf		Carpet?	Wood & Marble	Air conditioning?	Yes	
Number of fully equipped ops:	8		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Intra-oral Camera:	Yes	3D Imager:
Description of office building, Location and attributes of practice (a brief description):	Conveniently located in a busy, popular Retail Shopping Center with ample parking, easy accessibility and excellent visibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	17	Diagnostic	31	Adjunctive	Dentures
General Operative	26	Endo	3	Ortho/TMJ	Perio
Oral Surgery	4	Cosmetic		Crown/Bridge	7
				Implant	

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

Refer Ortho, Most Specialties are performed in-office

Type of patients as a percentage of Collections:

Private Pay ____ Insurance/PPO ____ Denti-Cal __ Capitation (HMO) ____ Other ____

Are you a **Delta Provider**? Premier Only _____ **Premier + PPO** Y

***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:

Most Insurances accepted

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: **~ 30**

Average number of patients per day? Per-Doctor: **15** Per-Hygienist: **N/A**

Hygiene days per week: **N/A**

Average age of patients: **Family Range**

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

Type of recall system used? **Computer Tracked: Dentrix G6**

Number of recalls per month? **~ 80**

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:

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	Eligible for benefits
Dental Assistant	4 days x 8 hrs	2016	Available	No
Front Desk	4 days x 8 hrs	2016	Upon	No
Front Desk	4 days x 8 hrs	2016	Request	No

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

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 \$ 663,717 2017 not for use 2016 not for use

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

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

What software? **Dentrix G6** 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.