



WESTERN PRACTICE SALES

John M. Cahill Associates

#DN-1107

San Jose, California

With a patient base of young working families with children, this quality, family-oriented practice is a remarkable opportunity for the astute Dentist, wishing to establish his Dental Empire and build his success story at this proven location! Hesitate and you may miss out on the best decision of your life!

Doctor averages 8 – 12+ patients per day and welcomes approximately 13-15 new patients per month, adding to an already stable patient base by internal marketing: word-of-mouth referrals of quality dental care and personalized service, the best kind of marketing!

With an excellent location above a busy Supermarket, growth is generated by foot traffic and new families who attend Art and Piano Studios in same Center. Office is conveniently located in an attractive, well-maintained, 15+ yo, 2-story Retail Shopping Plaza, located at the center of a highly desirable, thriving Residential Evergreen neighborhood.

The office occupies approximately 1,200 square feet and consists of 3 fully equipped Ops with ADEC Chairs, Stools & Cabinets with plumbing for (1) one additional Op. High-end equipment include: SCHICK Digital X-rays, Planmeca X-ray Unit, Eaglesoft software, Zoom etc. All OPS have big, bright windows, which not only creates a light and airy environment with natural sunlight but also has great views of the valley! Reception area, Children's playroom, Doctor's office, Business office, Triangular Sterilization Center, Lab, Storage, and Restroom.

Full Price: \$535,000

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

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

We look forward to serving you

DN-1107

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$535,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours				10 – 8	9 - 5	9 – 5	9 – 5
Doctor's Hours *	<i>by appt</i>	<i>by appt</i>		10 – 8 x 2	9 – 5	9 – 5	9 – 5 x 2

**Doctors 1 – Works 30 hours weekly. Doctor 2 – Works 15 hours weekly.*

Type of Practice	General	Reason for Selling:	Relocation
Years established:	Since 2004	Days worked past 12 months:	~ 190+ 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:	5 + 5	Expiration date:	2024
Do you share space with another dentist?	N/A		
Rent per month	\$6,500.00/month	Common area, maintenance fees /taxes included?	Yes
If not included, current amount paid?	Are utilities included? Yes, Water		
Is the rent considered above, below or at fair market value?	Fair Market Rent		
Type of Building:	Condo	Free-standing	Professional
			Retail Center X
Office Square footage:	~ 1,200 sq. ft.	Carpet?	Partial
		Air conditioning?	Yes
Number of fully equipped ops:	3	Plumbed for additional ops?	Yes, 1
Reception area:	Yes	Dark room:	No
		Doctor's office:	w/ Lab
		Lab:	Yes
Business office:	No	Restrooms:	Exterior
		Sterilization:	Yes
		Storage:	Yes
Digital X-ray:	Yes	Cerec:	No
		Laser:	No
		Intra-oral Camera:	Yes
		3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, 2-story, popular Retail Shopping Plaza on busy thoroughfare, at the center of highly desirable Residential neighborhood developed within 15-20 yrs ago		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	33	Diagnostic	34	Adjunctive	3	Dentures	0.5
General Operative	11	Endo	1	Ortho/TMJ	2	Perio	4
Oral Surgery	1	Cosmetic	3	Crown/Bridge	6	Implant	1

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

Refer Complex Oral Surgery, Endo & Perio

Type of patients as a percentage of Collections:

Private Pay 5 **Insurance/PPO** 95 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"? **No**

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

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: **~ 13 - 15**

Average number of patients per day? Per-Doctor: **~ 8 - 14** Per-Hygienist: **N/A**

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

Average age of patients: **Young Working Family Range: ~ 30 - 40 yrs**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 100**

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

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: **Leaseholds from Scratch Start ~ 15+ yrs**

Average age of Equipment: **~ 12 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
Front Office	4-5 days/wk	2004		
Dental Assistant	3 days/wk	2015		
Dental Assistant	1-2 days/wk	2018		
Dental Assistant	1 day/wk	2012		

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

Has staff left the practice recently? **Yes, maternity leave**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2019 \$ 720,000 2018 \$ 757,651 2017 \$ 679,514

***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? **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.