



WESTERN PRACTICE SALES

John M. Cahill Associates

#EG-1093 Auburn, California

Enviably location, stable patient base and visibility are only some of the attributes of this family-oriented practice in the heart of town! This will undeniably be one of the best decisions you will ever make as you carry on the tradition and philosophy of delivering high quality of care at this proven, successful location!

Doctor averages 10 patients per day and welcomes approximately 3 new patients per month on a relaxed 2- day workweek.

The office is located in an attractive, highly visible, easily accessible, 2-story stucco Professional building at the corner and busy intersection off one of the busiest, major thoroughfares in town. With Hospital, Medical/Dental Complexes and a School nearby, this is a much coveted corner on one of the most desirable professional corridors!

The office occupies approximately 1,000 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Sterilization, Darkroom, Storage, and Restroom.

Full Price: \$120,000

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

EG-1093

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$120,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5			8 – 5		
Doctor's Hours		8 – 5			8 – 5		

Type of Practice: **General Dentistry**Reason for Selling: **Personal**Years established: **~ 12 yrs**Days worked past 12 months: **~ 100 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 yrs	Expiration date:	2022
Rent per month	~ \$2,000.00/month	Common area, maintenance fees /taxes included?	No
If not included, current amount paid?	\$300.00/month	Are utilities included?	No
Is the rent considered above, below or at fair market value?	Fair Market Rent		
Type of Building:	Condo	Free-standing	X
		Professional	X
		Retail Center	
Office Square footage:	~ 1,000 sf	Carpet?	Yes
		Air conditioning?	Yes
Number of fully equipped ops:	3	Plumbed for additional ops?	Possibly
Reception area:	Yes	Dark room:	Yes
		Doctor's office:	Yes
		Lab:	No
Business office:	No	Restrooms:	Yes, 1
		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): **Corner location w/ great visibility and accessibility in highly desirable professional corridors w Hospital/ Medical/Dental Complexes and School nearby**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	18	Diagnostic	12	Adjunctive	2	Dentures	4
General Operative	9	Endo	2	Ortho/TMJ		Perio	0
Oral Surgery	3	Cosmetic		Crown/Bridge	48	Implant	2

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

Refer Complex Oral Surgery: 3rd molar extractions, Perio, Some Molar Endo

Type of patients as a percentage of Collections:

Private Pay 20 **Insurance/PPO** 80 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:

Delta DPO, MetLife, Premier Access, Guardian, United Concordia, Aetna, Humana, Cigna

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: **~ 3**

Average number of patients per day? Per-Doctor: **~ 10** Per-Hygienist: **N/A**

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

Average age of patients: **Mature Family Range: ~ 50 yrs**

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

Type of recall system used? **Phone Call & Card Reminders**

Number of recalls per month? **~ 30 - 35**

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.

Average age of Equipment: ~ 20 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
Office Manager	2 days / 16 hrs			No

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

Has staff left the practice recently? **Yes**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Profit & Loss Statements:

2019 \$ 164,520 2018 \$ 170,655 2017 \$ 175,658

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

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

What software? **Dentrix** 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.