



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #EG-1104 Roseville, California

Known for its strong economic base, affordable housing and excellent schools, this community has a lot to offer! Consider a family-oriented lifestyle with the perennial recreational activities of the Gold Country and Lake Tahoe nearby, this community is also known for thriving businesses and happy families! Create your success story at this proven location!

Doctor averages 10 patients w/ 8 Hygiene patients per day on relaxed 2½ day workweek, which offered 2 days of Hygiene/per week in 2019 and currently 1 day Hygiene/now and welcomes approximately 15 new patients per month.

Come practice your best dentistry in this bright and airy office with large windows in a busy, attractive, single-story Retail Shopping Center, with excellent exposure and visibility, off major thoroughfare in one of the most desirable shopping corridors of Roseville.

*This spacious, modern office is equipped with mostly new, state-of-the-art equipment including a 3D Cone Beam and built-in N<sub>2</sub>O/O<sub>2</sub>.* It occupies approximately 1,500 sq ft and consists of 4 fully equipped Ops, Reception area, Doctor's office, Sterilization, Darkroom, Lab and Restroom.

***Full Price: \$295,000***

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

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**800.641.4179**

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

**We look forward to serving you**

#EG- 1104

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$295,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30-5:30		8:30-5:30		8 - 5	
Associate's Hours		8:30-5:30		8:30-5:30		8 - 5	
Hygienist Hours		8:30-5:30		8:30-5:30		8 - 5	
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Personal</b>		
Years established:	~ 4 yrs		Days worked past 12 months:		~ 150+ days		

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>Buyer will need New Lease</b>			Expiration date:	<b>2021</b>		
Do you share space with another dentist?	<b>Associate-driven</b>						
Rent per month	<b>\$3,669.64/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?	Are utilities included?			<b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Condo	Free-standing	Professional	<b>Retail Center</b>	<b>X</b>		
Office Square footage:	~ <b>1,500 sq. ft.</b>		Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>4</b>		Plumbed for additional ops?	<b>No</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	Restrooms:	<b>Yes</b>	Sterilization:	<b>Yes</b>	Storage:	<b>No</b>	
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>Yes</b>
						3D Imager:	<b>Yes</b>

Description of office building, Location and attributes of practice (a brief description):

**Like new/mostly new Equipment < 4 yrs old: built-in N<sub>2</sub>O/O<sub>2</sub> and 3D Cone Beam. Bright, airy office with large windows with excellent exposure & visibility in busy, attractive Retail Shopping Center off major thoroughfare in one of the city's most popular shopping corridors**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	6	Diagnostic	7	Adjunctive		Dentures	4
General Operative	5	Endo	4	Ortho/TMJ	3	Perio	9
Oral Surgery	6	Cosmetic	2	Crown/Bridge	40	Implant	5

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

**Refer Complex Procedures of all of the above Specialties**

Type of patients as a percentage of Collections:

Private Pay 20 Insurance/PPO 50 Denti-Cal \_\_\_\_\_ Capitation (HMO) 30 Other \_\_\_\_\_

Are you a **Delta Provider**? Premier Only \_\_\_\_\_ Delta Care 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: **All local PPOs and DeltaCare**

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: **~ 15**

Average number of patients per day? Per-Doctor: **~ 10** Per-Hygienist: **~ 8**

Hygiene days per week: **2 days in 2019, 1 day currently**

Average age of patients: **Family Range**

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

Type of recall system used? **Solution Reach Text Reminders**

Number of recalls per month? **~ 20 - 25**

What types of Practice Promotions? **Online Presence Google/Yelp Reviews**

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: **< 4 yrs old**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Front Office</b>	<b>5 days/wk</b>	<b>Feb 2019</b>	<b>\$25.00/hr</b>	<b>Yes</b>
<b>RDA</b>	<b>3 days/wk</b>	<b>Jul 2018</b>	<b>\$23.00/hr</b>	<b>Yes</b>

Do family members work in the office? **Yes**                      If yes, how much are they paid? **\$2,000.00/month**

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:

2019 \$ 425,439 *12mP&L* 2018 \$ 268,964 2017 \$ 294,386

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

Is pegboard or computer? **Computer**                      What type of computer? **PC/Windows 10**

What software? **Dentrix**                      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.