



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### # EN-1095 Sacramento, California

*Outstanding Growth Potential! Seller retiring and refers out most Specialties. With a little attention to marketing, expanding workweek and keeping procedures in-house, watch your production increase! Sounds like your average practice? Don't hesitate to capitalize on this remarkable opportunity to step in and practice your philosophy of delivering the highest quality care. See your future here? Here's your chance to build your success here at this proven location!*

Office is located on a busy intersection of a major thoroughfare w/ easy accessibility and excellent visibility in a well-maintained, attractive, single-story free-standing Dental Professional building w/ ample parking.

Doctor averages 6 - 8 patients per day on a relaxed workweek. The office occupies approximately 1,000 square feet and consists of 3 fully equipped Ops, Reception, Doctor's office, Business office, Sterilization, Dark room, Lab, Storage and Restroom.

***Seller Ready to Retire***  
***Full Price: \$75,000***

*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**

# EN-1095

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 75,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 - 5	9 - 5		9 - 5	9 - 5	
Doctor's Hours *		9 - 5	9 - 5		9 - 5	9 - 5	

\* Lunch from 12 - 2 Daily

Type of Practice: **General**

Reason for Selling:

**Retirement**

Years established: ~ 35+ yrs

Days worked past 12 months:

~ 125+ days

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned? **No**

Is building available for purchase?

**N/A**Is the space leased? **Yes**

Is lease renewable?

**N/A**

Is lease assignable?

**N/A**Term of Lease: **Month-to-Month**

Expiration date:

**N/A**Rent per month **\$1,400.00/month**

Common area, maintenance fees /taxes included?

**No**If not included, current amount paid? **N/A**

Are utilities included?

**Yes, Gas and H<sub>2</sub>O**

Is the rent considered above, below or at fair market value?

Type of Building: Condo

**Free-standing X****Professional X**

Retail Center

Office Square footage: ~ 1,000 sq ft

Carpet?

**Yes**

Air conditioning?

**Yes**Number of fully equipped ops: **3**

Plumbed for additional ops?

**No**Reception area: **Yes**

Dark room:

**Yes**

Doctor's office:

**Yes**

Lab:

**Yes**Business office: **Yes**

Restrooms:

**Yes, 1**

Sterilization:

**Yes**

Storage:

**Yes**Digital X-ray: **Yes**Cerec: **No**Laser: **No**Intra-oral Camera: **No**3D Imager: **No**

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

**Well-maintained, attractive, easily accessible, highly visible single-story Dental Professional building at busy intersection of major thoroughfare in desirable well-established Retail shopping/commercial neighborhood**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>17.31</b>	Diagnostic	<b>17.72</b>	Adjunctive	<b>1.5</b>	Dentures	<b>2.11</b>
General Operative	<b>19.39</b>	Endo	<b>0</b>	Ortho/TMJ	<b>0</b>	Perio	<b>1.78</b>
Oral Surgery	<b>0.44</b>	Cosmetic		Crown/Bridge	<b>33.63</b>	Implant	<b>6.13</b>

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

**Refer Complex Oral Surgery, ALL Endo, Perio and Pedo**

Type of patients as a percentage of Collections:

**Private Pay** 5 **Insurance/PPO** 90 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

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

**\*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 Only**

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: ~ **1 - 2**

Average number of patients per day? Per-Doctor: ~ **6 - 8** Per-Hygienist: **N/A**

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

Average age of patients: **Mature Family Range: ~ 50 – 55 yrs**

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

Type of recall system used? **Pre-scheduling & Postcard Reminders**

Number of recalls per month? ~ **20+**

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: **N/A**

Average age of Equipment: **~ 15 – 20 yrs**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
<b>Front &amp; Back Office</b>	<b>24 hrs/wk</b>	<b>Jan 1996</b>		

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

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 *12mP&L* **\$ 131,493**    2018 **\$ 123,994**    2017 **\$ 148,159**

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

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

What software? **Easy Dental**    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.**