



WESTERN PRACTICE SALES

John M. Cahill Associates

#IC-1102 *Endo* Merced, California

With a strong and well-established referral base of General Dentists in the community, the philosophy of this practice *limited to the specialty of Endodontics*, is to provide the highest quality of care with emphasis on patient comfort, based on the best evidence and options.

The Doctor averages 5 patients per day and welcomes approximately 60-64 new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story, single-tenant Professional building off busy thoroughfare with high traffic flow on well-known professional corridor in highly desirable neighborhood.

The spacious office occupies approximately 2,500 square feet and consists of 5 fully equipped Ops with plumbing for 2 additional Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Staff Lounge, Laundry Facilities, Storage, and 2 Restrooms.

Full Price: \$ 210,000

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

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

We look forward to serving you

IC-1102

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 210,000

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:	Endodontics		Reason for Selling:		Retirement		
Years established:	~ 27 yrs		Days worked past 12 months:		~ 105+ days		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Possibly				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	Month-to-Month			Expiration date:	NA		
Rent per month	\$4,000.00/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	\$50.00/month		Are utilities included?	Yes, H₂O, Trash, Sewer			
Is the rent considered above, below or at fair market value?	Below Market Value						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 2,500 sq ft		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	5		Plumbed for additional ops?	Yes, 2 additional			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	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): **Attractive, well-maintained, single-story, single-tenant Professional building off major thoroughfare in busy, well-known professional corridor in highly desirable neighborhood with high traffic flow**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **Practice limited to Endodontics**

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

Refer Complex Endo Surgery and Oral Surgery

Type of patients as a percentage of Collections:

Private Pay 15 **Insurance/PPO** 85 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:

Aetna (Dental Health Alliance), Ameritus, Principal Financial, Sun-life Financial, CIGNA, Assurant, Stanislaus Foundation, Foundation for Medical Care Merced.

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: **60-64**

Average number of patients per day? Per-Doctor: **8-9** Per-Hygienist: **N/A**

Average age of patients: **~ 40 yrs**

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

Type of recall system used? **N/A**

Number of recalls per month? **N/A**

What types of Practice Promotions? **None, Referral-based (~ 15 General Dentists in community)**

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: **New Flooring and New Interior Paint**

Average age of Equipment: ~ **25 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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Staff not included with Practice Sale

Do family members work in the office? **Yes** 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 Profit & Loss Statements:

2019 \$ 374,349 2018 \$ 361,637 2017 \$ 375,576

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

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

What software? **Endovision** 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.