



WESTERN PRACTICE SALES

John M. Cahill Associates

#Az-1070

Yuma, Arizona

Gateway of the Great Southwest! The City of Yuma is a beautiful, diverse and dynamic city nestled right in the southwest corner of Arizona, bordering both California and Mexico. Yuma has a year-round population of over 100,000 residents, which nearly doubles during the winter season!

This remarkable, well-established practice represents one which every dentist strives for!

Revenues exceeded \$1 million in 2017 and 2018!

Doctor averages 12 - 16 patients w/ 10 Hygiene patients per day offering 4½ days of Hygiene/per week and welcomes approximately 10-15 new patients per month.

This beautiful office is conveniently located near a popular and bustling Retail Shopping Center at the intersection of two of the area's most well-traveled thoroughfares. In addition, this practice has unsurpassed visibility, accessibility, and more than adequate parking, making it very convenient for its loyal patient base, and future patients alike. This fully digital office occupies approximately 3,400 square feet, and consists of 6 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and Restroom.

Call Today For More Details!

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

Jeff J. Tonner, JD

Mark B. Hughes, DDS

800.641.4179

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

We look forward to serving you

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 6	7:30 - 5	8 - 6	8 - 6	7 - 3 alt*	
Doctor's Hours		8 - 6	7:30 - 5	8 - 6	8 - 6	7 - 3 alt*	
Hygienist Hours	4½ Hygiene days/per week - Hours are adjustable and vary based on Schedule						
*Office Open Every other Friday							
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 35 yrs		Days worked past 12 months:				

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller Owns Suite			Expiration date:	N/A		
Do you share space with another dentist?	N/A						
Rent per month	Negotiable - TBD		Common area, maintenance fees /taxes included?				
If not included, current amount?			Are utilities included? If yes, which?				
Is the rent considered above, below or at fair market value?							
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	3400 sq ft	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped ops:	6	Plumbed for additional ops?	No				
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Laser:	Yes	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):		Located near popular Retail Shopping Center w commercial amenities at the intersection of two busy, well-traveled business thoroughfares in busy corridor w excellent visibility and accessibility					

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	12.21	Diagnostic	11.73	Adjunctive	2.04	Dentures	8.22
General Operative	36.69	Endo	5.49	Ortho/TMJ	2.27	Perio	3.89
Oral Surgery	5.84	Cosmetic		Crown/Bridge	11.61		

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

Refer complex procedures of all of the above Specialties

Type of patients as a percentage of Collections:

Private Pay **36.65%** Insurance **63.35%** PPO **0** Denti-Cal **0** Capitation (HMO) **0** Other _____

Does your practice participate in "Care Credit"? **Yes**

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

MetLife, United Concordia and United Concordia –Tri Care, A lot of VA Patients, No Capitation Plans

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: **~ 10 - 15**

Average number of patients per day? Per-Doctor: **~ 12 - 16** Per-Hygienist: **~ 8 - 10**

Hygiene days per week: **4½** Percentage of Production by Hygiene: **~ 12+%**

Average age of patients: **Family Range**

Does the office have Nitrous Oxide? **Yes , plumbed in All OPs**

Type of recall system used? **Dentrix Recall Cards and Reminder Calls**

Number of recalls per month?

What types of Practice Promotions are in effect? **Einstein Dental SEO & Website Optimization**

Phone Book Advertising? * **Yes** * *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:

Average age of Equipment: **~ 10 yrs, Computer and Dentrix upgrade in progress**

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

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
AVAILABLE UPON REQUEST				
Do family members work in the office?	Yes	If yes, how much are they paid? *Family - \$11.00/hr		
Has staff left the practice recently?	Yes			
Is there a practice management consultant?	No			
PRACTICE FINANCIAL PROFILE				
Last 3 years' Gross Collections from Corporate Tax Returns:				
2018 <u> \$ 1,106,426 </u> 2017 <u> \$ 1,010,171 </u> 2016 <u> \$ 960,729 </u>				
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?		Is pegboard or computer?	Computer	
What type of computer?	Window Operating System	What software?	Dentrix	
Is software transferable?	Unknown and if Yes, Transfer Fee, if applicable, to be paid by Buyer			
Fees Schedule:	Available upon request			
<p>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.</p> <p>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.</p>				