



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1112 Los Gatos, California

We are offering a well-respected and highly esteemed practice in which Doctor and Staff take pride in delivering the *highest quality of dentistry* and customized care to a loyal, stable and solid patient base in this community of distinguished schools, charming neighborhoods, beautiful hillsides, limitless recreation and thriving businesses. *Hesitate and you might just miss out on the opportunity of a lifetime! Santa Clara practices are few and far between.*

Doctor averages 6 patients w/ 7 Hygiene patients per day offering 2 days of Hygiene/per week and welcomes approximately 5 - 6 new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story Medical Professional building complex with ample parking and easy freeway accessibility, in a highly desirable, well-established, gracious neighborhood.

The beautiful office designed with patient flow and efficiency in mind, occupies approximately 850 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Sterilization, Storage, and 2 Restrooms.

Full Price: \$375,000

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

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

We look forward to serving you

#DG - 1112

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$375,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 4	7:30 – 4:30	7:30 – 4:30	7:30 – 4:30		
Doctor's Hours					10 – 2		
Associate's Hours			8 – 4:30	8 – 4:30			
Hygienist Hours				8 – 4	8 – 4		
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	~ 4 ½ years		Days worked past 12 months:		~ 124 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:	To Be Negotiated			Expiration date:	August 2025		
Do you share space with another dentist?	Yes, Associate works 75% of practice						
Rent per month	\$3,482.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?				Are utilities included?	No		
Is the rent considered above, below or at fair market value?	Below Market						
Type of Building:	Condo	X	Free-standing	Professional	Retail Center		
Office Square footage:	~ 850 sf		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	No
Business office:	No	Restrooms:	Yes, 2	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):	Well-known Professional building in highly desirable location on busy thoroughfare with easy freeway access, great patient base						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	11	Diagnostic	11	Adjunctive		Dentures	1.5
General Operative	13	Endo		Ortho/TMJ	3	Perio	4.5
Oral Surgery		Cosmetic	2	Crown/Bridge	30	Restorative	23

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

Refer Complex Endo, Oral Surgery, Advanced Perio

Type of patients as a percentage of Collections:

Private Pay 22 **Insurance/PPO** 78 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 PPO, Delta Premier, Cigna, Aetna, Guardian

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: **~ 5 - 6**

Average number of patients per day? Per-Doctor: **~ 6** Per-Hygienist: **~ 7**

Hygiene days per week: **2**

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

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

Type of recall system used? **Postcards, Emails, Phone Calls**

Number of recalls per month? **~ 125+**

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:

2017: OP3 remodeled. 2018: New Autoclave Unit. 2019: OP2 new overhead Light. 2020: New Server , new Cavitron Unit & Slowspeed Handpiece Motor.

Average age of Equipment: **Varies**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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AVAILABLE UPON REQUEST

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 Corporate Tax Returns:

2019 \$ 489,252 P&L 2018 \$ 477,209 2017 \$ 353,060

***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? **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.