



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

### **# BC-1122 Brentwood, California**

We are presenting a remarkable opportunity in this agricultural community which has experienced exponential residential growth over the last few years. In the high production/yield months, area farms are brimming with agri-tourists seeking out the latest fruits and vegetables. Established for 13 years, Seller is selling to spend more time with growing family. With a little attention to marketing and maximizing office hours, watch your revenue soar at this proven location!

The Doctor averages 12-16 patients a day with 8-10 hygiene patients per day and welcomes approximately 14 new patients per month on a currently, relaxed workweek.

The office is conveniently located in a highly visible, popular and busy, attractive, well-maintained Retail Shopping Center with easy freeway accessibility.

The office occupies approximately 1,633 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

***Full Price: \$ 400,000***

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

Timothy G. Giroux, DDS

Jon B. Noble, MBA

John M. Cahill, MBA

Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

# BC-1122

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 400,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 – 6	9 – 5		9 - 5	
Doctor's Hours			9 – 6	9 – 5		9 - 5	
Hygienist's Hours				9 - 5			
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Personal</b>		
Years established:	~ 15 yrs		Days worked past 12 months:		<b>168 days</b>		

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>No</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>5 yrs</b>	Expiration date:	<b>November 30, 2022</b>				
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$6,012.16/mo</b>	Common area, maintenance fees /taxes included?	<b>No</b>				
If not included, current amount paid?	<b>\$1,775.32</b>	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>1,633 sf</b>	Carpet?	<b>Yes</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>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>
					<b>Yes</b>	3D Imager:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Popular, highly visible, easily accessible Retail Shopping Center with easy freeway accessibility</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>12.61</b>	Diagnostic	<b>14.14</b>	Adjunctive	<b>1.4</b>	Dentures	<b>4.77</b>
General Operative	<b>39.11</b>	Endo	<b>0.44</b>	Ortho/TMJ	<b>4.84</b>	Perio	<b>10.15</b>
Oral Surgery	<b>4.65</b>	Cosmetic		Crown/Bridge		Implant	<b>1.0</b>

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

**Impactions, Endo, Some Pedo & Perio, Ortho, Implants**

Type of patients as a percentage of Collections:

Private Pay **20 %** Insurance/PPO **80%** Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

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

**\*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: **Majortiy of PPO Plans, Delta Dental (Premier & PPO), Ameritas, Aetna, Anthem Cigna, Guardian, Humana, United Concordia, Metlife, United HC, Dentegra, Connection, DHA**

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: **~ 14**

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

Hygiene days per week: **1** Percentage of Production by Hygiene: **~20 -25 %**

Average age of patients: **Family Range**

Does the office have Nitrous Oxide? **Yes, older but never used**

Type of recall system used? **Dentrix**

Number of recalls per month? **~ 160**

What types of Practice Promotions? **In-House Referral System, Brentwood Press**

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: **Brand new SOL laser w/ Vizilite intraoral screening. Office remodeled less than a year ago.**

Average age of Equipment: ~ 10 yrs

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

## PERSONNEL INFORMATION – AVAILABLE UPON REQUEST

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

Has staff left the practice recently? **Yes**

Is there a practice management consultant? **No**

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Tax Returns:

2019 \$588,808 2018 \$ 537,379 2017 \$ 374,882

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

Number of statements sent each month? **15-20** Is pegboard or computer? **Computer**

What type of computer? **Dell** 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.