



WESTERN PRACTICE SALES

John M. Cahill Associates

#GN-1123

Marysville, California

Seller Motivated and Ready to Retire!

Long-established, family-oriented, patient-centered, quality Practice awaits your talent and skill. With an excellent reputation, stable patient base, streamlined office policies for efficiency and more than 40 years of goodwill, don't pass up on this remarkable opportunity to take it to the next level and establish your dental empire here!

The Doctor averages 8-10 patients w/ 8 Hygiene patients per day offering 2 days of Hygiene/per week and welcomes approximately 5 - 6 new patients per month.

The updated (2010) office is conveniently situated in an attractive, well-maintained, single-story, busy, popular Retail Shopping Plaza with an enviable street-level corner location on well-traveled corridor of major thoroughfare, capturing high auto and foot traffic and even better visibility and accessibility!

The office occupies approximately 2,000 square feet and consists of 6 fully equipped Ops and plumbed for 1 additional Op, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Hesitate and You Could Miss the Chance of a Lifetime!

~~Was Priced at: \$250,000~~

This Practice is Priced to Sell at: \$175,000!

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

GN-1123

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$175,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30-6:30	8:30-6:30	8:30-6:30	8:30-6:30		
Doctor's Hours		10 - 6	10 - 6	10 - 6	10 - 6		
Hygienist Hours			9 - 6	9 - 6			
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	~ Since 1995		Days worked past 12 months:		~ 200 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?	No		
Term of Lease:	Month-to-Month		Expiration date:				
Do you share space with another dentist?	N/A						
Rent per month	\$ 1,792.03/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 Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 2,000 sq ft		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	6		Plumbed for additional ops?	Yes, 1			
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:	No	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, popular, busy Retail Shopping Plaza in high-traffic, well-traveled corridor w excellent visibility, easy accessibility, on major thoroughfare running East/West to North/South of highway through town						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	10.63	Diagnostic	16.53	Adjunctive	1.34	Prosth, Rem	2.82
Restorative	40.23	Endo	7.67	Ortho	0	Perio	5.01
Oral Surgery	2.84	Other	0.94	Prosth, Fixed	11.97	Implant	

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

Refer Complex Oral Surgery-3rd molar extractions, Perio Surgery, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 32% Insurance/PPO 68% Denti-Cal 0 Capitation (HMO) 0 Other _____

Are you a **Delta Provider**? **Premier Only** Yes Premier + PPO No

***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: **NO Capitation Plans**

Delta Premier-PPO's, Blue Shield PPA, Guardian, MetLife, DH, DWP Health, Anthem (high fee schedule) Principal, UCC (military only) Cigna

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: **~ 8 – 10** Per-Hygienist: **8**

Hygiene days per week: **2 days**

Average age of patients: **Multi-generational Family Range**

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

Type of recall system used? **Dentrix computerized tracking**

Number of recalls per month? **~ 50 – 60+**

What types of Practice Promotions? **Practice Mojo/Smart Practice**

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: **Office updated 2010**

Average age of Equipment: **~ 12 – 15 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
Front Office/Assistant	4 days /34–36 hrs	June 2010		
Dental Assistant	4 days / 34–36 hrs	Oct 2006		
Dental Hygiene	2 days/wk	Apr 2018		

Do family members work in the office? **Yes** If yes, how much are they paid? **\$1,805.00/month**

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 \$ 467,781 2018 \$ 434,853 2017 \$ 458,766

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

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

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.