



## WESTERN PRACTICE SALES

---

John M. Cahill Associates

### #DG-1141 San Jose, California

*Imagine Tens of Thousands of People Walking  
Past Your Front Door Every day!*

*One of the most unique practices you will ever see!* This practice is absolutely breathtaking in its design, and top-of-the-line, state-of-the-art equipment. Just over seven years old, it attracts an average of 80 new patients per month and the Doctor see approximately 14 patients per day. *The practice exceeds \$1.3 Million in collections annually with a cash flow over \$550K-\$650K!* Amazingly, it is nowhere near reaching its potential even with the current patient base. *So...imagine purchasing a practice that is already a household name to thousands of people in your area, and all you need to do is put your stamp on it!*

The extended hours of this office accommodate the busy lifestyle and is the envy of all in a *much-coveted location in a large, upscale, nationally-owned Mall!*

The office environment is a dream for Doctor, Staff and Patients to be in because of its office efficiency, patient flow, and serenity amidst all the activity of the Mall! This spacious, beautifully decorated office occupies approximately 1,450 square feet and consists of 5 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and Restroom.

***Full Price: \$895,000***

*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**

# **DG-1141****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$895,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours	<b>10 – 6</b>	<b>10 – 7</b>	<b>10 – 7</b>	<b>10 – 7</b>	<b>10 – 7</b>	<b>10 – 7</b>	<b>10 – 7</b>
Doctor's Hours	<b>10 – 6</b>			<b>10 – 7</b>		<b>10 – 7</b>	<b>10 – 7</b>
Associate's Hours				<b>10 – 7</b>			
Type of Practice:	<b>General Dentistry</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	<b>~ 8 years</b>		Days worked past 12 months:			<b>~ 250 days</b>	

**OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>10 years</b>		Expiration date:	<b>12/01/2022</b>			
Do you share space with another dentist?	<b>Yes, shared with an Associate DDS.</b>						
Rent per month	<b>\$12,000.00/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?	<b>N/A</b>		Are utilities included?	<b>Yes, Water</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>1,450 sf</b>		Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>5</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</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>Yes</b>
						3D Imager:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>One of the most desirable and sought-after locations with excellent visibility and accessibility</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	6	Diagnostic	19	Adjunctive	2	Dentures	1
General Operative	13	Endo	2	Ortho/TMJ	1.5	Perio	26
Oral Surgery	7	Cosmetic	5	Crown/Bridge	15	Implant	2

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

**Complex Endo: Molar Endo**

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 Y Premier + PPO \_\_\_\_\_

**\*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 Dental Premier, United Concordia Elite Provider**

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: **~ 70 – 80**

Average number of patients per day? Per-Doctor: **~ 12** Per-Hygienist: **N/A**

Hygiene days per week: **N/A**

Average age of patients: **Family range: ~ 35 yrs**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 120**

What types of Practice Promotions? **In-house Insurance Plan, Teeth Whitening, Implants**

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 Build-outs in Dec 2012, Dentrrix, Digital X-rays, Television Monitors in each Op**

Average age of Equipment: ~ 8 yrs

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

### PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
----------	----------	------------	-------------	-----------------------

**AVAILABLE UPON REQUEST**

Do family members work in the office?                      If yes, how much are they paid?

Has staff left the practice recently?

Is there a practice management consultant?

### PRACTICE FINANCIAL PROFILE

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

2019   \$1,326,865      2018   \$1,328,885      2017                   

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

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

What software?                      **Dentrrix**

Is software transferable:                      **Yes, Transfer Fee 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.