



WESTERN PRACTICE SALES

John M. Cahill Associates

#BN-1169 *Orthodontics* East Bay, California

Continue the tradition of delivering the highest standard of *orthodontic* treatment with state-of-the-art equipment to families in this upper-middle class neighborhood. Join the lifestyle of this highly desirable community with a vibrant downtown featuring long-established buildings and extensive high-end shopping, dining with its thriving retail stores, restaurants and entertainment venues.

The Doctor averages 2-3 patient starts per day and welcomes on average 30+ new patients per month due to its stellar reputation, strong and stable referral base and internal word-of-mouth referrals from happy patients: the best kind of marketing!

The office is conveniently located in an attractive, well-maintained, single-story Professional building with excellent signage and good visibility by drive-by traffic on busy, major thoroughfare in highly desirable neighborhood. The spacious office occupies approximately 1,700 square feet and consists of 5 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Storage, and Restroom.

Full Price: \$960,000

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

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

We look forward to serving you

BN-1169**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$960,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 – 5	9 – 5	9 – 5	9 – 5	
Doctor's Hours			9 – 5	9 – 5	9 – 5	9 – 5	
Type of Practice:	Orthodontics		Reason for Selling:			Personal	
Years established:	Since 1999		Days worked in 2019:			~ 180	

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:	May 2023 w/ option to extend			Expiration date:	June 2030		
Do you share space with another dentist?	No						
Rent per month	\$5,810.00	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	Are utilities included?		Yes, Water, Trash, Landscaping				
Is the rent considered above, below or at fair market value?	At Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 1,700 sq. ft.	Carpet?	Tile	Air conditioning?	Yes		
Number of Chair Bays:	5	Plumbed for additional Chairs/Bays?	No				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	No
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	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, modern, single-story Professional building w ample parking, with excellent visibility & good signage from drive-by traffic on major thoroughfare in busy corridor of highly desirable neighborhood

PRACTICE & PATIENT DEMOGRAPHICS

Type of patients as a percentage of collections:

Private Pay 60 **Insurance/PPO** 40 Denti-Cal _____ Capitation (HMO) _____ Other _____

Does your practice participate in "Care Credit"? **No**

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

Cigna, Blue Shield, DBP and DHA

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

***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.**

Estimated Number of Active Patient Files **Number to be defined by Buyer's Due Diligence Process***

What types of Practice Promotions are in effect? **Large, stable network of DDS referrals, Internal Marketing: Patient Contests word-of-mouth referrals**

Phone Book Advertising? * **No** * *Phone book advertising contracts will be the responsibility of buyer after transition*

Average number of New Patients per month for past 12 months: ~ **30+**

Average number of patients per day? ~ **2 - 3**

Number of patients ready to start treatment? ~ **20** Consultation completed and ready to start? **8**

Number of consultations scheduled? ~ **10 - 12** Scheduled study models? Scheduled exams? ~ **12**

Number of cases in retention? ~ **320+** Number of cases in progress – active treatment? ~ **500+**

Number compiled using: Practice Software **Dolphin** Estimate

Types of techniques used (Edgewise, Tight Wires, etc)? **0.22 MBT, Invisalign**

Amount of prepaid where work in not completed? **To Be Discussed**

Amount of contract receivables for work to be completed? ~ **\$ 540,000 + To Be Discussed**

Number of patients in recall and observation? ~ **150+**

Current delinquent accounts? ~ **130+**

Active child patients? **75** Active adult patients? **25** Months in treatment (average) **15**

Typical fee arrangement? **30% deposit at Start with Balance to be paid over the course of treatment**

Number of active referring Dentists? ~ **20 - 30**

10 or less patients per year? **20** 11 to 20 patients per year? **9** 20 or more patients per year? **1**

PRACTICE & PATIENT DEMOGRAPHICS (continued)

Indicate the number of new patient exams, by month, for the past 12 months (in 2019):

January	38	February	38	March	16	April	3
May	18	June	19	July 2020	44	August	37
September	26	October	40	November	49	December	31

Indicate the number of New Patient starts, by month, for the past 12 months:

January	32	February	26	March	18	April	0
May	19	June	19	July 2020	25	August	22
September	19	October	38	November	26	December	25

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 characteristics of leasehold improvements: **Modern, state-of-the-art Equipment regularly maintained, in good functioning condition**

Average age of Equipment: **~ 7 – 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
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AVAILABLE UPON REQUEST

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

Has staff left the practice recently? **No**

Is there a practice management consultant? **Yes, at times**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2019 \$ 1,183,996 2018 \$ 1,104,142 2017 \$ 985,697

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

Is pegboard or computer? **Computer** What type of computer? **Server, Windows**

What software? **Dolphin** 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.