



WESTERN PRACTICE SALES

John M. Cahill Associates

#DC-1153

Redwood City, California

Immerse yourself in this vibrant family-oriented community, home to several global technology companies. Carry on the tradition of delivering quality care with rewarding relationships and personalized service to a loyal, stable patient base, who are appreciative of the communication and education of their treatment options in this quality practice.

The Doctor averages 8 - 10 patients w/ 9 Hygiene patients per day offering 2 days of Hygiene/per week and welcomes approximately 10 - 15 new patients per month, based on location and word-of-mouth referrals: the best kind of marketing!

The office is conveniently located in an attractive, well-maintained, free-standing building with ample parking, easy accessibility to public transportation and excellent visibility. Due to location, there is heavy foot traffic flow due to location on busy major thoroughfare. The office occupies approximately 1,600 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Business Office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$319,000

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

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

We look forward to serving you

DC-1153

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 319,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6			9 – 6		8 – 3
Doctor's Hours		9 – 6					
Associate's Hours					9 – 6 ^{1x/month}		8 – 3 ^{2x/month}
Hygienist Hours		9 – 6 ^{2x/month}			9 – 6 ^{1x/month}		
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	~ 5 yrs		Days worked past 12 months:		~ 110 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:	5 yrs	Expiration date:	September 2020				
Do you share space with another dentist?	N/A						
Rent per month	\$4,800.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	N/A	Are utilities included?	No				
Is the rent considered above, below or at fair market value?	Below Market						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 1,600 sf	Carpet?	No	Air conditioning?	Yes		
Number of fully equipped ops:	4	Plumbed for additional ops?	Yes				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	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 free-standing building w ample parking, close proximity to public transportation, excellent visibility, heavy foot traffic due to busy location on major thoroughfare

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	5	Diagnostic	5	Adjunctive	0	Dentures	5
General Operative	40	Endo	4	Ortho/TMJ	0	Perio	15
Oral Surgery	5	Cosmetic	1	Crown/Bridge	20	Implant	

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

Refer Complex Oral Surgery (3rd molars), Ortho, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 55 Insurance/PPO 45 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:

All PPO Plans: MetLife, Guardian, Aetna, First Dental PPO Plans, Blue Cross, & Blue Shield

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: **~ 15**

Average number of patients per day? Per-Doctor: **~ 8 - 10** Per-Hygienist: **~ 9**

Hygiene days per week: **2 days**

Average age of patients: **Family Range: ~ 40 yrs**

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

Type of recall system used? **Solution Reach**

Number of recalls per month? **~ 70**

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: **Complete Remodel ~ 4 yrs ago**

Average age of Equipment: **~ 4 yrs**

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

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 \$ 543,846 2018 \$ 491,427 2017 \$ 411,103

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

Is pegboard or computer? **Computer** What type of computer? **HP/Windows**

What software? **Eaglesoft** 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.