



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1165 San Jose, California

Here is your opportunity to build upon this established office where Doctor and Staff work a relaxed 4-day workweek. With a little attention to marketing and maximizing office hours, watch your revenue increase and patient base grow in this desirable neighborhood.

The Doctor averages 10-12 patients per day and welcomes approximately 12-15 new patients per month.

The office is conveniently located in conveniently located in an attractive, well-maintained, commercial building w/ ample parking, easy access and close proximity to major thoroughfares in this highly desirable commercial and residential neighborhood.

The office occupies approximately 1,200 square feet and consists of 3 fully equipped Ops with plumbing for (1) additional OP, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Full Price: \$120,000

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

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

We look forward to serving you

DG-1165**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$120,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 – 6	9 – 6		9 – 6	8 – 2
Doctor's Hours			9 – 6	9 – 6		9 – 6	8 – 2
Type of Practice:	General		Reason for Selling:			Personal	
Years established:	~ Since 2007		Days worked in 2019:			~ 4 days/wk	

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:	3 years			Expiration date:	December 2022		
Do you share space with another dentist?	N/A						
Rent per month	\$4,220.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?				Are utilities included?	Yes, Water & Trash		
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 1,200 sq. ft.		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	Yes, 1 additional			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No

Description of office building, Location and attributes of practice (a brief description):

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PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20	Diagnostic	Adjunctive	Dentures	10
General Operative		Endo	20	Ortho/TMJ	0
Oral Surgery	10	Cosmetic	Crown/Bridge	30	Perio
				Implant	0

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

Refer Complex Oral Surgery, Difficult Endo

Type of patients as a percentage of Collections:

Private Pay 30 Insurance/PPO 35 Denti-Cal 30 Capitation (HMO) 5 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:

Most PPO's, Guardian, Aetna, Delta Dental, MetLife (out of network), DentiCal, DeltaCare USA, Liberty

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: ~ **12 – 15**

Average number of patients per day? Per-Doctor: ~ **10 – 12** Per-Hygienist: **N/A**

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

Average age of patients: **Family Range**

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

Type of recall system used? **Postcard**

Number of recalls per month? ~ **20**

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:

~ **2017 New Paint**

Average age of Equipment: ~ **15 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? **No** If yes, how much are they paid?

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

Is there a practice management consultant? **Yes**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2019 **\$ 173,829** 2018 **\$ 165,416** 2017 **\$ 158,766**

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

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

What software? **ACC** 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.