



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1173

Sunnyvale, California

The loyal patient base appreciates the low-key approach and philosophy of this high-end, quality practice offering the highest level of dental care with long-lasting treatment options. *The cash-flow profitability based on location, patient base, and hygiene production (60%) is almost too good to be true since Doctor refers out much of what could be kept in-house.* Warm, caring and knowledgeable staff educate, present and recommend what's truly needed to the patient base of high-tech workers and families. This is probably the highest cash flowing practice as a percentage of collections that we have ever listed.

The Doctor averages 5 patients w/ 10 – 13 Hygiene patients per day offering 6 days of Hygiene/per week and welcomes approximately 10-40 new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story Medical/Dental Professional building w/ ample parking, easy access and close proximity to major thoroughfares in this highly desirable commercial and residential neighborhood. The office occupies approximately 1,350 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Sterilization, Lab, Storage, and Restroom.

Cash Flow Profit averaged much more than \$700k in last 2 yrs!

Full Price: \$1.1 million

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

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

We look forward to serving you

DG-1173**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$1,100,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7 – 4:30	7 – 4:30	7 – 4:30	7 – 4:30		
Doctor's Hours		8 – 4:30	8 – 4:30	8 – 4:30	8 – 4:30		
Hygienist Hours		7:30 – 4:30	7:30 – 4:30	7:30 – 4:30	7:30 – 4:30		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	Since 2005		Days worked past 12 months:		~ 4 days/wk		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Possibly				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns building			Expiration date:	N/A		
Do you share space with another dentist?	No						
Rent per month	\$6,000.00/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	\$400.00/month		Are utilities included?	Yes, Gas & Water			
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 1,350 sf		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped ops:	4		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	Yes

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

Located very close to major thoroughfares, businesses, and residential areas. Single-story, Medical-Dental Professional building w ample parking with major renovation in 2004. High-end Practice w/ loyal patient base and long-term staff in desirable neighborhood

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	28	Diagnostic	31	Adjunctive	0	Dentures	2
General Operative	10	Endo	< 1	Ortho/TMJ	1	Perio	5
Oral Surgery	1	Cosmetic	0	Crown/Bridge	11	Implant	8

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

Refer Complex/Most Oral Surgery, Implant Placement, Most Endo, All Perio (not SRPs), Difficult (Most) Pedo Procedures (excludes Preventative/Diagnosis), All Ortho

Type of patients as a percentage of Collections:

Private Pay 5 Insurance/PPO 95 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"? **No**

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

None, Practice is only contracted with Delta Premier

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: **Ranges ~ 10 – 40**

Average number of patients per day? Per-Doctor: **~ 5** Per-Hygienist: **~ 10 – 13**

Hygiene days per week: **6**

Average age of patients: **Young to Mid-Family Range: ~ 40 yrs**

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

Type of recall system used? **Manual & Automated**

Number of recalls per month? **~ 1,000+**

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:

Infrastructure is ~ 15 yrs old, Everything is clean and in good working order

Average age of Equipment: ~ 15 yrs

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

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

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.