



WESTERN PRACTICE SALES

John M. Cahill Associates

#AN-1183 (*Merger*) San Francisco, California

*Lease has expired, and Seller is ready to retire!
If you're looking to increase your revenues by expanding your
patient base, then this is the ideal merger opportunity for you!*

This quality practice has a stable, loyal, educated of long-term patients who are highly motivated to maintain a lifetime of optimum dental health. Don't pass up this remarkable opportunity!

The Doctor averages 7 patients per day and generates approximately 4 – 5 new patients per month on limited schedule.

Full Price: \$100,000

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

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

We look forward to serving you

AN-1183

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$100,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5	8 - 5		Bi-monthly 8 - 12:30
Doctor's Hours		8 - 5	8 - 1	8 - 1	8 - 1		
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ Since 1986		Days worked in 2019:			~ 160 days	

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	28	Diagnostic	17	Adjunctive		Dentures	1
General Operative	15	Endo	1	Ortho/TMJ	2	Perio	
Oral Surgery	2	Cosmetic	2	Crown/Bridge	32	Implant	

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

Refer Complex Perio, Molar Endo Oral Surgery: 3rd molar extractions

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"? No

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

None

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: ~ 4 - 5

Average number of patients per day? Per-Doctor: ~ 7 Per-Hygienist: N/A

Hygiene days per week: N/A

Average age of patients:	Mature Family Range: ~ 50+ yrs				
Does the office have Nitrous Oxide?	No				
Type of recall system used?	Pre-scheduling				
Number of recalls per month?	~ 50				
What types of Practice Promotions?	None				
Phone Book Advertising? *	No	<i>* Phone book advertising contracts will be the responsibility of buyer after transition.</i>			
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: ~ 15 years - Granite floors, cherry cabinets					
Average age of Equipment:	~ 25 yrs				
Any equipment leases?	None	Equipment is right/left-handed/convertible?	Convertible		
PERSONNEL					
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits	
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?	No				
PRACTICE FINANCIAL PROFILE					
Last 3 years' Gross Collections from Schedule C Tax Returns:					
2019	<u> \$ 298,580 </u>	2018	<u> \$ 303, 742 </u>	2017	<u> \$ 286,664 </u>
*Collection amounts are approximate and should be verified by Buyer					
Is pegboard or computer?	Computer	What type of computer?	Mac		
What software?	Dental Mac	Is software transferable?	Yes, Transfer Fee, if applicable, to be paid by Buyer		
Fees Schedule:	Available upon request				
<p>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.</p> <p>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.</p>					