



WESTERN PRACTICE SALES

John M. Cahill Associates

#BG-1180 San Leandro, California

Tucked in a diverse, middle class, residential neighborhood is this quality family-oriented practice offering a full spectrum of conservative dental care and personalized service in a warm and caring environment to a loyal, stable patient base. *All this plus the opportunity to own your building also!*

The Doctor averages 8 – 10 patients w/ 8 Hygiene patients per day offering 2 days of Hygiene/per week and welcomes approximately 12 – 15 new patients per month, based on word-of-mouth referrals, the best kind of marketing!

The office is conveniently located in a long-established, single-story building with ample parking, high visibility and easy accessibility. The office occupies approximately 1,500 square feet and consists of 4 fully with plumbing for 1 additional OP, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Full Price: \$350,000

Real Estate Also Available

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

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

We look forward to serving you

#BG-1180**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$350,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8:30 – 5	8:30 – 2	8:30 – 5	8:30 – 5	
Doctor's Hours			8:30 – 5	8:30 – 2	8:30 – 5	8:30 – 5	
Hygienist Hours			8:30 – 5		8:30 – 5		
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ Since 1985			Days worked past 12 months:		~ 4 days/wk	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes
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	\$2,450.00/month	Common area, maintenance fees /taxes included?	No
If not included, current amount paid?	CAM \$695.00/month	Are utilities included?	No
Is the rent considered above, below or at fair market value?	Fair Market		
Type of Building:	Condo	Free-standing X	Professional Retail Center
Office Square footage:	~ 1,500 sf	Carpet?	No Air conditioning? Yes
Number of fully equipped ops:	4	Plumbed for additional ops?	Yes, 1 additional
Reception area:	Yes	Dark room:	Yes Doctor's office: Yes Lab: Yes
Business office:	Yes	Restrooms:	Yes, 2 Sterilization: Yes Storage: Yes
Digital X-ray:	Yes	Cerec:	No Laser: Yes Intra-oral Camera: Yes 3D Imager: No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, 40-yr old, free standing building in Middle Class residential neighborhood		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	19	Diagnostic	26	Adjunctive	3	Dentures	2
General Operative	15	Endo	4	Ortho/TMJ	0	Perio	4
Oral Surgery	2	Cosmetic		Crown/Bridge	20	Implant	4

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

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

Type of patients as a percentage of Collections:

Private Pay 30 Insurance/PPO 70 Denti-Cal 0 Capitation (HMO) 0 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:

Delta Dental, MetLife, Cigna, No Capitation Plans accepted

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: ~ **8 – 10** Per-Hygienist: ~ **8**

Hygiene days per week: **2 days**

Average age of patients: ~ **40**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? ~ **100**

What types of Practice Promotions? **Gift Cards for New Patient Referrals**

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: **New wood laminate Flooring and Dental Chairs**

Average age of Equipment: **~ 5 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? **\$20.00/hr**

Has staff left the practice recently? **Yes**

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2019 \$ 496,067 2018 \$ 495,452 2017 \$ 477,258

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

Is pegboard or computer? **Computer** What type of computer? **Windows 10/PC**

What software? **Easy Dental** 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.