



WESTERN PRACTICE SALES

John M. Cahill Associates

#FG-1171

California Coastal Town

We are offering a highly esteemed practice - one which every dentist aspires to and one which sets the bar for excellence - in a thriving coastal community. This practice focuses on patient relationships and provides the highest standard of care in a warm and caring environment.

This well-established practice has a large, stable patient base and a wonderful, knowledgeable staff with strong management policies and streamlined practices. Doctor treats an average of 6 - 8 patients per day with multiple Hygienists each averaging 8 - 10 patients per day offering 16 days of Hygiene/per week. The practice welcomes an average of 30-35 new patients per month.

The spacious, pristine office is thoughtfully designed with office efficiency and patient comfort and privacy in mind. It occupies approximately 3,900 square feet and consists of 8 fully equipped OPs, well-lit Reception Area, Consultation Room, Doctor's Offices, Business Office, Staff Lounge, Sterilization, Lab, Storage, Restrooms and state-of-the-art technology.

Full Price: \$1.8 million

Possibility to own Building in Future

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

Timothy G. Giroux, DDS

Jon B. Noble, MBA

John M. Cahill, MBA

Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

FG-1171

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$1,800,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Doctor's Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Associate's Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	Since 2009		Days worked past 12 months:		Office: ~ 195+ days, 7 wks vacation		

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?	Yes, Associate						
Rent per month	\$9,000.00/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?	Fair Market						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 3,900 sf		Carpet?	Partial		Air conditioning?	Yes
Number of fully equipped ops:	8		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes, 2	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	Yes	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	Yes
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, free-standing building with professionally designed interiors & décor, located in desirable neighborhood with ample parking						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	14	Diagnostic	14	Adjunctive	1	Dentures	4
General Operative	20	Endo		Ortho/TMJ	1	Perio	6
Oral Surgery	1	Cosmetic		Crown/Bridge	38	Implant	

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

Refer ALL Endo, Oral Surgery, Implant Placement, Perio Surgeries and Difficult Pedo

Type of patients as a percentage of Collections:

Private Pay 25 **Insurance/PPO** 75 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? **Premier* Only** Y **since 2019 re-negotiations* 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"? **Yes**

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

Delta, Aetna, Guardian, Connection – GEHA, Cigna, MetLife, Humana, Unitas

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: **~ 30 – 35, N/P on 1-yr wait list**

Average number of patients per day? Per-Doctor: **~ 6 – 8** Per-Hygienist: **~ 8**

Hygiene days per week: **16 days/wk**

Average age of patients: **Family Range**

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

Type of recall system used? **Pre-scheduling, DemandForce computerized tracking**

Number of recalls per month? **~ 250**

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: **Professionally designed w sophisticated décor w comfort, work flow, efficiency, privacy and ergonomics in mind**

Average age of Equipment: ~ 3 – 5 yrs

Any equipment leases? **No** 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? **N/A**

Has staff left the practice recently? **Yes, for Maternity Leave**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Profit & Loss Statements:

2019 \$ 2,380,253 2018 \$ 2,291,452 2017 \$ 1,138,966

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

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

What software? **Softdent** Is software transferable? **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.