



WESTERN PRACTICE SALES

John M. Cahill Associates

DG-1195 *Perio* South Bay Area, California

Location, stellar reputation and state-of-the-art equipment are the attributes to this highly successful, beloved *Perio* practice, supported by a loyal, stable referral base in a vibrant coastal community. An astute Buyer will recognize this amazing opportunity and practice which provides the highest standard of care and regularly *profits more than \$960,000 on a relaxed 3-day workweek!*

Doctor averages 12 patients w/ 7 Hygiene patients per day offering 6 days of Hygiene/per week and welcomes approximately 30–35+ new patients per month, *enough patients to add additional days*, all this based on strong networking with referring dentists.

The office is conveniently located in an attractive, well-maintained, multi-tenant Professional building complex with handicap accessibility, ample parking in an open lot and excellent visibility on major thoroughfare and in a highly desirable, growing suburban neighborhood. The office occupies approximately 1,550 square feet and consists of 5 fully equipped OPs, Reception area, Doctor's office, Sterilization, Lab, Storage, and 3 Restrooms.

Full Price: \$1.1 million

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

DG-1195**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$1.1 million****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 – 12	9 – 5	9 – 5	9 – 5	
Doctor's Hours				9 – 5	9 – 5	9 – 5	
Hygienist Hours				9 – 5	9 – 5	9 – 5	
Type of Practice:	Perio		Reason for Selling:			Retirement	
Years established:	~ 35 yrs		Days worked in 2019:			~ 160 days	

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:	Month-to-Month			Expiration date:	N/A		
Rent per month	\$3,700.00/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	Professional	X	Retail Center		
Office Square footage:	~ 1,550 sf		Carpet?	Partial	Air conditioning?	Yes	
Number of fully equipped OPs:	5		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes, 2	Intra-oral Camera:	Yes
						3D Imager:	Yes
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, single-story Professional building complex w ample parking in an open lot on major thoroughfare						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **Practice limited to Perio**
 Preventative/Hygiene **20** Diagnostic Perio **60** Implant **20**

Type of patients as a percentage of Collections:
Private Pay 30 **Insurance/PPO** 70 **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"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta Dental only**

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: **~ 35+** **enough patients to add additional days*

Average number of patients per day? Per-Doctor: **~ 12** Per-Hygienist: **~ 7**

Hygiene days per week: **6 days**

Average age of patients: **Mid-Family Range: ~ 48 yrs**

Does the office have Nitrous Oxide? **Yes**

Type of recall system used? **Computer tracking**

Number of recalls per month? **~ 160+**

What types of Practice Promotions? **None, Good Networking and Strong Referral Base of General DDS**

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: **Office Remodel ~ 8 yrs ago, Regular maintenance and equipment in good functioning condition**

Average age of Equipment: **~ 8 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?

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 \$ 1,864,178 2018 \$ 1,840,683 2017 \$ 1,747,814

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

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

What software? **Care Stream-Patient Base**

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.