



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#EN-1198**

### **Sacramento, California**

Location, Accessibility, Quality Relationships and Philosophy are only some of the attributes of this highly-successful, long-established practice dedicated to delivering the highest quality of dental treatment to a much beloved and appreciative, stable, loyal patient base.

The Doctor averages 10-12 patients w/ 8 Hygiene patients per day offering 3¼ days of Hygiene/per week and welcomes approximately 6-9 new patients per month based on word-of-mouth referrals: the best kind of marketing!

The office is a proven success in this highly desirable neighborhood. It is conveniently located in an attractive, well-maintained, beautiful Professional building with picturesque windows which captures serene views and creates an airy, comfortable and inviting environment. The office, designed for office efficiency and patient flow in mind, occupies approximately 1,671 square feet and consists of 4 fully equipped OPs and plumbed for 1 additional OP, Reception area, Doctor's office, Sterilization, Lab, Storage, and Restroom.

***Full Price: \$395,000***

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

Timothy G. Giroux, DDS

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**800.641.4179**

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

**We look forward to serving you**

# EN-1198

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$395,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	9 – 6	8 – 5	9 – 6		
Doctor's Hours		8 – 5	9 – 6	8 – 5	9 – 6		
Hygienist Hours		8 – 5 <sup>x1/month</sup>	9 – 6	8 – 5	9 – 6		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Personal - Health</b>		
Years established:	<b>Since 1986</b>		Days worked 2019:				

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>5-yr</b> <i>*cancellable due to health</i>		Expiration date:	<b>July 2023</b>			
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$2,615.54/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?	Are utilities included?		<b>No</b>				
Is the rent considered above, below or at fair market value?	<b>Below Market Value</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>~1,671 sq. ft.</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>4</b>		Plumbed for additional ops?	<b>Yes, 1</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>No</b>	Restrooms:	<b>Yes</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>No</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>No</b>
	<b>No</b>		<b>No</b>		<b>No</b>	3D Imager:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, beautiful Professional building w picturesque windows &amp; ample parking on major thoroughfare in highly desirable corridor of heavy traffic flow with good signage, excellent visibility &amp; easy accessibility</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	24	Diagnostic	10	Adjunctive	Dentures	4
General Operative	11	Endo	6	Ortho/TMJ	Perio	0
Oral Surgery	3	Cosmetic	1	Crown/Bridge	Implant	0

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

**Refer all Implant, Complex Perio, Ortho, Oral Surgery, Endo, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay 10 Insurance/PPO 90 Denti-Cal 0 Capitation (HMO) 0 Other \_\_\_\_\_

Are you a **Delta Provider**? Premier Only \_\_\_\_\_ Premier + PPO Yes

**\*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"?

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

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: ~ 6 - 8+

Average number of patients per day? Per-Doctor: ~ 10 - 12 Per-Hygienist: ~ 8

Hygiene days per week: 3¼ days

Average age of patients: **Mature Family Range: ~ 45+ yrs**

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

Type of recall system used? **Pre-scheduling, Follow-up Postcard and Phone Call Reminders**

Number of recalls per month? ~ 100 - 120

What types of Practice Promotions? **Thank You gift cards and account credits for N/P referrals**

Phone Book Advertising? \* **Yes\*** \* Phone book advertising contracts will be the responsibility of buyer after transition.

*\*expires November 2020*

## 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: **Updated Delivery Systems ~ 8 yrs old**

Average age of Equipment: **~ 15 yrs**

Any equipment leases? **Yes, will be paid** 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? **\$2,000/month**

Has staff left the practice recently? **No**

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

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Corporate Tax Returns:

2019 \$ 621,877 2018 \$ 622,603 2017 \$ 636,128

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

Is pegboard or computer? **Computer** What type of computer? **Window Op System**

What software? **DentalMate** 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.**