



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #BC-1201 Richmond, California

Carry on the tradition of delivering quality dental care to a loyal, stable patient base in this family-oriented practice in this Contra Costa city, which supports cultural events and recreational programs to enrich a quality lifestyle.

The Doctor averages ~ 12 patients including hygiene appointments per day.

The office is conveniently located in an attractive, well-maintained Professional building in mixed business & residential neighborhood. The office occupies approximately 1,100 square feet and consists of 3 OPs: 2 fully equipped and plumbed for 1 additional, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

***Full Price: \$40,000***

***Seller recently deceased. Priced for immediate sale.***

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

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**800.641.4179**

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

**We look forward to serving you**

# BC-1201

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$40,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5		9 – 5	9 - 5	
Doctor's Hours		9 – 5	9 – 5		9 – 5	9 - 5	

Type of Practice: **General** Reason for Selling: **Deceased**Years established: **~ 60+ yrs (Father/Son)** Days worked in 2019: **~ 184**

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned? **No** Is building available for purchase? **Not at this time**Is the space leased? **Yes** Is lease renewable? **Yes** Is lease assignable? **N/A**Term of Lease: **5 years + 5-year Option** Expiration date:Do you share space with another dentist? **No**Rent per month **~ \$2,000.00/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 **Professional X** Retail CenterOffice Square footage: **~ 1,100 sf** Carpet? **Partial** Air conditioning? **No**Number of fully equipped OPs: **2** Plumbed for additional OPs? **Yes, 3<sup>rd</sup> OP used as Sterilization**Reception area: **Yes** Dark room: **Yes** Doctor's office: **Yes** Lab: **Yes**Business office: **No** Restrooms: **Yes, 2** Sterilization: **Yes** Storage: **Yes**Digital X-ray: **No** Cerec: **No** Laser: **No** Intra-oral Camera: **No** 3D Imager: **No**Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, single-story Professional building in mixed business & residential neighborhood**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	Diagnostic	Adjunctive	Dentures
General Operative	Endo	Ortho/TMJ	Perio
Oral Surgery	Cosmetic	Crown/Bridge	Implant

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

**Refer Complex procedures of all of the above Specialties**

Type of patients as a percentage of Collections:

Private Pay     %     Insurance/PPO     %     Denti-Cal   -   Capitation (HMO)   -   Other   -  

Are you a **Delta Provider**? Premier Only      **Premier + PPO**   X  

**\*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:

**Aetna, Blue Shield, Cigna, Concordia Flex, Connecticut General, Core Five Solutions, Delta Dental AARP, Delta Dental, Dental Select, Guardian**

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: **See Report**

Average number of patients per day? **~ 12**

Hygiene days per week: **N/A**

Average age of patients: **Family Range**

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

Type of recall system used? **Prescheduling & Postcard**

Number of recalls per month? **~ 40-50**

What types of Practice Promotions? **Yelp**

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: **The relaxed atmosphere of the Reception Area sets the tone with a Grandfather clock and antique Child's dental chair. The office is simple and functional with plenty of natural light in the operatories.**

Average age of Equipment: ~ 15+ years

Any equipment leases? **Credit Card Machine** 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? **N/A**

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

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

## PRACTICE FINANCIAL PROFILE

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

2019 \$ 206,879 2018 \$ 202,525 2017 \$ 202,280

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

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

What software? **Patient Base**

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.**