



WESTERN PRACTICE SALES

John M. Cahill Associates

#CC-1220 San Rafael, California

This community strives to retain a certain ease and comfort of a small town with its charming qualities and amenities. Located in a lively urban environment, this remarkable opportunity awaits your talent and skill!

The Doctor averages 8 patients per day, providing Hygiene also and generates approximately 8 - 10 new patients per month.

The office is conveniently located in a highly visible, easily accessible, attractive, well-maintained, long-established Dental Professional building on busy, major thoroughfare in a thriving neighborhood close to vibrant Downtown. The office occupies approximately 1,000 square feet and consists of 3 fully equipped OPs, Reception area, Doctor's office, Lab, Sterilization and 2 Restrooms.

Full Price: \$100,000

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

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

We look forward to serving you

CC-1220

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$100,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	9 – 6		9 – 6 <i>appt only</i>		
Doctor's Hours		9 – 6	9 – 6		9 – 6 <i>appt only</i>		
Type of Practice:	General			Reason for Selling: Personal			
Years established:	~ Since 2000			Days worked in 2019: ~ 135+ days (6-wks off-vacation)			

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:	5+ yrs	Expiration date:	2021 + 5 yrs				
Rent per month	\$2,610.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	Are utilities included?		Yes, Water				
Is the rent considered above, below or at fair market value?	Fair Market Rent						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 1,000	Carpet?	Partial	Air conditioning?	Yes		
Number of fully equipped OPs:	3	Plumbed for additional OPs?	No				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	No
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Ideal location, long-stablished Dental Professional building w close proximity to outdoor/open-air Shopping Plaza, Whole Foods, local High School & vibrant Downtown						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene ~ 20	Diagnostic ~ 10 - 15	Adjunctive	Dentures ~ 1 - 2
General Operative ~ 20	Endo	Ortho/TMJ	Perio ~ 10 - 15
Oral Surgery ~ 3 - 4	Cosmetic	Crown/Bridge ~ 20	Implant ~ 3 - 5

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

Refer Sedation Cases & Complex procedures of the above Specialties

Type of patients as a percentage of Collections:

Private Pay 15.5% Insurance/PPO 84.5% 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, Guardian, Cigna, Anthem

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: ~ **8 - 10**

Average number of patients per day? Per-Doctor: ~ **8** Per-Hygienist: **N/A**

Hygiene days per week: **Doctor provides Hygiene services**

Average age of patients: **Mid-mature Family Range: ~ 50 yrs**

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

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

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

What types of Practice Promotions? **Internal Marketing: word-of-mouth 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 floors & cabinets in all OPs, Lab, Kitchenette installed in 2013, Dental Chairs 2015, Computers (~ 18 months)**

Average age of Equipment: ~ 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
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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? **Yes, due to COVID** *flexible transition, if no Staff

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 YTD **\$ 216,726** P&L 2019 **\$ 285,574** 2018 **\$ 262,431** 2017 **\$ 299,232**

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

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

What software? **Dentrix** 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.