



WESTERN PRACTICE SALES

John M. Cahill Associates

#DC-1187

Redwood City, California

Loyal, long-established, multi-generational and stable patient base who are reliable and faithful in pre-scheduling for recall and restorative maintenance with favorable lease and low overhead. Invest yourself in this proven gem, with a little focus on marketing and increasing workweek to maximize work hours, watch your potential and gross revenues sky rocket, with your personality, talent and skill! This practice has been established for 34 years and the seller is relocating.

The Doctor averages 8 patients per day and welcomes approximately 8-10 new patients per month.

The office is conveniently located in a long-established, attractive, well-maintained, single-story building in one of the most well-known and desirable Professional corridors and thriving neighborhoods in the city. The office occupies approximately 1,800 square feet and consists of 3 fully equipped Ops with plumbing for 1 additional Op, Reception area, Doctor's office, Business office, Sterilization, I.T./Computer Room, Lab, Storage, and 2 Restrooms.

Full Price: \$200,000

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

DC-1187

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$200,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 1	9 – 5	9 – 5	9 – 1	9 – 5	
Doctor's Hours						9 – 5 Alternating	
Associate's Hours			9 – 5	9 – 5	9-2 occasional		
Type of Practice:	General		Reason for Selling:		Relocating out of area		
Years established:	~ 34 years		Days worked in 2019:		~ 140		

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 years w/options			Expiration date:	August 2021		
Do you share space with another dentist?	Yes, seller rents space to another DDS for \$2,500/month						
Rent per month	\$3,850.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	No	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:	~ 1800		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	3		Plumbed for additional OPs?	Yes			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, popular, well-known, reputable Professional corridor						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	10	Diagnostic	5	Adjunctive		Dentures	1
General Operative	25	Endo	10	Ortho/TMJ		Perio	
Oral Surgery	10	Cosmetic	10	Crown/Bridge	25	Implant	3

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

Refer Complex Oral Surgery, Endo, Surgical Perio, Pedo

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 _____ 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"? **Yes**

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

Delta Dental, MetLife and CIGNA PPOs

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: **Dentist performs Hygiene**

Average age of patients: **~ 40 yrs**

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

Type of recall system used? **Computer**

Number of recalls per month? **~ 25**

What types of Practice Promotions? **Patient Pop**

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: **2 private business offices. ~ 10 yrs. Wired and plumbed for 4 operatories in total.**

Average age of Equipment: **8-10 yrs**

Any equipment leases? **No** 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? **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 \$ 289,608 2018 \$ 344,362 2017 \$ 123,440

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

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

What software? **Eaglesoft** 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.