



WESTERN PRACTICE SALES

John M. Cahill Associates

#EN-1209

Roseville Vicinity, California

Nestled in the foothills of Placer County is this fast-growing community with excellent schools and desirable amenities within minutes thriving shopping and eateries. Live, practice and play here and you may become the envy of your colleagues!

***Practice consistently exceeds \$900,000 in gross revenues annually
and currently averages more than \$80,000 per month!***

The Doctor averages ~ 12 - 14 patients w/ 8 Hygiene patients per day offering 8 days of Hygiene/per week and welcomes approximately ~ 18 - 24 new patients per month.

The practice is conveniently located in an attractive, well-maintained, single-story, free-standing Professional building complex with close proximity to three of the area's finest schools. The office occupies approximately 1,800 square feet and consists of 6 fully equipped OPs, Reception area, Doctor's office, Business Office, Sterilization, Lab, Storage, and Restroom.

Seller Motivated!

Full Price: ~~\$675,000~~

Price Reduced! Now Only: \$650,000!

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

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

We look forward to serving you

#EN-1209

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$650,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	7 - 3:30	8 - 5	7 - 3:30		
Doctor's Hours		8 - 5	7 - 3:30	8 - 5	7 - 3:30		
Hygienist Hours		8 - 5	7 - 3:30	8 - 5	7 - 3:30		
Type of Practice:	General		Reason for Selling:		Relocation		
Years established:	~ 45 yrs		Days worked in 2019: *		~ 191		
			Days worked in 2018:		~ 227		
<i>* Please note in 2019 Doctor was out of the office 36 days for medical reasons</i>							

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:	New Owner to negotiate new lease			Expiration date:	N/A		
Do you share space with another dentist?	No						
Rent per month	\$3,200.00/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	X	Professional	Retail Center		
Office Square footage:	~ 1,800 sq ft		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped OPs:	6		Plumbed for additional OPs?	No			
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):	Well-maintained, 30-yr-old attractive, well-maintained, single-story, free-standing Professional Complex, located w close proximity to 3 local Schools in a fast-growing, thriving, desirable community						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	21.57	Diagnostic	21.35	Adjunctive	2.62	Dentures	2.67
General Operative	12.69	Endo	.01	Ortho/TMJ	3.30	Perio	8.85
Oral Surgery	1.14	Implant	6.58	Crown/Bridge	19.21		

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

Refer All Endo and Some Complex Perio & Oral Surgery, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay **30.59%** Insurance/PPO **69.41%** 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:

MetLife, Delta Dental, Aetna and 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: ~ **18 - 24**

Average number of patients per day? Per-Doctor: ~ **12 - 14** Per-Hygienist: ~ **8**

Hygiene days per week: **8 days**

Average age of patients: **Adult age 50 - 59**

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

Type of recall system used? **QuickFill and EagleSoft, computer tracking**

Number of recalls per month? ~ **72**

What types of Practice Promotions? **None, just 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: **Office is well-maintained and consistently updated over the years**

Average age of Equipment: **~ 5 yrs**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Right**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
AVAILABLE UPON REQUEST				
Do family members work in the office?	Yes	If yes, how much are they paid?	\$15,000 yr	
Has staff left the practice recently?	No			
Is there a practice management consultant?	No			

AVAILABLE UPON REQUEST

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2019 \$ 833,977 2018 \$ 903,382 2017 \$ 915,795

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

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

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.