



WESTERN PRACTICE SALES

John M. Cahill Associates

#DC-1229 **San Jose, California**

Thrive at your new practice and make it soar to new levels with your talent and skill, by taking advantage of the *60+ yr legacy* at this well-established, highly-reputable dental practice rooted in the local community. Seller is retiring and is passing on this well-oiled machine to you!

The Doctor averages 5-6 patients and welcomes approximately 10-15 new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story Professional Center built in the late 1950's with easy accessibility and ample parking in a mixed professional/residential neighborhood.

The office occupies approximately 1,010 square feet, designed to maximize office efficiency and patient flow, and consists of 3 fully equipped OPs with plumbing for (1) additional OP Reception area, Doctor's office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$350,000

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

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

We look forward to serving you

DC-1229

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$350,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5	by appt	by appt
Doctor's Hours		9 – 5	9 – 5	9 – 5	9 – 5	by appt	by appt
Type of Practice:	General			Reason for Selling: Retirement			
Years established:	~ 60 yrs			Days worked in 2019: ~ 200 days			
*Office closed due to Covid from March 17 – June 01, 2020				Days worked in 2020 ~ 152 days			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	No				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	Month-to-Month			Expiration date:	N/A		
Do you share space with another dentist?	No						
Rent per month	\$3,000.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	N/A	Are utilities included?	Yes, Water, Trash & Parking				
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:	~ 1,010 sf		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	3		Plumbed for additional OPs?	Yes, 1 additional OP			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 1	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, single-story building built in 1950's in Professional Center w ample parking in mixed professional/residential neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20	Diagnostic	20	Adjunctive		Dentures	1
General Operative	10	Endo	1	Ortho/TMJ	3	Perio	20
Oral Surgery	1	Cosmetic	4	Crown/Bridge	20	Implant	0

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

Refer Complex Endo: calcified molar RCT, Implants, Ortho & Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 30 **Insurance/PPO** 70 **Denti-Cal** 0 **Capitation (HMO)** 0 **Other** 0

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

***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 (minimal)**

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

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: **~ 10 - 12**

Average number of patients per day? Per-Doctor: **~ 5 - 6** Per-Hygienist: **N/A**

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

Average age of patients: **Mid-family range: ~ 35+ yrs**

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

Type of recall system used? **Cards, Phone Calls and Text Reminders**

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

What types of Practice Promotions? **Monthly Newsletter & Email Marketing**

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: **Cabinets 1½ yrs old**

Average age of Equipment: **~ 20 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? **No**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 \$ 470,000 estimate 2019 \$ 432,856 2018 \$ 463,297

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

Is pegboard or computer? **Computer** What type of computer? **Apple iMac +Dell & HP also**

What software? **Dental Mac** 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.