



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### # JN-1223 *Endo* Visalia, California

*We have an amazing and rare opportunity for an Endodontist  
with an astute vision to purchase the Practice and Real Estate*

Live and practice in this thriving community in the heart of the San Joaquin Valley basin, which has experienced tremendous growth and offers a high quality of life in a small city with big city amenities and proximity to perennial recreational activities in nearby national parks. Practice focuses on delivering the highest quality of care, customized accommodation and personal friendship, which is their secret to success!

*In 2019 Practice Grossed more than \$720,000 on a relaxed 3-day Workweek w/ 5 Weeks of Vacation Time! Just Imagine the Increase in Revenues by adding 1 more Work Day!*

The Doctor averages 8-10 patients (non-covid year) with goodwill generated by a stellar reputation and a strong networking referral base of general dentists in the community.

Conveniently located in a well-maintained, single-story Professional building on a desirable Medical/Professional corridor with ample parking and easy accessibility. The office occupies approximately 1,250 square feet and consists of 5 fully equipped OPs, Reception area, Doctor's Office, Business Office, Sterilization, Lab, Dark Room, Storage and 2 Restrooms.

***Price Reduced! Now Only: \$250,000***

***Real Estate: \$280,000***

*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**

# JN-1223

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$250,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5	8 - 5	8 - 12	
Doctor's Hours		8:30 - 4	8:30 - 4		8:30 - 4		
Type of Practice:	<b>Endodontics</b>			Reason for Selling: <b>Retirement</b>			
Years established:	~ 42 yrs			Days worked in 2019: ~ 138			
<i>*Office closed due to Covid from March 31- April 22, 2020</i>				Days worked in 2020 ~ 132			

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Yes</b>				
Is the space leased?	<b>N/A</b>	Is lease renewable?	<b>N/A</b>	Is lease assignable?	<b>N/A</b>		
Term of Lease:	<b>Seller owns building</b>			Expiration date:	<b>N/A</b>		
Rent per month	<b>Seller owns building</b>		Common area, maintenance fees /taxes included?	<b>No</b>			
If not included, current amount paid?	~ \$450		Are utilities included?	<b>N/A</b>			
Is the rent considered above, below or at fair market value?	<b>N/A</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	~ 1,250 sq ft		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped OPs:	<b>4</b>		Plumbed for additional OPs?	<b>No</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Microscope	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>No</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):			<b>Long-established, well-maintained, single-story Professional building in desirable corridor of Medical Professional community with ample parking and easy accessibility</b>				

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **Practice limited to Endodontics**

Oral Surgery ~ 5      Endo ~ 90      Implant ~ 5      Other

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

**All Perio & complex/some Oral Surgery**

Type of patients as a percentage of Collections:

Private Pay 50 Insurance/PPO 50 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 Premier & PPO and Safe Guard**

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: **Each patient is a new patient**

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

Hygiene days per week: N/A

Average age of patients: **Mature: ~ 50 yrs**

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

Type of recall system used? N/A

Number of recalls per month? N/A

What types of Practice Promotions? **Internal Marketing & Referral Base: word-of-mouth**

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: **2009: Renovation**

Average age of Equipment: ~ **35 yrs**

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

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

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

## PRACTICE FINANCIAL PROFILE

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

2019   \$ 729,057      2018   \$ 784,562      2017   \$ 760,124  

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

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

What software? **Lytec Dental**    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.