



WESTERN PRACTICE SALES

John M. Cahill Associates

#AN-1241

San Francisco, California

Continue the grand tradition of treating patients in this practice with respect and dignity with emphasis on education and prevention as key to reaching a mutual goal of long-term improved dental health. Practice located in one of the most prestigious areas in the city! Practice is currently on relaxed 1-day workweek.

The Doctor averages 8-10 patients generating approximately 6- 0 new patients per month with growth by word-of-mouth referrals and internal marketing. Increase C&B procedures and watch your production soar!

This spectacular office is located in an attractive, well-maintained, 2-story, free-standing, renovated "mid-century" Flat adjacent to an upscale and affluent neighborhood.

Office is approximately 1,200 square feet and consists of 2 fully equipped OPs with plumbing for 2 additional OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and Restroom.

Full Price: \$80,000

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

Timothy G. Giroux, DDS
Jon B. Noble, MBA

John M. Cahill, MBA
Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

AN-1241

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$80,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5					
Doctor's Hours		8 - 5					
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ 32 yrs			Days worked in 2019: ~ 95+ days			
*Office closed due to Covid from March 16 – Currently only open for emergencies.			Days worked in 2020 ~ 40				

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	No				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller Owns Building			Expiration date:			
Rent per month	To Be Determined		Common area, maintenance fees /taxes included?		No		
If not included, current amount paid?	~\$20.00/monthly		Are utilities included?		No		
Is the rent considered above, below or at fair market value?	Below or at Fair Market Value						
Type of Building:	Condo	X	Free-standing	X	Professional	X	Retail Center
Office Square footage:	~ 1,200 sq ft		Carpet?	Yes	Air conditioning?	No	
Number of fully equipped OPs:	2		Plumbed for additional OPs?	Yes, 2 additional			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 1	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	No	Cerec:	No	Laser:	No	Intra-oral Camera:	No
						3D Imager:	No

Description of office building, Location and attributes of practice (a brief description):

Attractive, well-maintained, free-standing, multi-suite Professional building on well-known dental corridor in highly desirable charming Lakeside district near Stonestown Shopping Center & SFSU

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	26.46	Diagnostic	26.33	Adjunctive	4.46	Prosth, Rem	8.63
Restorative	28.63	Endo	1.37	Ortho	0	Perio	0.79
Oral Surgery	3.02	Cosmetic		Crown/Bridge	0.30	Implant	

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

Refer Complex Oral Surgery: difficult extractions, All Endo, Perio and Difficult Pedo

Type of patients as a percentage of Collections:

Private Pay 34 **Insurance/PPO** 66 Denti-Cal _____ Capitation (HMO) _____ Other _____

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"? **No**

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

Delta Only

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: **~ 6 - 10**

Average number of patients per day? Per-Doctor: **~ 8 - 10** Per-Hygienist: **N/A**

Hygiene days per week: **0, Doctor provides Hygiene**

Average age of patients: **Mature Family Range: ~ 20 - 80+ yrs**

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

Type of recall system used? **Postcard Reminders**

Number of recalls per month? **~ 20 - 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: **2000: new build-out w/ new equipment, plumbing and electric**

Average age of Equipment: **No**

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? **No** If yes, how much are they paid?

Has staff left the practice recently? **Yes**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 **\$110,000** *estimate* 2019 **\$ 167,024** 2018 **\$ 202,319** 2017 **\$ 219,238**

***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.