



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#BC-1226**

**San Ramon, California**

Established for 40 years, Seller is retiring and passing on a well-oiled, quality practice with financially stable, upper-middle class, multi-cultural, diverse patient base who are highly motivated with treatment plans and options, where prevention and maintenance are key to success for optimal health.

The Doctor averages 7 patients per day and welcomes approximately 4 new patients per month by word-of-mouth referrals, local Community involvement and Professional relationships: the best kind of marketing!

The office is conveniently located in an attractive, well-maintained, 2-story Dental Professional building complex with ample parking, easy accessibility, excellent visibility with the convergence of 3 stoplights at a major intersection, in desirable commercial/residential neighborhood.

The office occupies approximately 1,200 square feet and consists of 5 fully equipped OPs with plumbing for (1) additional OP, Reception area, Private Office/Recovery Room, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

***Full Price: \$190,000***

*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**

# BC-1226

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$190,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5		9–4 <sup>1</sup> Sat/month
Doctor's Hours			8 – 5	8 – 5	8 – 5		9–4 <sup>1</sup> Sat/month
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	~ 40 yrs			Days worked in 2019: ~ 124 days			
<b>*Office closed due to Covid from March 17 – 24, 2020</b>			Days worked in 2020 ~ 117 days				

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>No</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>N/A</b>		
Term of Lease:	<b>Month to Month w options to renew</b>			Expiration date:			
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$3,362.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>				
Are utilities included?	<b>Yes, includes all Utilities, Upkeep, Maintenance &amp; Repairs</b>						
Is the rent considered above, below or at fair market value?	<b>At Fair Market</b>						
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>	<b>Professional</b>	<b>X</b>	Retail Center	
Office Square footage:	<b>~ 1,200 sf</b>	Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped OPs:	<b>5</b>	Plumbed for additional OPs?	<b>Yes, 1 additional</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes (Recovery)</b>		Lab: <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>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>No</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>No</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>No</b>
3D Imager:	<b>No</b>						
Description of office building, Location and attributes of practice (a brief description):	<b>Highly-visible corner location in newly renovated, free-standing Professional building w/ excellent visibility as 3 stoplights converge at the corner of major crossroads.</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	12	Diagnostic	16	Other	2	Prosth, Rem	3
Restorative	16	Endo	6	Ortho	1	Perio	10
Oral Surgery	3	Cosmetic		Prosth, Fixed	30	Implant	

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

**Refer Complex Oral Surgery: 3<sup>rd</sup> molars, Full Orthodontics, Difficult Endo: Molar, Retreatment, Apicos**

Type of patients as a percentage of Collections:

**Private Pay** 20 **Insurance/PPO** 80 **Denti-Cal** 0 **Capitation (HMO)** 0 **Other** VA-CCN Vets

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"? **No**

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

**Accept many PPO Plans including Blue Cross, Blue Shield, Guardian, Aetna, etc**

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: **~ 4**

Average number of patients per day? Per-Doctor: **~ 7** Per-Hygienist: **N/A**

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

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

Does the office have Nitrous Oxide? **Yes**

Type of recall system used? **Pre-Scheduling, Computer tracking**

Number of recalls per month? **~ 20**

What types of Practice Promotions? **Professional Referrals, New Homeowner Mailers, N/P Promotions, Local Community Presence & Involvement, Dental Rep relationships**

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: **2015: New Computer System**

Average age of Equipment: **Varies from 1980 to new**

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

## 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 \$ 272,877 P&L 2019 \$ 270,832 2018 \$ 310,263

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

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

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.