



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#CG-1246**  
**Petaluma, California**

*An excellent opportunity like this rarely comes along: one that is well-positioned and poised for the next generation!* We are offering this highly esteemed practice with **strong practice and career growth potential!** Doctor and seasoned, knowledgeable staff have built a reputation of trust with their patients who have high dental IQ, are stable, reliable, responsible and motivated! Patients appreciate the highest standard of care delivered in this warm and welcoming atmosphere.

The Doctor averages 7 patients w/ 7 Hygiene patients per day on relaxed workweek, offering 4 days of Hygiene/per week and welcomes approximately 8 new patients per month, mostly generated by word-of-mouth referrals from happy patients: the best kind of marketing!

This premier office is located in an attractive, well-maintained, single-story Building on a major thoroughfare, with ample on-site & street parking, easy freeway accessibility, all within easy walking distance to shops, restaurants and other thriving commercial businesses in an established residential neighborhood. *It is bright and spacious with framed artwork and photographs and outdoor views from almost every room!* This computerized office occupies approximately 1,800 square feet and consists of 3 fully equipped OPs, Reception area, Private office, Business office, Sterilization, Staff Lounge, Lab, Storage and Restroom.

***Full Price: \$400,000***

***Possibility to Own Real Estate in the Future***

*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**

# CG-1246

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$400,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5		
Doctor's Hours		9 – 5		9 – 5	9 – 5		
Hygienist Hours		9 – 5	9 – 5	9 – 5	9 – 5		
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Personal</b>	
Years established:	~ 32 yrs		Days worked in 2020: <b>Doctor: ~ 100 days, RDH: ~ 150+ days</b>				
<b>*Office closed due to Covid from March 15 – May 31, 2020</b>			Days worked in 2019: ~ 180 days				

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Possibly at a Future Date</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, long-term lease available</b>							
Rent per month	<b>\$4,500.00/month</b>		Common area, maintenance fees /taxes included?				<b>Yes</b>	
If not included, current amount paid?	<b>N/A</b>		Are utilities included?					<b>Yes, Water &amp; Trash</b>
Is the rent considered above, below or at fair market value?	<b>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>1,800 sf</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped OPs:	<b>3</b>		Plumbed for additional OPs?	<b>Abundant space for additional OPs</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>	
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>	
Consult Room:	<b>Yes</b>	Staff Lounge:	<b>Yes</b>					
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>	
						3D Imager:	<b>No</b>	

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

**Attractive, well-maintained, single-story Building in Medical/Dental Complex with ample on-site & street parking, on major thoroughfare tucked among busy, thriving commercial businesses and restaurants w easy freeway accessibility, adjacent to a well-established residential neighborhood**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections in **2019**:

Other	<b>3</b>	Diagnostic	<b>17</b>	Adjunctive	<b>3</b>	Dentures	<b>1</b>
General Operative	<b>22</b>	Endo	<b>0</b>	Ortho/TMJ	<b>0</b>	Perio	<b>6</b>
Oral Surgery	<b>0</b>	Cosmetic	<b>1</b>	Crown/Bridge	<b>40</b>	Implant Surgery	<b>6</b>

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

**Refer Complex Endo, Perio, Oral Surgery, and Ortho, Difficult Pedo Behavioral Management**

*\*Keep specialty procedures in-house and watch revenues soar: so much growth potential!*

Type of patients as a percentage of Collections:

**Private Pay/Cash**   48   **Insurance**   52   PPO        Capitation (HMO)        Other       

Are you a **Delta Provider**? **Premier Only**   Y   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, 6-month Plan only**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **N/A**

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 - 8**

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

Hygiene days per week: **4 days**

Average age of patients: **Full Family Range**

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

Type of recall system used? **Pre-scheduling, Postcard, Call & Text Reminders**

Number of recalls per month? **~**

What types of Practice Promotions? **Website, Social Media, high YELP ratings, No paid Advertising: relies on internal marketing: word-of-mouth & Specialist referrals which generate N/P growth**

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: **2012: Updated Panorex, new Adec Chairs, New Lighting & Computers in OPs, regularly maintained & updated, all in good functioning condition**

Average age of Equipment: **~ 9 yrs**

Any equipment leases? **Equipment is right/left-handed/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? **Yes** If yes, how much are they paid? **\$3,000.00/per pay period**

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

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

## PRACTICE FINANCIAL PROFILE

### Last 4 years' Gross Collections from Tax Returns:

2020 \$522,040 P&L 2019 \$ 746,928 2018 \$ 800,456 2017 \$ 741,774

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

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

What software? **Carestream** 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.**