



WESTERN PRACTICE SALES

John M. Cahill Associates

#BC-1245 *Ortho*

Eastern Contra Costa County, California

With a stellar reputation of using *The Golden Rule* as the moral compass for the office, and by not aggressively selling treatment, this practice has earned its impeccable reputation, resulting in a steady stream of new patients, along with parental trust. With the utmost respect & encouragement given to the well-trained, self-motivated Staff and a strong sense of “TEAM”, Doctor and Staff provide the highest standard of care. Staff has the ability to propel you and the practice to the next level! ***Unlimited growth potential as Doctor is currently only working about 13 days per month.***

The Doctor averages 25+ patients per day and welcomes approximately 12+ new patients per month from a strong network referral base and word-of-mouth by happy patients!

The office is conveniently located in an attractive, well-maintained, 14yr-old Professional Plaza with Legal, Medical & Dental practices with ample parking and close proximity to Highway.

The office occupies approximately 2,194 square feet and consists of 5 Chairs plus Exam Room *plumbed, Reception, Doctor’s office, Business office, Sterilization, Lab, Storage, and Restroom. **Office also includes new server, digital camera and I-Cat!**

Priced to Sell at Only \$490,000

Real Estate Also Available

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

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

We look forward to serving you

BC-1245

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$490,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30 - 5	8:30 - 5	8:30 - 5	8:30 - 5	8:30 - 5	
Doctor's Hours		x2/month	x3/month	8:30 - 5	8:30 - 5	x1/month	
Type of Practice:	Ortho		Reason for Selling:			Retirement	
Years established:	~ Since 1996			Days worked in 2019: ~ 155+ days			
*Office closed due to Covid from March 15 - May 31, 2020				Days worked in 2020: ~ 130+ days			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns building, if Real Estate is not purchased, lease to be negotiated						
Mortgage per month	\$ 5,450.00/month	Common area, maintenance fees /taxes included?	No				
If not included, current amount paid?	HOA Dues 913.24	Are utilities included?	No				
Is the rent considered above, below or at fair market value?	Mortgage Payment is above Fair Market Rent						
Type of Building:	Condo	<input checked="" type="checkbox"/>	Free-standing	Professional	<input checked="" type="checkbox"/>	Retail Center	
Office Square footage:	~ 2,194 sf	Carpet?	* Reception & Business Office			Air conditioning?	Yes
Number of Chair Bays:	6	Plumbed for additional Chairs/Bays?	Yes				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 1	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Scanner:	Yes
						iCat 3D X-ray	Yes
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, 15-yr-old single-story Class A Professional Plaza w Legal, Medical & Dental practices with ample parking & close proximity to Highway						

PRACTICE & PATIENT DEMOGRAPHICS

Type of patients as a percentage of collections:

Private Pay 10 **Insurance/PPO** 45 **Denti-Cal** 0 **Capitation (HMO)** 45 **Other** _____

Does your practice participate in "Care Credit"? **Yes but not encouraged**

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

Cigna, Aetna, Ameritas, Principal, Assurant, SunLife, Humana, Guardian, MetLife, United Concordia, United HC, Cypress, Lincoln Dentemax, DeltaCare, DBP, Blue Shield of CA, PUD, Aetna DMO

Are you a **Delta Provider**? **Premier Only** Yes **PPO/HMO** Yes

***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.**

Estimated Number of Active Patient Files **Number to be defined by Buyer's Due Diligence Process***

What types of Practice Promotions are in effect? **SEO**

Phone Book Advertising? * **No** * *Phone book advertising contracts will be the responsibility of buyer after transition*

Average number of New Patients per month for past 12 months: ~ **12+**

Average number of patients per day? ~ **25+**

Number of patients ready to start treatment? Consultation completed ~ **200 – 240+**

Number of consultations scheduled? Scheduled study models? ~ **15+** Scheduled exams? ~ **25**

Number of cases in retention? ~ **250+** Number of cases in progress – active treatment? ~ **250 - 300+**

Number compiled using: **Practice Software** Estimate

Types of techniques used (Edgewise, Tight Wires, etc)? **Twin Wing**

Amount of prepaid where work in not completed?

Amount of contract receivables for work to be completed? **\$449k as of 2/23/2021**

Number of patients in recall and observation? ~ **80 – 85+**

Current delinquent accounts?

Active child patients? **230+** Active adult patients? **75+** Months in treatment (average) **24-30**

Typical fee arrangement? **20% Down + monthly payments**

Number of active referring Dentists? ~ **8 - 10**

10 or less patients per year? **0** 11 to 20 patients per year? **1** 20 or more patients per year? **5**

PRACTICE & PATIENT DEMOGRAPHICS (continued)

Indicate the number of new patient exams, by month, in 2020:

January	16	February	32	March	10	April	Closed
May	Closed	June	14	July	24	August	25
September	17	October	23	November	21	December	16

Indicate the number of new patient starts, in 2020:

January	10	February	3	March	8	April	Closed
May	Closed	June	10	July	7	August	17
September	18	October	15	November	20	December	14

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: **All equipment ~ 15 yrs old, regularly maintained and in excellent working condition**

Average age of Equipment: ~ 15 - 18 yrs

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

PERSONNEL LIST AVAILABLE UPON REQUEST

Do family members work in the office? **Yes** If yes, how much are they paid? **\$ 23,400/yr**

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 \$ 695,770 *P&L* 2019 \$ 711,958 2018 \$ 754,674

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

Is pegboard or computer?	Computer	What type of computer?	Dell
What software?	New Horizons	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.