



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1258 Milpitas, California

Milpitas is a progressive, affluent, well-educated community and integral part of the high-tech Silicon Valley with a very diversified resident population, featuring quality schools, beautiful parks and shopping centers. We are presenting a remarkable opportunity for the astute dentist who wishes to establish their dental empire here!

Doctor averages 8+ patients per day on relaxed workweek and welcomes approximately 3 new patients per month.

The office is conveniently located in conveniently located in a busy Retail Shopping Center w/ popular market as anchor, ample parking, easy freeway accessibility with nearby high-tech firms and in-demand industries in highly desirable commercial/residential neighborhood.

The office occupies approximately 1,050 square feet and consists of 3 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Full Price: \$150,000

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

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

We look forward to serving you

DG-1258**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$150,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		10 – 6			10 – 6		10 – 5
Doctor's Hours		10 – 6					10 – 5
Associate's Hours					10 – 6		
Type of Practice:	General			Reason for Selling: Personal			
Years established:	~ Since 1997			Days worked in 2019: ~ 113 days			
*Office closed due to Covid from March 17 – June 30, 2020				Days worked in 2020 ~ 65+ days			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	N/A				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	6 months			Expiration date:	July 2021		
Do you share space with another dentist?	No						
Rent per month	\$5,200.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	N/A		Are utilities included?	No			
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 1,050 sf		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	3		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	No
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	No
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No

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

Conveniently located in a busy Retail Shopping center w/ ample parking, popular Market, easy freeway accessibility, desirable commercial/residential neighborhood with nearby Hi-Tech firms and in-demand Industries

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	13	Diagnostic	24	Adjunctive	4	Dentures	-
General Operative	17	Endo	3	Ortho	14	Perio	3
Oral Surgery	8	Cosmetic	-	Crown/Bridge	10	Implant Surgery	4

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

Refer Complex Endo: 2nd Molar RCT, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 10 **Insurance/PPO** 40 **Denti-Cal** 50 **Capitation (HMO)** 0 **Other** 0

Are you a **Delta Provider**? Premier Only _____ **Premier + PPO** Y

***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: **NO CAP Plans, Delta, MetLife, Cigna, Blue Cross**

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: ~ 3

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

Average age of patients: **Full Family Range: ~ 6 – 80 yrs**

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

Type of recall system used? **Practice Software computer tracking, Phone Call Reminders**

Number of recalls per month? ~ 30

What types of Practice Promotions? **None**

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: **Belmont Dental Chairs, Proma Delivery Units, Pelton Crane & Belmont Dental Lights, Equipment regularly maintained, in good functioning condition**

Average age of Equipment: **~ 20 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? **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 \$ 246,000 P&L 2019 \$ 236,112 2018 \$ 219,649

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

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

What software? **Diamond 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.