



WESTERN PRACTICE SALES

John M. Cahill Associates

#EG-1267 Roseville, California

This highly-esteemed practice is well known for delivering *the highest standard of care* with meticulous attention to detail and personal service. The broad spectrum of services include: *cosmetic dentistry, implants, sedation, sleep apnea, reconstruction, teeth whitening, dentures and TMJ*. The goal of Doctor and highly trained Staff is to help their well-educated, loyal, mature, discerning, highly motivated and affluent patient base retain all their teeth and achieve lifelong health, function and esthetics with maximum comfort.

Doctor averages 8 – 10 patients w/ 8 Hygiene patients per day offering 2 days of Hygiene/per week on a *relaxed 2-day workweek* and welcomes approximately 10–15 new patients per month, based on stellar reputation and location. *Just imagine the growth potential!*

Prime location in an attractive, well-maintained, single-story Professional building off a busy, major intersection in a mixed residential/commercial neighborhood, surrounded by schools. The office occupies approximately 1,250 square feet and consists of 3 fully equipped OPs with plumbing for 1 additional OP, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$395,000

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

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

We look forward to serving you

EG-1267

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$395,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 – 5	8 – 5	8 – 5*		
Doctor's Hours			8 – 5	8 – 5	8 – 5*		
Hygienist Hours			8 – 1	8 – 1	8 – 1*		

**Office has worked a 2-day/week schedule until recently adding an additional day when needed.*

Type of Practice:	Restorative Dentistry, Sleep Apnea, and Orafacial Pain/TMD	Reason for Selling:	Academics
Years established:	~ 18 yrs	Days worked in 2019:	~ 100 days
*Office closed due to Covid from March 15 – June 1, 2020		Days worked in 2020	~ 80 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:	10 yrs w/ 2 (two) 5-yr options	Expiration date:	October 2025
Do you share space with another dentist?	No		
Rent per month	\$3,603.15/month	Common area, maintenance fees /taxes included?	Yes
If not included, current amount paid?	N/A	Are utilities included?	Yes
Is the rent considered above, below or at fair market value?	Fair Market		
Type of Building:	Condo <input checked="" type="checkbox"/>	Free-standing	Professional <input checked="" type="checkbox"/> Retail Center
Office Square footage:	~ 1,250 sf	Carpet?	Yes
		Air conditioning?	Yes
Number of fully equipped OPs:	3	Plumbed for additional OPs?	Yes, 1 additional
Reception area:	Yes	Dark room:	No
		Doctor's office:	Yes
		Lab:	Yes
Business office:	Yes	Restrooms:	Yes
		Sterilization:	Yes
		Storage:	Yes
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):	Attractive, well-maintained, single-story Professional building located off a busy, major intersection in a mixed residential/commercial neighborhood, surrounded by schools		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	12	Diagnostic	20	Adjunctive	1	Dentures	1
General Operative	10	Endo	1	Ortho/TMJ/Sleep	24	Perio	2
Oral Surgery	2	Cosmetic		Crown/Bridge	25	Implant Surgery	1

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

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

Type of patients as a percentage of Collections:

Private Pay 75 Insurance/PPO 25 Denti-Cal _____ 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**

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

Delta Premier, Blue Shield (highest fee level), Guardian

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: ~ **10 – 15**

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

Hygiene days per week: **2 days**

Average age of patients: **Mature Range: ~ 50 yrs**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? ~ **40 - 45+**

What types of Practice Promotions? **Internal Marketing: word-of-mouth referrals, Website, Yodle**

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:

2003: Most Equipment; 2014: purchased Digital Panoramic X-ray Unit

Average age of Equipment: ~ 20 yrs

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?	Yes	If yes, how much are they paid?	\$25.00/hr	
Has staff left the practice recently?	No			
Is there a practice management consultant?	No			

AVAILABLE UPON REQUEST

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 \$ 454,312 P&L 2019 \$ 473,106 2018 \$ 457,309

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

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

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.