



WESTERN PRACTICE SALES

John M. Cahill Associates

#EG-1299

Sacramento, California

“Pride ownership” is the key attribute describing this outstanding family-oriented practice with a multi-generational patient base. Patients are educated with options for their dental health and take pride and ownership of their treatment plans. Seasoned, knowledgeable, cross-trained Staff work efficiently together as team for the best of patients and the practice. *It is an absolute joy to come to work here every day!*

Doctor averages 3 – 10 patients w/ 8 Hygiene patients per day offering 4–5 days of Hygiene/per week and welcomes approximately 8-10 new patients per month, growth generated by word-of-mouth referrals, the best kind of marketing!

This spacious, highly organized office is located in an attractive, well-maintained, single-story, free-standing building with ample parking on an enviable Dental Professional corridor with other thriving Professional businesses and popular amenities. The office occupies approximately 2,800 square feet and consists of 6 fully equipped OPs, Reception area, Doctor’s office, Business office, Sterilization, Lab, Storage, and 3 Restrooms.

Reduced Price: \$750,000

Real Estate Available

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

#EG-1299

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$750,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9:30 – 6	8:30 – 5	8:30 – 5	8:30 – 5		
Doctor's Hours		9:30 – 6	8:30 – 5		8:30 – 5		
Hygienist Hours		9:30 – 6	8:30 – 5	8:30 – 5	8:30 – 5		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 30 yrs			Days worked in 2019: ~ 140 days			
*Office closed due to Covid from March 17 – May 4, 2020				Days worked in 2020 ~ 135+ 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 Condo						
Rent per month	Seller owns Condo and expects Buyer to purchase						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 2,800 sf	Carpet?	No	Air conditioning?	Yes		
Number of fully equipped OPs:	6	Plumbed for additional OPs?	No				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
3D Imager:		Yes					
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, free-standing, single-story building on desirable Dental corridor in neighborhood with busy, thriving professional businesses and amenities, with excellent visibility and ample parking						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	14	Diagnostic	18	Adjunctive	1	Dentures	2
General Operative	12	Endo	2	Ortho/TMJ	< 1	Perio	6
Oral Surgery	< 1	Cosmetic		Crown/Bridge	39	Implant Surgery	4

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

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

Type of patients as a percentage of Collections:

Private Pay 22 Insurance/PPO 78 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, very little**

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

Delta Premier, United Concordia Elite

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: **~ 8 - 10**

Average number of patients per day? Per-Doctor: **~ 3 - 10** Per-Hygienist: **~ 8**

Hygiene days per week: **4 - 5 days**

Average age of patients: **Full Family Range: ~ 20 - 60+ yrs.**

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

Type of recall system used? **eConnexis: Text, Email, Auto-appoint Reminders + more**

Number of recalls per month? **~ 85 - 90**

What types of Practice Promotions? **None: internal marketing: word-of-mouth referrals**

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: **Equipment is exceptional and are regularly maintained, in exceptional functioning condition**

Average age of Equipment: **Range: ~ 0 to 14 yrs, Medical-grade Sterilizer is brand new**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
----------	----------	------------	-------------	-----------------------

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? **Yes**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2021 **\$ 681,748** 2020 **\$ 1,039,310 P&L** 2019 **\$ 826,625**

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

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