



WESTERN PRACTICE SALES

John M. Cahill Associates

#CN-1308

Novato, California

Just 29 miles north of SF, this family-friendly, business-oriented community has a rural atmosphere largely because of its low population density and the high amount of open space and parks, making it a haven for perennial recreational activities. Its welcoming business atmosphere includes corporate headquarters, state-of-the-art technology companies, and a variety of retail centers, which makes it perfect for a lifestyle that can't be beat.

Carry on the philosophy and tradition of this family-oriented practice whose focus is to provide, gentle, caring & comfortable dental care in a warm and friendly environment. Doctor averages 8 - 10 patients and 8 Hygiene patients per day offering 4 days of Hygiene/per week and welcomes approximately 10 – 15 new patients/per month historically.

The office is conveniently located in a single-story building, on the intersection of one of the area's major thoroughfares w/ close proximity to Highway 101, affording amazing visibility and easy access! The office occupies approximately 1,200 square feet and consists of 5 fully equipped OPs, Reception area, Private Office/Business office, Sterilization, Lab, Storage, Restroom, Detached 2 Car Garage w/ Laundry Area.

***~ Seller Motivated ~ Possible Earnings Buyout Opportunity ~
~ Extended Transition Period Available ~
Extremely Flexible Terms and Buying Options!***

Full Price: \$300,000

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

CN-1308

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$300,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	7:30 – 3:00	10:30 – 6:30	8 - 5		
Doctor's Hours		8 - 5	7:30 – 3:00	10:30 – 6:30	8 - 5		
Hygienist Hours		7:30 – 4:30	7:30 – 2:30	10:00 – 7:00	7:30 – 4:30		
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	~ Since 1991			Days worked in 2019: ~ 180 days			
Office closed approximately 75 – 80 days in 2020 due to Covid				Days worked in 2020 ~ 100			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes				
Is the space leased?	Seller Owned	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller Owns Building			Expiration date:			
Do you share space with another dentist?	N/A						
Rent per month	Seller Owned		Common area, maintenance fees /taxes included?			N/A	
If not included, current amount paid?	N/A		Are utilities included?		No		
Is the rent considered above, below or at fair market value?	N/A						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 1,200 sf		Carpet?	Partially	Air conditioning?	Yes	
Number of fully equipped OPs:	5		Plumbed for additional OPs?	No			
Reception area:	Yes	Laundry Area	Yes	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 Camera:	Yes
					Yes	3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	The office is conveniently located in an attractive, well-maintained, single-story building at one of the busiest intersections of area's major thoroughfares w easy accessibility to Highway 101 in desirable neighborhood zoned for mixed use.						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	25	Diagnostic	Adjunctive	Dentures	5
General Operative	20	Endo	Ortho/TMJ	Perio	
Oral Surgery	5	Cosmetic	20	Crown/Bridge	20
				Implant Surgery	5

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

Refer Most Complicated Oral Surgery, Difficult Endo & Difficult Perio (50%)

Type of patients as a percentage of Collections:

Private Pay 30 Insurance/PPO 70 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? Premier Only Yes 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"? **No Care Credit. Seller uses Lending Club**

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

Cigna, Aetna and MetLife

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 most years**

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

Hygiene days per week: **4 days**

Average age of patients: **Mature Family Range: 40 – 50 yrs**

Does the office have Nitrous Oxide? **Yes, plumbed in all OPs**

Type of recall system used? **Pre-scheduling and Solution Reach for appointment reminders**

Number of recalls per month? **~ 150 – 200 *when 2 Hygienists are working**

What types of Practice Promotions? **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: **Recent updates include: Dentrax Tigerview Software, Planmeca Panorex, Gendex Sensors, Soft Tissue Laser Unit, 2 Tony Riso Tunable Ultrasonic Scalars, Digital Doc IRIS Intra-oral Portable Camera, and 2 SonicFill Composite System. All Delivery Units Equipped for both Kavo & Star Handpieces. All equipment is regularly maintained and in good functioning condition**

Average age of Equipment: ~ 10 yrs

Any equipment leases? **Yes, Computer Hardware** 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?		
Has staff left the practice recently?	Yes , retired and relocated			
Is there a practice management consultant?	No			

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 \$ 436,957 2019 \$ 807,548 2018 \$ 1,120,520

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

Is pegboard or computer? **8 Dell Computers / 1 Server** What type of computer? **Window Op System**

What software? **Dentrax** 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.