



WESTERN PRACTICE SALES

John M. Cahill Associates

#DN-1321 Milpitas, California

Come live, practice and play in this progressive community known as the crossroads of Silicon Valley, very much an integral part of the high-tech Silicon Valley. Milpitas is an affluent and well-educated community, which features quality schools, conveniently located neighborhood parks, outstanding recreational opportunities and high-end Shopping Centers.

Doctor has established this amazing opportunity which awaits your talent and skill to take it to the next level. Doctor averages 5 patients on a relaxed workday and welcomes approximately 3 - 5 new patients per month. There is opportunity for growth, with a little attention to marketing, maximizing work hours and keeping specialty procedures in-house, watch your production soar!

Conveniently located in a highly visible Retail Shopping Center on the corner of two major thoroughfares with ample parking and easy freeway access, Office occupies approximately 1,100 square feet and consists of 3 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Full Price: \$75,000

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

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

We look forward to serving you

DN-1321

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$75,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|---|---------------------|--------|--------|-----------------------------------|------|--------|-------------------|
| Office Hours | | 10 - 6 | 10 - 6 | 10 - 6 | | 10 - 6 | |
| Doctor's Hours | | 10 - 6 | 10 - 6 | 10 - 6 | | 10 - 6 | |
| Type of Practice: | General | | | Reason for Selling: | | | Retirement |
| Years established: | ~ Since 1996 | | | Days worked in 2019: ~ 150 | | | |
| *Office closed due to Covid from March 15th to May 15th 2020 | | | | Days worked in 2020 ~ 115 | | | |

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? | | Is lease assignable? | Yes | | |
| Term of Lease: | Month-to-Month | | Expiration date: | N/A | | | |
| Do you share space with another dentist? | N/A | | | | | | |
| Rent per month | \$2,221.00/month | | Common area, maintenance fees /taxes included? | No | | | |
| If not included, current amount paid? | \$575.00/month | | Are utilities included? | No | | | |
| Is the rent considered above, below or at fair market value? | Below Fair Value | | | | | | |
| Type of Building: | Condo | Free-standing | Professional | Retail Center | X | | |
| Office Square footage: | ~ 1,100 sq ft | | Carpet? | Yes | Air conditioning? | Yes | |
| Number of fully equipped OPs: | 3 | | Plumbed for additional OPs? | No | | | |
| Reception area: | Yes | Dark room: | Yes | Doctor's office: | Yes | Lab: | Yes |
| Business office: | Yes | Restrooms: | Yes, 1 | Sterilization: | Yes | Storage: | Yes |
| Digital X-ray: | No | Cerec: | No | Laser: | No | Intra-oral Camera: | No |
| | | | | | | 3D Imager: | No |
| Description of office building, Location and attributes of practice (a brief description): | Conveniently located in a highly visible Retail Shopping Center on the corner of two major thoroughfares with ample parking and easy freeway access. | | | | | | |

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | |
|----------------------|------------|------------|------------|--------------|------------|-----------------|
| Preventative/Hygiene | 20% | Diagnostic | 20% | Adjunctive | Dentures | 5% |
| General Operative | 10% | Endo | 5% | Ortho/TMJ | Perio | 5% |
| Oral Surgery | 10% | Cosmetic | 5% | Crown/Bridge | 20% | Implant Surgery |

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

Refer Complex/All Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 5% Insurance/PPO 90% Denti-Cal 5% Capitation (HMO) _____ Other _____

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

***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:

Delta Dental, MetLife, Anthem

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 - 5**

Average number of patients per day? Per-Doctor: ~ **5** Per-Hygienist: **N/A**

Hygiene days per week: **N/A**

Average age of patients: **Mature Family Range: ~ 18 -70 years**

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

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

Number of recalls per month? ~ **50**

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: **Equipment are maintained regularly and in good functioning condition**

Average age of Equipment: **~ 18 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? **\$2,500/monthly**

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:

2021 \$ 65,082 *7moP&L* 2020 \$ 77,611 2019 \$ 119,857 2018 \$ 144,966

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

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

What software? **DentiMax** Is software transferable? **No - 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.