



WESTERN PRACTICE SALES

John M. Cahill Associates

#BG-1259 Antioch, California

Practice has great cash flow and typically collects \$900k annually on average!

Tucked in this serene mixed Residential/Professional neighborhood is a practice where patients are proud to refer their friends and family to, because it offers the highest quality of dental care in a warm and caring environment, provided by seasoned and knowledgeable Staff and Doctor.

The Doctor averages 10 - 15 patients w/ 15 – 20 Hygiene patients per day offering 8 days of Hygiene/per week and welcomes approximately 40 - 50 new patients per month, all on a relaxed 3–4 Doctor-day workweek. Growth is generated mostly by internal referrals of quality care and warm relationships, the best kind of marketing!

Amazing Price for a Practice that normally profits approx. \$400K per Year!

The office is conveniently located in an attractive, well-maintained, free-standing Professional building w/ ample parking in desirable Residential neighborhood, with close proximity to major thoroughfare & professional corridor. The spacious office occupies approximately 4,000 square feet and consists of 8 fully equipped OPs with space w plumbing for 4 additional OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms, Digital X-ray Units, Laser and Intra-oral Camera.

Full Price: \$500,000

Free-Standing Building 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

BG-1259**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$500,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|--|----------------|-------|---------------------|---|-------------------|-------|-----|
| Office Hours | | 9 – 5 | 9 – 5 | 9 – 5 | 9 – 5 | 9 – 2 | |
| Doctor's Hours | | | 9 – 5 | 9 – 5 | | 9 – 2 | |
| Associate Hours | | | | | 9 – 5 | | |
| Hygienist Hours | | | 9 – 5 | 9 – 5 | 9 – 5 | 9 – 2 | |
| Type of Practice: | General | | Reason for Selling: | | Retirement | | |
| Years established: | ~ 60+ years | | | Days worked in 2019: ~ 4 Doctor-days/wk | | | |
| *Office closed due to Covid from March 17 – June 17, 2020 | | | | Days worked in 2020: ~ 3 Doctor days/wk | | | |

OFFICE SPACE & LEASE INFORMATION

| | | | | | | | |
|--|--|-------------------------------------|--|--------------------------|-------------------------------------|--------------------|------------|
| Is the building/suite owned? | Yes | Is building available for purchase? | Yes | | | | |
| Is the space leased? | No | Is lease renewable? | N/A | Is lease assignable? | N/A | | |
| Term of Lease: | Seller owns building, To Be Determined | | | | | | |
| Do you share space with another dentist? | No | | | | | | |
| Rent per month | ~ \$7,000.00/month | | Common area, maintenance fees /taxes included? | | Yes | | |
| If not included, current amount paid? | N/A | | Are utilities included? | | Yes, Solar, included in Rent | | |
| Is the rent considered above, below or at fair market value? | | | | | | | |
| Type of Building: | Condo | Free-standing | X | Professional | Retail Center | | |
| Office Square footage: | ~ 4,000 sf | | Carpet? | Yes | Air conditioning? | Yes | |
| Number of fully equipped OPs: | 8 | | Plumbed for additional ops? | Yes, 4 additional | | | |
| Reception area: | Yes | Dark room: | Yes | Doctor's office: | Yes | Lab: | Yes |
| Business office: | Yes | Restrooms: | Yes, 2 | 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): | Attractive, well-maintained, free-standing building with close proximity to bustling Professional corridor and major thoroughfare accessibility in Residential neighborhood | | | | | | |

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | | |
|----------------------|-----------|------------|-----------|--------------|-----------|-----------------|----------|
| Preventative/Hygiene | 17 | Diagnostic | 23 | Adjunctive | 3 | Dentures | 7 |
| General Operative | 13 | Endo | 4 | Ortho | 1 | Perio | 5 |
| Oral Surgery | 8 | Cosmetic | | Crown/Bridge | 15 | Implant Surgery | 4 |

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

Refer complex cases of all the above Specialties, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 30 **Insurance/PPO** 40 **Denti-Cal** 40 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, Cigna, Aetna, MetLife, Guardian, Denti-Cal

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: **~ 40 - 50+**

Average number of patients per day? Per-Doctor: **~ 15+** Per-Hygienist: **~ 8 - 10**

Hygiene days per week: **8 days**

Average age of patients: **Young Family Range: ~ 30 yrs**

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

Type of recall system used? **Computerized Tracking, Pre-scheduling**

Number of recalls per month? **~ 100**

What types of Practice Promotions? **Internal Marketing: word-of-mouth referrals, Insurance directed**

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: **2011: Remodeled w New Equipment**

Average age of Equipment: **~ 8 yrs**

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

PERSONNEL

AVAILABLE UPON REQUEST

Do family members work in the office? **No** If yes, how much are they paid?

Has staff left the practice recently? **No**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Profit & Loss Statements:

2020 \$ 738,148 2019 \$ 960,912 2018 \$ 881,079

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

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

What software? **Eaglesoft** Is software transferable? **Yes, Transfer Fee 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.