



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #IG-1318 *Perio* Modesto, California

*Practice on track to collect \$1.5M in 2021 on a 4-day workweek  
as 2 of 4 Periodontists have left the area*

Live, practice and play here and it'll be the BEST decision you'll ever make! Supported by a stellar reputation and robust referral base, the goal of this outstanding specialty practice is to deliver the highest standard of care to its mature patient base while helping them achieve their best optimal dental health.

The Doctor averages 10-15+ patients w/ 7 – 8 Hygiene patients per day offering 2½ days of Hygiene/per week on a 4-day workweek and welcomes approximately 50-55+ new patients per month based on a loyal network of referring dentists.

Located in an attractive, well-maintained, free-standing, single-story professional building in a quiet, mixed commercial-residential neighborhood with close proximity to Medical Facility. The office occupies approximately 3,239 square feet and consists of 6 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom and 3 Restrooms.

***Full Price: \$600,000\****

***\*Steal at this price - on track to collect \$1.5M this year***

***Real Estate Available***

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

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**800.641.4179**

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

**We look forward to serving you**

# IG-1318

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$600,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 2	
Doctor's Hours			9 – 5	8 – 5	8 – 5	9 – 1	
Hygienist Hours			8 – 5	8 – 5		8 – 1 *alt	

\*Hygienist works every other Friday.

Type of Practice:	<b>Perio</b>	Reason for Selling:	<b>Retirement</b>
Years established:	~ Since 1997	Days worked in 2019:	~ 145+ days (3-days/wk)
*Office closed due to Covid from March 17 – June 3, 2020		Days worked in 2020	~ 140 days

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Yes</b>
Is the space leased?	<b>N/A</b>	Is lease renewable?	<b>N/A</b>
		Is lease assignable?	<b>N/A</b>
Term of Lease:	<b>Seller owns Building</b>	Expiration date:	<b>N/A</b>
Do you share space with another dentist?	<b>No</b>		
Rent per month	<b>\$7,800.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>
If not included, current amount paid?	<b>N/A</b>	Are utilities included?	<b>No</b>
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>		
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>
		<b>Professional</b>	<b>X</b>
		Retail Center	
Office Square footage:	~ <b>3,239 sf</b>	Carpet?	<b>Yes</b>
		Air conditioning?	<b>Yes</b>
Number of fully equipped OPs:	<b>6</b>	Plumbed for additional OPs?	<b>No</b>
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>
		Doctor's office:	<b>Yes</b>
		Lab:	<b>No</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 3</b>
		Sterilization:	<b>Yes</b>
		Storage:	
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>
		Laser/CO <sub>2</sub>	<b>Yes</b>
		Intra-oral Camera:	<b>No</b>
		3D Imager:	<b>No</b>

Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, free-standing, single-story Professional building w big picturesque windows in quiet mixed commercial-residential neighborhood and close proximity to Medical Facility**

### PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Surgery	<b>56</b>	Diagnostic	<b>11</b>	Adjunctive	<b>1</b>	Perio Procedures	<b>13</b>
Implant Surgery	<b>19</b>						

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        **PPO\***   Y   *\*Delta honors Premier fees for Specialists*

**\*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 PPO 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 Dental, Stanislaus Foundation**

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: **~ 50 – 55+**

Average number of patients per day? Per-Doctor: **~ 15 – 16** Per-Hygienist: **~ 7 – 8**

Hygiene days per week: **2 ½ days**

Average age of patients: **Mature Range: ~ 60 – 65+ yrs**

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

Type of recall system used? **Computer**

Number of recalls per month? **N/A**

What types of Practice Promotions? **None, Referral Base networking**

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: **All equipment are regularly updated and maintained and in good functioning condition**

Average age of Equipment: **~ 17 yrs**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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### AVAILABLE UPON REQUEST

Do family members work in the office? **Yes**                      If yes, how much are they paid? **\$16.00/hr**

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 \$ 790,511 *6m P&L*    2020 \$ 984,722    2019 \$ 1,206,429    2018 \$ 1,304,489

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

Is pegboard or computer? **Computer**                      What type of computer? **Windows + Mac Servers**

What software? **Datacon**    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.