



WESTERN PRACTICE SALES

John M. Cahill Associates

#CN-1331

Petaluma, California

The growth of this spectacular opportunity is from the best form of marketing: a happy patient base referring their own family and friends! This is the secret to success which all dentists try to pursue!

Opportunity for significant growth simply by maximizing workweek and keeping specialties in-house!

Established for 40 years with a stable and loyal patient base, it comes ready to walk in and make it your own. Doctor treats an average of 8 patients per day, works a relaxed 3-day workweek and generates approximately 6 – 8 new patient per month.

Located in one of the most desirable professional neighborhoods in a highly visible, easily accessible, attractive, well-maintained building w/ ample parking & pristine landscaping, this office occupies approximately 1,700 square feet and consists of 4 fully equipped OPs, Reception, Business office, Sterilization, Lab and Restroom

Full Price: \$400,000

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

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

We look forward to serving you

CN-1331

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$400,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 - 6	9 - 6	8 - 5	8 - 1	
Doctor's Hours			9 - 6	9 - 6	8 - 5	8-1 *occass, as needed	
Hygienist Hours			9 - 6	9 - 6	8 - 5	8 - 1	
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ Since 1981			Days worked in 2019: ~ 190+ days			
*Office closed due to Covid from April 20 - July 20, 2020				Days worked in 2020 ~125 days			

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?	Yes	Is lease assignable?			
Term of Lease:	5 yrs w/ 1 (one) 5-yr option			Expiration date:	Oct 2023		
Do you share space with another dentist?	No						
Rent per month	\$3,136.97/month		Common area, maintenance fees /taxes included?		Yes		
If not included, current amount paid?	N/A		Are utilities included?		Yes, Water & Sewer		
Is the rent considered above, below or at fair market value?	Below Market Value						
Type of Building:	Condo	X	Free-standing	Professional	Retail Center		
Office Square footage:	~ 1,700 sf		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	4		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	No	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 1	Sterilization:	Yes	Storage:	No
Digital X-ray:	No	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No

Description of office building, Location and attributes of practice (a brief description):

Highly visible, attractive, well-maintained, single-story building in one of the most desirable professional neighborhoods in town, on an easily accessible, major thoroughfare w/ ample parking & pristine, mature landscaping

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	24.28	Diagnostic	17.57	Adjunctive		Dentures	4.42
General Operative	17.09	Endo	1.19	Ortho/TMJ	3.15	Perio	0.89
Oral Surgery	0.47	Cosmetic	4.00	Crown/Bridge	24.10	Implant Surgery	

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

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

Type of patients as a percentage of Collections:

Private Pay 40 **Insurance/PPO** 60 **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"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **None**

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: **~ 6 - 8**

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

Hygiene days per week: **4½ days**

Average age of patients: **Mature Family Range**

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

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

Number of recalls per month? **~ 145+**

What types of Practice Promotions? **None, Internal Marketing: word-of-mouth referrals**

Phone Book Advertising? * **Yes** * *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 regularly updated & maintained and in good functioning condition**

Average age of Equipment: **~ 25 yrs**

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

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? **Uncompensated**

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

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns (fiscal year):

2020 \$ 562,212 2019 \$ 642,229 2018 \$ 779,134

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

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

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.