



WESTERN PRACTICE SALES

John M. Cahill Associates

#EG-1320 Ranch Cordova, California

Great Merger Candidate – Currently on a Month-to-Month Lease!

Patients love this quality, long-established, family-oriented practice that has treated multi-generations of families. Education, communication, personalized care and attention to detail are the secrets to its success in this thriving Sacramento community!

Doctor averages 5 – 7 patients w/ 8 Hygiene patients per day offering 1 day of Hygiene/per week on a relaxed workweek and welcomes approximately 2 new patients per month by word-of-mouth referrals, the best kind of marketing!

The office is located in an attractive, highly-visible, single-story, free-standing Medical/Dental Professional building w ample parking and close proximity to a popular, busy Shopping Mall, on major thoroughfare in desirable mixed commercial/residential neighborhood.

The office occupies approximately 1,100 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$125,000

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

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

We look forward to serving you

EG-1320

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$125,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7:30 – 4	7 – 3	7 – 3	7 – 3		
Doctor's Hours		On-Call	On-Call	On-Call			
Hygienist Hours				7 – 3			

**Practice is open for Emergencies only on Fridays, Saturdays, and Sundays*

Type of Practice: General	Reason for Selling: Retirement
Years established: ~ 44 years	Days worked in 2019: ~ 147 days
*Office closed due to Covid from March 19 – May 4, 2020	
*Office closed due to Illness from October 24 – November 8, 2020	Days worked in 2020 ~ 129 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? N/A
Term of Lease: Month-to-Month	Expiration date: N/A
Rent per month \$2,348.00/month	Common area, maintenance fees /taxes included? Yes
If not included, current amount paid? N/A	Are utilities included? Yes, Water & Trash
Is the rent considered above, below or at fair market value?	Fair Market
Type of Building: Condo Free-standing Professional X Retail Center	
Office Square footage: ~ 1,100 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: Yes Lab: Yes
Business office: No Restrooms: Yes, 2	Sterilization: Yes Storage: Yes
Digital X-ray: Yes Cerec: No Laser: Yes	Intra-oral Camera: Yes 3D Imager: No

Description of office building, Location and attributes of practice (a brief description): **Attractive, highly-visible, free-standing, single-story Dental/Medical Professional building w ample parking w close proximity to popular, busy Shopping Mall, on major thoroughfare in desirable mixed commercial/residential neighborhood**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	17	Diagnostic	17	Adjunctive	1	Dentures	2
General Operative	21	Endo	1	Ortho/TMJ		Perio	2
Oral Surgery	1	Cosmetic		Crown/Bridge	37	Implant Surgery	

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

Refer Complex Ortho, MD Sleep Apnea, Perio, Bone Grafts

Type of patients as a percentage of Collections:

Private Pay 40 Insurance/PPO 60 Denti-Cal 0 Capitation (HMO) 0 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:

MetLife, Delta Dental, Aetna, Western Teamsters, Cigna, Cypress, SkyGen USA, Principal Life, Blue Cross CA, Dental Benefit Providers

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: **~ 4 – 5**

Average number of patients per day? Per-Doctor: **~ 5 – 7** Per-Hygienist: **~ 8**

Hygiene days per week: **1**

Average age of patients: **Mature Family Range: ~ 45 +**

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

Type of recall system used? **Phone Calls & Postcards**

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

What types of Practice Promotions? **Sacramento Internet Marketing, Google Presence**

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 is regularly maintained and in good functioning condition**

Average age of Equipment: **~ 4 – 36 years**

Any equipment leases? **Yes** Equipment is right/left-handed/convertible? **Right-handed**

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? **Unpaid**

Has staff left the practice recently? **Yes, Moved**

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

PRACTICE FINANCIAL PROFILE

Last 4 years' Gross Collections from Tax Returns:

2020 \$ 312,523 2019 \$ 416,336 2018 \$ 451,344 2017 \$ 454,761

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

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

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.