



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#DN-1342**

**San Jose, California**

This well-respected Seller has established a family-oriented practice with a strong and loyal patient base in a highly desirable neighborhood. Come carry on the tradition and take pride in educating patients on long-term dental health and providing the best care at affordable fees.

Doctor averages 5 - 6 patients per day on relaxed 3-day workweek schedule and generates approximately 20 - 25 new patients per month.

Office is conveniently located in an attractive, well-maintained, single-story Medical/Dental Professional building w/ ample parking in private lot on a busy, major thoroughfare with quick public transit in front of building and easy freeway accessibility.

The office occupies approximately 1,455 square feet and consists of 3 fully equipped OPs with plumbing for 1 additional OP, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.

***Full Price: \$150,000***

*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**

# DN-1342

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$150,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		10 – 3	10 – 3	11 – 5	11 – 5	10 – 3	
Doctor's Hours			10 – 3	12 – 5	12 – 5		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Personal</b>		
Years established:	<b>Established 30+ yrs, owned since 2011</b>			Days worked in 2019: ~ 3 – 4 days/wk			
<b>*Office was closed for 5 months in 2020 due to Covid</b>				Days worked in 2020 ~ 3 days/wk			

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>7-yr lease</b>			Expiration date:	<b>July 2022</b>		
Rent per month	<b>\$3,225.51/month</b>		Common area, maintenance fees /taxes included?	<b>No</b>			
If not included, current amount paid?	~ <b>\$1,000.00/month</b>		Are utilities included?	<b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	~ <b>1,455 sq ft</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped OPs:	<b>3</b>		Plumbed for additional OPs?	<b>Yes, 1</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>No</b>	Cerec:	<b>No</b>	Laser:	<b>No</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, single-story Medical/Dental Professional complex w ample parking in private lot with easy freeway accessibility and public transportation stop in front of building**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>40</b>	Diagnostic	<b>10</b>	Adjunctive	<b>0</b>	Dentures	<b>0</b>
General Operative	<b>20</b>	Endo	<b>0</b>	Ortho/TMJ	<b>0</b>	Perio	<b>10</b>
Oral Surgery	<b>0</b>	Cosmetic	<b>0</b>	Crown/Bridge	<b>20</b>	Implant Surgery	<b>0</b>

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

**Refer complex Oral Surgery, Endo, Perio Surgery, Implant Placement, Difficult Pedo Behavioral Patients**

Type of patients as a percentage of Collections:

**Private Pay** 20 **Insurance/PPO** 60 **Denti-Cal** \_\_\_\_\_ **Capitation (HMO)** 20 **Other** \_\_\_\_\_

Are you a **Delta Provider**? Premier Only \_\_\_\_\_ **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, Aetna, Ameritas, Anthem, Assurant, Cigna, Guardian, Liberty HMO and Delta Care HMO**

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: **~ 20 - 25**

Average number of patients per day? Per-Doctor: **~ 5 - 6** Per-Hygienist: **N/A**

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

Average age of patients: **Mid to Mature Family Range: ~ 50 yrs**

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

Type of recall system used? **Follow-up Telephone Call Reminders**

Number of recalls per month? **~ 35+**

Types of Advertising: Print Ad: **No** Facebook: \_\_\_\_\_ Yelp: \_\_\_\_\_ Other: \_\_\_\_\_

***\*Advertising contracts will be the responsibility of Buyer after transition.***

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

## 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 updated and maintained regularly and in good functioning condition**

Average age of Equipment: ~ **3 – 15 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? **\$25.00/hr**

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:

2020 \$ 124,040 2019 \$ 176,053 2018 \$ 228,970

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

Type of Computers: **Window Op System** Dental Software: **Practice Works**

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.