



WESTERN PRACTICE SALES

John M. Cahill Associates

#EN-1335 Elk Grove, California

Location, location, location! Convenience and quality care are only part of the winning attributes of this quality practice established more than 10 yrs ago, in an attractive, modern, 2-story, multi-tenant Professional building in this desirable greater Sacramento community.

Doctor averages 12 patients and generates approximately 3 - 4 new patients per month, offering “bread and butter” dentistry to a stable and loyal patient base, with emphasis on prevention, education and patient involvement. Increase your revenue stream by maximizing your workweek from current relaxed single day workweek!

This well-appointed, digitally equipped office occupies approximately 1,450 square feet and consists of 3 fully equipped OPs with plumbing for 1 additional OP, Reception area, Doctors office, Lab, Sterilization, Storage and shared Restrooms.

Full Price: \$130,000

Real Estate: \$485,000

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

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

We look forward to serving you

EN-1335

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$130,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours				9 – 6			
Doctor's Hours				9 – 6			
Type of Practice:	General			Reason for Selling: Personal			
Years established:	~ 10 yrs			Days worked in 2019: ~			
*Office closed 3 months in 2020 due to Covid				Days worked in 2020 ~			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns Suite			Expiration date:	N/A		
Do you share space with another dentist?	N/A						
Rent per month	Seller owns Suite		Common area, maintenance fees /taxes included?	N/A			
If not included, current amount paid?	N/A	Are utilities included?	Yes, Utilities, Trash & Sewer				
Is the rent considered above, below or at fair market value?	N/A						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 1,450 sq ft	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped OPs:	3	Plumbed for additional OPs?	Yes, 1 additional				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 4 Shared	Sterilization:	Yes	Storage:	No
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	No
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Established more than 10 yrs, this scratch-start practice is located in a desirable Professional building with mixed tenants, It has a loyal patient base with no advertising/marketing!						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	25	Diagnostic	10	Adjunctive	Dentures	5	
General Operative	20	Endo	5	Ortho/TMJ	Perio	5	
Oral Surgery	5	Cosmetic	5	Crown/Bridge	15	Implant Surgery	5

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

Refer Complex Oral Surgery: 3rd molar EXT and Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 20 Insurance/PPO 50 Denti-Cal _____ Capitation (HMO) 30 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"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Delta Care USA, Only HMO, All PPO and Cash

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: **~ 3 - 4**

Average number of patients per day? Per-Doctor: **~ 12** Per-Hygienist: **N/A**

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

Average age of patients: **Teens to Young Adults**

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

Type of recall system used?

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

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

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

What types of Practice Promotions? **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: **Equipment are regularly upgraded, improved and maintained and in good functioning condition**

Average age of Equipment: **~ 10 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? **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 and Loss Statements:

2020 \$ 214,409 2019 \$ 195,267 2018 \$ 216,322

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

Type of Computers: **Acer, Windows Op System** Dental Software: **Open Dental**

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.