



WESTERN PRACTICE SALES

John M. Cahill Associates

#IN-1353 Stockton, California

Unique 1/3 Partnership Opportunity

This well-established, fully computerized, paperless practice awaits your talent and skill to carry on the philosophy of delivering beautiful smiles and gentle, thorough, quality dental care to an established, large, loyal, stable patient base.

Imagine Your Future Revenue Potential

The Doctor averages 6 - 7 patients w/ 2 - 5 Hygiene patients per day offering 9 combined days of Hygiene/per week and generates approximately 15+ new patients per month.

The spacious office is located in a well-maintained, attractive, contemporary, single-story Professional building at the intersection of 2 major thoroughfares w/ ample parking, easy accessibility, excellent visibility and close proximity to shopping and commercial amenities. It occupies approximately 4,700 combined square feet and consists of 10 fully equipped OPs with plumbing for 3 additional OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 3 Restrooms.

Full Price: \$215,000

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

IN-1353

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$215,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30 – 5:30	8:30 – 5:30	8:30 – 5:30	8:30 – 5:30	by appt	
Doctor's Hours		8:30 – 5:30	8:30 – 5:30	8:30 – 5:30	8:30 – 5:30	by appt	
Hygienist Hours		8 - 5	8 - 5	8 - 5	8 - 5	8 - 2	
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	40+ yrs, ~ 7 yrs under current Owner			Days worked in 2019: ~ 190+ days			
*Office was closed for 42 days due to Covid				Days worked in 2020 ~ 160+ 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?	Yes		
Term of Lease:	Month-to-Month			Expiration date:	N/A		
Do you share space with another dentist?	Yes, 1 Partner w/ 1 Associate Dentist						
Rent per month	\$2,802.60/month		Common area, maintenance fees /taxes included?			Yes	
If not included, current amount paid?	Are utilities included?			Yes, Electric, Gas & Water			
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:	~ 4,700 sq ft	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped OPs:	10	Plumbed for additional OPs?	Yes, 3 additional				
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, Dental Professional building w/ ample parking on major thoroughfare in desirable professional corridor/neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20	Diagnostic	5	Adjunctive	3	Dentures	3
General Operative	20	Endo	5	Ortho/TMJ	1	Perio	2
Oral Surgery	5	Cosmetic	3	Crown/Bridge	32	Implant Surgery	1

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

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

Type of patients as a percentage of Collections:

Private Pay 20 **Insurance/PPO** 51 **Denti-Cal** 29 Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? Premier Only _____ **Premier + 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"? **Yes**

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

Aetna, Delta Care and Humana

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: **~ 15+**

Average number of patients per day? Per-Doctor: **~ 6-7** Per-Hygienist: **~ 2-5**

Hygiene days per week: **9 days**

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

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

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

Number of recalls per month? **~ 75 - 90**

Types of Advertising: Print Ad: **No** Facebook: **No** Website **Yes** Other **Google**

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

What types of Practice Promotions? **Website Promotions**

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: **Computerized, paperless, Digital X-ray, All equipment are regularly maintained, updated, upgraded and in good fully functioning condition**

Average age of Equipment: **~ 10 – 12 yrs** Any equipment leases? **No**

Equipment is right/left-handed/convertible? **Convertible**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
AVAILABLE UPON REQUEST				
Do family members work in the office?	No	If yes, how much are they paid?	N/A	
Has staff left the practice recently?	Yes			
Is there a practice management consultant?	No			

AVAILABLE UPON REQUEST

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 **\$ 358,093** 2019 **\$ 508,017** 2018 **\$ 435,487**

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

Type of Computers: **Dell** Dental Software: **QSI**

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.