



WESTERN PRACTICE SALES

John M. Cahill Associates

#EG-1374 Rocklin, California

For the astute Buyer who recognizes this as a diamond in the rough, it awaits your talent and skill to develop into a highly successful dental empire and practice of your dreams at this proven location!

The Doctor averages 8 patients per day and welcomes approximately 10 – 15 new patients per month on a relaxed 3-4 day workweek.

Office is conveniently located in an attractive, well-maintained, single-story, free-standing, popular Retail Plaza in a prime and enviable location surrounded by economic expansion and development which can generate potential growth for the practice!

The office occupies approximately 1,450 square feet and consists of 4 fully equipped OPs with plumbing for additional OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$150,000

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

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

We look forward to serving you

EG-1374

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$150,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5				9 – 5	9 – 5
Doctor's Hours		9 – 5				9 – 5	9 – 5
Type of Practice:	General			Reason for Selling: Personal			
Years established:	~ 8+ yrs			Days worked in 2020: ~ 3 – 4 days/wk			
*Office was never fully closed during Covid, open for emergencies				Days worked in 2021: ~ 3 - 4 days/wk			

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:	3 yrs w/ 5-yr extension			Expiration date:	August 2022		
Do you share space with another dentist?	N/A						
Rent per month	\$ 2,938.96/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	Varies		Are utilities included?	No			
Is the rent considered above, below or at fair market value?							
Type of Building:	Condo	Free-standing	X	Professional	Retail Center	X	
Office Square footage:	~ 1,450 sq. ft.		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped OPs:	4		Plumbed for additional OPs?	Yes			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	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, well-maintained, single-story, free-standing building with mixed tenants in Retail Plaza. Prime location surrounded by expansion and development generating new patient growth potential					

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	17	Diagnostic	28	Adjunctive	12	Dentures	7
General Operative	7	Endo	5	Ortho/TMJ	1	Perio	2
Oral Surgery	6	Cosmetic		Crown/Bridge	13	Implant Surgery	0

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

Refer Complex & Difficult out-of-comfort range Specialty procedures above, otherwise treated in-house

Type of patients as a percentage of Collections:

Private Pay/Cash 5 **Insurance/PPO** 10 **Denti-Cal** 85 Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? Premier Only _____ **Premier + PPO** Yes **Delta Care HMO**

**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: **First Dental Health, Delta Dental, Delta Care HMO, SunLife, United Health, Aetna, MetLife, Cigna, Principal, accept DentiCal, Liberty**

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: **~ 10 - 15**

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

Hygiene days per week: **0**

Average age of patients: **Family Range: ~ 3 yrs to 90 yrs**

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

Type of recall system used? **Phone Call Reminders**

Number of recalls per month? **~ 20+**

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

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

What types of Practice Promotions? **None**

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: **New Chairs, All equipment are regularly upgraded, updated, maintained and in good functioning condition, installed X-ray Units which can be accessed by adjacent OP**

Average age of Equipment: **~ 5 months – 8 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 Tax Returns:

2021 \$ 147,373 P&L 2020 \$151,866 2019 \$225,336

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

Type of Computers: **PC** Dental Software: **Eaglesoft**

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.