



## WESTERN PRACTICE SALES

---

**John M. Cahill Associates**

### **#EN-1395 Elk Grove, California**

An opportunity like this does not come along often! Here's your opportunity to create the Dental Empire of your dreams. Seller has established this streamlined practice with state-of-the-art equipment, marketing policies and is awaiting your talent and skill to take it to the next level!

Doctor averages 20 - 24 patients w/ 8 Hygiene patients per day offering 6 days of Hygiene/per week and welcomes approximately 20 - 30 new patients per month.

Office is located in an enviable, prime location in an attractive, well-maintained Professional building complex in the heart of bustling activity on a busy corridor of desirable commercial neighborhood with walk-by traffic, excellent visibility and easy accessibility.

The spacious office occupies approximately 3,200 square feet, designed for office efficiency and patient flow in mind. It consists of 7 fully equipped OPs w/ plumbing for 3 additional OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

***Full Price: \$950,000***

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

#EN-1395

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$950,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		10 – 6	10 – 6	10 – 6	10 – 6		
Doctor's Hours		8 hrs	8 hrs	8 hrs	8 hrs		
Associate's Hours		8 hrs	8 hrs	8 hrs	8 hrs		
Hygiene Hours		8 hrs*	8 hrs*	8 hrs*	8 hrs*	*Hours may vary	
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Retirement</b>	
Years established:	~ Since 2005			Days worked in 2020:		~ all except 3/18-4/11/2020	
*Office closed due to Covid from March 19 – May 11, 2020				Days worked in 2021: ~			

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Possibly</b>				
Is the space leased?	<b>N/A</b>	Is lease renewable?	<b>N/A</b>	Is lease assignable?	<b>N/A</b>		
Term of Lease:	<b>Seller owns building</b>			Expiration date:			
Do you share space with another dentist?	<b>Associate</b>						
Rent per month	<b>\$8,661.00/month</b>		Common area, maintenance fees /taxes included?			<b>Yes</b>	
If not included, current amount paid?			Are utilities included?		<b>No</b>		
Is the rent considered above, below or at fair market value?			<b>Fair Market</b>				
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	~ <b>3,200 sq. ft.</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped OPs:	<b>7</b>		Plumbed for additional OPs?	<b>Yes, 3</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>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>Yes</b>	Intra-oral Camera:	3D Imager: <b>Yes</b>
Description of office building, Location and attributes of practice (a brief description):		<b>Prime location: attractive, well-maintained Professional building complex in busy corridor of desirable neighborhood with walk-by traffic, excellent visibility and easy accessibility</b>					

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15	Diagnostic	15	Adjunctive	0	Dentures	2
General Operative	20	Endo	20	Ortho/TMJ	0	Perio	1
Oral Surgery	1	Cosmetic	1	Crown/Bridge	20	Implant Surgery	5

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

**Refer Complex Oral Surgery & Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay 45 Insurance/PPO 50 Denti-Cal 5 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:

**Delta Premier, All PPO Plans**

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 - 30**

Average number of patients per day? Per-Doctor: ~ **20 - 24** Per-Hygienist: ~ **8**

Hygiene days per week: **4 days \*hours can vary**

Average age of patients: **Family Range**

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

Type of recall system used? **Reminders**

Number of recalls per month? ~ **180 - 200**

Types of Advertising: Print Ad: **Yes** Facebook: **Yes** Yelp: \_\_\_\_\_ Other: \_\_\_\_\_

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

What types of Practice Promotions? **Magazine Ad & Social Media, 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 regularly updated, upgraded, maintained and in good functioning condition**

Average age of Equipment: **~ 10 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? **Yes** If yes, how much are they paid? **\$ 5,000/month**

Has staff left the practice recently? **No**

Is there a practice management consultant? **Yes**

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Tax Returns:

2021 \$ 1,219,903 P&L 2020 \$ 1,254,539 2019 \$ 1,537,211

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

Type of Computers: **HP** Dental Software: **Easy 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.**