



**WESTERN PRACTICE SALES**  

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**JOHN M. CAHILL ASSOCIATES**

**#IC-543**  
**Central Valley, California**  
**Limited to Orthodontics**

Conveniently located in a family-oriented Central Valley community, Seller has developed a strong referral as well as a happy patient base in this *specialty practice limited to Orthodontics*. Well-respected for providing excellent, quality service in a relaxed atmosphere in this family-oriented community. Seller has recently added the latest imaging technology, a PanCorp Panceph (Encompass Model), plus a Nikon Digital Camera networked wirelessly.

The Doctor averages 30 patients per day and welcomes approximately 5-9 new patients exams per month.

The office is conveniently located in a highly visible, two story, attractive dental professional building with easily accessibility to public transportation.

The office occupies approximately 1,650 square feet and consists of 5 chairs/bays plus 2-3 additional plumbed, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.

***Full Price: \$125,000***

***Real Estate also available for purchase***

*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**

**#IC-543****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$125,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 12	
Doctor's Hours		8 – 5	8 – 5 (1 <sup>st</sup> & 3 <sup>rd</sup> of the month)		8 – 5		
Associate Hours	n/a						

Type of Practice: **Orthodontic** Reason for Selling: **Retirement**Years established: **45 years** Days worked past 12 months: **110****OFFICE SPACE & LEASE INFORMATION**Is the building/suite owned? **Yes** Is building available for purchase? **Yes**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? **No**Rent per month: **\$3,816/month** Common area/maintenance fees /taxes included? **No**If not included, current amount? Are utilities included? **Included Common Equipment Room/Equipment**Type of Building: Condo Free-standing **Professional** **X** Retail CenterIs the rent considered above, below or at fair market value? **At or slightly below.**Office Square footage: **1,652 sq. ft.** Carpet? **Yes & Tiles** Air conditioning? **Yes**Number of Chair Bays: **5** Plumbed for additional ops? **Yes, 2-3**Reception area: **Yes** Dark room: **No** Doctor's office: **Yes** Lab: **Yes**Business office: **Yes** Restrooms: **Yes, 2** Sterilization: **Yes** Storage: **Yes**Description of office building, Location and attributes of practice (a brief description): **Built in 1986, 6 Suites, 30 year old, 2 Story Dental Building**

**PRACTICE & PATIENT DEMOGRAPHICS**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **n/a**

Does your practice participate in "Care Credit"? **Not Currently**

Type of patients as a percentage of collections:

Insurance **23%** Private Pay **77%** Denti-cal PPO Capitation Other

Percentage of Patients in Practice enrolled in Delta Insurance:

**Delta Premier** \_\_\_\_\_% **Delta PPO** **0%**

**\*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.

**\*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.**

Average number of patients per day? **20-30**

Average age of patients? **14**

Type of recall system used? **Every patient appointed** Efficiency: **High - all appts are confirmed**

Number of recalls per month? **N/A**

What types of Practice Promotions are in effect? **Newsletters, Contests, Referral Requests**

Number of patients ready to start treatment? **4** Consultation completed and ready to start? **5**

Number of consultations scheduled? **3** Scheduled study models? **4** Scheduled exams? **6**

Number of cases in progress – active treatment? \_\_\_\_\_ Number of cases in retention? \_\_\_\_\_

Types of techniques used (Edgewise, Tight Wires, etc)? **Edgewise**

Amount of prepaid where work in not completed?

Amount of contract receivables for work to be completed?

Number of patients in recall and observation? **30**

Current delinquent accounts? **Available upon request.**

Active child patients? \_\_\_\_\_ Active adult patients? \_\_\_\_\_ Months in treatment (average) \_\_\_\_\_

Typical fee arrangement? **2 year treatment = \$5,590**

Number of active referring Dentists?

10 or less patients per year? \_\_\_\_\_ 11 to 20 patients per year? \_\_\_\_\_ 21 or more patients per year? \_\_\_\_\_

**PRACTICE & PATIENT DEMOGRAPHICS (continued)**

Indicate the number of new patient exams, by month, for the past 12 months:

January 2016	<b>5</b>	February 2016	<b>5</b>	March 2016	<b>2</b>	April 2015	<b>8</b>
May 2015	<b>6</b>	June 2015	<b>9</b>	July 2015	<b>5</b>	August 2015	<b>8</b>
September 2015	<b>2</b>	October 2015	<b>3</b>	November 2015	<b>4</b>	December 2015	<b>2</b>

Indicate the number of new patient starts, by month, for the past 12 months:

January 2016	<b>1</b>	February 2016	<b>2</b>	March 2016	<b>3</b>	April 2015	<b>5</b>
May 2015	<b>4</b>	June 2015	<b>2</b>	July 2015	<b>6</b>	August 2015	<b>4</b>
September 2015	<b>3</b>	October 2015	<b>2</b>	November 2015	<b>3</b>	December 2015	<b>3</b>

**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 & characteristics of leasehold improvements: **Complete Ortho set-up, all original except carpet & tile**

Average age of Equipment: **Dental – all original and in good order, business 2-3 years  
New Dental Equipment 2012 – Pancorp Panceph (Encompass), Nikon Digital Camera networked wirelessly**

Any equipment leases? **No**                      Equipment is right/left-handed/convertible? **Right Handed**

**PERSONNEL**

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Front Office</b>	<b>Wednesday / 5 hours Thursday / 8 hours</b>	<b>2/2013</b>	<b>\$18.00/hour</b>	<b>No</b>
<b>RDA</b>	<b>MTTh / 8 hours Friday / 5 hours</b>	<b>03/2000</b>	<b>\$19.00/hour</b>	<b>No</b>
<b>RDA</b>	<b>M-Th / 8 hours</b>	<b>11/2001</b>	<b>\$18.50/hour</b>	<b>Yes</b>

Do family members work in the office? **No**                      If yes, how much are they paid? **n/a**

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

Is there a practice management consultant? **No**

**PRACTICE FINANCIAL PROFILE**

**Last 4 years' Gross Collections from Tax Returns:  
\*Collection amounts are approximate and should be verified by Buyer**

July 1, 2014 – June 30, 2015	<b>\$214,497</b>	July 1, 2013 – June 30, 2014	<b>\$240,482</b>
July 1, 2012 – June 30, 2013	<b>\$260,117</b>	July 1, 2011 – June 30, 2012	<b>\$230,058</b>
Number of statements sent each month?	<b>~100</b>	Is pegboard or computer?	<b>Computer</b>
What type of computer?	<b>4 Stations Windows 7</b>	What software?	<b>OrthoChart / Quickbooks '08</b>
Is software transferable?	<b>Yes</b>		
Is there an IRS lien on your practice?	<b>No</b>		
Fees Schedule:	<b>Available upon request</b>		

**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.**