



WESTERN PRACTICE SALES

John M. Cahill Associates

#HN-213

Alturas, California

Located in a pristine rural community known for serenity, beauty and affordable housing, this quality, fee-for-service practice, well-respected for delivering quality dental treatment in a relaxed atmosphere and personalized care by a seasoned, warm and caring staff. This gem is primed for continued success!

The Doctor averages 8 - 10 patients and 8 Hygiene patients per day offering 4 days of hygiene/per week and welcomes approximately 6 new patients per month.

***This well managed practice continues to have consistent revenues!
Collected Over \$760,000 in 2016!***

The office is conveniently located in an attractive, well-maintained, single-story, free-standing building on main intersection of town, offering excellent exposure and visibility. Remodeled approximately 15+ yrs ago, the office reflects an open floor plan w/ patient flow and efficiency in mind, occupying 2,200 square feet and consists of 3 fully equipped ops w/ Doctor's Private Office plumbed for an additional 4th op, Reception area, Business office, Sterilization, Dark room, Lab, Storage and Restroom.

Full Price: \$195,000

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

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

We look forward to serving you

#HN-213

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$195,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION							
	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Doctor's Hours			8:30 – 5	8:30 – 5			
Hygienist Hours		8 – 5 alt	8 – 5	8 – 5	8 – 5 alt		
Associate Hours		8 – 5 alt			8 – 5 alt		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 40 yrs		Days worked past 12 months:		~ 135 days		
OFFICE SPACE & LEASE INFORMATION							
Is the building/suite owned?	Yes		Is building available for purchase?		Yes, 2 buildings		
Is the space leased?	N/A		Is lease renewable?		N/A	Is lease assignable?	
Term of Lease:	Seller owns building			Expiration date:			
Do you share space with another dentist?			No				
If yes, percentage of Associate's Production:	N/A						
Will Associate stay on with practice?	Yes						
Rent per month	\$ 1,500.00/month		Common area, maintenance fees /taxes included?		Yes		
If not included, current amount?			Are utilities included? If yes, which?		No		
Is the rent considered above, below or at fair market value?	Below or at Fair Market Value						
Type of Building:	Condo	Free-standing	X	Professional	X	Retail Center	
Office Square footage:	2,200 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	Yes, 1			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	No	Intra-oral Camera:	Yes	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, free-standing, single-story building on main intersection w/ excellent visibility,						

PRACTICE & PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative	30	Diagnostic	2	Adjunctive	2	Dentures	3
General Operative	16	Endo	3	Crown/Bridge	40	Perio	1
Oral Surgery	3	Cosmetic	In C&B	Ortho/TMJ	0		

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

Complex Oral Surgery, Perio Surgery & Endo. Difficult Pedo Management, Ortho

Type of patients as a percentage of collections:

Insurance **55** Private Pay **45** Denti-Cal _____ PPO _____ Capitation _____ Other _____

Are you a Delta Provider? **Yes** / No If Yes: _____ Delta PPO? **Yes** **Delta Premier**

***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.

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **None**

Estimated Number of Active Patient Files ("at least one visit in the past 2 years"): **~ 800 – 1,000**

Number compiled using: Practice Software Hand Count **Estimate** **X**

***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.**

Does your practice participate in "Care Credit"? **Small percentage**

Average number of patients per day? Per-Doctor: **8 - 10** Per-Hygienist: **8**

Hygiene days per week: **4** Percentage of Production by Hygiene: **~ 15-17%**

Average number of new patients per month for past 12 months: **~ 5 - 6**

Average age of patients: **~ mid-50 yrs**

Does the office have Nitrous Oxide? **Yes, portable unit**

Type of recall system used? **Pre-scheduling, Computerized Postcards**

Number of recalls per month? **~ 70**

What types of Practice Promotions are in effect? **Internal marketing: word-of-mouth referrals**

Phone Book Advertising? * **No** * *Phone book advertising contracts will be the responsibility of buyer after transition.*

