



WESTERN PRACTICE SALES

John M. Cahill Associates

#HN-280

Northeastern California

Seller anxious to relocate and will consider all reasonable offers!

Excellent opportunity for an astute Buyer to be the “only game in town” and raise a family like the “good ol days”! Take stake in this town and invest in the community through leadership, involvement and service. You’ll notice the bonds of loyalty outweigh mere dental care delivery. Be rewarded by relationships with patients who will become like family to you!

The Doctor averages 8 patients per day and generates approximately 10-15 new patients per month.

The office is conveniently located in an attractive, well-maintained single-story Professional building on a major thoroughfare and with close proximity to adjacent medical facilities. The office occupies approximately 906 square feet and consists of 2 fully equipped ops with plumbing for an additional Op, Reception area, Business office, Sterilization, Dark room, Lab, Storage and Restroom.

~~Full Price: \$110,000~~

REDUCED! Now only \$60,000

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

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

We look forward to serving you

HN-280**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$ 60,000****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: **Retirement**Years established: **~ 12 yrs.** Days worked past 12 months: **~ 145 days****OFFICE SPACE & LEASE INFORMATION**Is the building/suite owned? **No** Is building available for purchase? **N/A**

Is the space leased? Is lease renewable? Is lease assignable?

Term of Lease: 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? **N/A**Rent per month **\$450.00/month** Common area, maintenance fees /taxes included? **Yes**If not included, current amount? Are utilities included? **Yes**Is the rent considered above, below or at fair market value? **Fair Market Value**Type of Building: Condo Free-standing **Professional** **X** Retail CenterOffice Square footage: **900 sq. ft.** Carpet? **Yes** Air conditioning? **Yes**Number of fully equipped ops: **2** Plumbed for additional ops? **Yes, 1**Reception area: **Yes** Dark room: **Yes** Doctor's office: **No** Lab: **Yes**Business office: **Yes** Restrooms: **Yes, 1** Sterilization: **Yes** Storage: **Yes**Laser: **No** Digital X-ray: **No** Intra-oral Camera: **No** Cerec: **No**Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained single-story free-standing Professional building adjacent to medical facilities**

PATIENT DEMOGRAPHICS											
Breakdown of Service/Procedures as a percentage of Collections:											
Preventative/Hygiene	20	Diagnostic	15	Adjunctive	Dentures	3					
General Operative	20	Endo	5	Ortho/TMJ	Perio	10					
Oral Surgery	10	Cosmetic	5	Crown/Bridge		10					
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)											
No services/procedures are referred out											
Type of patients as a percentage of Collections:											
Insurance	<u>60</u>	Private Pay	<u>30</u>	Denti-Cal	<u>10</u>	PPO	_____	Capitation	_____	Other	_____
Are you a Delta Provider ? Yes / No If Yes: <u>X</u> Delta PPO <u>X</u> 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.											
Does your practice participate in "Care Credit"? Yes											
List Preferred Provider, Health Care Provider and Capitation Plans now in place:											
Delta, GEHA, Ameritas, Anthem Blue Cross of California											
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.											
Average number of New Patients per month for past 12 months: ~ 10 – 15											
Average number of patients per day? Per-Doctor: 8 Per-Hygienist: 0											
Hygiene days per week: N/A Percentage of Production by Hygiene: N/A											
Average age of patients: ~ 20%											
Does the office have Nitrous Oxide? No											
Type of recall system used? Family range											
Number of recalls per month? Pre-scheduling, Phone Call Reminders											
What types of Practice Promotions? None											
Phone Book Advertising? * * Phone book advertising contracts will be the responsibility of buyer after transition.											

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: **None**

Average age of Equipment: **~ 12 yrs.**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
RDA	21 hrs/wk	5 yrs ago	\$12.50/hr	Yes
Reception	21 hrs/wk	4 months ago	\$8.75/hr	Yes

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:

2013 \$ 237,262 2012 \$ 280,274 2011 \$ 267,649

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

Number of statements sent each month? **~ 150** Is pegboard or computer? **Computer**

What type of computer? **Desktop** What software? **Windows**

Is software transferable? **Yes, Transfer Fee 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.