



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#GG-453**

**Chico, California**

**Amazing Value with Build Outs and Equipment Worth Over \$500k Alone!  
Average annual collections are ~ \$500,000**

Originally designed for use by more than 1 dentist, this spacious office features state-of-the-art technology and equipment with features such as Digital X-rays, CEREC, Guru patient education system, Intra-oral Cameras and Computers all networked with Dentrix system, *sets the bar for all dentists to aspire to and is one of the more spectacular offices you'll ever see!*

Reception area has room for 12 patients which includes a children's play area and additional reception area for 3 people. This like-new office has Business offices, Office Manager's office, Computer room, large Storage room, 2 Sterilization bays, Restroom, Lab, Staff Lounge, X-ray room, 2 Consultation rooms and 2 large Private Offices.

Ops consist of a "spa" room utilized for teeth whitening procedures, 7 fully equipped Ops, Quiet room for implants and oral surgery, 3 hygiene operatories (one not equipped) and an additional Quiet room (Room for up to 9 ops). The office occupies approximately 5,000 square feet with special features which include arched ceilings with fans, granite countertops, cherry wood cabinets, large Consultation room, televisions and computers in most rooms.

***Full Price: \$200,000***

**Seller Motivated and can no longer work two practices by himself.  
Don't Miss Out on this Amazing Opportunity!**

*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**

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 – 5*		8 – 5*	8 – 5*	
Doctor's Hours			8 – 5*		8 – 5*	8 – 5*	
Hygienist Hours			8 – 5*		8 – 5*	8 – 5*	

**\*Alternating Weeks at a Different Practice Location. Practice is Part-Time. Average 2 days/wk**

Type of Practice: **General** Reason for Selling: **Retirement**

Years established: **39 yrs** Days worked past 12 months: **~ 78 days**

## OFFICE SPACE &amp; 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: **Two 5-yr renewal options** Expiration date: **May 2015**

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 **Negotiable. Seller Owns Building** Common area, maintenance fees /taxes included? **No**

If not included, current amount? **\$1,000.00/month** Are utilities included? **No**

Is the rent considered above, below or at fair market value? **Below Fair Market Value**

Type of Building: Condo Free-standing **Professional X** Retail Center

Office Square footage: **~ 5,000 sq. ft.** Carpet? **Yes** Air conditioning? **Yes**

Number of fully equipped ops: **7** Plumbed for additional ops? **Yes, 2**

Reception area: **Yes** Dark room: **No** Doctor's office: **Yes** Lab: **Yes**

Business office: **Yes** Restrooms: **Yes** Sterilization: **Yes** Storage: **Yes**

Laser: **No** Digital X-ray: **Yes** Intra-oral Camera: **Yes** Cerec: **Yes**

Description of office building, Location and attributes of practice (a brief description): **The practice is located along a major thoroughfare in Chico with easy access and ample parking**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	Diagnostic	Bonding/Veneers	5	Dentures	7
General Operative	17	Endo	12	Ortho/TMJ	6
Oral Surgery	9	Pedo	3	Crown/Bridge	26
				Implants	8

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

Type of patients as a percentage of Collections:

Private Pay 45 Insurance/PPO 55 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a **Delta Provider**? Yes If Yes: X **Delta PPO** X **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:

**Aetna, Cigna, Metropolitan, Prudential**

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: **~ 18 – 20+**

Average number of patients per day? **~ 20 – 25** Per-Doctor: Per-Hygienist:

Hygiene days per week: **4** Percentage of Production by Hygiene: **~ 25- 30**

Average age of patients: **Family range: 18 – 40 yrs**

Does the office have Nitrous Oxide? **Yes**

Type of recall system used? **Pre-scheduling Computerized Postcards (Dentrix), Phone Call Reminders**

Number of recalls per month? **~ 130 - 140**

What types of Practice Promotions? **The office does little advertising and relies on internal marketing: word-of-mouth referrals, giveaway promotions, Facebook, Website and YELP to attract new patients to the office**

Phone Book Advertising? \* **Yes** \* *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: **Building is approximately 9 yrs old**

Average age of Equipment: **~9 yrs**

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

## PERSONNEL INFORMATION 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? **Yes**

## PRACTICE FINANCIAL PROFILE

**Last 3 years' Gross Collections for Fiscal Year July 1 – June 30**

**Ending    2015 \_\_\_\_\_                      2014    \$481,614.27**

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

What type of computer?                      What software? **Dentrix**

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.**