



## WESTERN PRACTICE SALES

John M. Cahill Associates

### #IC-468 San Joaquin Valley, California

Seller has developed a quality practice with a wonderful patient base in this revitalized community and is passing it on to you! This remarkable opportunity awaits your talent and skill! Seller is retiring from this established ***High-End Restorative Practice*** and is looking for an experienced Dentist in a city offering exceptional quality of life for its residents and close proximity to outstanding recreational activities.

***Don't miss out on this opportunity!***

The Doctor averages 7 patients w/ 6 Hygiene patients per day and generates approximately 4 new patients per month.

Highly visible, easily accessible, well-maintained, attractive mixed Medical/Dental complex w/ ample parking on busy, major thoroughfare in desirable well-established Professional neighborhood. The office is approximately 2,500+ square feet and consists of 6 fully equipped ops, Reception area, Private office, Business office, Work Station for Patient Scheduling, Sterilization, Lab, Storage, Staff Lounge and 2 Restrooms.

***Full Price: ~~\$425,000~~***

**\*\*Motivated Seller, Price Reduced for year-end close\*\***

**All offers considered!**

***Price Reduced to: \$350,000***

*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**

	MON	TUE	WED	THUR	FRI	SAT	SUN
Office Hours	<b>7:30 – 4:30</b>	<b>7:30 – 4:30</b>	<b>7:30 – 4:30</b>	<b>9 – 4:30</b>			
Doctor's Hours	<b>7:30 – 4:30</b>	<b>7:30 – 4:30</b>	<b>7:30 – 4:30</b>				
Associate's Hours	<b>n/a</b>						
Hygienist Hours	<b>7:30 – 4:30</b>	<b>7:30 – 4:30</b>	<b>7:30 – 4:30</b>				

Type of Practice: **High-End Restorative Practice** Reason for Selling: **Retiring and Returning to Home Country**

Years established: **40 years, 12 years at location** Days worked past 12 months: **140 days**

**OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned? <b>No</b>	Is building available for purchase? <b>n/a</b>
Is the space leased? <b>Yes</b>	Is lease renewable? <b>Yes</b> Is lease assignable? <b>Yes</b>
Term of Lease: <b>5 years + one 5 year option renewal</b>	Expiration date: <b>3/2018</b>
Is space shared with another dentist? <b>Yes, Separate Entities.</b>	
Rent per month: <b>\$4,718.00/month</b>	Common area/ maintenance fees / taxes included? <b>Yes</b>
If not included, current amount? <b>n/a</b>	Are utilities included? If yes, which? <b>No</b>
Is the rent considered above, below or at fair market value? <b>At Fair Market Value</b>	
Office Square footage: <b>2,500+ sq. ft.</b>	Carpet? <b>Yes</b> Air conditioning? <b>Yes</b>
Number of fully equipped ops: <b>6</b>	Plumbed for additional ops? <b>0</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>	

Description of office building, Location and attributes of practice (a brief description):

**20+ year old complex, Highly visible, easily accessible, well-maintained, attractive mixed Medical/Dental complex w/ ample parking on busy, major thoroughfare in desirable well-established Professional neighborhood.**

## PRACTICE & PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative	<u>1%</u>	Diagnostic	<u>3%</u>	Hygiene	<u>18%</u>	Dentures	<u>7%</u>
General Operative	<u>5%</u>	Endo	<u>n/a</u>	TMJ	<u>1%</u>	Perio	<u>n/a</u>
Oral Surgery	<u>n/a</u>	Cosmetic	<u>10%</u>	Crown/Bridge	<u>50%</u>	Adjunctive	<u>5%</u>

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

Type of patients as a percentage of collections: Insurance **40%** Private Pay **20%** Delta Dental **40%**

Are you a Delta Provider? Yes, Delta PPO & Delta Premier

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta Dental**

**\*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**

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 patients per day? **17+/-** Per-Doctor: **7** Per-Hygienist: **6**

Hygiene days per week: **5** Percentage of production attributable to Hygiene? **18%**

Average number of new patients per month for past 12 months: **4**

Average age of patients: **50 – 60 years**

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

Type of recall system used? **Pre-scheduling, Postcards** Efficiency: **90%**

What types of Practice Promotions are in effect? **Internal Marketing: word-of-mouth referrals, professional referral base**

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:

Average age of Equipment: **10+ years**

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

**PERSONNEL**

<b>Position</b>	<b>Days/Hours</b>	<b>Tenure</b>	<b>Rate of Pay</b>	<b>Eligible for benefits</b>
<b>Receptionist</b>	<b>3 days/week</b>	<b>06/2015</b>	<b>\$21.00/hour</b>	<b>No</b>
<b>Billing, Posting</b>	<b>1 day/week</b>	<b>07/2015</b>	<b>\$25.00/hour</b>	<b>No</b>
<b>RDH</b>	<b>2 days/week</b>	<b>04/2013</b>	<b>\$40.00/hour</b>	<b>Yes</b>
<b>RDH</b>	<b>3 days/week</b>	<b>04/2013</b>	<b>\$45.00/hour</b>	<b>Yes</b>
<b>RDA</b>	<b>3 days/week</b>	<b>04/2014</b>	<b>\$21.00/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?              **Yes**

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

**PRACTICE PROFILE**

**Last 2 years' Gross Collections from Corporate Tax Returns**

2014 \$708,534

2013 \$815,700 (9 months - purchased practice 03/2013)

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

Number of statements sent each month?      **55-70**                      Is pegboard or computer?      **Computer**

What type of computer?      **PC**                                      What software?      **Alpha Health Care**

Is software transferable?      **Yes**                                      Fee 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.**