



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**# Az-455**

**Tucson, Arizona**

***Seller Extremely Motivated!***

*This fantastic practice is calling your name! This is your remarkable opportunity to own an active, well-established family practice in a desirable growing Tucson community. Truly a must see, the practice operates at about a 40% overhead, has a committed staff, and "like new" 6 yr old tenant improvements.*

***Collections Just Under \$600,000 in both 2015 and 2016!***

*An amazing multi-generational practice that is solidified by 19 years of goodwill, a great referral base, and is augmented by excellent internal marketing.*

*The spacious office is 1,200 sf with 4 fully equipped Ops, Reception, Private Office, Sterilization, Lab and 2 Restrooms, is located in a well-established, easily accessible, Professional building complex with ample parking, excellent visibility, high traffic flow on a major thoroughfare through a desirable corridor.*

***This Opportunity is a Steal!***

***Price Reduced! Now Only: \$420,000***

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

**Jeff J. Tonner, JD**

**Eric D. Stavoe, DDS**

**800.641.4179**

**▶ Honesty ▶ Integrity ▶ Professionalism ▶ Experience**

**We look forward to serving you**

#Az-455

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$420,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8-5	8-5		8-5		
Doctor's Hours		8:30-5	8:30-5		8:30-5		
Hygienist Hours		8-5	8-5		8-5		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Retirement</b>		
Years established:	~19 yrs		Days worked past 12 months:		~150 days		

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Yes</b>				
Is the space leased?	<b>No</b>	Is lease renewable?	<b>N/A</b>	Is lease assignable?	<b>N/A</b>		
Term of Lease:	<b>Seller owns building</b>			Expiration date:			
Do you share space with another dentist?							
If yes, percentage of Associate's Production:							
Will Associate stay on with practice?							
Rent per month	\$	Common area, maintenance fees /taxes included?					
If not included, current amount?		Are utilities included? If yes, which?					
Is the rent considered above, below or at fair market value?		<b>Fair Market Value</b>					
Type of Building:	Condo	Free-standing	<b>X</b>	Professional	<b>X</b>	Retail Center	
Office Square footage:	<b>1,200 sq.ft</b>	Carpet?	<b>Partial</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>4</b>	Plumbed for additional ops? <b>No</b>					
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>No</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>No</b>
Laser:	<b>No</b>	Digital X-ray:	<b>No</b>	Intra-oral Camera:	<b>Yes</b>	Cerec:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):		<b>Attractive, well-maintained Professional building w/ ample parking on main thoroughfare w/ easy accessibility and excellent visibility</b>					

<b>PATIENT DEMOGRAPHICS</b>							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative/Hygiene	<b>10</b>	Diagnostic	<b>5</b>	Adjunctive	<b>0</b>	Dentures	<b>0</b>
General Operative	<b>10</b>	Endo	<b>15</b>	Ortho/TMJ	<b>0</b>	Perio	<b>0</b>
Oral Surgery	<b>5</b>	Cosmetic	<b>10</b>	Crown/Bridge	<b>30</b>	Implant	<b>0</b>
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
<b>Complex Oral Surgery: impacted 3<sup>rd</sup> molars, Ortho, Major &amp; Difficult Pedo Management, Perio</b>							
Type of patients as a percentage of collections:							
Private Pay	<b>40</b>	Insurance/PPO	<b>40</b>	Access/Medicaid			
Capitation (HMO)	<b>20</b>	Other					
Does your practice participate in "Care Credit"? <b>Yes</b>							
List Preferred Provider, Health Care Provider and Capitation Plans now in place:							
<b>Delta, Aetna, MetLife, Principal</b>			<b>HMO: Principal, TDA</b>				
Estimated Number of Active Patient Files <b>Number to be defined by Buyer's Due Diligence Process*</b>							
<b>*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.</b>							
Average number of New Patients per month for past 12 months: <b>~17-20</b>							
Average number of patients per day?		<b>~21</b>	Per-Doctor:	<b>~12</b>	Per-Hygienist:	<b>~9</b>	
Hygiene days per week:		<b>5-6</b>	Percentage of Production by Hygiene:		<b>~20</b>		
Average age of patients: <b>Mature Family Range</b>							
Does the office have Nitrous Oxide? <b>No</b>							
Type of recall system used?		<b>Call Service</b>	Efficiency:	<b>Very</b>			
Number of recalls per month? <b>~200</b>							
What types of Practice Promotions are in effect? <b>Amazon and Groupon</b>							
Phone Book Advertising? * <b>No</b> * <i>Phone book advertising contracts will be the responsibility of buyer after transition.</i>							
<b>EQUIPMENT &amp; LEASEHOLDS</b>							
<i>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.</i>							
Describe age and characteristics of leasehold improvements: <b>Remodeled 6 yrs. Ago.</b>							
Average age of Equipment: <b>~ 8 yrs.</b>							
Any equipment leases?		<b>No</b>	Equipment is right/left-handed/convertible?		<b>Right</b>		

**PERSONNEL**

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Front Office</b>	<b>3 days/wk</b>	<b>n/a</b>	<b>\$22.00/hr</b>	<b>No</b>
<b>Dental Hygiene</b>	<b>3 days/wk</b>	<b>n/a</b>	<b>\$34.00/hr</b>	<b>No</b>
<b>Dental Hygiene</b>	<b>2 days/wk</b>	<b>n/a</b>	<b>\$32.00/hr</b>	<b>No</b>
<b>Dental Assistant/Front</b>	<b>3 days/wk</b>	<b>n/a</b>	<b>\$15.50/hr</b>	<b>No</b>
<b>Dental Assistant</b>	<b>3 days/wk</b>	<b>n/a</b>	<b>\$13.00/hr</b>	<b>No</b>

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

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

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

**PRACTICE FINANCIAL PROFILE**

**Last 3 years' Gross Collections from Profit and Loss Statements:**

2016 **\$598,278.31** 2015 **\$598,626.11** 2014 **\$676,968**

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

Number of statements sent each month? **~20** Is pegboard or computer? **Computer**

What type of computer? **CPU** What software? **Open Dental**

Is software transferable? **Yes**

Fees Schedule: **Available upon request**

**NOTE: The PASSOCIATES. 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.**