



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-471

Las Vegas, Nevada

Fully digital, state of the art office with exceptional staff, excellent internal referral incentives, above average signage and CEREC could be yours!

Don't miss out on this excellent opportunity to purchase a well-established, traditional, family-oriented practice in the highly desirable Northwest Las Vegas neighborhood, which offers a full spectrum of dentistry including Cosmetic, Reconstructive and advance Periodontal care to a stable patient base. Patients have grown to expect, enjoy and appreciate quality care delivered in a warm and caring environment with all the comforts of modern upgrades.

Added bonus: Seller and existing staff (who are like family) are willing to stay on as a mentors to train and assist new Buyer in marketing and clinical policies already in place to elevate this well-run, highly efficient and productive office to another level!

Conveniently located with easy accessibility (within ½ mile) to major highway and a major intersection of 2 busy thoroughfares, this practice can also boast of excellent visibility with its exceptional signage of a full-size marquee located in the front of a busy, popular Retail Shopping Center, with heavy traffic flow, which attracts new patients and contributes to growth of practice. The office occupies approximately 2,025 square feet and consists of 5 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.*

Full Price: \$595,000

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

Timothy G. Giroux, DDS

Jared Bergquist

800.641.4179

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

We look forward to serving you

***Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.**

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WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$595,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 3	6:30 – 6	6:30 – 6	6:30 – 6	7:30 – 3	
Doctor's Hours			7 – 6	7-6	7-6	8 – 2	
Hygienist Hours			8 – 6	8-6	8-6	9 - 2	

Type of Practice: **General** Reason for Selling: **Retirement**Years established: **Since 1997** Days worked past 12 months: **~ 165+ days**

OFFICE SPACE & LEASE INFORMATION

***WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

Is the building/suite owned?	No	Is building available for purchase?	N/A
Is the space leased?	Yes	Is lease renewable?	Yes
		Is lease assignable?	Yes
Term of Lease:	5 yrs	Expiration date:	2024
Do you share space with another dentist?	No		
Rent per month	\$3,969.00/month	Common area, maintenance fees /taxes included?	No
If not included, current monthly amount?	~ \$933.47	Are utilities included?	No
Is the rent considered above, below or at fair market value?	Fair Market		
Type of Building:	Condo	Free-standing	Professional
			Retail Center X
Office Square footage:	*See note above	Carpet?	Yes
		Air conditioning?	Yes
Number of fully equipped ops:	5	Plumbed for additional ops?	No
Reception area:	Yes	Dark room:	No
		Doctor's office:	Yes, 2
		Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2
		Sterilization:	Yes
		Storage:	Yes
Laser:	Yes	Digital X-ray:	Yes
		Intra-oral Camera:	Yes
		Cerec:	Yes
Kitchen/Breakroom	Yes		

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

Highly visible, easily accessible, attractive, well-maintained, busy, popular Retail Shopping Center w/ ample parking and excellent marquee signage

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	25	Diagnostic	2	Implants	8	Dentures	8
General Operative	15	Endo	15	Ortho/TMJ	8	Perio* *non-surgical	
Oral Surgery	5	Cosmetic	11	Crown/Bridge	3		

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

Complex procedures of all of the above specialities, especially difficult and advanced problems

Type of patients as a percentage of Collections:

Private Pay 20 Insurance/PPO 80 Medicaid 0 Capitation (HMO) 0 NPD (Culinary) 0

Does your practice participate in "Care Credit"? **Yes**

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

Extensive List Provided Upon Request

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: **~ 13**

Average number of patients per day? **~20** Per-Doctor: **12+** Per-Hygienist: **8**

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

Average age of patients: **Mature Family Range**

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

Type of recall system used? **Computerized Postcards, Phone Call Reminders**

Number of recalls per month? **~ 250+**

What types of Practice Promotions? **Multiple marketing plans**

Phone Book Advertising? * **NO** * *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: **Attractive, updated office with calming color palette and personal touches throughout for patient comfort**

Average age of Equipment: **Since 1997**

Any equipment leases? **Yes** Equipment is right/left-handed/convertible? **Right**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Front Office	40 hrs/wk	May 2007	\$22.00/hr	
Floater	40 hrs/wk	June 2006	\$20.00/hr	
Dental Hygiene	30 hrs/wk	April 2003	30% commission	
Dental Hygiene	5 days/wk	May 2007	\$43.00/hr	
Hygiene Assistant	40 hrs/wk	Aug 2004	\$18.50/hr	

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:

2014 \$ 929,162 2013 \$ 873,262 2012 \$876,417

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

Number of statements sent each month? **~ 20 - 40** Is pegboard or computer? **Computer**

What type of computer? **Dell** What software? **Eaglesoft**

Is software transferable? **Yes, Transfer Fee, if applicable, 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.

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