



WESTERN PRACTICE SALES

John M. Cahill Associates

#BN-504

Richmond, California

This practice is a rich opportunity for the astute and mature dentist who can seize the moment and visualize his future success, based not only on the practice potential but also the possibility of owning the real estate, which is also available for purchase!

The Doctor averages 4 patients per day and generates approximately 2 - 4 new patients per month.

Located in a free-standing, single-story, converted "California-style bungalow home" in a commercial/residential corridor, near the corner of a busy thoroughfare, this can be the perfect practice for any devoted Owner/Operator. Currently operating on a relaxed workweek, imagine the growth potential here, with just a little hard work and effort! The office occupies approximately 1,450 square feet and consists of 2 fully equipped Ops with plumbing for 2 additional Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.

Full Price: \$100,000

Real Estate: \$700,000

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

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

We look forward to serving you

BN-504**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$100,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 to 5	9 to 5		9 to 5		
Doctor's Hours		9 to 5	9 to 5		9 to 5		

Type of Practice: **General** Reason for Selling: **Personal**Years established: **~ 50 years** Days worked past 12 months: **~ 60****OFFICE SPACE & LEASE INFORMATION**Is the building/suite owned? **Yes** Is building available for purchase? **Yes**Is the space leased? **N/A** Is lease renewable? **N/A** Is lease assignable? **N/A**Term of Lease: **Seller owns building, available for purchase** Expiration date: **N/A**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 **N/A** Common area, maintenance fees /taxes included?If not included, current amount? **N/A** Are utilities included? **N/A**Is the rent considered above, below or at fair market value? **N/A**Type of Building: Condo **Free-standing X** Professional Retail CenterOffice Square footage: **1,450 sq. ft.** Carpet? **No** Air conditioning? **Yes**Number of fully equipped ops: **2** Plumbed for additional ops? **Yes, 2**Reception area: **Yes** Dark room: **No** Doctor's office: **Yes** Lab:Business office: **Yes** Restrooms: **Yes, 2** Sterilization: **Yes** Storage: **Yes**Laser: **No** Digital X-ray: **Yes** Intra-oral Camera: **Yes** Cerec: **No**Description of office building, Location and attributes of practice (a brief description): **Free-standing, single-story, converted home, in a combination commercial/residential area, near the corner of a busy thoroughfare.**

PATIENT DEMOGRAPHICS						
Breakdown of Service/Procedures as a percentage of Collections:						
Preventative/Hygiene	7.41	Diagnostic	11.25	Adjunctive	1.36	Prosth, Rem 3.64
Restorative	30.73	Endo	1.12	Ortho/TMJ	0.00	Perio 8.95
Oral Surgery	3.84	Cosmetic		Prosth, Fixed	12.78	Other 18.91
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)						
Complex Oral Surgery, Endo, All Ortho and Difficult Pedo (Behavioral Management)						
Type of patients as a percentage of Collections:						
Private Pay	<u>35%</u>	Insurance/PPO	<u>65%</u>	Denti-Cal	<u>0</u>	Capitation (HMO) <u>1</u> 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 Dental						
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: ~2 to 4						
Average number of patients per day? ~4 Per-Doctor: ~ 4 Per-Hygienist: N/A						
Hygiene days per week: N/A Percentage of Production by Hygiene: N/A						
Average age of patients: Mature Family Range: ~ 40 – 70's						
Does the office have Nitrous Oxide? Yes						
Type of recall system used? Pre-scheduling, Online, Postcard Reminders						
Number of recalls per month? ~ 20						
What types of Practice Promotions? None						
Phone Book Advertising? * No * <i>Phone book advertising contracts will be the responsibility of buyer after transition.</i>						

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: **Completely remodeled in 2014**

Average age of Equipment: **Most equipment replaced in 2014 when remodeled.**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
No Employees – Does not apply				

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2014 **\$ 153,000** 2013 **\$ 230,000** 2012 **\$ 175,000**

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

Number of statements sent each month? **~1 to 5** Is pegboard or computer? **Computer**

What type of computer? **HP** 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.