



WESTERN PRACTICE SALES

John M. Cahill Associates

#AZ-495

Chandler, Arizona

Filling a seldom recognized niche in the dental community, this fantastic practice focuses on the elderly by helping them maintain a quality of life that may not be available to them otherwise. This well-respected practice takes great pride in providing its patients with the warm and loving care they deserve.

The Doctor averages 7 patients per day and welcomes approximately 20-25+ new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story Retail Center with mixed tenants on the corner of a major thoroughfare, with ample parking, excellent visibility and easy accessibility. The office occupies approximately 900 square feet and consists of Reception area, Doctor's office, Business office, Dark room, Storage and Restroom.

This is a rare and unique opportunity, and in order to maintain confidentiality, please contact our office for further details!

Full Price: \$150,000

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

Jeff J. Tonner, JD

Mark B. Hughes, DDS

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		8:30 – 3	8:30 – 3	8:30 – 3	8:30 - 3		
Doctor’s Hours				8 - 3	8:30 - 3	8:30 - 3	
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	Since 1995		Days worked past 12 months:		~ 144 days		

OFFICE SPACE & LEASE INFORMATION

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:	1 yr	Expiration date:	October 2016				
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	\$ 1,092.42/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount?	Are utilities included? If yes, which?		Water only				
Is the rent considered above, below or at fair market value?	Fair Market Rent						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	900 sq. ft.	Carpet?	No	Air conditioning?	Yes		
Number of fully equipped ops:	None	Plumbed for additional ops?	No				
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	No	Intra-oral Camera:	No	Cerec:	NO
Description of office building, Location and attributes of practice (a brief description):	This mobile dentistry service has an office in an ideal corner location on busy, major thoroughfare w/ excellent visibility and easy accessibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	25	Diagnostic	25	Adjunctive	0	Dentures	10
General Operative	5	Endo	0	Ortho/TMJ	0	Perio	0
Oral Surgery	35	Cosmetic	0	Crown/Bridge	0		

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

Complex Endo, Perio, Difficult Pedo Behavioral Management, Implant Dentistry

Type of patients as a percentage of collections:

Private Pay	18	Insurance/PPO	1	Access/Medicaid	81
Capitation (HMO)		Other			

Does your practice participate in "Care Credit"? **No**

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

Complete List of Provider Included in Financial Package

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: **~ 20 – 25+/month**

Average number of patients per day? Per-Doctor: **7** Per-Hygienist: **0**

Hygiene days per week: **N/A** Percentage of Production by Hygiene: **N/A**

Average age of patients: **Mature family range: ~ 60+ yrs.**

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

Type of recall system used? **Postcards**

Number of recalls per month? **~ 20+**

What types of Practice Promotions are in effect? **None**

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.

Average age of Equipment: **~ 10 yrs.**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Dental Assistant	4 days x 9 hrs	8/1999	\$20.00/hr	No
Office Management	110 hrs/wk	6/2004	\$15.00/hr	Yes
Dentist	3 days x 8 hrs	6/1999	\$550.00/day	Yes

Do family members work in the office? **Yes** If yes, how much are they paid? **\$15.00/hr**

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 **\$ 269,473** 2013 **\$ 284,807** 2012 **\$ 275,656**

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

Number of statements sent each month? **~ 50+** Is pegboard or computer? **Computer**

What type of computer? **Acer PC** What software? **Eaglesoft/QB**

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.