



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#LV-545**

**Las Vegas, Nevada**

This is the *Prosthodontic* practice of your dreams that can work for a qualified General Dentist! Cash flow better than most, this “Class A” building is in a highly desirable neighborhood. You will make a stellar first impression with your patients the moment they step out of their vehicles. All this practice is missing is your unique talent and skills!

The Doctor averages 8-10 patients w/ 8-9 Hygiene patients per day and offers 2 days of hygiene/per week and generates approximately 15-20+ new patients per month. The office occupies approximately 2,100 square feet and consists of 4 fully equipped ops, Reception area, Doctor’s office, Business office, Sterilization, Lab, Storage and 1 Restroom.\*

***Call Broker for details!***

***Now Only \$550,000***  
***excluding Accounts Receivable***

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

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Edmond P. Cahill, JD

**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.

**#LV-545****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$550,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Doctor's Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Hygienist Hours		8 – 5			8 – 5		
Type of Practice:	<b>Prosthodontics</b>		Reason for Selling:		<b>Retirement</b>		
Years established:	<b>~ 20 yrs</b>		Days worked past 12 months:		<b>~188</b>		

**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?	<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 yrs</b>		Expiration date:	<b>July 2018</b>			
Do you share space with another dentist?	<b>No</b>						
If yes, percentage of Associate's Production:	<b>N/A</b>						
Will Associate stay on with practice?	<b>N/A</b>						
Rent per month	<b>\$ 5,189.26/month</b>		Common area/maintenance fees /taxes included?	<b>Yes</b>			
Are utilities included?	<b>Yes, all utilities (Water, Power, Sewer, Gas, CAM) Full Service</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>*See note above</b>		Carpet?	<b>Yes</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>Yes</b>	Restrooms:	<b>Yes, 1</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Laser:	<b>No</b>	Digital X-ray:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>	Cerec:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Highly visible, easily accessible, attractive, well-maintained, 2-story Professional building complex w/ ample parking and excellent curb appeal in desirable professional corridor</b>						

<b>PATIENT DEMOGRAPHICS</b>	
Breakdown of Service/Procedures as a percentage of Collections: <b>Practice limited to Prosthodontics</b>	
Type of patients as a percentage of Collections: Private Pay <u>50</u> Insurance/PPO <u>50</u> Medicaid _____ Capitation (HMO) _____ NPD (Culinary) _____	
Does your practice participate in "Care Credit"? <b>Yes</b>	
List Preferred Provider, Health Care Provider and Capitation Plans now in place: <b>Aetna, Guardian, UMR, United Health Care, Humana, Liberty Dental, Teachers Health Trust, Health Scope, Standard, Sun Life Financial</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>	
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.) <b>All Oral Surgery, Ortho, Endo, Perio, Pedo</b> <span style="float: right;"><b>*Practice limited to Prosthodontics</b></span>	
<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.</b>	
Average number of New Patients per month for past 12 months: <b>~ 15 – 20+</b>	
Average number of patients per day?	Per-Doctor: <b>8 – 10</b> Per-Hygienist: <b>8 – 9</b>
Hygiene days per week: <b>2</b>	Percentage of Production by Hygiene: <b>~ 5</b>
Average age of patients:	<b>Mature Family range: 50 – 60 yrs.</b>
Does the office have Nitrous Oxide?	<b>No</b>
Type of recall system used?	<b>N/A</b>
Number of recalls per month?	<b>~ 50 - 60+</b>
What types of Practice Promotions are in effect?	<b>Newsletter sent twice quarterly to over 800 contacts</b>
Phone Book Advertising? *	<b>Yes, but no contract in place</b> <span style="float: right;"><i>* Phone book advertising contracts will be the responsibility of buyer after transition.</i></span>
<b>EQUIPMENT &amp; LEASEHOLDS</b>	
Describe age/characteristics of leasehold improvements: <b>5 yrs: flooring, bookcases, lab, counters, cabinets</b>	
Average age of Equipment:	<b>~ 1 – 10 yrs.</b>
Any equipment leases?	<b>No</b> <span style="float: right;">Equipment is right/left-handed/convertible? <b>Right</b></span>

<b>PERSONNEL</b>				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Dental Hygiene	1 day/wk	2002	\$45.00/hr	No
Dental Assistant	4 days/wk	Feb 2006	\$19.50/hr	Yes
Dental Hygiene	1 day/wk	Nov 2013	\$45.00/hr	No
Reception	2 days/wk	Aug 2013	\$18.00/hr	No
Office Coordinator	5 days/wk	Oct 2011	\$17.00/hr	Yes
Dental Assistant	4 days/wk	Dec 2012	\$12.00/hr	Yes
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		
<b>PRACTICE FINANCIAL PROFILE</b>				
<b>Last 3 years' Gross Collections from Corporate Tax Returns:</b>				
2015 <u>\$ 1,044,308</u> 2014 <u>\$ 1,018,451</u> 2013 <u>\$ 971,515</u> Corp Ret				
<b>*Collection amounts are approximate and should be verified by Buyer</b>				
Number of statements sent each month?		~ 9 – 12	Is pegboard or computer? <b>Computer</b>	
What type of computer?		<b>Dell</b>	What software? <b>Eaglesoft</b>	
Is software transferable?		<b>Yes, Transfer Fee, if any, to be paid by Buyer</b>		
Fees Schedule:		<b>Available upon request</b>		
<p><b>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.</b></p> <p><b>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.</b></p> <p><b>*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.</b></p>				