



WESTERN PRACTICE SALES

John M. Cahill Associates

#DC-623

Menlo Park, California

With close proximity to Facebook, Stanford, Google and Tesla, *the draw for new patients and potential for growth is mind-boggling! In your hands, this remarkable opportunity has unlimited growth potential!* Seller is focusing on managing its other office and is passing the practice on to you.

The Doctor averages 8 patients per day and generates approximately 21 new patients per month.

Seller has completely streamlined and modernized the office with a complete interior remodel. This office is located in a well-maintained, 2-Story Medical/Dental Professional Building with excellent visibility, easy accessibility to public transportation and ample parking in the heart of a popular, bustling commercial/residential neighborhood. The office occupies approximately 930 square feet and consists of 2 fully equipped ops and plumbed for 2 additional ops, Reception area, Doctor's office, Sterilization, Lab, Storage and Restroom.

Full Price: \$380,000

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

Timothy G. Giroux, DDS

Jon B. Noble, MBA

John M. Cahill, MBA

Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

#DC-623

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$380,000

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
Associate's Hours					8 – 5		8 – 5
Hygienist Hours	n/a						
Type of Practice:	General Dentistry / Prosthodontics		Reason for Selling:		Fully Manage other Practice that is over 20+ miles away.		
Years established:	2 years		Days worked past 12 months:		192		

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:	7 years (07/2013 – 06/2020)			Expiration date:	June 30, 2020		
Do you share space with another dentist?	Yes, Associate						
Percentage of Production by Associate:	~25%						
Will Associate stay on with practice?	n/a						
Rent per month	\$5,133.00		Common area, maintenance fees /taxes included?	Yes			
Are utilities included?	Yes, All						
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	930 sq. ft.	Carpet?	No	Air conditioning?	Yes		
Number of fully equipped ops:	2	Plumbed for additional ops?	Yes				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 1	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):	2-Story, Dental/Medical Professional Building. Fully renovated space w/ contemporary design in heart of downtown.						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	5%	Diagnostic	9%	Adjunctive	2%	Dentures	7%
General Operative	18%	Endo		Ortho/TMJ		Perio	5%
Oral Surgery		Cosmetic	17%	Crown/Bridge	17%	Implant	19%

What services/procedures are referred out? **Endo, Pedo, Oral Surgery**

Type of patients as a percentage of Collections:

Private Pay 19% **Insurance/PPO** 81% Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a Delta Provider? **Yes, Delta PPO & 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 PPO & Premier, Aetna, Guardian, MetLife, Anthem Blue Cross**

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: **21**

Average number of patients per day? Per-Doctor: **8** Per-Hygienist: **n/a**

Hygiene days per week: **n/a** Percentage of Production by Hygiene: **n/a**

Average age of patients: **41**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month?

What types of Practice Promotions? **New Patient Discount, Teeth Whitening**

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:

Complete interior remodel 2 years ago, Floors, Walls, Windows, Etc.

Average age of Equipment: **2 years old**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Assistant	4 days/week	12/2014	\$15.00/hour	No
Front Desk	4 days/week	02/2016	\$14.00/hour	No

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

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

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

PRACTICE FINANCIAL PROFILE

Last 2 years' Gross Collections from Tax Returns:

2015 \$273,193 2014 \$69,200

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

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

What type of computer? **Windows PC** What software? **EagleSoft**

Is software transferable? **Yes**

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.