



WESTERN PRACTICE SALES

John M. Cahill Associates

#EN-625

Sacramento, California

Location, location, location! There is huge growth potential and room for expansion in this predominantly “managed care practice” focused on delivering the best service to its patient base. Patients and staff alike have come to appreciate the easy-going, relaxed environment and warm & caring atmosphere here.

Doctor averages 20-25 patients per day and generates approximately 15-20 new patients per month.

The office is conveniently located in a highly visible, easily accessible, attractive, well-maintained, long-established Dental Professional building complex w ample parking, excellent curb appeal and signage on busy, major thoroughfare in desirable professional corridor/neighborhood.

This spacious office occupies approximately 2,500 square feet and consists of 5 fully equipped ops, Reception area, Doctor’s office, Business office, Sterilization, Dark room, Lab, Storage and Restroom.

Full Price: \$450,000

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

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

We look forward to serving you

EN-625

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 450,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5	9 – 5	by appt only
Doctor's Hours		9 – 5	9 – 5	9 – 5	9 – 5	9 – 5	by appt only
Associate's Hours		9 – 5	9 – 5	9 – 5	9 – 5	9 – 5	by appt only
Type of Practice:	General			Reason for Selling:			Personal
Years established:	Since July 2013			Days worked past 12 months:			All but Fridays & Saturdays

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes
Is the space leased?	No	Is lease renewable?	N/A
		Is lease assignable?	N/A
Term of Lease:	Seller owns condo suite in building @ \$1.75/sq ft		
Do you share space with another dentist?	No		
Rent per month	\$1.75/sq ft	Common area, maintenance fees/taxes included?	Yes, \$1.75 includes CAM
Are utilities included?	No		
Is the rent considered above, below or at fair market value?			
Type of Building:	Condo	X	Free-standing Professional Retail Center
Office Square footage:	~ 2,500 sq. ft.	Carpet?	Air conditioning? Yes
Number of fully equipped ops:	5	Plumbed for additional ops?	No
Reception area:	Yes	Dark room:	Yes
		Doctor's office:	Yes
		Lab:	Yes
Business office:	Yes	Restrooms:	Yes
		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):	Highly visible, easily accessible, attractive, well-maintained, long-established Dental Professional building complex w ample parking on major, busy thoroughfare in desirable professional corridor		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene		Diagnostic		Adjunctive		Dentures	10
General Operative	10	Endo		Ortho/TMJ	5	Perio	15
Oral Surgery	5	Cosmetic	20	Crown/Bridge	35	Implant	

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

Most procedures are kept in-house, only 10% are referred

Type of patients as a percentage of Collections:

Private Pay 5 Insurance/PPO 25 Denti-Cal 5 Capitation (HMO) 65 Other _____

Are you a **Delta Provider**? If Yes, Y **Delta PPO** Y **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 Care USA, Safeguard, Cigna, Aetna, Access GMC, Liberty GMC. Healthnet GMC

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 / month**

Average number of patients per day? Per-Doctor: **20 - 25** Per-Hygienist: **0**

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

Average age of patients: **Family range: ~ 25 – 40+ yrs**

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

Type of recall system used? **Automated Computerized Recall**

Number of recalls per month? **~ 80 - 100**

What types of Practice Promotions? **Basic Ads**

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: **All Equipment are fairly new - in good working condition**

Average age of Equipment: **~ 2 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
DDS	3 days/wk	July 2016	\$550.00/day	Bonus
DDS	2 days/wk		\$550.00/day	Bonus
Reception	40 hrs/wk	July 2014	\$14.00/hr	
Reception	40 hrs/wk	July 2016	\$12.00/hr	
RDA	40 hrs/wk	July 2014	\$14.00/hr	
Dental Assistant	40 hrs/wk	July 2016	\$12.00/hr	
Dental Assistant	40 hrs/wk	July 2016	\$12.00/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:

2015 \$ 610,801 2014 \$ 404,004 2013 _____

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

Number of statements sent each month? **None, Fees are collected at time of service** Is pegboard or computer? **Computer**

What type of computer? **Desktop** What software? **Easy Dent**

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.