



WESTERN PRACTICE SALES

John M. Cahill Associates

#EN-626

Carmichael, California

Located in the greater Sacramento area, Seller is relocating from this quality practice. Consider the affordable housing, excellent schools, a strong economic base and mere hours from the fun and excitement of the Bay Area and the beauty and activities of Lake Tahoe, the lifestyle and income just can't be beat!

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

The office is conveniently located in a highly visible, easily accessible, single-story, well-established Professional building in a mixed residential/commercial neighborhood. The office is approximately 1,250 square feet and consists of 3 fully equipped ops, Reception area, Doctor's office, Sterilization, Dark room and Restroom.

Full Price: \$300,000

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

EN-626

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$300,000

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
Doctor's Hours		9 - 5	9 - 5	9 - 5	9 - 5	9 - 5	by appt
Associate's Hours		9 - 5	9 - 5	9 - 5	9 - 5	9 - 5	by appt
Type of Practice:	General		Reason for Selling:			Downsizing	
Years established:	~ 2 yrs.		Days worked past 12 months:			~ 52 days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	No				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	5 yrs	Expiration date:	2019				
Do you share space with another dentist?	No						
Rent per month	\$ 1,650/month	Common area, maintenance fees /taxes included?	Yes				
Are utilities included?	No						
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 1,250 sq ft	Carpet?	No	Air conditioning?	Yes		
Number of fully equipped ops:	3	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):	Well-established 20+ yr old Professional Office Complex						

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)

Complex Oral Surgery: 3rd molar extractions, Molar RCT, Ortho, Perio

Type of patients as a percentage of Collections:

Private Pay 5 Insurance/PPO 20 Denti-Cal _____ Capitation (HMO) 75 Other _____

Are you a **Delta Provider**? If Yes, Y **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:

Aetna, Safeguard, Blue Shield, Access, Health Net, Liberty and GMC: Geographic Managed Dental Care

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: **~ 15 - 20**

Average number of patients per day? Per-Doctor: **~ 20 - 25** Per-Hygienist: **N/A**

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

Average age of patients: **~ 25 – 50 yrs**

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

Type of recall system used? **Auto Recall**

Number of recalls per month? **~ 90**

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: **Fairly new, in good working condition**

Average age of Equipment: **~ 2 - 8 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 2015	\$550.00/day	Yes
DDS	2 days/wk	July 2016	\$550.00/day	Yes
Reception	40 hrs/wk	July 2014	\$18.00/hr	Yes
Office Manager	40 hrs/wk	July 2014	\$18.00/hr	Yes
Dental Assistant	40 hrs/wk	July 2016	\$12.00/hr	No
Dental Assistant	40 hrs/wk	July 2016	\$12.00/hr	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 3 years' Gross Collections from Tax Returns:

2015 \$ 446,749 2014 \$ 43,839

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

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

What type of computer? 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.