



WESTERN PRACTICE SALES

John M. Cahill Associates

#HN-618

Sierra Foothills, California

You will love moving and settling into this “Norman Rockwell/Main Street Disneyland” type of community in the pristine, quiet, peaceful Gold Country foothills. With a patient base of diverse economic and retired status, this established practice is known for delivering high quality dental care and enjoys strong patient relationships, in a warm and caring environment and benefits from excellent referral sources. This practice grows by the best kind of marketing: word-of-mouth referrals of friends and family! *Get ready to build upon or merge into this “golden” opportunity which will be one of the best moves in your dental career!*

The Doctor works on a relaxed workweek, offering 1-2 days of hygiene/per week (*on alternating Fridays*) and welcomes approximately 6 new patients per month.

The office is conveniently located on the ground floor of an attractive, well-maintained Dental Professional building and offers the convenience of parking on the premises, in the heart of town. The office occupies approximately 750 square feet and consists of 2 fully equipped ops, Reception area, Doctor’s office, Sterilization, Lab, Storage and Restroom.

Full Price: \$95,000

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

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

We look forward to serving you

HN-618**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$95,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 12	8 – 5	8 – 5	8 – 5	8-2 *alternate	
Doctor's Hours			8 – 5	8 – 5	8 – 5	8-2 *alternate	
Hygienist Hours				8 – 5		8-2 *alternate	
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ 20+ yrs.		Days worked past 12 months:			~ 3+ days/wk	

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?	Is lease assignable?				
Term of Lease:	1 ½ yrs remaining on lease			Expiration date:	December 2017		
Do you share space with another dentist?	No						
Rent per month	\$ 1,025.00/month		Common area, maintenance fees /taxes included?	Fair			
Are utilities included?	No						
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:	750 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	2		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:		Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	NO	Cerec:	NO
Description of office building, Location and attributes of practice (a brief description):	Centrally located, ground-floor suite in attractive, well-maintained, established Dental Professional building on major thoroughfare in the heart of town, w/ convenience of parking on premises						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20.01	Diagnostic	19.77	Adjunctive	1.20	Dentures	14.90
General Operative	0.33	Endo	2.32	Ortho/TMJ	0	Perio	1.29
Oral Surgery	4.54	Cosmetic	0	Crown/Bridge	1.47	Implant	4.39

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

Complex Oral Surgery (extractions), Complex Endo, Perio, Implant Placement

Type of patients as a percentage of Collections:

Private Pay **60** Insurance/PPO **40** Denti-Cal Capitation (HMO) 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:

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: **~ 6**

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

Hygiene days per week: **1½ days** Percentage of Production by Hygiene:

Average age of patients: **Mature Family Range**

Does the office have Nitrous Oxide? **Yes, portable system**

Type of recall system used? **Pre-scheduling, Phone Call & Texting Reminders**

Number of recalls per month?

What types of Practice Promotions? **Yellow Pages**

Phone Book Advertising? * **Yes** * *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: **~ 20 yrs (consist of paint & custom shelving & surface treatment)**

Average age of Equipment: **~ 20+ yrs, well-maintained**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Dental Assistant	Mon - Fri	Feb 2013	\$21.00/hr	No
RDA	Mon - Fri	Jan 2016	\$18.00/hr	No
Dental Hygiene	6 hrs/alternating Fri	May 2013	\$50.00/h (\$300/d)	No
Dental Hygiene	8 hrs/alternating Fri	Oct 2004	\$43.50/h (\$350/d)	No

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 Cash Flow Statements:

2015 \$ 264,644 2014 \$ 265,086 2013 \$ 267,230

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

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

What type of computer? **PC** What software? **EZ Dental**

Is software transferable? **Unknown, 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.