



WESTERN PRACTICE SALES

John M. Cahill Associates

#DC-671 San Jose, California

We have an excellent opportunity for a General Practitioner wishing to practice in this economically strong, culturally vibrant, Silicon Valley City teeming with activity and opportunity!

The Doctor averages 6 patients w/ 8 Hygiene patients per day and generates approximately 6 new patients per month.

The office is conveniently located in a highly visible, easily accessible, attractive, well-maintained, single-story Professional building with excellent parking on busy, major thoroughfare in a desirable neighborhood w/ visible signage. This office occupies approximately 900 square feet and consists of 3 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Storage and a Restrooms.

Full Price: \$150,000

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

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800.641.4179

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

We look forward to serving you

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 3	8 – 3	8 – 5		8 – 5	
Doctor’s Hours				8 – 5		8 – 5	
Hygienist Hours		1-2 times a month					
Type of Practice:	General			Reason for Selling:		Disability	
Years established:	Previous Owner 40 years Current Owner 3 years			Days worked past 12 months:			

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:	10 years	Expiration date:	June 30, 2023
Do you share space with another dentist?	No		
Rent per month	\$1,997.31/month	Common area, maintenance fees /taxes included?	Yes
If not included, current amount?		Are utilities included?	No
Is the rent considered above, below or at fair market value?	Below Market Value		
Type of Building:	Condo	Free-standing	Professional X Retail Center
Office Square footage:	900 sq. ft.	Carpet?	No Air conditioning? Yes
Number of fully equipped ops:	3	Plumbed for additional ops?	No
Reception area:	Yes	Dark room:	No Doctor's office: Yes Lab: No
Business office:	Yes	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):	~40 year old building, Great Commercial/Residential Area		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15%	Diagnostic	5%	Adjunctive	Dentures	5%
General Operative	10%	Endo	10%	Ortho/TMJ	Perio	5%
Oral Surgery		Cosmetic	10%	Crown/Bridge		55%

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

Type of patients as a percentage of Collections:

Insurance 80% **Private Pay** 20% Denti-Cal ____ PPO ____ Capitation ____ Other ____

Are you a Delta Provider? Yes If Yes: ____ Delta PPO ____ No 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, Cigna, MetLife**

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: **2**

Average number of patients per day? Per-Doctor: **6** Per-Hygienist: **8**

Hygiene days per week: **1-2 days/month** Percentage of Production by Hygiene:

Average age of patients: **50**

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

Type of recall system used? **Postcard**

Number of recalls per month? **16**

What types of Practice Promotions? **Internet**

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: **Approximately 1+/- year**

Average age of Equipment: **Approximately 1+/- year**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Front Desk/RDA	2 days/week	03/01/2011	\$25.00/hour	No
RDH	1-2 days/month			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

2016 approximately \$135,000

Last 3 years' Gross Collections from Profit & Loss Statement:

2015 \$141,350 2014 \$111,346 2013 \$190,005

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

Number of statements sent each month? **2** Is pegboard or computer? **Computer**

What type of computer? **Dell** What software? **SoftDent**

Is software transferable? **Yes, Transfer Fee 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.