



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#EN-660**

### **Roseville, California**

Imagine living in “one of the best cities” as rated by CNN: this thriving, business-friendly, family-oriented community has a perfect blend of diversity, great housing, excellent schools, employers, new growth, good dining and shopping! Then imagine owning a highly-esteemed, well-respected, fee-for-service practice and working in an environment that aims to understand and please their loyal patient base, who they count as referral sources. Experienced, friendly and caring staff present an “ideal treatment plan”, offer fair and accurate estimates to help patients achieve “ideal” at their own pace, while also providing alternative treatment plans, which patients appreciate, respect and accept. Patients often become like family!

With 1-2 Hygienists treating an average of 8 patients daily, providing 4 days of hygiene/week and Doctor averaging 10-12 patients/per day, this fee-for-service Practice generates approximately 4-6 new patients per month.

The office is conveniently located in a pristine, spacious professional plaza on a major, tree-lined and generously landscaped thoroughfare. This highly visible, easily accessible, attractive, well-maintained Professional building plaza offers ample parking and the professional image you would expect of a successful, thriving practice. The office occupies approximately 2,950 square feet and consists of 5 fully equipped Ops, Reception area, Doctor’s office, Business office, Sterilization, Lab, Storage and 4 Restrooms.

***Full Price: \$995,000***

***Includes Cone Beam and Trios Digital Scanner!***

*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**

# EN-660

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$995,000

## 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			7:30 – 6	7:30 – 6	7:30 – 6		
Hygienist Hours			7:45–5:15	7:45-5:15	7:45-5:15		
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	~ 20+ yrs		Days worked past 12 months:			~ 160+ days	

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Willing Consider</b>	
Is the space leased?	<b>N/A</b>	Is lease renewable?	<b>N/A</b>	Is lease assignable? <b>N/A</b>
Term of Lease:	<b>Lease w/ Option to Buy</b>		Expiration date:	
Do you share space with another dentist?	<b>N/A</b>			
Rent per month	<b>\$6,900.00/month</b>	Common area, maintenance fees /taxes included?	<b>No</b>	
If not included, current amount paid by Tenant?	<b>Taxes, HOA, Utilities, Janitorial</b>			
Are utilities included?	<b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>			
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>	<b>Professional</b> <b>X</b> Retail Center
Office Square footage:	<b>2,950 sq. ft.</b>	Carpet?	<b>Yes</b>	Air conditioning? <b>Yes</b>
Number of fully equipped ops:	<b>5</b>	Plumbed for additional ops?	<b>No</b>	
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office: <b>Yes</b> Lab: <b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 4</b>	Sterilization: <b>Yes</b> Storage: <b>Yes</b>
Laser:	<b>Yes</b>	Digital X-ray:	<b>Yes</b>	Intra-oral Camera: <b>Yes</b> Cerec: <b>NO</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, single-story Professional building on quiet street, off major thoroughfare, ample parking</b>			

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	12	Diagnostic	17	Adjunctive	3	Dentures	2
General Operative	16	Endo	1	Ortho/TMJ	0	Perio	7
Oral Surgery	4	Cosmetic		Crown/Bridge	32	Implant	6

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

**Complex Oral Surgery-impacted 3<sup>rd</sup> molars, Molar Endo, Unimproved Perio, Difficult Pedo Behavioral Management, Ortho**

Type of patients as a percentage of Collections:

Private Pay 20 Insurance/PPO 80 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a **Delta Provider?** **Yes** If Yes, \_\_\_\_\_ Delta PPO X **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 Premier, Cigna**

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: ~ **5+**

Average number of patients per day? Per Doctor: ~ **10 - 12** Per-Hygienist: **8** **\*\*11% hygiene, \*\*15% diagnostic**

Hygiene days per week: **4** Percentage of Production by Hygiene: ~ **26** **\*\*see above breakdown**

Average age of patients: **Mature Family Range: ~ 40-50 yrs**

Does the office have Nitrous Oxide? **Yes**

Type of recall system used? **Solution Reach**

Number of recalls per month? ~ **120- 140**

What types of Practice Promotions? **Website**

Phone Book Advertising? \* **\$62.00/month** \* 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: **Good condition, 20+ yrs, Remodeled 5 yrs ago**

Average age of Equipment: **~ 5 yrs**

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

**PERSONNEL**

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Off Manager, RDAEF</b>	<b>3¼ days/wk</b>	<b>May 2008</b>	<b>\$70,000/yr</b>	<b>Yes</b>
<b>Front Desk</b>	<b>3¼ days/wk</b>	<b>Feb 2012</b>	<b>\$30.00/hr</b>	<b>Yes</b>
<b>RDA</b>	<b>3¼ days/wk</b>	<b>Sept 2016</b>	<b>\$21.00/hr</b>	<b>Yes</b>
<b>RDH</b>	<b>2 days/wk</b>	<b>Sept 2004</b>	<b>\$400.00/day</b>	<b>Yes</b>
<b>RDH</b>	<b>2 days/wk</b>	<b>April 2014</b>	<b>\$400.00/day</b>	<b>Yes</b>
<b>Bookkeeper</b>	<b>3 days/wk</b>	<b>1999</b>	<b>\$39,000/yr</b>	<b>Yes</b>
<b>DDS</b>	<b>3¼ days/wk</b>			

Do family members work in the office? **Yes** If yes, how much are they paid? **\$39,000/yr**

Has staff left the practice recently? **Yes, 2016**

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

**PRACTICE FINANCIAL PROFILE**

**Last 3 years’ Gross Collections from Corporate Tax Returns:**

2016 **\$1,065,015 estimate** 2015 **\$ 1,150,042** 2014 **\$ 1,156,862** 2013 **\$ 1,118,525**

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

Number of statements sent each month? **~ 20+** Is pegboard or computer? **Computer**

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

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.**