



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #BC-662 Hayward, California

Known as the "Heart of the Bay," Hayward has become one of the most desirable locations to live and work. If your desire is to deliver excellent dental care, then we have this excellent 'Starter Practice' opportunity for you! The Doctor averages 7 patients per day and generates approximately 43+/- new patients per month.

The office is conveniently located in an easily accessible, highly visible, 3-Story Professional Building with ample parking, across from Hospital, off major thoroughfare in residential neighborhood.

The office occupies approximately 1,056 square feet and consists of 3 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and a Restroom.

***Full Price: \$75,000***

*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**

#BC-662

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$75,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 4		
Doctor's Hours		10 – 4	10 – 4	10 – 4	10 – 3		
Associate's Hours	n/a						
Hygienist Hours	n/a						
Type of Practice:	<b>General Practice</b>			Reason for Selling:		<b>Retiring</b>	
Years established:	<b>23 years</b>			Days worked past 12 months:		<b>~180</b>	

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>n/a</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>3 years</b>			Expiration date:	<b>April 1, 2019</b>		
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$1,848.00/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
Are utilities included?	<b>No</b>						
Is the rent considered above, below or at fair market value?	<b>Fair Market/Slightly Below</b>						
Type of Building:	<b>Condo</b>	<b>X</b>	<b>Free-standing</b>	<b>X</b>	<b>Professional</b>	<b>X</b>	Retail Center
Office Square footage:	<b>1,056 sq. ft.</b>		Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>3</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, 1</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Laser:	<b>Yes</b>	Digital X-ray:	<b>No</b>	Intra-oral Camera:	<b>No</b>	Cerec:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Professional 3 Story Medical Bldg., Across from Rose Hospital. Building is owned and managed by St. Rose Hospital. A block from Kaiser Hospital, easy access from freeway, ample parking, recently renovated and remodeled.</b>						

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>24%</b>	Diagnostic	<b>25%</b>	Adjunctive	<b>1%</b>	Dentures	<b>31%</b>
General Operative	<b>4%</b>	Endo	<b>1%</b>	Ortho/TMJ		Perio	<b>1%</b>
Oral Surgery		Cosmetic	<b>14%</b>	Crown/Bridge		Implant	

What services/procedures are referred out?

**Oral Surgery, Impacted Tooth Extraction, Some Root Canals, Endo, Some Pedo.**

Type of patients as a percentage of Collections:

**Private Pay** 8% **Insurance/PPO** 19% **Denti-Cal** 73% Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a Delta Provider? **Yes, 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:

**Agreement with most insurance companies, no Capitation.**

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: **43+/-**

Average number of patients per day? Per-Doctor: **7** Per-Hygienist: **n/a**

Hygiene days per week: **n/a** Percentage of Production by Hygiene: **n/a**

Average age of patients: **Mid-40’s**

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

Type of recall system used? **Dentrix SW** Efficiency: **80%**

Number of recalls per month?

What types of Practice Promotions? **None. Word-of-Mouth Only**

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:

Average age of Equipment: **15 years**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>RDA</b>	<b>4 days / 8 hours</b>	<b>2013</b>	<b>\$18.00/hour</b>	<b>Yes</b>
<b>Receptionist</b>	<b>4 days / 7 hours</b>	<b>2006</b>	<b>\$18.00/hour</b>	<b>Yes</b>
<b>Office Assistant</b>	<b>2 days / 5 Hours</b>	<b>2015</b>	<b>\$13.00/hour</b>	<b>No</b>

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 \$170,170    2014 \$203,525    2013 \$175,495

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

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

What type of computer? **3 Desktop PC's**                      What software? **Dentrix**

Is software transferable? **Yes**

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.**