



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

### **#Az-1008 *Oral Surgery*** **East Valley, Arizona**

With a strong philosophy of excellent, customized service, a well-trained staff who take care of the patients as well as the Doctor, this referral-based practice exists to help fulfill the dreams of the doctor and family, rolling out the “red carpet” for patients and referrals alike w/ its goal to be the “premier OS surgery practice” in the area!

Depending on the day of the week and specific procedures, The Doctor averages 4-12 patients per day and generates approximately 6-12 new patient consults per month.

The new, upscale and spacious office is conveniently located in an attractive Medical Professional complex in the hub of local economic and dental/medical activity. The suite occupies approximately 3,000 square feet and consists of 5 fully equipped patient rooms, 1 consultation room, 3 multi-functional procedure rooms, and 1 operating room, Reception area, Doctor’s office, Business office, Sterilization, Lab, Storage and 3 Restrooms.

***Full Price: \$800,000***

***Real Estate May Be Available Separately!***

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

**Jeff J. Tonner, JD**

**Eric D. Stavoe, DDS**

**800.641.4179**

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

**We look forward to serving you**

#Az-1008

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$800,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 4	8 – 4	8 – 4	8 – 4	7 – 12	
Doctor's Hours		Prn/peak	7:30 – 5	7:30 – 5	7:30 – 5	6:30 -	

Type of Practice: **Oral Surgery** Reason for Selling: **Relocation**Years established: **4 yrs.** Days worked past 12 months:

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned? **Yes** Is building available for purchase? **Yes**Is the space leased? **No** Is lease renewable? **N/A** Is lease assignable? **N/A**Term of Lease: **Seller owns building** Expiration date: **N/A**Do you share space with another dentist? **No**If yes, percentage of Associate's Production: **N/A**Will Associate stay on with practice? **N/A**Type of Building: **Condo** **Free-standing** **Professional** **Retail Center**Rent per month **\$ 8,500–9,500/month** Common area/maintenance fees /taxes included? **Yes**If not included, current amount? Are utilities included? **No, Water only**Is the rent considered above, below or at fair market value? **Fair Market for Complex**Office Square footage: **~ 3,000 sq. ft.** Carpet? **Yes** Air conditioning? **Yes**Number of fully equipped ops: **5** Plumbed for additional ops?Reception area: **Yes** Dark room: **No** Doctor's office: **Yes** Lab: **Yes**Business office: **Yes** Restrooms: **Yes, 3** Sterilization: **Yes** Storage: **Yes**

Description of office building, Location and attributes of practice (a brief description):

**New, upscale, modern and attractive Medical Professional Office complex drawing from multiple referral sources nearby and close proximity to major retail centers and hospital in a desirable neighborhood, popular hub of local economic and dental/medical activity**

<b>PATIENT DEMOGRAPHICS</b>	
Breakdown of Service/Procedures as a percentage of Collections:	<b>Practice limited to 100% Oral Surgery</b>
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)	<b>Head and Neck Cancer is referred to specialist. Some TMJ is referred to pain specialist</b>
Type of patients as a percentage of collections:	
Insurance	<b>90</b>
Private Pay	<b>10</b>
Other	<b>0</b>
Does your practice participate in "Care Credit"?	<b>Yes</b>
List Preferred Provider, Health Care Provider and Capitation Plans now in place:	<b>Most insurance plans are accepted, NO Medi-Cal or ACCHS</b>
Estimated Number of Active Patient Files ("at least one visit in the past 2 years"):	<b>N/A for OS practice</b>
<b>*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.</b>	
Average number of New Patients per month for past 12 months:	<b>~ 140</b>
Average number of patients per day?	<b>~ 6 – 12 varies by designated days during the week due to either surgery w/ anesthesia or N/P consults</b>
Average age of patients:	<b>Generally adolescents, young adults, pediatrics and mature adults as well</b>
Does the office have Nitrous Oxide?	<b>Yes, also equipped w/ capacity for general anesthesia</b>
Type of recall system used?	<b>Implant Tracking - Oral Surgery Exec</b>
Number of recalls per month?	<b>As needed for implant procedure completion</b>
What types of Practice Promotions are in effect?	<b>Evolving multi-faceted marketing efforts, Promotion for 3<sup>rd</sup> molar patients post-op, Close relationships w/ referral base</b>
<b>EQUIPMENT &amp; LEASEHOLDS</b>	
Describe age and characteristics of leasehold improvements:	<b>Extremely attractive, recent touch-up and redecoration of Reception area</b>
Average age of Equipment:	<b>4 yrs.</b>
Any equipment leases?	<b>No</b>
Equipment is right/left-handed/convertible?	<b>Convertible</b>

<b>PERSONNEL</b>				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Front Office Manager</b>	<b>M-F/35-40 hrs</b>	<b>April 2010</b>	<b>\$20.00/hr</b>	<b>Yes</b>
<b>Back Office Manager</b>	<b>M-F/35-40 hrs</b>	<b>Feb 2010</b>	<b>\$19.00/hr</b>	<b>Yes</b>
<b>Patient Care Coordinator</b>	<b>M-F/35-40 hrs</b>	<b>Aug 2011</b>	<b>\$14.00/hr</b>	<b>Yes</b>
<b>Surgery Assistant</b>	<b>T-F/35 hrs.</b>	<b>April 2010</b>	<b>\$16.00/hr</b>	<b>Yes</b>
<b>Surgery Assistant</b>	<b>T-F/32 hrs.</b>	<b>March 2010</b>	<b>\$16.50/hr</b>	
<b>Surgery Assistant</b>	<b>T-F/32 hrs.</b>	<b>May 2011</b>	<b>\$16.00/hr</b>	
<b>Marketing</b>	<b>PRN ~ 20 hrs.</b>	<b>March 2011</b>	<b>\$15.00/hr</b>	
Do family members work in the office? <b>No</b> If yes, how much are they paid?				
Has staff left the practice recently? <b>Yes, Turn-over early 2011</b>				
Is there a practice management consultant? <b>Yes, Completed Levin Consulting Program</b>				
<b>PRACTICE FINANCIAL PROFILE</b>				
<b>Last 3 years' Gross Collections from Tax Returns:</b>				
2010	<u>    <b>\$ 1,127,038</b>    </u>	2009	<u>    <b>\$ 1,014,879</b>    </u>	2008 <u>    <b>\$ 909,417</b>    </u>
<b>*Collection amounts are approximate and should be verified by Buyer</b>				
Number of statements sent each month?		Is pegboard or computer? <b>Computer</b>		
What type of computer?	<b>Multiple terminals</b>	What software?	<b>DSN Oral Surgery Exec</b>	
Is software transferable?	<b>Unknown but Transfer Fee to be paid by Buyer</b>			
Fees Schedule:	<b>Available upon request</b>			
<p><b>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.</b></p> <p><b>WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES</b> 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.</p>				