



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

### **#Az-1017** **Chandler, Arizona**

Live in an All-America City where entrepreneurial spirit and hometown traditions intermingle to make this community a truly fun place to practice with its exceptional services, diverse culture and vibrant history.

The Doctor averages 15 patients w/ 8 Hygiene patients per day and generates approximately 30+ new patients per month.

The office is conveniently located in an attractive, 1½ story Medical Professional building w/ ample parking on major thoroughfare in desirable neighborhood. The office occupies approximately 2,500 square feet and consists of 4 fully equipped ops w/ plumbing for 3 additional ops, Reception area, Doctor's office, Business office, Sterilization, Dark room, Lab, Storage and 3 Restrooms.

***Full Price: \$465,000***

*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-1017****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$465,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		<b>8-5</b>	<b>8-5</b>	<b>8-5</b>	<b>8-5</b>	<b>8-4</b>	
Doctor's Hours		<b>8-5</b>	<b>8-5</b>	<b>8-5</b>	<b>8-5</b>	<b>8-4</b>	
Associate Hours		<b>8-5</b>	<b>8-5</b>	<b>8-5</b>	<b>8-5</b>	<b>8-4</b>	
Hygienist Hours			<b>8-5</b>	<b>8-5</b>			

Type of Practice: **General** Reason for Selling: **Personal**Years established: **Since 2003** Days worked past 12 months: **~ 240 days****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: **5 yrs w/ one (1) 5-yr Option** Expiration date: **April 2013**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**Rent per month **\$ 5,543.00/month** Common area, maintenance fees /taxes included? **Yes**If not included, current amount? **N/A** Are utilities included? If yes, which? **No**Is the rent considered above, below or at fair market value? **Fair Market Value**Office Square footage: **~ 2,500 sq. ft.** Carpet? **Yes** Air conditioning? **Yes**Number of fully equipped ops: **4** Plumbed for additional ops? **Yes, 3**Reception area: **Yes** Dark room: **Yes** Doctor's office: **Yes** Lab: **Yes**Business office: **Yes** Restrooms: **Yes** Sterilization: **Yes** Storage: **Yes**Description of office building, Location and attributes of practice (a brief description): **Attractive, ~20 yr-old, 1½ stories Medical Professional building in the beautiful, growing East Valley community of Chandler**

<b>PATIENT DEMOGRAPHICS</b>							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative/ Hygiene	7	Diagnostic	11	Crown/Bridge	41	Dentures	7
General Operative	13	Endo	10	Oral Surgery	6	Perio	5
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
<b>Complex Oral Surgery: impacted 3<sup>rd</sup> molars, Perio Surgery, Ortho and difficult Endo and Pedo</b>							
Type of patients as a percentage of collections:							
Insurance	0	Private Pay	7	ACCCHS	21		
PPO	32	Capitation	26 **	Other***	14		
<b>**Includes PMPM and Patients Co-pay ***Discount Plan</b>							
Does your practice participate in "Care Credit"? <b>Yes, and Citi Health &amp; Chase Health Advance</b>							
List Preferred Provider, Health Care Provider and Capitation Plans now in place: <b>EDS, Ameritas, Assurant Delta Dental, MetLife, Cigna, Blue Cross/Blue Shield, TDA, United Concordia, Principal, Secure Care, Humana and all ACCCHS plans.</b>							
Estimated Number of Active Patient Files ("at least one visit in the past 2 years"): <b>~1,800 – 2,100</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>~ 35+</b>							
Average number of patients per day?	<b>~18</b>	Per-Doctor:	<b>15</b>	Per-Hygienist:	<b>8</b>		
Hygiene days per week:	<b>2</b>	Percentage of Production by Hygiene:	<b>7%</b>				
Average age of patients:	<b>~ 40 yrs</b>						
Does the office have Nitrous Oxide?	<b>No</b>						
Type of recall system used?	<b>Pre-scheduling</b>		Efficiency:	<b>Excellent</b>			
Number of recalls per month?	<b>~ 60+</b>						
Practice Promotions in effect?	<b>Free 1-yr Discount Membership Program and Free Denture Consult</b>						
<b>EQUIPMENT &amp; LEASEHOLDS</b>							
Describe age and characteristics of leasehold improvements: <b>Office build-out: late 90's. Ops re-tiled: 2006</b>							
Average age of Equipment:	<b>~ 8 yrs.</b>						
Any equipment leases?	<b>No</b>	Equipment is right /convertible?	<b>Right/Convertible</b>				

<b>PERSONNEL</b>				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Associate DDS	M-F/38 hrs/wk	Aug 2008	30%	Yes
Office Manager	M-F/40 hrs/wk	April 2009	\$34,000/yr	Yes
Dental Hygiene	T, Th/16 hrs/wk	Mar 2011	\$35.00/hr	Yes
Dental Assistant	M-F/40 hrs/wk	June 2011	\$14.00/hr	Yes
Dental Assistant	M-F/40 hrs/wk	June 2011	\$10.50/hr	Yes
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		
<b>PRACTICE FINANCIAL PROFILE</b>				
<b>Last 3 years' Gross Collections from Tax Returns:</b>				
2010	<u>\$ 549,679</u>	2009	<u>\$ 486,118</u>	2008 <u>\$459,906</u>
<b>*Collection amounts are approximate and should be verified by Buyer</b>				
Number of statements sent each month?		~ 70	Is pegboard or computer? <b>Computer</b>	
What type of computer?		PC	What software? <b>QSI</b>	
Is software transferable?		<b>Yes, 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 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.</b></p>				