



WESTERN PRACTICE SALES

John M. Cahill Associates

#Az-832

Northeast Arizona

Surrounded by the natural beauty of the White Mountains, this community is known for its extensive tourism, recreational activities and outstanding quality of life. If you're looking for a successful practice in a rural setting, this is it!

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

With a central location, the office is conveniently located in a highly visible, easily accessible, attractive, well-maintained Professional building w/ ample parking on busy thoroughfare.

The office occupies approximately 2,000 square feet and consists of 6 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Dark room (Digital x-rays), Lab, Storage and Restroom.

Full Price: ~~\$420,000~~

This Seller is Ready to Retire!

Now Only: \$350,000!

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-832**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$350,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7 – 5	7 – 5	7 – 5	7 – 5		
Doctor's Hours		7 – 5	7 – 5	7 – 5	7 – 5		
Associate Hours		*2 - 3 d/mo					

Type of Practice: **General** Reason for Selling: **Retirement**Years established: **Since 1994** Days worked past 12 months: **~ 190 days****OFFICE SPACE & LEASE INFORMATION**Is the building/suite owned? **Yes** Is building available for purchase? **No**Is the space leased? **N/A** Is lease renewable? **N/A** Is lease assignable? **N/A**Term of Lease: **Seller owns building, \$2,000/month + NNN** Expiration date:Do you share space with another dentist? **Yes, Associate (works 2-3 days/ month)**If yes, percentage of Associate's Production: **~ 70%, *Paid 35% of Collections**Will Associate stay on with practice? **Possibly**Rent per month: **\$2,000 +NNN + tax** Are utilities included? If yes, which? **No**Any common area fees? Who pays Taxes & Insurance? **Tenant**Is the rent considered above, below or at fair market value? **At Fair Market Value**Office Square footage: **2,000 sq. ft.** Carpet? **Yes** Air conditioning? **Yes**Number of fully equipped ops: **6** Plumbed for additional ops? **No**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):

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	.83	Diagnostic	11.14	Hygiene	18.02	Dentures	3.64
General Operative	14.45	Endo	10.90	Ortho/TMJ		Perio	2.05
Oral Surgery	7.25	Cosmetic		Crown/Bridge	30.91	Adjunctive	.81
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Type of patients as a percentage of collections:							
Insurance		Private Pay		Denti-Cal			
PPO		Capitation		Other			
List Preferred Provider, Health Care Provider and Capitation Plans now in place:							
Aetna, Ameritas, Cigna, Delta Dental, Humana, Summit and United Concordia							
Estimated Number of Active Patient Files (“at least one visit in the past 2 years”):						~ 2,000	
*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.							
Average number of New Patients per month for past 12 months:				~ 30+			
Average number of patients per day?	8	Per-Doctor:	10	Per-Hygienist:			
Hygiene days per week:	5 ½	Percentage of Production by Hygiene:				~ 20+%	
Average age of patients:	~ 50 – 59 yrs.						
Does the office have Nitrous Oxide?	Yes						
Type of recall system used?	Computerized Postcards (Eaglesoft)						
Number of recalls per month?	~ 220						
What types of Practice Promotions are in effect?	Word-of-Mouth referrals, Newspaper Advertising						
EQUIPMENT & LEASEHOLDS							
Describe age and characteristics of leasehold improvements:							
Average age of Equipment:	< 10 yrs.						
Any equipment leases?	No	Equipment is right/left-handed/convertible?	Convertible				

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Dental Assistant	4 ½ days/wk			
Dental Assistant	4 ½ days/wk			
Receptionist	4 ½ days/wk			
Receptionist	4 ½ days/wk			
Dental Hygiene	4 days/wk			
Dental Hygiene	2 days/wk			
Do family members work in the office?	No	If yes, how much are they paid?		
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:				
2008	<u>\$615,750</u>	2008	<u>\$ 697,210</u>	2006 _____
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?		Is pegboard or computer?	Computer	
What type of computer?	IBM Compatible	What software?	Eaglesoft	
Is software transferable?	Yes, Transfer Fee to be paid by Buyer			
Fees Schedule:	Available upon request			
<p>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.</p> <p>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.</p>				