



WESTERN PRACTICE SALES

John M. Cahill Associates

#Az-978 **Phoenix, Arizona**

With little to no advertising except internal marketing/word-of-mouth referrals of quality dental treatment provided to a loyal and stable patient base built on warm and caring relationships, this practice has much to offer besides equipment and location!

The Doctor averages 10-15 patients w/ 7-8 Hygiene patients per day providing 3 days of hygiene/per week and generates approximately 35 new patients per month.

The office occupies approximately 1,306 square feet and consists of 4 fully equipped ops, Reception area, Doctor's office, Sterilization, Lab, Storage and Restroom.

Full Price: \$490,000

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

Jeff J. Tonner, JD

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800.641.4179

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

We look forward to serving you

#Az-978**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$490,000****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		9 – 5	9 – 5	9 – 5		8-4 x1/mo	8-1 x1/mo
Hygienist Hours		9 – 5	9 – 5	9 – 5			8-1 x1/mo

Type of Practice: **General** Reason for Selling: **Relocation**Years established: **Since 2004** Days worked past 12 months:**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?	
Term of Lease:		Expiration date:	
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	\$ 3,100.00/month	Common area, maintenance fees /taxes included?	Yes
If not included, current amount?		Are utilities included? If yes, which?	No
Is the rent considered above, below or at fair market value?	Fair Market Value		
Office Square footage:	1,306 sq. ft.	Carpet?	Yes
		Air conditioning?	Yes
Number of fully equipped ops:	4	Plumbed for additional ops?	No
Reception area:	Yes	Dark room:	No
		Doctor's office:	Yes
		Lab:	Yes
Business office:	No	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	10	Diagnostic	10	Hygiene	30	Dentures	2
General Operative	20	Endo	3	Ortho/TMJ		Perio	10
Oral Surgery	5	Cosmetic	0	Crown/Bridge	10	Adjunctive	
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Complex Oral Surgery: 3rd molar extractions, Ortho, Endo: 2nd molars, Retreatments							
Type of patients as a percentage of collections:							
Insurance	38	Private Pay	20	Denti-Cal	5		
PPO	40	Capitation	2	Other			
Does your practice participate in "Care Credit"?							
List Preferred Provider, Health Care Provider and Capitation Plans now in place:							
EDS, TPA, some ACHHS							
Estimated Number of Active Patient Files (Defined as "at least one visit in the past 2 years"): ~2000 - 2800							
*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: ~35							
Average number of patients per day?		Per-Doctor:		10 – 15	Per-Hygienist:		7 - 8
Hygiene days per week:		3 days		Percentage of Production by Hygiene:		20	
Average age of patients:		~ 30 yrs.					
Does the office have Nitrous Oxide?		Yes					
Type of recall system used?		Pre-scheduling, Postcards, Follow-up Phone Calls w/ Fair Efficiency					
Number of recalls per month?		> 20					
What types of Practice Promotions are in effect?		None					
EQUIPMENT & LEASEHOLDS							
Describe age and characteristics of leasehold improvements: New Build-out in 2004							
Average age of Equipment:		10+ yrs.					
Any equipment leases?		None		Equipment is right/left-handed/convertible?		Right	

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Front Office	40 hrs/wk	April 2004	\$17.00/hr	Yes
Dental Assistant	40 hrs/wk	2005	\$16.00/hr	No
Dental Assistant	40 hrs/wk	2006	\$13.00/hr	No
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?	Yes			
PRACTICE FINANCIAL PROFILE				
Last 3 years' Gross Collections from Corporate Tax Returns:				
2010	<u>\$586,724</u>	2009	<u>\$ 699,135</u>	2008 <u>\$ 609,517</u>
*Collection amounts are approximate and should be verified by Buyer				
Is pegboard or computer?	Computer			
What type of computer?			What software?	Dentrix
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>				