



WESTERN PRACTICE SALES

John M. Cahill Associates

#B-9791

Oakland, California

Be the driving force on this successful team of talented and dedicated staff to create your success story here w/ pride and confidence! This practice is well positioned to take advantage of its many attractive features which would be well received, if marketed effectively!

This practice possesses a solid foundation with a strong patient base, allowing expansion of the 2 day hygiene schedule and new patient flow is 7 per month w/ Doctor averaging 8 patients on Tuesdays and Fridays and 16 patients on Wednesdays and Thursdays!

The office is sited in a historic building within the heart of downtown Oakland w/in blocks of the financial, commercial district. The office commands awesome panoramic views throughout the entire office and occupies approximately 2,050 square feet, consisting of 4 fully equipped ops and 1 additional plumbed, Reception Station/Business Area, Business Office, Dark Room, Mini Lab, Sterilization, Staff Lounge, Utility Room, Lab, Private Doctor's office, Supply Storage and Restroom.

Full Price: \$275,000

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

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

We look forward to serving you

#B-9791**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$275,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI*	SAT
Office Hours		Closed	8:30–5:00	8:30–5:00	8:30–5:00	8:30–5:00*	
Doctor's Hours			8:30–5:00	8:30–5:00	8:30–5:00	8:30–5:00*	
Hygienist Hours				8:30–5:00	8:30–5:00		

*** Practice open every other Friday only**

Type of Practice: **General** Reason for Selling: **Retirement**
 Years established: **Since 1985** Days worked past 12 months: **5-week vacation**

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 / assignable?	Yes, w/ Landlord's approval
Term of Lease:	7 Year Lease	Expiration date:	December 2014
Rent per month:	\$4,674/month Fully Serviced	Is space shared with another dentist?	No
Any common area fees?	No	Who pays Taxes & Insurance?	Tenant-insurance
Are utilities included?	Yes	If yes, which?	Water, Electrical and Heat
Is the rent considered above, below or at fair market value?	Fair Market Value		
Office Square footage:	2,050 sq. ft.	Carpet?	Yes
		Air conditioning?	Yes
Number of fully equipped ops:	4	Plumbed for additional ops?	Yes, 1
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):	Highly visible, easily accessible building commanding awesome panoramic views throughout the entire office, w/ ample garage and street parking		

PRACTICE & PATIENT DEMOGRAPHICS			
Breakdown of Service/Procedures as a percentage of Collections: *			
Preventative	Diagnostic	Adjunctive	Hygiene
General Operative	Perio	Crown/Bridge	Endo
Oral Surgery	Ortho/TMJ	Cosmetic	Dentures
*For details refer to Production/Transaction by Code which is available upon request.			
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.) Complex Molar Endo, Complex Oral Surgery: 3rd Molar Ext/Bony Impactions, Perio Surgery, Extreme Prosth, Ortho			
Type of patients as a percentage of collections:			
Insurance ~ 20	Private Pay 38	Delta Dental ~ 42	
List Preferred Provider, Health Care Provider and Capitation Plans now in place:			Delta Dental PPO
Number of Active Patient Files (Defined as "at least one visit in the past 2 years"):			~800
Average number of patients per day?		Per-Doctor: ~ 8 to 16	Per-Hygienist: 8
Hygiene days per week: 2 days			
Average number of new patients per month for past 12 months: 7			
Average age of patients:		40	
Does the office have Nitrous Oxide? No			
Type of recall system used?		Pre-scheduling, Postcards	Efficiency: 75%
Number of recalls per month?		~ 45	
What types of Practice Promotions are in effect? Internal Marketing: word-of-mouth referrals			
EQUIPMENT & LEASEHOLDS			
Average age of Equipment: ~ 15 years			
Any equipment leases?	Not stated	Equipment is right or left-handed?	Right

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Office Manager	36 hrs/wk	1998	\$27.50/hr	No
Insurance/Collections	24 hrs/wk	Feb 2008	\$13.00/hr	No
Dental Assistant	28 hrs/wk	Jan 2011	\$15.00/hr	No
Dental Hygiene	2 days/wk	Sept 2008	\$420.00/day	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?	No			
ACCOUNTS RECEIVABLE				
Last 3 years' Gross Collections from Tax Returns:				
2010	\$ 358,335 **	2009	\$ 497,280	2008 \$476,977
*Collection amounts are approximate and should be verified by Buyer.				
**2010 Abnormal Year: Doctor out of the office 2 ½ months for carpal tunnel and knee surgeries.				
Number of statements sent each month?	Not stated	Is pegboard or computer?	Computer	
What type of computer?	Dell Optiplex	What software?	Carestream	
Is software transferable?	Yes			
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>				