



WESTERN PRACTICE SALES

John M. Cahill Associates

#B-9941

Central Contra Costa, California

Built on the stellar reputation for excellent dental care and quality patient relations, resulting in a strong and loyal patient base.

The Doctor averages 7 patients w/ 1 - 2 Hygienists treating 8 patients per day offering 6 days of hygiene/per week and generates approximately 2-3 new patients per month.

The office occupies approximately 863 square feet and consists of 3 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and Restroom.

Full Price: \$675,000

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

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

We look forward to serving you

#B-9941**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$675,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
Doctor's Hours		8 – 5 alt	8 – 5	8 – 5	8 – 5	8 – 5 alt	
Hygienist Hours		8 – 5 alt	8 – 5	8 – 5	8 – 5	8 – 5 alt	
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	Since 1968		Days worked past 12 months: ~ 175 days, 4-day workweek				

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.		Expiration date:	Jan 2016			
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 \$	\$2,750.92/month		Common area/maintenance fees /taxes included?	No			
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?	Above Market Value						
Office Square footage:	863 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	No	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):	Dental Professional building tucked in an excellent neighborhood of this family-oriented community w/ excellent public schools, easy accessibility and excellent visibility						

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	7	Diagnostic	6	Hygiene	37	Dentures	2
General Operative	13	Endo	0	Ortho/TMJ	0	Perio	0
Oral Surgery	0	Cosmetic	2	Crown/Bridge	33	Adjunctive	0
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Complex Oral Surgery, Endo, Perio Procedures, Difficult Pedo Management							
Type of patients as a percentage of collections:							
Insurance	80	Private Pay	20	PPO	Included in Insurance		
Does your practice participate in "Care Credit"? No							
List Preferred Provider, Health Care Provider and Capitation Plans now in place: Delta Dental							
Estimated Number of Active Patient Files ("at least one visit in the past 2 years"): ~ 1,200 – 1,400							
*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: ~ 2 – 3/month							
Average number of patients per day?	15+	Per-Doctor:	7+	Per-Hygienist:	8		
Hygiene days per week:	6 days	Percentage of Production by Hygiene:	~ 37%				
Average age of patients: ~ 50+ yrs.							
Does the office have Nitrous Oxide? Yes							
Type of recall system used? Pre-scheduling, Postcards, Follow-up Telephone Calls							
Number of recalls per month? ~ 190+							
What types of Practice Promotions are in effect? None							
EQUIPMENT & LEASEHOLDS							
Describe age and characteristics of leasehold improvements:							
10+ yrs – Cabinets & Shelves							
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
Receptionist	5 days x 8 hrs	Feb 2004	\$28.01/hr	3 wk vacation, 401k, ½ medical
Bookkeeper	4 days x 4 hrs	Jan 1982	\$8677.50/mo	No
RDA	4 days x 8 hrs	Aug 2001	\$27.34/hr	2 wk vacation, 401k, ½ medical
RDA	4 days x 4 hrs	Mar 2009	\$24.97/hr	2 wk vacation
RDH	½ day x 4 hrs	Mar 1986	\$459.85/day	No
RDH	3 days x 7 hrs	May 2001	\$443.83/day	3 wk vacation
RDH	1 ½ days x 8 hr	Dec 2001	\$455.34/day	No
RDH	1 day x 8 hrs	Aug 2008	\$441.13/day	No
Do family members work in the office?		Yes	If yes, how much are they paid? \$8,677.50/mo	
Has staff left the practice recently?		Yes, a Hygienist moved out of area.		
Is there a practice management consultant?		No		
PRACTICE FINANCIAL PROFILE				
Last 3 years' Gross Collections from Tax Returns:				
2010	<u>\$ 870,007</u>	2009	<u>\$ 896,681</u>	2008 <u>\$ 990,644</u>
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?		~ 80+	Is pegboard or computer? Computer	
What type of computer?		PC	What software? Softdent	
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>				