



WESTERN PRACTICE SALES

John M. Cahill Associates

#BG-043 Antioch, California

*We are offering a mainstream practice that every dentist aspires to
and we feel sets the bar for excellence!*

*Self-generating “word-of-mouth referrals” and a high level of expertise in
delivering quality care in a warm atmosphere by caring staff are the keys to
success of this remarkable practice, where fairness, truth and excellent
personalized service speak for themselves!*

The Doctor averages 12-20 patients w/ 8 Hygiene patients per day offering 4
days of hygiene/per week and generates approximately 18-20+ new patients per
month, *with increased production even during the recession!*

This contemporary, open and airy office is conveniently located in an attractive,
well-maintained, single-story, free-standing Professional building complex w/
vaulted ceilings in a tranquil park-like setting w/ ample parking and easy
freeway accessibility. Spacious suite occupies approximately 2,594 square feet
and consists of 4 fully equipped ops w/ additional plumbing for 1 additional op,
Reception area, Doctor’s office, Business office, Sterilization, Lab, Storage and
2 Restrooms.

Full Price: \$450,000

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

#BG-043

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$450,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 4	8 - 5	8 - 5	8 - 5	7 - 1	
Doctor's Hours			8 - 5	8 - 5	8 - 5	7 - 1	
Hygiene Hours			8-5	8 - 5	8 - 5	7-1	
Type of Practice:	General		Reason for Selling:		Relocation		
Years established:	~ 25+ yrs.		Days worked past 12 months: ~ 200 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.	Expiration date:	2012				
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	\$ 3,800.00/month	Common area/maintenance fees /taxes included?	No				
If not included, current amount?	\$465/month	Are utilities included?	Water, Sewer, Trash				
Is the rent considered above, below or at fair market value?	Fair to Below Market Value						
Type of Building:	Condo	Free-standing	X	Professional	X	Retail Center	
Office Square footage:	2,594 sq. ft.	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped ops:	4	Plumbed for additional ops?	Yes, 1				
Reception:	Yes	Dark Room:	No	Doctor's Office:	Yes	Lab:	Yes
Business Office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	Contemporary, open, airy office w/ high ceilings in park-like setting w/ ample parking and easy accessibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative	Diagnostic	Hygiene	17	Dentures	7	
General Operative	7	Endo	5	Ortho/TMJ	Perio	2
Oral Surgery	6	Cosmetic	Crown/Bridge	30	Adjunctive	

What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)

Most procedures done in-house except for Complex Oral Surgery, Endo, Perio, Difficult Pedo Management

Type of patients as a percentage of collections:

Insurance	78	Private Pay	20	Denti-Cal	2
PPO	50	Capitation	0	Other	0

Does your practice participate in "Care Credit"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Blue Cross, Delta Dental, MetLife, Cigna, No Capitation, No new DC pats for 10+ yrs (only handful remain)

Estimated Number of Active Patient Files ("at least one visit in the past 2 years"): **1,500 – 1,800+**

Number compiled using: Practice Software **Hand Count X Estimate X**

***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: **~ 18 – 20+**

Average number of patients per day? Per-Doctor: **12 – 20** Per-Hygienist: **8**

Hygiene days per week: **4** Percentage of Production by Hygiene: **17**

Average age of patients: **~ 40 yrs.** Does office have Nitrous Oxide? **Yes, Portable**

Type of recall system used? **Pre-scheduling, Computerized Postcard, Follow-up Phone Calls**

Number of recalls per month? **~ 100 w/ 90% efficiency**

What types of Practice Promotions are in effect? **Internal Marketing: word-of-mouth referral, Telephone Book Ad, PPO listings**

EQUIPMENT & LEASEHOLDS

Occasionally some specialized items may be excluded from the sale, such as: Articulators, Endo and/or Implant Systems. These items will be referenced as "excluded" on Seller's Equipment list. In addition, Buyer understands that the following items may also be excluded from the sale: diplomas, certificates, cameras, photographs, artwork and miscellaneous personal items.

Describe age and characteristics of leasehold improvements:

Major Cabinetry ~ 20+ yrs, Upgraded Counters, Office Remodel Aug 2007

Average age of Equipment: **Chairs/Units 25+ yrs.**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **R / Convert**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
RDA Assistant	4 dyas/30 hrs	May 2011	\$25.00/hr	Yes
Front Office/RDA	5 days/36 hrs	Oct 2010	\$20.00/hr	Yes
Front Office	4 days/30 hrs	Sept 2011	\$23.00/hr	No
RDH	2 days/14 hrs	Jan 2004	\$50.00/hr	No
RDH	Wed / 8 hrs	Oct 2010	\$50.00/hr	No
RDH	Thurs / 8 hrs	May 2010	\$50.00/hr	No

Do family members work in the office? **Yes** If yes, how much are they paid? **\$2,000/month**

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:

2011 **\$ 609,756 P&L** 2010 **\$ 500,529 P&L** 2009 **\$ 594,028 P&L** 2008 **\$ 545,941**

***Collection amounts are approximate and should be verified by Buyer**

Number of statements sent each month? ~ **50** Is pegboard or computer? **Computer**

What type of computer? **PC** What software? **Theos/Genesis**

Is software transferable? **Yes, Transfer Fee to be Paid by Buyer**

Fees Schedule: **Available upon request**

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.

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.