



**WESTERN PRACTICE SALES**  

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**JOHN M. CAHILL ASSOCIATES**

**#C-1016**  
**Marin County, California**

This is a great opportunity for a General Practitioner wishing to practice in a highly desirable, well-established practice in Northern California. This community offers a lively urban environment while keeping hold of the simplicity and comfort of a small town life. Seller has developed a quality practice with a wonderful patient base and is passing it on to you! This remarkable opportunity awaits your talent and skill!

The Doctor averages 8 patients/day and Hygiene sees 8 patients w/ 3 Doctor and Hygiene days per week and generating approximately 6-7 new patients per month.

This well maintained, renovated, highly visible, single story professional office building is centrally located, near a popular shopping center with ample parking in a desirable neighborhood with easy accessibility to Highway 101.

The office occupies approximately 800 square feet and consists of 3 fully equipped ops, Reception area, Doctor's office, Sterilization, Lab, Storage and 2 Restrooms.

***Full Price: \$280,000***

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

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**800.641.4179**

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

**We look forward to serving you**

**#C-1016****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$280,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7:30 – 5:00	7:30 – 5:00	7:30 – 4:00	7:30 – 5:00	7:30 – 3:00	
Doctor's Hours		8:00 – 5:00	8:00 – 5:00		8:00 – 5:00		
Associate Hours	n/a						
Hygienist Hours		8:00 – 5:00	8:00 – 5:00		8:00 – 5:00		

Type of Practice: **General** Reason for Selling: **Disability**Years established: **1969 / purchased practice April 2002** Days worked past 12 months: **178****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: **Ending February 28, 2013 w/ 5 year extension** Expiration date: **February 28, 2013**Do you share space with another dentist? **No**Rent per month: **\$2,775.40** Are utilities included? If yes, which? **Yes, Electric & Water**Any common area fees? **No** Who pays Taxes & Insurance? **The Landlord**Is the rent considered above, below or at fair market value? **Fair Market Value**Office Square footage: **~800** Carpet? **No** 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: **No** Restrooms: **Yes, 2** Sterilization: **Yes** Storage: **Yes**Description of office building, Location and attributes of practice (a brief description): **1960, Single Story, Renovated in 2004, Central location with close freeway access, near shopping center and close ample parking.**

<b>PATIENT DEMOGRAPHICS</b>					
Breakdown of Service/Procedures as a percentage of Collections:					
Preventative	<b>26.54%</b>	Diagnostic	<b>18.29%</b>	Hygiene	Dentures <b>1.67%</b>
General Operative	<b>14.39%</b>	Endo	<b>1.66%</b>	Ortho/TMJ	Perio <b>4.74%</b>
Oral Surgery	<b>.15%</b>	Cosmetic		Crown/Bridge <b>30.40%</b>	Adjunctive <b>2.16%</b>
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.): <b>Oral Surgery, Endo</b>					
Type of patients as a percentage of collections:					
Insurance	<b>50%</b>	Private Pay	<b>48%</b>	Denti-Cal	
PPO	<b>2%</b>	Capitation		Other	
List Preferred Provider, Health Care Provider and Capitation Plans now in place:					
<b>Delta Dental Preferred Provider, Blue Cross PPO, Cigna PPO</b>					
Estimated Number of Active Patient Files (Defined as "at least one visit in the past 2 years"):					<b>~800</b>
<b>*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.</b>					
Average number of New Patients per month for past 12 months:					<b>6-7</b>
Average number of patients per day?		Per-Doctor:	<b>8</b>	Per-Hygienist:	<b>8</b>
Hygiene days per week:		<b>3.5</b>	Percentage of Production by Hygiene:		<b>25%</b>
Average age of patients:		<b>45</b>			
Does the office have Nitrous Oxide?		<b>No</b>			
Type of recall system used?		<b>Schedule Next Appointment when leaving current Appointment</b>		Efficiency:	<b>High</b>
Number of recalls per month?		<b>~120</b>	What types of Practice Promotions are in effect?		<b>Word of Mouth</b>
<b>EQUIPMENT &amp; LEASEHOLDS</b>					
Describe age and characteristics of leasehold improvements: <b>Office remodeled in 2009, new paint, reception chairs, countertops, sinks, fixtures in bathroom.</b>					
Average age of Equipment:		<b>10-15 years</b>			
Any equipment leases?		<b>No</b>	Equipment is right/left-handed/convertible?		<b>Convertible</b>

<b>PERSONNEL</b>				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Office Manager</b>	<b>35 hours</b>	<b>2002</b>	<b>\$23.00/hour</b>	<b>Yes</b>
<b>Assistant</b>	<b>24 hours</b>	<b>2007</b>	<b>\$21.00/hour</b>	<b>Yes</b>
<b>Office Assistant</b>	<b>5 hours</b>	<b>2008</b>	<b>\$23.00/hour</b>	<b>No</b>
<b>Hygienist</b>	<b>1 Day</b>	<b>2003</b>	<b>\$425.00/day</b>	<b>Yes</b>
<b>Hygienist</b>	<b>On sick leave</b>	<b>1995</b>	<b>\$425.00/day</b>	<b>Yes</b>
Do family members work in the office?	<b>No</b>	If yes, how much are they paid?	<b>n/a</b>	
Has staff left the practice recently?	<b>Yes, on sick leave</b>			
Is there a practice management consultant?	<b>No</b>			
<b>PRACTICE FINANCIAL PROFILE</b>				
Last 3 years' Gross Collections from Tax Returns:				
2010	<u><b>\$387,951</b></u>	2009	<u><b>\$458,439</b></u>	2008
				<u><b>\$472,141</b></u>
<b>*Collection amounts are approximate and should be verified by Buyer</b>				
<b>Number of statements sent each month?</b>		Is pegboard or computer? <b>Computer</b>		
What type of computer?	<b>Dell Server / Workstation</b>	What software?	<b>Dentrix including Imaging System</b>	
Is there an IRS lien on your practice?	<b>No</b>			
Is software transferable?	<b>Yes</b>			
Fees Schedule:	<b>Available upon request</b>			
<p><b>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.</b></p> <p><b>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.</b></p>				