



WESTERN PRACTICE SALES

John M. Cahill Associates

#C-8901

Santa Rosa, California

Live and practice in this charming, thriving and progressive community, where Seller has established a stable base of patients and is passing it on to you! We are offering a remarkable opportunity! Consider this practice of mature, stable patients and well-respected for delivering quality care in a warm and relaxed atmosphere.

The practice averages 8 patients each for the Doctor and Hygienist per day and generates approximately 35 new patients per month of which 6-7 are walk-ins. The shopping center location contributes significantly to the walk-in traffic.

Located in a desirable residential neighborhood, highly visible office has excellent signage in an easily accessible, on major thoroughfare w/ close proximity to local businesses & markets w/ ample parking.

The office occupies approximately 1,291 square feet and consists of 3 fully equipped ops and 1 additional plumbed, Reception area, Doctor's office, Business office, Sterilization, Supply/Storage and Restroom.

~~Full Price: \$500,000~~

Price Reduced to: \$468,000

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

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

We look forward to serving you

#C-8901

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$468,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	9 – 6	9 – 6	9 – 6	9 – 6	
Doctor's 1 Hours				9 – 6	9 – 6		
Doctor's 2 Hours		9 – 6	9 – 6				
Associate Hours*			9 – 6	9 – 6			

There are a total of six (6) doctor days a week **and the hygiene is scheduled into the doctors' days.** The breakdown is approximately four (4) doctor days and three (3) hygiene days a week (periodically there have been temporary hygienists in the practice). *In February 2009, Associate started working every Monday.

Type of Practice: **General** Reason for Selling: **Retirement**

Years established: **5+ years** 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? **Yes**

Term of Lease: **7 years (executed 1st option on 08/01/09)
+ 7 years renewal (2nd option)** Expiration date: **July 31, 2016**

Rent per month: **\$5,700 includes CAM***
***Seller's expectation from Landlord.** Is space shared with another dentist? **No**
More details to follow by August 2011.

Any common area fees? **Part of NNN** Who pays Taxes & Insurance? **Part of NNN**

Are utilities included? **No** If yes, which? **n/a**

Is the rent considered above, below or at fair market value? **At Fair Market Value**

Office Square footage: **1,291 sq. ft.** Carpet? **Yes** Air conditioning? **Yes**

Number of fully equipped ops: **3** Plumbed for additional ops? **Yes, 1**

Reception area: **Yes** Dark room: **No** Doctor's office: **Yes** Lab: **No**

Business office: **Yes** Restrooms: **Yes** Sterilization: **Yes** Storage: **Yes**

Description of office building, Location and attributes of practice (a brief description): **High visibility, great signage w/ ample parking and close proximity to local stores/markets/retail shopping off main thoroughfare in desirable residential neighborhood.**

PRACTICE & PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	20%	Diagnostic	10%	Adjunctive		Dentures	
General Operative		Endo	10%	Ortho/TMJ	0%	Perio	5%
Oral Surgery	5%	Restorative	25%	Prosthodontics	20%	Misc.	5%
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Oral & Perio Surgery, Some Endo, Ortho							
Type of patients as a percentage of collections:							
Insurance	30%	Private Pay	30%	Denti-Cal			
PPO	30%	Capitation		Delta Dental	10%		
List Preferred Provider, Health Care Provider and Capitation Plans now in place: Delta Dental, Delta USA, MetLife, Guardian, United Concordia, Cigna, Blue Cross, Principal, Aetna and Shirrell							
*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.							
Number of Active Patient Files (Defined as "at least one visit in the past 2 years"): ~1,300							
Average number of patients per day? Per-Doctor: 8 Per-Hygienist: 8							
Hygiene days per week: 3							
Average number of new patients per month for past 12 months: 35 – 40							
Average age of patients: 35 – 60							
Does the office have Nitrous Oxide? Yes							
Type of recall system used? Computerized Cards Efficiency: 70%							
Number of recalls per month? Approximately 70							
What types of Practice Promotions are in effect? Website & Internal marketing & Direct Mail							
EQUIPMENT & LEASEHOLDS							
Average age of Equipment: 5 – 6 years							
Any equipment leases? No Equipment is right or left-handed? Right							

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Front Office	M – Th	03/2009	\$23.00/hour	Yes
RDA (cross-trained)	M – W, F	2009	\$18.00/hour	No
RDA (cross-trained)	M – Th	2006	\$20.00/hour	Yes
Associate	Tu & W		\$500/day + 20% of Production over \$2,500 (daily)	No
Do family members work in the office?		Yes, off-site Admin.	If yes, how much are they paid? \$32k	
Has staff left the practice recently?		Yes – Assistant		
Is there a practice management consultant?		No		
ACCOUNTS RECEIVABLE				
Last 3 years' Gross Collections from Tax Returns:				
2010	<u>\$ 616,098</u>	2009	<u>\$ 626,402</u>	2008 <u>\$ 577,098</u>
*Collection amounts are approximate and should be verified by buyer.				
Number of statements sent each month?	300+	Is pegboard or computer?	Computer	
What type of computer?	Mostly Dells	What software?	Dental Vision	
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 is an agent of the Seller and therefore representing 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>				