



WESTERN PRACTICE SALES

John M. Cahill Associates

#CC-027

Mill Valley, California

Located in a lively urban environment while retaining the ease and comfort of a small town. Among the city's amenities is a wide choice of entertainment and cultural activities. Seller has developed a quality practice with a wonderful patient base in and is passing it on to you! This remarkable opportunity awaits your talent and skill!

The Doctor averages 10 patients w/ 12 Hygiene patients per day and generates approximately 10-12 new patients per month.

The office is conveniently located in a highly visible, easily accessible, attractive, well-maintained Dental Professional building on busy, major thoroughfare in a well-established neighborhood.

The office occupies approximately 2,088 square feet and consists of 5 fully equipped ops, Reception area, Consultation Room, Doctor's office, Business office, Sterilization, Lab, Staff Area, Storage & handicap accessible restroom.

Full Price: \$650,000

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

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

We look forward to serving you

#CC-027

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$650,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7 - 6	7 - 6	7 - 5:45	7 - 6		
Doctor's Hours		8:30 - 5:30	8:30-5:30		8:30-5:30		
Associate Hours		n/a	n/a	n/a	n/a		
Hygienist Hours		7 - 5:30	7 - 5:30	7 - 2:30	7 - 5:30		
Type of Practice:	General		Reason for Selling:		To Teach		
Year established:	1961		Days worked past 12 months:		135		

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:	10 year + 5 year option			Expiration date:	October 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						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Rent per month	\$7,000/month		Common area/maintenance fees /taxes included?	Yes			
If not included, current amount?	n/a		Are utilities included?	No			
Is the rent considered above, below or at fair market value?	At Fair Market Value						
Office Square footage:	2,088		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	5		Plumbed for additional ops?	No			
Reception:	Yes	Dark Room:	No	Doctor's Office:	Yes	Lab:	Yes
Business Office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	No	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	2 Story, 30+ year old, 10,000sf Building w/ 3 major tenants on the second busiest intersection in Marin Co., Modern Facility, Great Staff and Systems in place.						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative	.3%	Diagnostic	19%	Hygiene	32.4%	Dentures	0%
General Operative	11.6%	Endo	0	Ortho/TMJ	0	Perio	0
Oral Surgery	0	Cosmetic	.6%	Crown/Bridge	36%	Adjunctive	.1%

What services/procedures are referred out? **Oral Surgery, Endo, Perio, Pedo, Ortho and Removable Prosth.**

Type of patients as a percentage of collections:

Insurance	16.9%	Private Pay	83.1%	Other	n/a
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Does your practice participate in "Care Credit"? **We had Care Credit, but did not use.**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **None**

Estimated Number of Active Patient Files (Defined as "at least one visit in the past 2 years"): **~1,310**

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

***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: **10-12**

Average number of patients per day? **22+/-** Per-Doctor: **10** Per-Hygienist: **8**

Hygiene days per week: **6** Percentage of Production by Hygiene: **33%**

Average age of patients: **55**

Does the office have Nitrous Oxide? **Yes**

Type of recall system used? **Pre-book, Postcards, Phone** Efficiency: **98%**

Number of recalls per month? **Pro 123/month & Perio recall 54/month = 177/month**

What types of Practice Promotions are in effect? **Internal Referrals**

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: **Office was built in 1998. 5 fully equipped ops w/ large windows and great views of the wetlands and the Sausalito bike path. The office is modern, open, spacious but not ostentatious. Large conference room, generous staff lounge, dental lab and walk in storage. Vinyl floors in operatories were replaced in 2008 and the carpet in the rest of the office was replaced in 2011.**

EQUIPMENT & LEASEHOLDS (continued)

Average age of Equipment: **13+ years old. All new equipment purchased in 1998. Adec Chairs and rear delivery systems. Star handpieces. Pelton Crane ceiling mounted dental lights. Dexis digital radiography (2006 and 2011). 2 Autoclaves. Cassette instrument system. Dedicated compressor and suction. Stack washer and dryer. 10 Windows XP computers & 1 server. Touch screen in all operatories. Large Monitor in reception area.**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Receptionist	30 hours	6/2002	\$27.00/hour	Yes
Receptionist	37 hours	1/2010	\$24.00/hour	Yes
RDA	32 hours	9/2004	\$27.50/hour	Yes
RDA	35 hours	8/2007	\$26.00/hour	Yes
RDH	4 days	10/2002	\$470.00/day	Yes
RDH	2 days	2/2006	\$470.00/day	No

Do family members work in the office? **Yes** If yes, how much are they paid? **\$2,600/month**

Has staff left the practice recently? **No**

Is there a practice management consultant? **Yes**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2010 **\$950,646** **2009** **\$901,593** **2008** **\$898,330**

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

Number of statements sent each month? **200** Is pegboard or computer? **Computer**

Is there an IRS lien on your practice? **No**

What type of computer? **Windows** What software? **Patient Base**

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.