



WESTERN PRACTICE SALES

John M. Cahill Associates

#CG-021

Suisun City, California

This quality, fee-for-service practice boasts not only of **LOCATION** but **MODERN, STATE-OF-THE-ART EQUIPMENT & EXTREMELY LOW OVERHEAD**, which can only spell **S-U-C-C-E-S-S** for the astute buyer! It just doesn't get any better than this!!!

With only two dentists in an entire town of 28,000, this practice is expertly located in the historic downtown waterfront on Main Street

The Doctor averages 6 patients w/ 7 Hygiene patients per day providing 2½ days of hygiene/per week and generates approximately 9 new patients per month.

The office is conveniently located on a major thoroughfare by the highly desirable waterfront neighborhood, an area which other dentists can only dream about for their location! The office occupies approximately 1,200 square feet and consists of 3 fully equipped ops, Reception area, Doctor's office, Sterilization, Lab, Dark Room, Storage, Restroom, Digital x-ray units in each Op, Laser unit and Intra-oral Camera to facilitate the delivery of a full spectrum of dental care: offering Oral surgery & sedation, Implants placed and restored and excellent hygiene treatment.

Full Price: ~~\$348,000~~

REDUCED! Now Only \$300,000

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

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

We look forward to serving you

#CG-021

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$300,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 – 5	8 – 5	8 – 5		
Doctor's Hours			8 – 5	8 – 5	8 – 5		
Hygienist Hours			8 – 5	8 – 5	8 – 5		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	20+ yrs.		Days worked past 12 months:		~175		

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 w/ (2) 5-yr options			Expiration date:	2016 w/5 yr option		
Do you share space with another dentist?	Yes, Partner						
If yes, percentage of Associate's Production:	N/A						
Will Associate stay on with practice?	N/A						
Type of Building:	Condo	Free-standing	Professional	Retail Center	Yes		
Rent per month	\$ 744.00/month		Common area/maintenance fees /taxes included?	Yes			
If not included, current amount?			Are utilities included?	No			
Is the rent considered above, below or at fair market value?	Below Market Rent						
Office Square footage:	1,200 sq. ft.	Carpet?	Wood	Air conditioning?	Yes		
Number of fully equipped ops:	3	Plumbed for additional ops?	No				
Reception:	Yes	Dark Room:	Yes	Doctor's Office:	Yes	Lab:	Yes
Business Office:	No	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Laser:	Yes	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	Located on major thoroughfare in desirable bustling neighborhood w/ excellent visibility and easy accessibility						

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	5.2	Diagnostic	6.7	Hygiene	10.5	Dentures	6.6
General Operative	13.8	Endo	3	Ortho/TMJ	0.3	Perio	17.6
Oral Surgery	8	Implants	6.7	Crown/Bridge	20.3	Adjunctive	1.5
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Complex Oral Surgery: impacted 3rd molars, Difficult Endo, Perio Surgery, Pediatric Ortho							
Type of patients as a percentage of collections:							
Insurance	35%	Private Pay	15%	Delta Dental Premier	50%		
Does your practice participate in "Care Credit"? Yes							
List Preferred Provider, Health Care Provider and Capitation Plans now in place:							
Delta Dental Premier, United Concordia (very small %)							
Estimated Number of Active Patient Files ("at least one visit in the past 2 years"): 1,000 – 1,200							
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: ~ 9							
Average number of patients per day?		Per-Doctor:	6	Per-Hygienist:	7		
Hygiene days per week:		2½ days	Percentage of Production by Hygiene:		~ 29%		
Average age of patients:		~ 50 yrs.					
Does the office have Nitrous Oxide?		Yes					
Type of recall system used?		Pre-scheduling, Computerized Postcards, Telephone Calls					
Number of recalls per month?		~ 70+					
What types of Practice Promotions are in effect?		Website, Print Ad					
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: Recent Remodel, Paint & Decorations ~ 2 yrs.							
Average age of Equipment:		~ 5 – 10 yrs.					
Any equipment leases?		No	Equipment is right/left-handed/convertible?		Right		

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Front Office	Tues – Thurs	Aug 2011	\$24.00/hr	No
Dental Assistant	Tues, Thurs	June 2011	\$13.00/hr	No
RDH	Tues – Thurs	Jan 2010	\$57.00/hr	Yes
Do family members work in the office?		No	If yes, how much are they paid?	
Has staff left the practice recently?		Yes		
Is there a practice management consultant?		No		
PRACTICE FINANCIAL PROFILE				
Last 3 years' Gross Collections from Tax Returns:				
2010	<u>\$ 636,000</u>	2009	_____	2008 _____
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?		Is pegboard or computer? Computer		
What type of computer?	Dell	What software?	Patient Base	
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>				