



WESTERN PRACTICE SALES

John M. Cahill Associates

#D-1015 San Jose, California

This practice generates approximately 8 - 10 new patients per month.

Hardwood flooring, glass doors and glass windows create a light and airy atmosphere to this well-lit office in an attractive, single-story retail Business complex w/ ample parking on major thoroughfare in desirable commercial neighborhood w/ close proximity to a hospital and shopping center and easy freeway accessibility.

The office occupies approximately 1,160 square feet and consists of 3 fully equipped ops w/ plumbing and space for 2 additional ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Dark Room and Restroom.

Full Price: \$250,000

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

Timothy G. Giroux, DDS
Jon B. Noble, MBA

John M. Cahill, MBA
Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

#D-1015**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$250,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			10 – 6	10 – 6	10 – 6	10 – 6	9 – 3 alt
Doctor's Hours			10 – 6	10 – 6	10 – 6	10 – 6	9 – 3 alt
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	~ 20+ yrs.		Days worked past 12 months:		3-4 days/week (~ 182)		

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			Expiration date:	January 2014		
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	Retail Center	Yes		
Rent per month	\$ 2,740.00/month		Common area/maintenance fees /taxes included?	Yes			
If not included, current amount?	~ \$500/month		Are utilities included?	No			
Is the rent considered above, below or at fair market value?	Fair Market Value						
Office Square footage:	1,160.00/month	Carpet?	Wood	Air conditioning?	Yes		
Number of fully equipped ops:	3		Plumbed for additional ops?	Yes, 2			
Reception:	Yes	Dark Room:	Yes	Doctor's Office:	Yes	Lab:	Yes
Business Office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	
Laser:	No	Digital X-ray:	No	Intra-oral Camera:	No	Cerec:	No

Description of office building, Location and attributes of practice (a brief description):

Hardwood flooring, glass doors and glass windows create an open, well-lit and airy atmosphere to this office in single-story building w/ ample parking, easy freeway accessibility

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative	9.58	Diagnostic	19.68	Hygiene		Dentures	2.18
General Operative	17.11	Endo	14.33	Ortho/TMJ	1.84	Perio	3.41
Oral Surgery	6.5	Cosmetic	0.21	Crown/Bridge	21.03	Adjunctive	3.44

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

Complex Oral Surgery, Perio

Type of patients as a percentage of collections:

Insurance		Private Pay	25 - 27%	Denti-Cal	5 - 8%
PPO	62 - 65%	Capitation		Care Credit	2 - 4%

Does your practice participate in "Care Credit"? **Yes**

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

See Provider List in Financial Package

Estimated Number of Active Patient Files ("at least one visit in the past 2 years"): **~ 450 – 550+**

Number compiled using: Practice Software 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: **~ 8 – 10**

Average number of patients per day? **5 - 7** Per-Doctor: **5 - 7** Per-Hygienist: **N/A**

Hygiene days per week: **N/A** Percentage of Production by Hygiene: **N/A**

Average age of patients: **Family Range: Teens to 60 yrs.**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Pre-scheduling, Computerized Postcards**

Number of recalls per month? **~ 8 – 12**

What types of Practice Promotions are in effect? **Local Church Bulletin, Free Consultations**

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: **Fully remodeled about 10 yrs ago. Hardwood flooring about 3 years ago. Modern, open floor plan.**

Average age of Equipment: **20+ 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/Billing	4 days x 3 hrs	June 2000	\$19.00/hr	Yes
Front/Back Office	25-30 hrs/wk	4 yrs.	\$12.00/hr	Yes
Office Manager	1 day x 8 hrs	3 yrs.	\$25.00/hr	Yes
Dental Assistant	5 days x 4 hrs.	2 yrs.	\$10.00/hr	Yes

Do family members work in the office? **Yes** If yes, how much are they paid? **\$500.00/mo**

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

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2009 **\$290,918** 2008 **\$ 353,499** 2007 _____

***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? **PC** What software? **Easy Dental**

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.