



WESTERN PRACTICE SALES

John M. Cahill Associates

#D-1020

Castro Valley, California

Long-established, quality, fee-for-service practice thrives on loyal, stable relationships, based on trust, service and patient participation and involvement in a full spectrum of treatment plans provided by a warm and caring, seasoned staff with strong management and marketing capabilities.

Doctor treats an average of 4-8 patients per day with 1-2 hygienists each averaging 8 patients per day, providing 4-5 days of hygiene/per week. The practice generates an average of 8-9 new patients per month.

Located in a Professional building, the office occupies approximately 1,784 sq. feet and consists of 5 fully equipped ops w/ plumbing for an additional op, Reception area, Doctor's office, Business office, Sterilization, Lab, 2 Restrooms and Storage in 2-car garage.

Full Price: \$545,000

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

800.641.4179

► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

#D-1020**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$545,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30 – 5	7:30 – 5	9 – 5	8:30 – 5	9 -2	
Doctor's Hours		9 – 4	9 – 5	2:30 – 5	9 – 5		
Associate Hours					9 – 5	9 – 2	
Hygienist Hours		8:30 – 5	8:30 – 5	9 – 5	8:30 – 5		
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	~ 35+ yrs.		Days worked past 12 months: ~ 140 days				

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:	Great Landlord, negotiate renewal			Expiration date:	April 2012		
Do you share space with another dentist?	Yes, Call for Details						
If yes, percentage of Associate's Production:	N/A						
Will Associate stay on with practice?	N/A						
Type of Building:	Condo	Free-standing	Professional	Yes	Retail Center		
Rent per month	\$ 3,700.00/month		Common area/maintenance fees /taxes included?	Yes			
If not included, current amount?			Are utilities included?	Yes, Water, Trash			
Is the rent considered above, below or at fair market value?	Fair Market Value						
Office Square footage:	1,784 sq. ft.	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped ops:	5	Plumbed for additional ops?	Yes, 1				
Reception:	Yes	Dark Room:	No	Doctor's Office:	Yes	Lab:	Yes
Business Office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	No	Intra-oral Camera:	Yes	Cerec:	Yes
Description of office building, Location and attributes of practice (a brief description):	Traditional office located in well-established, mixed residential/commercial neighborhood with visibility and curb appeal						

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	10.82	Diagnostic	16.62	Hygiene	incl in Prev	Dentures	5.70
Restorative	13.78	Endo	0.55	Ortho	0	Perio	13.86
Oral Surgery	0.96	Cosmetic	0.33	Crown/Bridge	35.72	Adjunctive	1.66
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Most Oral Surgery, Perio except SRP & PMT , Implant Surgery, Difficult Pedo Management							
Type of patients as a percentage of collections:							
Insurance		Private Pay		Delta Premier			
Does your practice participate in "Care Credit"? Yes							
List Preferred Provider, Health Care Provider and Capitation Plans now in place: Delta Premier							
Estimated Number of Active Patient Files ("at least one visit in the past 2 years"): 1,200 – 1,600+							
Number compiled using: Practice Software Yes 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 - 9							
Average number of patients per day? Per-Doctor: 4 – 8 Per-Hygienist: 8							
Hygiene days per week: ~ 4 - 5 Percentage of Production by Hygiene: ~ 25+							
Average age of patients: 50+ yrs.							
Does the office have Nitrous Oxide? Yes							
Type of recall system used? Pre-scheduling, Computerized Postcards, Follow-up Phone Calls							
Number of recalls per month? ~ 100+							
What types of Practice Promotions are in effect? None							
EQUIPMENT & LEASEHOLDS							
<small>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.</small>							
Average age of Equipment: Varies							
Any equipment leases? No Equipment is right/left-handed/convertible? Right							

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Admin Assistant	18–20 hrs/wk	June 2007	\$12.00/hr	Yes
A/R	Thurs/8 hrs	Oct 2008	\$24.00/hr	Yes
Front Desk	36 hrs/wk	March 1996	\$26.00/hr	Yes
RDA	36 hrs/wk	Sept 2001	\$24.00/hr	Yes
RDA	16 hrs/wk	June 1996	\$24.00/hr	Yes
RDH	1 day/wk	Aug 1980	\$420.00/8 pts	Vacation only
RDH	3 days/wk	May 2000	\$420.00/8 pts	Vacation only
RDH	1 day/wk	Sept 1996	\$420.00/8 pts	Vacation only
Do family members work in the office?		No	If yes, how much are they paid?	
Has staff left the practice recently?		No		
Is there a practice management consultant?		No		
PRACTICE FINANCIAL PROFILE				
Last 3 years' Gross Collections from Tax Returns:				
2010	<u>\$ 689,152</u>	2009	<u>\$ 615,514</u>	2008 _____
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?		~ 150+	Is pegboard or computer? Computer	
What type of computer?		Work stations	What software? Eaglesoft	
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>				