



WESTERN PRACTICE SALES

John M. Cahill Associates

#D-991

Santa Cruz, California

Everybody wants to practice by the beach! Consider yourself extremely lucky to be presented with this remarkable opportunity: Large, stable patient base is loyal to quality practice whose commitment is excellent and uncompromising dental care in an atmosphere of comfort and experience. Step right in and don't miss a beat with a lifestyle that can't be beat!

The Doctor averages 6 patients w/ 5 Hygiene patients per day providing 4 days of hygiene per week and generates approximately 15 new patients per month.

The office is conveniently located in an attractive, well-maintained, well-established, 2-story Medical/Dental Professional building w. ample parking on major thoroughfare in highly desirable neighborhood. Office occupies approximately 1,050 square feet and consists of 3 fully equipped ops w/ plumbing for an additional op w/ X-ray units in 2 of the 3 ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Digital X-ray system, Storage and Restroom.

Full Price: \$195,000

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-991**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$195,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 3	8 – 3	8 – 3	8 – 3	8 – 12 alt	
Doctor's Hours		8 – 3	8 – 3	8 – 3	8 – 3	8 – 12 alt	
Hygienist Hours			8 – 3	8 – 3	8 – 3	alt Fridays	
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	~ 30 yrs.		Days worked past 12 months:		As much as possible		

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?			Is lease assignable?	Poss	
Term of Lease:	In Place since 1992			Expiration date:	June 2013		
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						
Rent per month	\$ 3,058.44		Common area/ maintenance fees / taxes included?		Yes		
If not included, current amount?			Are utilities included? If yes, which?		Yes, Water		
Is the rent considered above, below or at fair market value?	Fair Market Value						
Office Square footage:	1,050 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:	Yes
Business office:	Yes	Restrooms:	Yes, 1	Sterilization:	Yes	Storage:	Yes
Laser	No	Digital:	Yes	Intra-oral Camera	Yes	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	Well established, Two-story Medical/Dental Professional Building with easy freeway access & ample parking						

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	11.62	Diagnostic	16.93	Implant	1.59	Prosth, Rem	3.92
Restorative	35.79	Endo	6.85	Ortho	5.26	Perio	8.61
Oral Surgery	5.70	Socket	0.42	Prosth, Fixed	1.54	Adjunctive	1.66
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Impacted third molars, molar root canals, complex ortho							
Type of patients as a percentage of collections:							
PPO/Insurance	38.78	Private Pay	58.67	Care Credit	2.56		
Does your practice participate in "Care Credit"? Yes							
List Preferred Provider, Health Care Provider and Capitation Plans now in place:							
Delta Premier & Delta PPO only							
Estimated Number of Active Patient Files ("at least one visit in the past 2 years"): ~ 500 – 600*							
*Number compiled using Practice Software							
*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							
Average number of patients per day?			Per-Doctor:	~ 5 - 6	Per-Hygienist:	5	
Hygiene days per week:		4	Percentage of Production by Hygiene:				
Average age of patients: Family Range, College-Aged Patients, not many children or geriatrics							
Does the office have Nitrous Oxide? Mobile Unit if Requested							
Type of recall system used? Pre-scheduling, Computerized Postcards , follow-up Phone Calls							
Number of recalls per month? ~ 60							
What types of Practice Promotions are in effect? VIP Program, Facebook, Website							
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: Pride-designed recommendations, attractive, modern design with open spacious operatories.							
Average age of Equipment: Various – all in very good condition							
Any equipment leases? Digital x-ray Equipment is right/left-handed/convertible? Right							

PERSONNEL					
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits	
Front Office	M-Th/wk	Oct 2010	\$25.00/hr		
Dental Assistant		May 2011	\$17.00/hr		
RDH	Alt Fridays	2005	%		
RDH	Tues -Thurs	2009	%		
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 longer					
PRACTICE FINANCIAL PROFILE					
Last 3 years' Gross Collections from Tax Returns:					
2010	<u> \$ 305,424 </u>	2009	<u> \$ 293,427 </u>	2008	<u> \$ 390,124 </u>
*Collection amounts are approximate and should be verified by Buyer					
Number of statements sent each month?		As Needed	Is pegboard or computer?		Computer
What type of computer?		Dell	What software?		Dentrix
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>					