



WESTERN PRACTICE SALES

John M. Cahill Associates

#D-9921 Santa Cruz County, California

Live and Work in Santa Cruz County. Let the ocean breezes soothe the sounds of your handpiece as you work in this well-established, modern practice dedicated to delivering quality and personalize dentistry in a comfortable and relaxed atmosphere.

Do you want to provide an Ideal Dentistry?

- Minimize need for every HMO that sends you mail to sign up!
- Have a Hygiene Program that is built on soft tissue management.
- Have a physical plant that appeals to the high end demanding dental patients.

Do you want to build a “Concierge” Practice?

- Trained Staff believing in you as a top of the line Dentist and always promotes you!
- Train Staff asking for your referrals when appropriate.
- Greet, Serve, Defuse and RAVE about the Practice!

The Price is Right!

- The cost is what it would take to design, set up and be ready to go.
- Not to mention....
- Location, Sound patient starter base and a tastefully designed office.

The office is conveniently located in a highly visible, easily accessible, single story professional center, good design for patient flow, ample parking and excellent signage on a major thoroughfare in an affluent and desirable location. The office occupies approximately 1,140 square feet and consists of 3 fully equipped ops plus 1 additional plumbed op, Reception area, Doctor’s office, Business office, Sterilization, Lab, Storage and Restroom.

Full Price: \$225,000

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

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

We look forward to serving you

#D-9921**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$225,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30 – 5:00	8:30 – 5:00	8:30 – 5:00			
Doctor's Hours		8:30 – 5:00	8:30 – 5:00	8:30 – 5:00			
Associate Hours		n/a					
Hygienist Hours		8:30 – 5:00	8:30 – 5:00	8:30 – 5:00			
Type of Practice:	General Practice			Reason for Selling:		Retirement	
Years established:	1971			Days worked past 12 months: Approximately 150			

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 years		Expiration date:	December 31, 2015			
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:	\$1,985.00/month		Common area/ maintenance fees / taxes included?	No			
If not included, current amount?	\$882/year (tax)		Are utilities included? If yes, which?	Yes, Gas, Water, Electric			
Is the rent considered above, below or at fair market value?	Above Market Value						
Office Square footage:	1,140		Carpet?	Yes, not ops		Air conditioning?	Yes
Number of fully equipped ops:	3		Plumbed for additional ops?	1			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Sterilization:	Yes	Restrooms:	Yes, 1	(Same Desk ⇕) Business office:	Yes	Storage:	Yes
Description of office building, Location and attributes of practice (a brief description):	Good reputation (DDS), Frank Loyd Wright Style – Good Parking, Central location, County offices, near University of California						

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	4.2%	Diagnostic		Hygiene**	34.8%	Dentures	2.75%
General Operative	15.6%	Endo*	4.8%	Ortho/TMJ		Perio	.42
Oral Surgery	1%	Cosmetic*	3%	Crown/Bridge	32.31%	Adjunctive	
*Invisalign, Veneers, Some C+B, Ortho/Sedation				**includes EX + BW			
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.):							
Complicated Oral Surgery / Endo / Pedo							
Type of patients as a percentage of collections:							
Insurance	35%	Private Pay	5%	PPO	60% (Delta Premier / Anthem ~300)		
Does your practice participate in "Care Credit"?				Yes			
List Preferred Provider, Health Care Provider and Capitation Plans now in place:							
Delta Premier, (Blue) Anthem Premier							
Estimated Number of Active Patient Files (Defined as "at least one visit in the past 2 years"):						~700	
*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:				6			
Average number of patients per day?		11	Per-Doctor:	4	Per-Hygienist:	7	
Hygiene days per week:		3	Percentage of Production by Hygiene:		35%		
Average age of patients:		45					
Does the office have Nitrous Oxide?		Yes					
Type of recall system used?		Computer		Efficiency:	95%		
Number of recalls per month?		85					
What types of Practice Promotions are in effect?				Web – Facebook, Yelp, SEO Google			
EQUIPMENT & LEASEHOLDS							
Describe age and characteristics of leasehold improvements: Paint Countertops, Fixtures & Furniture 8/07, X-Ray Machines 8/07, Adec Chair Units 2001, Digital/Computer 1/08							
Average age of Equipment:		2002					
Any equipment leases?		No	Equipment is right/left-handed/convertible?		Convertible		

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
RDH	2 days	06/2009	\$387/day	Dental
RDH	1 day	06/2009	\$387/day	Dental
RDA	3 days	5/2010	\$19.00/hour	Dental, Paid VHS
Temp	1 day			None
Do family members work in the office?		Yes	If yes, how much are they paid? \$0	
Has staff left the practice recently?		Yes		
Is there a practice management consultant?		Yes (Extec 2 year past)		
PRACTICE FINANCIAL PROFILE				
Last 3 years' Gross Collections from Tax Returns:				
2011 <u> \$300,677 </u> 2010 <u> \$371,805 </u> 2009 <u> \$468,701 </u>				
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?		60	Is pegboard or computer? Computer	
What type of computer?		Dell / Acer Dell	What software? PractWorks	
Is software transferable?		Yes		
Is there an IRS lien on your practice?		No		
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>				