



WESTERN PRACTICE SALES

John M. Cahill Associates

#EN-026

Roseville, California

Well respected for quality care in a soothing environment with a warm and caring staff is this remarkable practice which should be strongly considered if you want a lifestyle in one of greater Sacramento's most vibrant and affluent communities!

The Doctor averages 10 patients w/ 8 Hygiene patients per day and generates approximately 8 - 10 new patients per month.

Conveniently located in a desirable neighborhood is this highly visible, well-maintained, attractive, single-story Professional building. Attractive and sparkling clean office occupies approximately 1,000 square feet and consists of 3 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Dark room, Storage and Restroom.

Full Price: \$380,000

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

#EN-026

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$380,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	Appt only	
Doctor's Hours		8 – 5	8 – 5	8 – 5	8 – 5	Appt only	
Hygienist Hours					8 - 5		

Type of Practice: **General** Reason for Selling: **Relocation**Years established: **15 yrs** Days worked past 12 months: **~ 200 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: **5 yrs w/ 3 yr option** Expiration date: **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 **\$1,370.00/month** Common area/maintenance fees /taxes included? **Yes**If not included, current amount? Are utilities included? **Yes, Water & Trash**Type of Building: **Condo** Free-standing Professional **Yes** Retail CenterIs the rent considered above, below or at fair market value? **Fair Market Value**Office Square footage: **1,000 sq. ft.** Carpet? **Laminate Floor** Air conditioning? **Yes**Number of fully equipped ops: **3** Plumbed for additional ops? **No**Reception area: **Yes** Dark room: **Yes** Doctor's office: **Yes** Lab: **No**Business office: **Yes** Restrooms: **Yes** Sterilization: **Yes** Storage: **Yes**Laser: **No** Digital X-ray: **Yes** Intra-oral Camera: **Yes** Cerec: **No**

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

Sparkling clean, attractive, well-maintained, single-story Professional building w/ easy freeway accessibility and excellent visibility in desirable neighborhood

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	5	Diagnostic	5	Hygiene	10	Dentures	5
General Operative	20	Endo	10	Ortho/TMJ		Perio	10
Oral Surgery	5	Cosmetic	5	Crown/Bridge	15	Adjunctive	
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Difficult Endo, Complex Oral Surgery, Perio, Pedo							
Type of patients as a percentage of collections:							
PPO	75	Private Pay	25	Other	0		
Does your practice participate in "Care Credit"? Yes							
List Preferred Provider, Health Care Provider and Capitation Plans now in place: Delta Dental, Most PPO's							
Estimated Number of Active Patient Files ("at least one visit in the past 2 years"): ~ 800 - 1,000							
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 – 10							
Average number of patients per day? Per-Doctor: 10 Per-Hygienist: 8							
Hygiene days per week: 1 Percentage of Production by Hygiene: 10%							
Average age of patients: ~ 40 - 50 yrs.							
Does the office have Nitrous Oxide? No							
Type of recall system used? Pre-scheduling, Computerized Postcards							
Number of recalls per month? ~ 80							
What types of Practice Promotions are in effect? Internal Marketing and Postcard Marketing							
EQUIPMENT & LEASEHOLDS							
Describe age and characteristics of leasehold improvements:							
New laminate floors ~ 1 yr.old							
Average age of Equipment: ~ 3 yrs.							
Any equipment leases? Dental Chairs Equipment is right-handed? Convertible							

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Office Manager	4 days/32 hrs	June 2007	\$20.00/hr	Yes
Dental Hygiene	1 day/8 hrs	August 2010	\$45.00/hr	No
Dental Assistant	5 days/40 hrs	March 2011	\$14.00/hr	Yes
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>\$506,229</u>	2009	<u>\$ 492,764</u>	2008 <u>\$ 503,677</u>
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?	~ 50	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			
<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>				