



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

### **#EN-035**

## **Citrus Heights, California**

Don't miss your opportunity to practice in the greater Sacramento area, in a well-established practice w/ a loyal, stable patient base, primed for growth and success.

The Doctor averages 8-10 patients per day and generates approximately 10-15 new patients per month.

The highly visible, easily accessible office is conveniently located in an attractive, well-maintained, single-story Professional building w/ ample parking in desirable commercial/residential neighborhood, on busy intersection w/ close proximity to business amenities and popular shopping mall.

The office occupies approximately 1,700 square feet and consists of 4 fully equipped ops w/ plumbing for 2 additional ops, Reception area, Doctor's office, Business office, Sterilization, Dark Room, Storage and Restroom.

***Full Price: \$125,000***

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

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**800.641.4179**

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

**We look forward to serving you**

#EN-035

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$125,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5		
Doctor's Hours		9 – 5	9 – 5	9 – 5			
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Personal</b>		
Years established:	~ 17+ yrs.		Days worked past 12 months:		~ 140+ days		

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>2 years</b>		Expiration date:	<b>April 2013</b>			
Do you share space with another dentist?	<b>No</b>						
If yes, percentage of Associate's Production:	<b>N/A</b>						
Will Associate stay on with practice?	<b>N/A</b>						
Rent per month	<b>\$ 3,079.00/month</b>		Common area/maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount?			Are utilities included?	<b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>Yes</b>	Retail Center		
Office Square footage:	<b>1,700 sq. ft.</b>		Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>4</b>		Plumbed for additional ops?	<b>2</b>			
Reception:	<b>Yes</b>	Dark Room:	<b>Yes</b>	Doctor's Office:	<b>Yes</b>	Lab:	<b>No</b>
Business Office:	<b>Yes</b>	Restrooms:	<b>Yes</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Laser:	<b>No</b>	Digital X-ray:	<b>No</b>	Intra-oral Camera:	<b>Yes</b>	Cerec:	<b>No</b>

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

**Easily accessible, attractive, well-maintained single-story Professional building at busy intersection w/ ample parking in desirable commercial/residential neighborhood w/ excellent visibility and close proximity to popular Shopping Mall**

<b>PATIENT DEMOGRAPHICS</b>					
Breakdown of Service/Procedures as a percentage of Collections:					
Preventative	<b>4.85</b>	Diagnostic	<b>8.06</b>	Hygiene	Dentures <b>6.99</b>
General Operative		Endo	<b>1.67</b>	Ortho/TMJ	<b>0</b> Perio <b>21.71</b>
Oral Surgery	<b>2.97</b>	Cosmetic		Crown/Bridge	<b>17.24</b> Adjunctive <b>2.66</b>
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)					
<b>Complex Oral Surgery and Molar Endo</b>					
Type of patients as a percentage of collections:					
PPO	<b>~20-25%</b>	Private Pay	<b>~45-50%</b>	Capitation	<b>~20-25%</b>
Does your practice participate in "Care Credit"? <b>Yes</b>					
List Preferred Provider, Health Care Provider and Capitation Plans now in place: <b>Delta Dental PPO, Access Dental PPC, Aetna PPO, Humana PPO, MetLife PPO, Principal Life PPO, Cigna PPO, Delta PMI (HMO), Safeguard (HMO), Access Dental HMO, Aetna DMO and Healthy Family</b>					
Estimated Number of Active Patient Files ("at least one visit in the past 2 years"): <b>~ 700 - 1,000</b>					
Number compiled using: <b>Practice Software Yes</b> Hand Count Estimate					
<b>*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.</b>					
Average number of New Patients per month for past 12 months: <b>~ 10 – 15</b>					
Average number of patients per day? <b>~ 8 – 10</b> Per-Doctor: <b>~ 8 – 10</b> Per-Hygienist: <b>N/A</b>					
Hygiene days per week: <b>N/A</b> Percentage of Production by Hygiene: <b>N/A</b>					
Average age of patients: <b>~ 20 – 60 yrs.</b>					
Does the office have Nitrous Oxide? <b>No</b>					
Type of recall system used? <b>Telephone Calls</b> Number of recalls per month? <b>~30-40</b>					
What types of Practice Promotions are in effect? <b>Yellow Page Advertising</b>					
<b>EQUIPMENT &amp; LEASEHOLDS</b>					
<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>					
Describe age and characteristics of leasehold improvements:					
Average age of Equipment: <b>~ 10 yrs.</b>					
Any equipment leases? <b>No</b> Equipment is right/left-handed/convertible? <b>R/ Convert</b>					

<b>PERSONNEL</b>				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Office Manager</b>	<b>4d / 9 - 5</b>	<b>2007</b>	<b>\$25.00/hr</b>	<b>Yes</b>
Do family members work in the office?	<b>No</b>	If yes, how much are they paid?		
Has staff left the practice recently?	<b>No</b>			
Is there a practice management consultant?	<b>No</b>			
<b>PRACTICE FINANCIAL PROFILE</b>				
<b>Last 3 years' Gross Collections from Tax Returns:</b>				
2010	<u><b>\$ 184,465</b></u>	2009	<u><b>\$ 260,874</b></u>	2008 <u><b>\$ 397,653</b></u>
<b>*Collection amounts are approximate and should be verified by Buyer</b>				
Number of statements sent each month?	<b>Varies</b>	Is pegboard or computer?	<b>Computer</b>	
What type of computer?	<b>Windows PC</b>	What software?	<b>Dentrix</b>	
Is software transferable?	<b>Yes, Transfer Fee to be Paid by Buyer</b>			
Fees Schedule:	<b>Available upon request</b>			
<p><b>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.</b></p> <p><b>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.</b></p>				