



WESTERN PRACTICE SALES

John M. Cahill Associates

#EN-037

Carmichael, California

Seller has decided to retire! With over 30 years of goodwill, a large, stable patient base, and a knowledgeable and efficient staff, this is the practice you've been looking for. Don't hesitate ~ because this opportunity won't last long!!

The Doctor averages 9 patients w/ 18 Hygiene patients per day and generates approximately 10 new patients per month.

The office is conveniently located in a highly visible, mixed-professional building on a major thoroughfare.

The office occupies approximately 1,498 square feet and consists of 4 fully equipped ops with plumbing for 1 additional op, Reception area, Doctor's office, Sterilization, Lab, and Restrooms.

Full Price: \$450,000

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

Timothy G. Giroux, DDS
Jon B. Noble, MBA

John M. Cahill, MBA
Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

#EN-037

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$450,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7-5	8-6	8-5	8-6		
Doctor's Hours		7-5	8-6	8-5	8-6		
Hygienist Hours		7-5	8-6	8-5	8-6		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 32		Days worked past 12 months:		~189		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Possibly in the future				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	New Lease to be negotiated with Seller			Expiration date:	n/a		
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	\$3,000.00		Common area/maintenance fees /taxes included?	Yes			
If not included, current amount?	n/a		Are utilities included?	Yes			
Is the rent considered above, below or at fair market value?	At or Below Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	1,498		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	4		Plumbed for additional ops?	Yes, 1			
Reception:	Yes	Dark Room:	No	Doctor's Office:	Yes	Lab:	Yes
Business Office:	No	Restrooms:	Yes	Sterilization:	Yes	Storage:	In Lab
Laser:	Yes	Digital X-ray:	Yes	Intra-oral Camera:	No	Cerec:	Yes
Description of office building, Location and attributes of practice (a brief description):	Single-story, mixed professional building on major thoroughfare.						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

x-ray	11%	Diagnostic	6%	Hygiene	31%	Dentures	2%
General Operative	21%	Endo	.5%	Ortho/TMJ		Perio	.5%
Oral Surgery		Cosmetic		Crown/Bridge	28%	Adjunctive	

What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)

Oral Surgery, Endo, Perio, and Ortho

Type of patients as a percentage of collections:

Insurance	54%	Private Pay	46%	Denti-Cal	-
PPO	-	Capitation	-	Other	-

Does your practice participate in "Care Credit"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Delta DPO

Estimated Number of Active Patient Files (Defined as "at least one visit in the past 2 years"): **~2,000**

Number compiled using: Practice Software **X** Hand Count Estimate **X**

***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? **~27** Per-Doctor: **~9** Per-Hygienist: **~18**

Hygiene days per week: **7** Percentage of Production by Hygiene: **31%**

Average age of patients:

Does the office have Nitrous Oxide? **Yes**

Type of recall system used? **Postcard** Efficiency:

Number of recalls per month? **~ 230**

What types of Practice Promotions are in effect? **None**

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:

Average age of Equipment:

Any equipment leases? **No** Equipment is right/left-handed/convertible?

PERSONNEL							
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits			
Reception/Bookkeeper	4 days	~1992	\$4600/mo	Yes			
RDH	1 day	~1995	\$356/day +14%	Yes			
RDH	2 days	2005	\$356/day + 4%	Yes			
RDA	4 days	2009	\$20/hr	Yes			
DA	4 days	2011	\$13/hr	Yes			
RDH**	4 days**	**not continuing with practice after sale					
Do family members work in the office?	Yes**	If yes, how much are they paid?	\$80k/yr				
Has staff left the practice recently?	Yes, in early 2011.						
Is there a practice management consultant?	No						
PRACTICE FINANCIAL PROFILE							
Last 3 years' Gross Collections from Tax Returns:							
2011	<u>\$761,868</u>	2010	<u>\$751,000</u>	2009	<u>\$765,230</u>	2008	<u>\$798,376</u>
*Collection amounts are approximate and should be verified by Buyer							
Number of statements sent each month?		Is pegboard or computer?	Computer				
Is there an IRS lien on your practice?	No						
What type of computer?	PC	What software?	Softdent				
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>							