



WESTERN PRACTICE SALES

John M. Cahill Associates

#F-1013

Fortuna, California

Well-known in the community and well-respected for personalized dental care and patient comfort in a warm and caring atmosphere, the focus/philosophy of this family-oriented, fee-for-service practice has always been strong relationships with its loyal, stable patient base.

The Doctor averages 8 patients w/ 8 Hygiene patients per day providing 2-full and 3-half days of hygiene/per week and welcomes approximately 5 new patients per month, even though the practice is closed.

Conveniently located in a well-established Medical/Dental Professional building w/ ample parking and excellent signage/street visibility, the office occupies approximately 1,000 square feet and consists of 3 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Dark Room and 2 Restrooms.

Full Price: \$195,000

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

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

We look forward to serving you

#F-1013**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$195,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 - 5	9 – 1	9 – 1	9 – 1	
Doctor's Hours		9 – 1	9 – 1		9 – 1	9 - 1	
Hygienist Hours		9 – 5	9 - 5	9 – 1	9 – 1	9 – 1	
Type of Practice:	General			Reason for Selling: Retirement			
Years established:	~ 30+ yrs.			Days worked past 12 months: ~ 160 days			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes, partial	Is building available for purchase?	Yes
Is the space leased?	No	Is lease renewable?	N/A
		Is lease assignable?	N/A
Term of Lease:	Seller is part-owner of building		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		
Type of Building:	Condo	Free-standing	Yes
		Professional	Yes
		Retail Center	
Rent per month	\$ 1,164.69/month		Common area/maintenance fees /taxes included? Yes
If not included, current amount?		Are utilities included?	No
Is the rent considered above, below or at fair market value?	Below Market Value		
Office Square footage:	~ 1,000 sq. ft.	Carpet?	Yes
		Air conditioning?	No
Number of fully equipped ops:	3	Plumbed for additional ops?	No
Reception:	Yes	Dark Room:	Yes
		Doctor's Office:	Yes
		Lab:	Yes
Business Office:	Yes	Restrooms:	Yes, 2
		Sterilization:	Yes
		Storage:	No
Laser:	No	Digital X-ray:	No
		Intra-oral Camera:	No
		Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	Well-established Dental/Medical Professional building w/ ample parking and excellent visibility/accessibility		

PATIENT DEMOGRAPHICS					
Breakdown of Service/Procedures as a percentage of Collections:					
Preventative/Hygiene	< 25%	Diagnostic	8%	Hygiene	Dentures 2
General Operative	23	Endo	8	Ortho/TMJ	0 Perio 1
Oral Surgery	3	Cosmetic	5	Crown/Bridge	25 Adjunctive
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)					
Complex Oral Surgery: 3rd molars, All Perio, All Pedo, All Ortho					
Type of patients as a percentage of collections:					
Insurance	50	Private Pay	50	Other	0
Does your practice participate in "Care Credit"? No					
List Preferred Provider, Health Care Provider and Capitation Plans now in place:					Delta Dental
Estimated Number of Active Patient Files ("at least one visit in the past 2 years"):					~ 1,000 – 1,200
Number compiled using:		Practice Software	Hand Count	Yes	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:					~ 5 (*Closed Practice)
Average number of patients per day?			Per-Doctor:	8	Per-Hygienist: 8 x5
Hygiene days per week:		2 F, 3-half	Percentage of Production by Hygiene:		20 – 25
Average age of patients:		40 yrs.			
Does the office have Nitrous Oxide?		No			
Type of recall system used?		Pre-scheduling			
Number of recalls per month?		~ 45 - 50			
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.					
Average age of Equipment:		~ 10 yrs.			
Any equipment leases?		No	Equipment is right/left-handed/convertible?		right

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Office Manager	5 days/36 hrs	Apr 1987	\$3,600 salary	Yes
Assistant/Ins Billing	5 days/25 hrs	Oct 1991	\$26.00/hr	No
Dental Hygiene	1-F, 2 half/wk	Feb 1999	\$220-half, \$341-full day	No benefits
Dental Hygiene	2-half days/wk	Nov 2003	\$220/half day	No
Dental Hygiene	1-half day/wk	Aug 2009	\$220/half day	No
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>\$ 393,526</u>	2009	<u>\$ 435,979</u>	2008 <u>\$ 416,703</u>
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?	~ 140	Is pegboard or computer?	Computer	
What type of computer?	Windows 95	What software?	PBS	
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>				