



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#G-1019**

### **Chico Area, California**

In a small community in the Chico environs, this remarkable, quality practice awaits your vision, talent and skill. Consider the reasonable rent, a beautiful layout in this spacious office w/ its seasoned staff and loyal, stable patient base is where you want to springboard your dental success from, where the peaceful lifestyle can't be beat!

The Doctor averages 13-14 patients per day and generates approximately 8-10 new patients per month.

The well-established office is conveniently located in an attractive, well-maintained, fully landscaped Retail Center w/ financial as well as healthcare tenants, ample parking on major thoroughfare in the heart of town. The office occupies approximately 1,600 square feet and consists of 2 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Dark Room, Storage and Restroom.

***Full Price: \$215,000***

*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**

**#G-1019****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$215,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 5</b>		
Doctor's Hours		<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 5</b>		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Relocation</b>		
Years established:	<b>~ 30+ yrs.</b>		Days worked past 12 months:		<b>~ 200 days</b>		

**OFFICE SPACE & 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>Month to Month/ 5 yr term for Renewal</b>			Expiration date:	<b>Expired</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>						
Type of Building:	Condo	Free-standing	Professional	Retail Center	<b>Yes</b>		
Rent per month	<b>\$ 640.00/month</b>		Common area/maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount?			Are utilities included?	<b>Yes, Water only</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market Rent</b>						
Office Square footage:	<b>1,600 sq. ft.</b>	Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>2</b>	Plumbed for additional ops?	<b>Yes</b>				
Reception:	<b>Yes</b>	Dark Room:	<b>Yes</b>	Doctor's Office:	<b>Yes</b>	Lab:	<b>Yes</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>No</b>	Cerec:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Well-maintained, attractive, busy, popular Retail Center w/ commercial tenants, ample parking, excellent visibility on major thoroughfare in the heart of town</b>						

<b>PATIENT DEMOGRAPHICS</b>							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	2	Diagnostic	9	Hygiene	31	Dentures	7
General Operative	24	Endo	3	Ortho/TMJ	0-1	Perio	0
Oral Surgery	3	Cosmetic		Crown/Bridge	10	Adjunctive	1-2
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
<b>All Perio, Difficult Oral Surgery: impacted 3<sup>rd</sup> molars, Difficult Pedo, Complex Molar Endo, Ortho</b>							
Type of patients as a percentage of collections:							
Insurance	50	Private Pay	50	PPO	0 - 1		
Does your practice participate in "Care Credit"?							
<b>No</b>							
List Preferred Provider, Health Care Provider and Capitation Plans now in place:							
<b>United Concordia for military dependents: close to usual fees</b>							
Estimated Number of Active Patient Files ("at least one visit in the past 2 years"): ~ 2,000 – 2,500+							
Number compiled using: Practice Software <b>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: ~ 8 - 10							
Average number of patients per day? Per-Doctor: 13 - 14 Per-Hygienist: 0							
Hygiene days per week: N/A Percentage of Production by Hygiene: N/A							
Average age of patients: <b>Family range: ~ 30+ yrs.</b>							
Does the office have Nitrous Oxide? <b>No</b>							
Type of recall system used? <b>Pre-scheduling, Telephone Calls</b> Efficiency: <b>98%</b>							
Number of recalls per month? <b>~80 - 100</b>							
What types of Practice Promotions are in effect? <b>None</b>							
<b>EQUIPMENT &amp; LEASEHOLDS</b>							
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: <b>Recent paint, new carpet, linoleum tiling ~ 4 yrs.</b>							
Average age of Equipment: <b>~ 15 yrs.</b>							
Any equipment leases? <b>No</b> Equipment is right/left-handed/convertible? <b>Convertible</b>							

<b>PERSONNEL</b>				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Reception</b>	<b>8+ hrs/day</b>	<b>1988</b>	<b>\$20.00/hr</b>	<b>Yes</b>
<b>Chairside</b>	<b>8+ hrs/day</b>	<b>2001</b>	<b>\$17.00/hr</b>	<b>Yes</b>
<b>Chairside</b>	<b>8+ hrs/day</b>	<b>2011</b>	<b>\$17.00/hr</b>	<b>Yes</b>
<b>Chairside</b>	<b>4 hrs (Thurs)</b>	<b>1983</b>	<b>\$17.00/hr</b>	<b>No</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>\$ 379,802</b>          </u>	2009	<u>          <b>\$ 385,322</b>          </u>	2008 <u>          <b>\$ 375,674</b>          </u>
<b>*Collection amounts are approximate and should be verified by Buyer</b>				
Number of statements sent each month?		<b>~ 100</b>	Is pegboard or computer? <b>Computer</b>	
What type of computer?		<b>Lenovo Desktop PC</b>	What software? <b>Eaglesoft 16</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>				