



WESTERN PRACTICE SALES

John M. Cahill Associates

#G-875

Yuba City, California

SPECTACULAR is truly the only word required to describe this absolutely amazing opportunity! This is one of the most efficiently managed and technology advanced practice you will ever come across! If this was not enough to peak your interest, maybe this will...*this practice is currently on pace to produce over 2.5 million!*

This is the Perfect Multi-Doctor Practice!

This extremely successful, highly esteemed, fee-for-service, family-oriented practice that every dentist aspires to and we feel sets the bar for excellence! With an emphasis on quality care and long-lasting relationships, this unrivaled practice provides a full-spectrum of dentistry to its large, loyal patient base.

An Easy Commute from Sacramento!

This long established practice of 30+ years has a large, stable patient base and a seasoned staff with strong management and marketing capabilities. Doctor treats an average of 15-17 patients per day with 3-4 hygienists each averaging 8 patients per day. This spectacular practice generates an average of 30+ new patients per month.

Conveniently located in the heart of town in a highly desirable professional neighborhood, this totally paperless, completely computerized and digital office occupies approximately 3,575 square feet and consists of 9 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Dark room, Lab, Storage and 3 Restrooms.

Full Price: \$1,630,000 Million - Includes Cerec!

~Possible Associate Buy-In Opportunity~

Seller Will Consider Selling Real Estate!

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

#G-875

WESTERN PRACTICE SALES / JOHN CAHILL
ASSOCIATES

\$1,630,000m

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 4:45	8 – 4:45	8 – 4:45	8-4:45		
Doctor's Hours		8 – 4:45	8 – 4:45	8 – 4:45	8-4:45	Admin	
Associate Hours		8 – 4:45	8 – 4:45	8 – 4:45	8-4:45		
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	Since 1977		Days worked past 12 months: ~ 196 – 199 days				

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Negotiable				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns building			Expiration date:			
Do you share space with another dentist?	Yes						
If yes, percentage of Associate's Production:							
Will Associate stay on with practice?	Possibly						
Rent per month:	\$6995	Are utilities included? If yes, which?			No		
Any common area fees?	No	Who pays Taxes & Insurance?			Owner		
Is the rent considered above, below or at fair market value?	Fair Market Value						
Office Square footage:	3,575 sq. ft.	Carpet?	Pergo	Air conditioning?	Yes		
Number of fully equipped ops:	9	Plumbed for additional ops? No					
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	Yes
Description of office building, Location and attributes of practice (a brief description):	Significant, well-established, fully computerized, paperless, digital practice in highly desirable professional neighborhood						

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	6.7	Diagnostic	10	Hygiene	7	Dentures	4.6
General Operative	20	Endo	3	Ortho/TMJ	0.5	Perio	20
Oral Surgery	1.6	Cosmetic		Crown/Bridge	26	Adjunctive	0.50
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Complex Oral Surgery, Endo, Perio, Pedo							
Type of patients as a percentage of collections:							
Insurance	37.4	Private Pay	50.5	PPO	12.11		
List Preferred Provider, Health Care Provider and Capitation Plans now in place: Delta Dental, Premier, United Concordia, Stanislaus Dental Foundation, All insurance in and out of network							
Estimated Number of Active Patient Files (“at least one visit in the past 2 years”): ~ 3,500+							
*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: 30+/month							
Average number of patients per day?		Per-Doctor:	15-17	Per-Hygienist:	8-9		
Hygiene days per week:		13	Percentage of Production by Hygiene:		35-40%		
Average age of patients:		45-50 yrs.					
Does the office have Nitrous Oxide?		Yes, plumbed in all ops					
Type of recall system used?		Computerized Postcards	Efficiency:	Excellent			
Number of recalls per month?		420 (3-4 hygienists/day)					
What types of Practice Promotions are in effect?		Yellow Page Advertising, Pre-pay Discount					
EQUIPMENT & LEASEHOLDS							
Describe age and characteristics of leasehold improvements:							
All leasehold improvements are current within last 3-4 years, All new flooring							
Average age of Equipment:		~ 4-5 yrs					
Any equipment leases?		Copier	Equipment is right/left-handed/convertible?		Right		

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Available upon Request				
Do family members work in the office?	No	If yes, how much are they paid?		
Has staff left the practice recently?	Yes			
Is there a practice management consultant?	Yes			
PRACTICE FINANCIAL PROFILE				
Last 3 years' Gross Collections from Tax Returns:				
2009	\$ 2,151,119	2008	\$ 1,649,335	2007 \$1,012,808
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?	~ 200	Is pegboard or computer?	Computer	
What type of computer?	Windows	What software?	Dentrix G4	
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>				