



## WESTERN PRACTICE SALES

---

John M. Cahill Associates

**#G-883**

### **Chico Vicinity, California**

We are representing an opportunity which comes by only once in a lifetime, especially in this tired economy! Consider the community, location, reputation and philosophy that have contributed to the thriving success of this quality, fee-for-service practice that serves its large, stable, loyal, highly appreciative and educated patient base.

The Doctor averages 12 patients w/ 8 Hygiene patients per day offering 3 days of hygiene per week and generates approximately 15-18 new patients per month.

Conveniently located in an attractive Professional plaza in desirable neighborhood, the office occupies approximately 1,990 square feet and consists of 5 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Dark room, Lab, Storage and 3 Restrooms.

*~~Full Price: \$535,000~~*

***Price Reduced! Now Only: \$495,000***

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

**#G-883****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$495,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Doctor's Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Hygienist Hours		8 – 5	8 – 5	8 – 5			

Type of Practice: **General** Reason for Selling: **Relocation**Years established: **~ 23 yrs.** Days worked past 12 months: **~ 190+ days****OFFICE SPACE & LEASE INFORMATION**Is the building/suite owned? **No** Is building available for purchase? **N/A**Is the space leased? **Yes** Is lease renewable? **Yes** Is lease assignable? **Yes**Term of Lease: **T yrs.** Expiration date: **May 2010**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: **\$2,061.00/month** Are utilities included? If yes, which? **Yes, Water only**Any common area fees? **No** Who pays Taxes & Insurance? **N/A**Is the rent considered above, below or at fair market value? **At Fair Market Value**Office Square footage: **1,990 sq. ft.** Carpet? **Yes** Air conditioning? **Yes**Number of fully equipped ops: **5** 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): **Well-maintained, attractive Professional complex w/ mixed health professionals and business/commercial businesses**

<b>PATIENT DEMOGRAPHICS</b>							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	Diagnostic	5	Hygiene	6	Dentures	13	
General Operative	15	Endo	5	Ortho/TMJ	0	Perio	6
Oral Surgery	2	Cosmetic / Crown and Bridge		47	Adjunctive	1	
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
<b>Difficult Pedo &lt; 6 yr old pts, Ortho, Major Perio, Difficult Endo, Complex Oral Surgery</b>							
Type of patients as a percentage of collections:							
Insurance	43	Private Pay	57	Other	0		
List Preferred Provider, Health Care Provider and Capitation Plans now in place:							
<b>Delta Premier</b>							
Estimated Number of Active Patient Files ("at least one visit in the past 2 years"):							
<b>~ 1,000 – 1,200</b>							
<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>~ 15-18</b>							
Average number of patients per day?							
		Per-Doctor:	12	Per-Hygienist:	8		
Hygiene days per week:							
		3	Percentage of Production by Hygiene:		~ 10		
Average age of patients:							
<b>~ 50+ yrs.</b>							
Does the office have Nitrous Oxide?							
<b>No</b>							
Type of recall system used?							
<b>Pre-scheduling, Computerized (Dentrix) Postcards, Telephone Calls</b>							
Number of recalls per month?							
<b>~ 60 – 80</b>							
What types of Practice Promotions?							
<b>Television, Radio, Newspaper, Internet, Internal Marketing</b>							
<b>EQUIPMENT &amp; LEASEHOLDS</b>							
Describe age and characteristics of leasehold improvements:							
<b>Original build-out: 1996, Recent Remodel ~ 3 yrs. Ago, New equipment, Carpet, Wall coverings</b>							
Average age of Equipment:							
<b>~ 3 yrs.</b>							
Any equipment leases?							
		No	Equipment is right/left-handed/convertible?		<b>Convertible</b>		

<b>PERSONNEL</b>				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Front Office</b>	<b>M-Th/7:30-5:30</b>	<b>Oct 2008</b>	<b>\$21.00/hr</b>	<b>Yes</b>
<b>RDH</b>	<b>M, W/7:30-5:30</b>	<b>Sept 1989</b>	<b>\$400.00/day</b>	<b>No</b>
<b>RDH</b>	<b>T/7:30-5:30</b>	<b>July 2003</b>	<b>\$400.00/day</b>	<b>No</b>
<b>Dental Assistant</b>	<b>M-Th/7:30-5:30</b>	<b>Nov 2003</b>	<b>\$21.00/hr</b>	<b>Yes</b>
<b>Dental Assistant</b>	<b>M-Th/11:00-5:30</b>	<b>April 2009</b>	<b>\$18.00/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>				
2009	<u><b>\$ 791,175</b></u>	2008	<u><b>\$ 880,200</b></u>	2007 <u><b>\$ 990,111</b></u>
<b>*Collection amounts are approximate and should be verified by Buyer</b>				
<b>Number of statements sent each month?</b>		Is pegboard or computer? <b>Computer</b>		
What type of computer?	<b>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>				