



WESTERN PRACTICE SALES

John M. Cahill Associates

#G-975 *Orthodontics* **Chico, California**

Limited to Orthodontics, this warm and caring practice is dedicated to providing quality treatment to an appreciative, qualifying Denti-Cal patient base.

The Doctor averages 25-30 patients per day and generates approximately 5 new patients per month.

Conveniently located in the heart of town, this office is tucked in an attractive, well-maintained, single-story Dental Professional building complex w/ ample parking in a desirable neighborhood in the heart of town.

The office occupies approximately 900 square feet and consists of 2 fully equipped ops w/ plumbing for an additional op, Reception area, Doctor's office, Business office, Sterilization, Dark room, Lab, Storage and Restroom.

Full Price: \$90,000

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

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

We look forward to serving you

#G-975**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$90,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5		
Doctor's Hours	Doctor only works 7 full days/per month						
Type of Practice:	Orthodontics		Reason for Selling:		Retirement		
Years established:	~ 11 yrs.		Days worked past 12 months:		~ 84 days		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	No					
Is the space leased?	Yes	Is lease renewable?			Is lease assignable?	Unknown		
Term of Lease:	Month-to-Month			Expiration date:				
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:	\$873.00/month + CAM		Are utilities included?					Yes, Water & Trash
Any common area fees?	Yes		Who pays Taxes & Insurance?		Tenant			
Is the rent considered above, below or at fair market value?	Fair Market Rent							
Office Square footage:	900 sq. ft.		Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped ops:	2		Plumbed for additional ops?		Yes, 1			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes	
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes	
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, single-story Dental Professional building complex in the heart of town							

PATIENT DEMOGRAPHICS			
Breakdown of Service/Procedures as a percentage of Collections:			
Practice limited to Orthodontics, dedicated largely to qualifying Denti-Cal patients			
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)			
Complex Oral Surgery			
Type of patients as a percentage of collections:			
Insurance	Private Pay	13	Denti-Cal 87
List Preferred Provider, Health Care Provider and Capitation Plans now in place:			Denti-Cal
Estimated Number of Active Patient Files (“at least one visit in the past 2 years”):			~ 200+
*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	
Average number of patients per day?		Per-Doctor: 25 – 30	Per-Hygienist: N/A
Hygiene days per week:	N/A	Percentage of Production by Hygiene:	N/A
Average age of patients:		10 – 21 yrs.	
Does the office have Nitrous Oxide?		N/A	
Type of recall system used?	N/A	Efficiency:	
Number of recalls per month?		N/A	
What types of Practice Promotions are in effect?		N/A	
EQUIPMENT & LEASEHOLDS			
Describe age and characteristics of leasehold improvements:			
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	4 dyas/24 hrs.	Aug 1981	\$3,000/month	
Dental Assistant	4 days/24 hrs	Jan 1981	\$3,000/month	
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 Profit & Loss Statements:				
2010	<u>\$ 178,650</u>	2009	<u>\$ 199,330</u>	2008 <u>\$ 218,345</u>
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?		Is pegboard or computer?	Computer	
What type of computer?	Dell	What software?	Patient Base	
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>				