



## WESTERN PRACTICE SALES

---

**John M. Cahill Associates**

**#G-998**

### **Chico-Paradise area, California**

Known for its breathtaking natural beauty, this community is a popular recreation area where people can enjoy nature, sports and various recreation activities.

The Doctor averages 9 - 10 patients w/ 10 Hygiene patients per day providing 3 days of hygiene per week and generates approximately 25-30 new patients per month.

Centrally located in the heart of town, this office welcomes new patients by word-of-mouth referral to its already large, stable and loyal patient base by a reputation built on quality care and personalized service in a warm and caring atmosphere. The office occupies approximately 898 square feet and consists of 3 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Dark Room, Storage and 2 Restrooms.

***Full Price: \$275,000***

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

Timothy G. Giroux, DDS  
Jon B. Noble, MBA

John M. Cahill, MBA  
Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

**#G-998****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$275,000****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>		
Hygienist Hours			<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 5</b>		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Personal</b>		
Years established:	<b>Since 1965</b>		Days worked past 12 months:		<b>~ 160 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>8 years + 8 months w/ 3-yr option</b>			Expiration date:	<b>June 2015</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>						
Rent per month	<b>\$1,250.00/monthly</b>		Common area/ maintenance fees / taxes included?		<b>Yes</b>		
If not included, current amount?			Are utilities included?		<b>Yes, Electric, Water, Trash</b>		
Is the rent considered above, below or at fair market value?	<b>Below Market Value</b>						
Office Square footage:	<b>898 sq. ft.</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>3</b>		Plumbed for additional ops?		<b>No</b>		
Reception area:	<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, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Highly visible, attractive, well-maintained, single-story, free-standing Medical/Dental Professional building w/ curb appeal, w/ ample parking: easy accessibility of entrance/exit in desirable neighborhood</b>						

<b>PATIENT DEMOGRAPHICS</b>					
Breakdown of Service/Procedures as a percentage of Collections:					
Preventative	<b>18.3</b>	Diagnostic	<b>19.4</b>	Hygiene	Dentures <b>10.7</b>
General Operative	<b>38.5</b>	Endo	<b>1</b>	Ortho/TMJ	Perio <b>3</b>
Oral Surgery	<b>2.9</b>	Cosmetic		Bridge <b>4.2</b>	Adjunctive <b>1.0</b>
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)					
<b>Complex Oral Surgery, Complex Endo &amp; Perio Surgery, Uncooperative &amp; Difficult Pedo Management Patients</b>					
Type of patients as a percentage of collections:					
Insurance	<b>51</b>	Private Pay	<b>49</b>	Other	<b>0</b>
Does your practice participate in "Care Credit"? <b>Yes</b>					
List Preferred Provider, Health Care Provider and Capitation Plans now in place:					
<b>Aetna, Cigna, Premier Access, MetLife, United Concordia, Connection Dental, Dental Benefit Providers, Dentemax, Dental Health Alliance, Delta, Anthem, First Dental Health, Guardian, Humana</b>					
Estimated Number of *Active Patient Files ("at least one visit in the past 2 years"): <b>~500-800</b>					
<b>*Number complied using Practice Software</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>~ 20 – 30</b>					
Average number of patients per day?		Per-Doctor:	<b>9 – 10</b>	Per-Hygienist:	<b>10</b>
Hygiene days per week:		<b>3 days</b>	Percentage of Production by Hygiene:		<b>~ 25%</b>
Average age of patients:		<b>Family range: 30 – 60's</b>			
Does the office have Nitrous Oxide?		<b>No, plumbed but not operational</b>			
Type of recall system used?		<b>Pre-scheduling, Computerized Postcards</b>			
Number of recalls per month?		<b>~ 100 – 130</b>			
What types of Practice Promotions are in effect?		<b>Internal Marketing, Internet, Website</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>Office</b>
<b>renovated in Nov 2006: Flooring, Cabinets, Lighting Fixtures, Countertops, Doors, Paint</b>					
Any equipment leases?		<b>No</b>	Equipment is right/left-handed/convertible?		<b>Right</b>

<b>PERSONNEL</b>				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Front Office</b>	<b>4 days/36 hrs.</b>		<b>\$17.50/hr</b>	
<b>RDA</b>	<b>3 days/24 hrs.</b>		<b>\$17.50/hr</b>	
<b>RDH</b>	<b>1 day/8 hrs.</b>		<b>\$43.75/hr</b>	
<b>RDH</b>	<b>2 days/16 hrs.</b>		<b>\$43.75/hr</b>	
Do family members work in the office?		<b>Yes</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 Corporate Tax Returns:</b>				
2010	<u>    \$ 396,538    </u>	2009	<u>    \$ 393,793    </u>	2008 _____
<b>*Collection amounts are approximate and should be verified by Buyer</b>				
Number of statements sent each month?		<b>30</b>	Is pegboard or computer? <b>Computer</b>	
What type of computer?		<b>Dell</b>	What software? <b>Easy Dental / Eaglesoft</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>				