



WESTERN PRACTICE SALES

John M. Cahill Associates

#GN-039

Chico, California

Focusing on informing and involving patients to actively participate in their long-term dental health, the loyal, stable patient base value their care and personalized service in this quality, family-oriented, fee-for-service Practice, tucked in this vibrant collegiate community!

The Doctor averages 7-8 patients per day and generates approximately 3 new patients per month.

Conveniently located in a highly visible, easily accessible, attractive, single-story, free-standing Medical/Dental Professional building on busy thoroughfare in desirable neighborhood of the community, the office occupies approximately 1,040 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: \$95,000

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

#BN-039

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$95,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:15 - 5	8:15 - 5	8:15 - 5	8:15-12:30		
Doctor's Hours		8:15 - 5	8:15 - 5	8:15 - 5	8:15 - 5		

Type of Practice: **General** Reason for Selling: **Retirement**Years established: **Since 1971** Days worked past 12 months: **~ 150 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: **5 years w/ 5-yr option to renew** Expiration date: **August 2012**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 **\$ 1,214.00/month** Common area/maintenance fees /taxes included? **Yes**If not included, current amount? Are utilities included? **No**Is the rent considered above, below or at fair market value? **Fair Market Value**Type of Building: Condo **Free-standing X** Professional Retail CenterOffice Square footage: **1,040 sq. ft.** Carpet? **Yes** Air conditioning? **Yes**Number of fully equipped ops: **3** Plumbed for additional ops? **No**Reception: **Yes** Dark Room: **Yes** Doctor's Office: **Yes** Lab: **Yes**Business Office: **Yes** Restrooms: **Yes, 2** Sterilization: **Yes** Storage: **Yes**Laser: **No** Digital X-ray: **No** Intra-oral Camera: **No** Cerec: **No**

Description of office building, Location and attributes of practice (a brief description): **Highly visible, easily accessible, attractive, well-maintained, single-story Medical-Dental Professional building off busy thoroughfare in desirable commercial/residential neighborhood**

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	10	Diagnostic	5	Hygiene	0	Dentures	2.5
General Operative	30	Endo	0	Ortho/TMJ	0	Perio	5
Oral Surgery	0	Cosmetic	5	Crown/Bridge	40	Implants	2.5
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Complex Oral Surgery, Endo, Most Perio, Difficult Pedo Management, Ortho							
Type of patients as a percentage of collections:							
Insurance	75	Private Pay	25	Other	0		
Does your practice participate in "Care Credit"?							
Yes							
List Preferred Provider, Health Care Provider and Capitation Plans now in place:							
Delta Premier, No PPO's or Managed Care							
Estimated Number of Active Patient Files (as "at least one visit in the past 2 years"):							
~ 350							
Number compiled using:							
Practice Software		Hand Count		Estimate		X	
*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:							
~ 3							
Average number of patients per day?							
		Per-Doctor:		7 – 8		Per-Hygienist: N/A	
Hygiene days per week:							
N/A		Percentage of Production by Hygiene:				N/A	
Average age of patients:							
~ 50 yrs.							
Does the office have Nitrous Oxide?							
Yes							
Type of recall system used?							
Reminder Telephone Calls		Efficiency:				~ 90+%	
Number of recalls per month?							
~ 30+							
What types of Practice Promotions are in effect?							
Internal Marketing							
EQUIPMENT & LEASEHOLDS							
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:							
All Ops Wall-Papered & Carpeted, New Cabinetry in Ops, New compressor, Vacuum Pump & X-ray Units, Sterilization/Business Area: 5 yrs.							
Average age of Equipment:							
Varies ~ 3 – 25+ 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	3½ days/wk	1998	\$2,500/month	Yes
RDA	4 days/wk	Oct 2011	\$2,400/month	Yes
Do family members work in the office?	No	If yes, how much are they paid?		
Has staff left the practice recently?	Yes, Retirement			
Is there a practice management consultant?	No			
PRACTICE FINANCIAL PROFILE				
Last 3 years' Gross Collections from Tax Returns:				
2010	<u> \$ 187,803 </u>	2009	<u> \$ 193,036 </u>	2008 <u> \$ 202,552 </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?	Desktop	What software?	Kodak Care Stream	
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>				