



WESTERN PRACTICE SALES

John M. Cahill Associates

#H-856

South Lake Tahoe, California

While still retaining its charm and respect for nature, Tahoe's main attraction continues to be the restful silence of the wilderness and the awe-inspiring beauty of the Lake. Come live and practice in this unique and special place, of perennial beauty and recreational activities!

The Doctor averages 15-20 patients per day and generates approximately 50 new patients per month.

The office is conveniently located in a highly visible, easily accessible Professional building w/ ample parking in desirable neighborhood. It occupies approximately 1,568 square feet and consists of 4 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Dark room, Lab, Storage and Restroom.

~~Full Price: \$425,000~~

Reduced! Now only: \$325,000

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

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

We look forward to serving you

#H-856**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$325,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			7 – 6	7 – 6	7 – 6	7 – 6	
Doctor's Hours			7 – 6	7 – 6	7 – 6	7 – 6	
Associate Hours			7:30 – 5	7:30–12	7:30 – 5	7 - 12	
Type of Practice:	General		Reason for Selling:		Relocation		
Years established:	Since 1991		Days worked past 12 months:		4-5 days/wk, closed holidays		

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:	2 yrs + 5 (additional 4-yr terms)			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:	\$3,257.56/month	Are utilities included? Yes, electricity, gas, water, snow removal					
Any common area fees?	No	Who pays Taxes & Insurance?		Tenant pays taxes			
Is the rent considered above, below or at fair market value?	Below Market rent						
Office Square footage:	1,568 sq. ft.	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped ops:	4	Plumbed for additional ops?		No			
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):	Professional building in desirable neighborhood						

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	10.62	Diagnostic	10.46	Hygiene	0	Dentures	7.39
General Operative	19.09	Endo	25.99	Ortho/TMJ	0	Perio	0.91
Oral Surgery	2.38	Cosmetic	0.23	Crown/Bridge	22.93	Adjunctive	0
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Complex Oral Surgery and Perio Surgery, Sedation Dentistry, Apicoectomy							
Type of patients as a percentage of collections:							
Insurance	10	Private Pay	15	Denti-Cal	15		
PPO	31	Capitation	3	Other	26		
List Preferred Provider, Health Care Provider and Capitation Plans now in place:							
All PPO Plans, Safeguard							
Estimated Number of Active Patient Files (as "at least one visit in the past 3 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: ~ 50							
Average number of patients per day?				Per-Doctor:	15 – 20	Per-Hygienist:	N/A
Hygiene days per week:		N/A	Percentage of Production by Hygiene:		N/A		
Average age of patients:		All age groups					
Does the office have Nitrous Oxide?		No					
Type of recall system used?		Postcards		Efficiency:	High		
Number of recalls per month?		~ 50 – 100					
What types of Practice Promotions are in effect?		None					
EQUIPMENT & LEASEHOLDS							
Describe age and characteristics of leasehold improvements:							
4 dental chairs, 2 x-ray units as well as many other item all approximately 5 years old.							
Average age of Equipment:		~ 5 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	40 hrs/wk	June 2002	\$21.75/hr	Medical
Receptionist	32 hrs/wk	June 2002	\$19.00/hr	
Dental Assistant	37 hrs/wk	May 2003	\$18.00/hr	Medical
Back/Front Office	29 hrs/wk	Nov 2009	\$16.00/hr	
Back Office	40 hrs/wk	Nov 2009	\$12.50/hr	
Do family members work in the office? Yes If yes, how much are they paid? Spouse will leave upon sale				
Has staff left the practice recently? No				
Is there a practice management consultant? No				
PRACTICE FINANCIAL PROFILE				
Last 3 years' Gross Collections from Tax Returns:				
2009	<u>\$ 756,309 est</u>	2008	<u>\$ 726,914</u>	2006 <u>\$ 725,428</u>
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?		10	Is pegboard or computer? Computer	
What type of computer?		Patterson	What software? Eaglesoft	
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>				