



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#I-1005**

**San Joaquin Valley, California**

Seller has developed a quality practice with a wonderful patient base in this revitalized community and is passing it on to you! This remarkable opportunity awaits your talent and skill! Seller is retiring from this long-established *High-End Restorative Practice* and is looking for an experienced Dentist in a city offering excellent quality of life for its residents and close proximity to outstanding recreational activities.

***Don't miss out on this opportunity! Seller will assist with transition!***

Highly visible, easily accessible, well-maintained, attractive mixed Medical/Dental complex w/ ample parking on busy, major thoroughfare in desirable well-established Professional neighborhood.

The office is approximately 2,500+ square feet and consists of 6 fully equipped ops, Reception area, Private office, Business office, Work Station for Patient Scheduling, Sterilization, Lab, Storage, Staff Lounge and 2 Restrooms.

***Full Price: \$650,000***

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

Timothy G. Giroux, DDS  
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Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

**#I-1005****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$650,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	MON	TUE	WED	THUR	FRI	SAT
Office Hours*	<b>7:30-4:30</b>	<b>7:30-4:30</b>	<b>7:30-4:30</b>	<b>7:30-4:30</b>	*Admin 6+ hrs/wk, work 2 - 3 Fri/yr	
Doctor's Hours**	<b>7:30-4:30</b>	<b>7:30-4:30</b>	<b>7:30-4:30</b>	**2hrs Admin/wk, a few ½ days work		
Hygienist Hours	<b>7:00-4:00</b>	<b>7:00-4:00</b>	<b>7:00-4:00</b>			
Hygienist Hours	<b>8:00-4:30</b>	<b>8:00-4:30</b>	<b>8:00-4:30</b>			
Type of Practice:	<b>High-End Restorative Practice</b>			Reason for Selling:		<b>Retirement</b>
Years established:	<b>39 years, 11 yrs at location</b>			Days worked past 12 months:		<b>140 days</b>

**OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>No</b>				
Is the space leased?	<b>No</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>Owner Occupied. Terms negotiable at time of sale.</b>			Expiration date:	<b>n/a</b>		
Is space shared with another dentist?	<b>Yes, Separate Entity</b>						
Rent per month:	<b>\$5,000.00/month</b>	Common area/ maintenance fees / taxes included?	<b>Yes</b>				
If not included, current amount?	<b>n/a</b>	Are utilities included? If yes, which?	<b>No</b>				
Is the rent considered above, below or at fair market value?	<b>At Fair Market Value</b>						
Office Square footage:	<b>2,500+ sq. ft.</b>	Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>6</b>	Plumbed for additional ops?	<b>0</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>No</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>20+ year old complex, Highly visible, easily accessible, well-maintained, attractive mixed Medical/Dental complex w/ ample parking on busy, major thoroughfare in desirable well-established Professional neighborhood.</b>						

<b>PRACTICE &amp; PATIENT DEMOGRAPHICS</b>							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	<u>1%</u>	Diagnostic	<u>3%</u>	Hygiene	<u>18%</u>	Dentures	<u>7%</u>
General Operative	<u>5%</u>	Endo	<u>n/a</u>	TMJ	<u>1%</u>	Perio	<u>n/a</u>
Oral Surgery	<u>n/a</u>	Cosmetic	<u>10%</u>	Crown/Bridge	<u>50%</u>	Adjunctive	<u>5%</u>
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.):							
<b>Endo, Ortho, Perio, Oral Surgery, Pedo</b>							
Type of patients as a percentage of collections: Insurance <b>40%</b> Private Pay <b>20%</b> Delta Dental <b>40%</b>							
List Preferred Provider, Health Care Provider and Capitation Plans now in place: <b>Dental Dental</b>							
Does your practice participate in "Care Credit"? <b>Yes</b>							
Number of Active Patient Files (Defined as "at least one visit in the past 2 years"): <b>~2,000</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 patients per day? <b>20+/-</b> Per-Doctor: <b>12</b> Per-Hygienist: <b>7</b>							
Hygiene days per week: <b>6</b> Percentage of production attributable to Hygiene? <b>18%</b>							
Average number of new patients per month for past 12 months: <b>9</b>							
Average age of patients: <b>50 – 60 yrs</b>							
Does the office have Nitrous Oxide? <b>No</b>							
Type of recall system used? <b>Pre-scheduling, Postcards</b> Efficiency: <b>90%</b>							
What types of Practice Promotions are in effect? <b>Internal Marketing: word-of-mouth referrals, strong professional referral base (70%), Telephone Book Ad</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>1 comp, new op 6 years ago, emax stain &amp; curing oven</b>							
Average age of Equipment: <b>10+years</b>							
Any equipment leases? <b>No</b> Equipment is right or left-handed? <b>Right</b>							

<b>PERSONNEL</b>				
Position	Days/Hrs	Tenure	Rate of Pay	Eligible for benefits
Patient Coordinator/Admin	3 days/week	20 years	\$2,000/month	<b>Yes for all. Insurance, Holidays, Vacation, Wellness Time, Christmas Bonuses, Prod. Bonuses, Voluntary 401K Contributions</b> (we just ended & rolled over Pension & Profit Sharing from the past)
RDH-EF	24 hrs/week	21 years	\$40.00/hour	
Administrative Assistant	3 days/week	6 years	\$15.50/hour	
RDA	3 days/week	20 years	\$24.00/hour	
RDA-EF	3 days/week	6 years	\$23.00/hour	
RDH-EF	24 hours/week	17 years	\$43.00/hour	
Receptionist	4 days/week	16 years	\$22.00/hour	
Do family members work in the office?		Yes	If yes, how much are they paid? 0	
Has staff left the practice recently?		No		
Is there a practice management consultant?		Yes,		
<b>PRACTICE PROFILE</b>				
<b>Last 3 years' Gross Collections from Corporate Tax Returns</b> [Year End: September 30]				
<b>2010</b> <u>    \$ 1,248,157    </u> <b>2009</b> <u>    \$ 1,343,087    </u> <b>2008</b> <u>    \$ 1,532,257    </u>				
<b>*Collection amounts are approximate and should be verified by Buyer.</b>				
Number of statements sent each month?		~ 50 - 120	Is pegboard or computer? <b>Computer</b>	
What type of computer?		What software?		<b>Alpha Health Care</b>
Is software transferable? <b>Yes</b>		Fee 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>				