



WESTERN PRACTICE SALES

John M. Cahill Associates

#I-1012 Manteca, California

Location, growth and high profitability/cash flow are only some of the stunning attributes of this successful, stream-lined, quality practice which draws from its neighboring local communities as well as the *San Jose corridor*, making this a remarkable opportunity which will most likely not wait for the hesitant buyer!

The Doctor averages 16 patients daily and generates approximately 12-15 new patients per month.

Located in the heart of town, with excellent visibility and accessibility in an attractive professional building on a major thoroughfare in a highly desirable neighborhood, this well-designed office is well equipped w/ high-tech amenities such as Digital x-ray unit, Laser unit and Intra-oral camera to deliver a full spectrum of dentistry. It occupies approximately 780 square feet and consists of 2 fully equipped ops, Reception area, Doctor's desk, Business office, Sterilization, Lab, Storage and Restroom.

Full Price: \$479,000

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

#I-1012**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$479,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	10 – 7	9 – 6	10 -7		
Doctor's Hours		9 – 6	10 – 7	9 – 6	10 -7	9–6 Ortho DDS	
Type of Practice:	General		Reason for Selling:		Relocation		
Years established:	~ 20+ yrs.		Days worked past 12 months:		4 days/wk		

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 yr + 5-yr option		Expiration date:	Expired, can be renewed			
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						
Type of Building:	Condo	Free-standing	Professional	Yes	Retail Center		
Rent per month	\$ 1,100.00/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/Below Market Value						
Office Square footage:	780 sq. ft.	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped ops:	2	Plumbed for additional ops?	No				
Reception:	Yes	Dark Room:	No	Doctor's Office:	No	Lab:	Yes
Business Office:	No	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Laser:	Yes	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	Professional building w/ ample parking, excellent visibility and exposure w/ easy accessibility on the corner/intersection of major thoroughfare in highly desirable neighborhood in the heart of town						

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	1	Diagnostic	18	Hygiene	13	Dentures	5
General Operative	10	Endo	3	Ortho/TMJ	5	Perio	14
Oral Surgery	6	Cosmetic	1	Crown/Bridge	23	Adjunctive	1
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Complex Endo, Oral Surgery, Perio Surgery							
Type of patients as a percentage of collections:							
Insurance / PPO	80	Private Pay	20	Other	0		
Does your practice participate in "Care Credit"?							
Yes							
List Preferred Provider, Health Care Provider and Capitation Plans now in place:							
Cigna PPO, Principal, Anthem BC, Humana, United Concordia							
Estimated Number of Active Patient Files ("at least one visit in the past 2 years"):							
~ 1,500 – 2,000							
Number compiled using:							
Practice Software		Hand Count		Estimate	Yes		
*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:							
~ 12 – 15+							
Average number of patients per day?							
		Per-Doctor:	15+	Per-Hygienist:	N/A		
Hygiene days per week:							
		N/A	Percentage of Production by Hygiene:		N/A		
Average age of patients:							
		20's – 60+ yrs.	Does the office have Nitrous Oxide?		No		
Type of recall system used?							
Pre-scheduling, Computerized Postcards, Phone Calls							
Number of recalls per month?							
~ 150							
What types of Practice Promotions are in effect?							
Full-page Ad in 2 Yellow Page Directories, Internal marketing: dedicated referral line and word-of-mouth							
EQUIPMENT & LEASEHOLDS							
<small>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.</small>							
Describe age and characteristics of leasehold improvements:							
Laser: 5y, Digital: 6y, Easy Dental Software: 12+y (update every 2 yrs)							
Average age of Equipment:							
~ 5- 10 yrs.							
Any equipment leases?							
Laser Unit which will be paid off in October 2011							
Equipment is right/left-handed/convertible?							
Right							

PERSONNEL					
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits	
Front/Dental Assistant	5 days/40 hrs	Jan 2004	\$19.00/hr	Yes	
RDA	5 days/40 hrs	Oct 07-10 June 11	\$19.00/hr	Yes	
RDA/Ortho	2x/mo (16 hrs)	Aug 2005	\$23.00/hr	No	
RDA/Ortho	2x/mo (16 hrs)	June 2008	\$23.00/hr	No	
Ortho DDS	2x/mo (16 hrs)	March 2008	\$1,400.00/day	No	
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 Tax Returns:					
2010	<u> \$ 622,536 </u>	2009	<u> \$ 739,849 </u>	2008	<u> \$ 788,378 </u>
*Collection amounts are approximate and should be verified by Buyer					
Number of statements sent each month?		~ 150 – 200	Is pegboard or computer?		Computer
What type of computer?		HP	What software?		Easy Dental
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>					