



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

### **#I-966 *Facility*** **Modesto, California**

*It's your time to shine* and practice a full spectrum of dentistry in this remarkable opportunity, which would cost twice as much to duplicate for all the beautiful amenities! Take home more with low overhead and reasonable rent! Quality of life just can't be beat!

Newly renovated, the professional décor and floor plan were designed with patient flow and efficiency in mind. Furnishings include new cabinetry, hardwood floors, soft lighting and new cabinetry in this ground floor/street-level suite of an attractive, well-maintained 2-story professional building of desirable neighborhood.

Sparkling, immaculate and compact, a lot of dentistry can be practiced at this office which occupies approximately 700 square feet and consists of 2 fully equipped ops w/ plumbing for additional op, Reception area, Doctor's office, Sterilization, Dark room, Storage and Restroom.

***Full Price: \$89,000***

***Seller Financing Available for Qualified Buyer!***

*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-966

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$89,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5	8 - 5	8 - 5	
Doctor's Hours			8 - 5		8 - 5		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Relocation</b>		
Years established:	<b>1</b>		Days worked past 12 months:				

## OFFICE SPACE &amp; 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>3 years</b>			Expiration date:	<b>September 2013</b>		
Rent per month:	<b>\$600.00/month</b>		Are utilities included? If yes, which?	<b>No</b>			
Any common area fees?	<b>No</b>		Who pays Taxes & Insurance?	<b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Below Market Value</b>						
Office Square footage:	<b>700 sq. ft.</b>		Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>2</b>		Plumbed for additional ops?	<b>Yes</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	
Business office:		Restrooms:	<b>Yes</b>	Sterilization:	<b>Yes</b>	Storage:	
Description of office building, Location and attributes of practice (a brief description):	<b>Street-level, ground floor suite of free-standing, 2-story building w/ hardwood floors, painting, new cabinetry, lighting and recently remodeled restroom</b>						

<b>PATIENT DEMOGRAPHICS</b>						
Breakdown of Service/Procedures as a percentage of Collections:						
Preventative	<b>30</b>	Diagnostic	<b>15</b>	Hygiene	<b>10</b>	Dentures
General Operative	<b>15</b>	Endo	<b>10</b>	Ortho/TMJ		Perio
Oral Surgery	<b>5</b>	Cosmetic		Crown/Bridge	<b>15</b>	Adjunctive
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)						
<b>Complex Endo: 1<sup>st</sup> &amp; 2<sup>nd</sup> Molars, Complex Oral Surgery: Bony Impactions, Difficult Pedo Mangement</b>						
Type of patients as a percentage of collections:						
Insurance	<b>25</b>	Private Pay	<b>25</b>	Capitation	<b>50</b>	
List Preferred Provider, Health Care Provider and Capitation Plans now in place:						
<b>MetLife, Safeguard, DeltaCare, Cigna HMO, Cigna, Delta Dental, Assurant, MetLife PPO</b>						
Estimated Number of Active Patient Files ( "at least one visit in the past 2 years"): <b>~ 100</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>~ 50</b>						
Average number of patients per day?		Per-Doctor:	<b>10</b>	Per-Hygienist:	<b>N/A</b>	
Hygiene days per week:		<b>N/A</b>	Percentage of Production by Hygiene:		<b>N/A</b>	
Average age of patients:		<b>~ 50 yrs.</b>				
Does the office have Nitrous Oxide?		<b>Yes</b>				
Type of recall system used?		<b>Compute Postcards, Follow-up Telephone Calls</b>				
Number of recalls per month?						
What types of Practice Promotions are in effect?		<b>Yellow Pages, Internet</b>				
<b>EQUIPMENT &amp; LEASEHOLDS</b>						
Describe age and characteristics of leasehold improvements:						
<b>Newly renovated, Handicap Accessible</b>						
Average age of Equipment:		<b>~ 1 yr.</b>				
Any equipment leases?		<b>No</b>	Equipment is right/left-handed?		<b>Right and Convertible</b>	

<b>PERSONNEL</b>				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Front Desk, Dental Assistant</b>	<b>5 days/wk</b>	<b>Dec 1020</b>	<b>\$10.00/hr</b>	<b>No</b>
<b>Office Manager</b>	<b>2 days/wk</b>	<b>Dec 2010</b>	<b>\$15.00/hr</b>	<b>No</b>
Do family members work in the office?	<b>No</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 Tax Returns:</b>				
2010 _____	2009 _____	2008 _____		
<b>*Collection amounts are approximate and should be verified by Buyer</b>				
Number of statements sent each month?	Is pegboard or computer?		<b>Computer</b>	
What type of computer?	<b>Dell</b>	What software?	<b>Dentrix</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>				