



WESTERN PRACTICE SALES

John M. Cahill Associates

#I-996

Merced, California

Located in the Central Valley, this community is best known as the “gateway” to the spectacular Yosemite National Park! It is a unique city, filled with family-oriented citizens and picturesque neighborhoods which offers a wide variety of attractions, historical sites, accommodations and a host of perennial recreational activities!

*Practice Collected \$500k when owner/doctor was working the practice.
This practice is ripe for a new owner to revitalize the wall of charts
available in the practice.*

Doctor averages 8 patients per day providing 2 days of hygiene/per week and welcomes approximately 4 - 5 new patients per month due to foot traffic by prime location. Office is conveniently located in the bustling heart of town in an attractive, well-maintained Medical Professional building complex in a highly desirable neighborhood w/ great signage, excellent visibility and easy accessibility. The office occupies approximately 1,450 square feet and consists of 3 fully equipped ops, Reception area, Business office, Sterilization, Dark room, Lab, Storage and Restroom.

~~Full Price: \$170,000~~

FINAL REDUCTION! ! Now Only \$80,000

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

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

We look forward to serving you

#I-996**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$80,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 – 5	8 – 5	8 – 5		
Associate Hours			8 – 5				
Type of Practice:	General		Reason for Selling:		Relocation		
Years established:	~ 15 yrs.		Days worked past 12 months:				

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 year		Expiration date:	June 30, 2011			
Do you share space with another dentist?	Associate-driven practice						
If yes, percentage of Associate's Production:							
Will Associate stay on with practice?	Unknown						
Rent per month:	\$2,567.00/month		Are utilities included? If yes, which?	No			
Any common area fees?	No		Who pays Taxes & Insurance?	Tenant			
Is the rent considered above, below or at fair market value?	Fair Market Rent						
Office Square footage:	~ 1,450 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	No	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Description of office building, Location and attributes of practice (a brief description):	Highly visible, easily accessible, attractive, well-maintained Medical Professional building complex w/ ample parking in desirable neighborhood in the heart of town						

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	2	Diagnostic	16	Hygiene	5	Dentures	5
General Operative	18	Endo	5	Ortho/TMJ		Perio	13
Oral Surgery	3	Cosmetic		Crown/Bridge	33	Adjunctive	
Type of patients as a percentage of collections:							
PPO & Insurance	85	Private Pay	15	Other			
List Preferred Provider, Health Care Provider and Capitation Plans now in place:							
Available upon Request, NO HMO or Denti-Cal							
Estimated Number of Active Patient Files (“at least one visit in the past 2 years”):							
~ 1,300 – 1,800							
*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:							
~ 4 - 5							
Average number of patients per day?		Per-Doctor:	16	Per-Hygienist:	8		
Hygiene days per week:		2	Percentage of Production by Hygiene:		~ 25%		
Average age of patients:		~ 30 yrs.					
Does the office have Nitrous Oxide?		No					
Type of recall system used?		Computerized Postcards		Efficiency:			
Number of recalls per month?		~ 35					
What types of Practice Promotions are in effect?		None					
EQUIPMENT & LEASEHOLDS							
Describe age and characteristics of leasehold improvements:		Good condition					
Average age of Equipment:		~ 5 – 8 yrs.					
Any equipment leases?		No	Equipment is right/left-handed/convertible?				
			Right				

