



WESTERN PRACTICE SALES

John M. Cahill Associates

#IG-041

Sierra Foothills, California

Located in the Sierra Foothills, this growing, family-oriented community provides the backdrop for a dentist seeking to raise a family in a rural setting. With reasonable rent (low overhead), a little attention to marketing, maximized office hours, the opportunity for growth and success is limitless, especially w/ the relaxed and reduced schedules of local dental practices in town! The Doctor averages 6 patients per day and welcomes approximately 5-7 new patients per month.

Secure your future with this remarkable opportunity to make SO MUCH MORE! Be ahead of the Baby Boomers and professionals moving into the area, who form the demographics of this region and become the strong, stable patient base, who have time and money to devote to dental care.

The office is conveniently located in an attractive, well-maintained free-standing, single-story, street-level, energy efficient Dental Professional building w/ ample parking and occupies approximately 850 square feet and consists of 2 fully equipped ops w/ plumbing for an additional op, Reception area, Business office, Sterilization, Lab, Dark Room, Storage and Restroom.

Full Price: \$75,000

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

#IG-041

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$75,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 4	8 – 4	8 – 4	By appt	By appt	
Doctor's Hours		8 – 4	8 – 4	8 – 4	By appt	By appt	
Type of Practice:	General		Reason for Selling:		Relocation		
Years established:	3 yrs.		Days worked past 12 months:		~ 150+ days		

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 remaining, w/ 5-yr extension			Expiration date:	January 2014		
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	\$ 969.00/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 Market Rent						
Type of Building:	Condo	Free-standing	X	Professional	X	Retail Center	
Office Square footage:	850 sq. ft.		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped ops:	2		Plumbed for additional ops?	Yes, 1			
Reception:	Yes	Dark Room:	Yes	Doctor's Office:	No	Lab:	Yes
Business Office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	No	Intra-oral Camera:	No	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive region for retiring Baby Boomers and professionals who can devote time and money to dental care						

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	2	Diagnostic	10	Hygiene	25	Dentures	5
General Operative	25	Endo	5	Ortho/TMJ	2	Perio	1
Oral Surgery	2-	Cosmetic		Crown/Bridge	5	Adjunctive	
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Complex Oral Surgery: 3rd Molar extractions, Difficult Endo, Comprehensive Ortho							
Type of patients as a percentage of collections:							
Insurance	50	Private Pay	50	Other			
Does your practice participate in "Care Credit"? Yes							
List Preferred Provider, Health Care Provider and Capitation Plans now in place: Delta Premier, Aetna							
Estimated Number of Active Patient Files (Defined as "at least one visit in the past 2 years"): ~ 400-450							
Number compiled using: Practice Software Hand Count Estimate X							
*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: ~ 5 – 7							
Average number of patients per day? Per-Doctor: 6 Per-Hygienist: N/A							
Hygiene days per week: N/A Percentage of Production by Hygiene: N/A							
Average age of patients: ~ 40 – 45 yrs.							
Does the office have Nitrous Oxide? No							
Type of recall system used? Pre-scheduling, Computerized Postcards, Phone Calls (85%)							
Number of recalls per month? ~ 15 – 20							
What types of Practice Promotions are in effect? New Patient Special							
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:							
Average age of Equipment: ~ 9 – 10 yrs.							
Any equipment leases? None Equipment is right/left-handed/convertible? Convertible							

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Do family members work in the office?	Yes	If yes, how much are they paid?		\$400/month
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:				
2011	\$ 191,576 P&L	2010	\$ 199,727	2009 \$ 126,867
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?	0	Is pegboard or computer?	Computer	
What type of computer?	Generic PC	What software?	Curve 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>				