



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#J-1009**

**Visalia, California**

Live and practice in this thriving community in the heart of the San Joaquin Valley basin, which has experienced tremendous growth and offers a high quality of life in a small city with big city amenities and proximity to National Park Recreational amenities. We have an opportunity for a Dentist to purchase the practice in full or buy-in 50% of the practice.

The Doctor averages 8-10 patients w/ 16 Hygiene patients per day.

Conveniently located in a well-maintained single story professional building, highly visible, easily accessible, in a desirable neighborhood w/ ample parking,

The office occupies approximately 1,200 square feet and consists of 4 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Dark Room, Storage and Restroom.

***100% of the Practice \$500,000***

***or***

***50% of the Practice \$250,000***

***Call for Details!***

***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**

**#J-1009****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours							
Doctor's Hours		<b>8:30 – 5</b>	<b>8:30 – 3</b>	<b>9:30 – 5</b>	<b>8:30 – 12</b>		
Associate Hours							
Hygienist Hours		<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 3</b>		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Want to cut back</b>		
Years established:	<b>10+ years</b>		Days worked past 12 months:		<b>~175</b>		

**OFFICE SPACE & 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?			
Term of Lease:	<b>Indefinite</b>			Expiration date:			
Do you share space with another dentist?	<b>No</b>						
Rent per month \$	<b>\$2,299.50</b>		Common area/ maintenance fees / taxes included?		<b>No</b>		
If not included, current amount?	<b>\$1,200/yr</b>		Are utilities included? If yes, which?		<b>No</b>		
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>						
Office Square footage:	<b>1,200</b>	Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>4</b>	Plumbed for additional ops?	<b>No</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</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>1 story &amp; finished attic storage space attached to Endodontic Office. Good location &amp; other Medical/Dental offices in same complex, well established area near tennis club &amp; golf club.</b>						

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative	<b>26.9%</b>	Diagnostic	<b>17.1%</b>	Hygiene/Preventative	Dentures	<b>2.8%</b>
General Operative	<b>15.4%</b>	Endo		Ortho/TMJ	Perio	<b>3.4%</b>
Oral Surgery	<b>1.2%</b>	Cosmetic		←Crown/Bridge→	Adjunctive	<b>1.8%</b>

What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.):

**Some O.S. (3rds), All Endo, Some Perio & very little Pedo.**

Type of patients as a percentage of collections:

Insurance / PPO	<b>48%</b>	Private Pay	<b>52%</b>
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Does your practice participate in "Care Credit"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

**Delta Dental, Blue Cross 300 Only**

Estimated Number of Active Patient Files (Defined as "at least one visit in the past 2 years"): **2,300+/-**

**\*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: **5-10**

Average number of patients per day? **24-26** Per-Doctor: **8-10** Per-Hygienist: **8**

Hygiene days per week: **8** Percentage of Production by Hygiene: **~35%**

Average age of patients: **~40-50 years old**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Post Cards** Efficiency:

Number of recalls per month? **~225**

What types of Practice Promotions are in effect? **None**

**EQUIPMENT & LEASEHOLDS**

Describe age and characteristics of leasehold improvements:

**New compressor (~2 years ago), Paint / Wallpaper, Carpet / Counters (~5 years ago)**

Average age of Equipment: **10+ years**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Right**

<b>PERSONNEL</b>				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Office Manager</b>	<b>M – W / 8 – 5</b>	<b>1997</b>	<b>\$35,000/year</b>	<b>Retirement</b>
<b>Front Office</b>	<b>T – Th / 8 – 5</b>	<b>1999</b>	<b>\$20,000/year</b>	<b>Retirement</b>
<b>RDH</b>	<b>M – W / 8 – 5</b>	<b>2000</b>	<b>\$310/day</b>	<b>Retirement</b>
<b>RDH</b>	<b>T – Th / 8 – 3</b>	<b>2004</b>	<b>\$300/day</b>	<b>Retirement</b>
<b>RDH</b>	<b>M: 8 – 5 / Th: 8 - 3</b>	<b>2008</b>	<b>\$300/day</b>	<b>Retirement</b>
<b>RDA</b>	<b>M – W: 8 – 5 / Th: 8 – 2</b>	<b>2009</b>	<b>\$19/hour</b>	<b>Retirement</b>
<b>RDA</b>	<b>M: 8 – 5 / T: 9 – 2 W: 10 – 5 / Th: 8 – 12</b>	<b>2010</b>	<b>\$14/hour</b>	<b>Retirement</b>
Do family members work in the office?		<b>No</b>	If yes, how much are they paid? <b>n/a</b>	
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 <u>    <b>\$880,069</b>    </u> 2009 <u>    <b>\$871,149</b>    </u> 2008 <u>    <b>\$931,652</b>    </u>				
<b>*Collection amounts are approximate and should be verified by Buyer</b>				
Number of statements sent each month?		<b>~350</b>	Is pegboard or computer? <b>Computer</b>	
What type of computer?		<b>PC</b>	What software? <b>Patient Base</b>	
Is software transferable?		<b>Yes</b>		
Is there an IRS lien on your practice?		<b>No</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</b> 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>				