



WESTERN PRACTICE SALES

John M. Cahill Associates

#K-986

Newport Beach, California

If living by the beach in Orange County is your dream, then look no further! Nothing can rival your lifestyle and a practice like this to support your dream! You will want to come to work everyday in this office!

The Doctor averages 8 patients per day and generates approximately 6 - 8 new patients per month.

The office is conveniently located in an attractive, well-maintained, highly visible, easily accessible, multi-story Medical/Dental Professional building on a major thoroughfare in a desirable neighborhood.

The office occupies approximately 1,000 square feet and consists of 2 fully equipped ops w/ plumbing and equipped for a hygiene op, Reception area, Doctor's office, Sterilization, Lab, Dark Room, Storage and Restroom.

Full Price: \$195,000

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

Frank X. Farry, MBA

800.641.4179

▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

We look forward to serving you

#K-986**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$195,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7 - 5	7 - 5	7 - 5	7 - 1		
Doctor's Hours		7 - 5	7 - 5	7 - 5			
Hygienist Hours		7 - 5	7 - 5	7 - 5			

Type of Practice: **General** Reason for Selling: **Retirement**Years established: **~ 40+ 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 yrs.** Expiration date: **November 2015**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 \$ **\$ 2,493.00/month** Common area/ maintenance fees / taxes included? **Yes**If not included, current amount? **\$ 487.68** Are utilities included? **Electric, Water**Is the rent considered above, below or at fair market value? **Fair Market Value**Office Square footage: **~ 1,000 sq. ft.** Carpet? **Yes** Air conditioning? **Yes**Number of fully equipped ops: **2** Plumbed for additional ops? **Yes, hygiene equipped**Reception area: **Yes** Dark room: **Yes** Doctor's office: **Yes** Lab: **Yes**Business office: Restrooms: **Yes, 1** Sterilization: **Yes** Storage: **Yes**

Description of office building, Location and attributes of practice (a brief description): **Highly visible, easily accessible, attractive, well-maintained, multi-level Medical/Dental Professional Building on major thoroughfare in desirable neighborhood**

PATIENT DEMOGRAPHICS				
Breakdown of Service/Procedures as a percentage of Collections:				
Preventative	40	Diagnostic	Hygiene	Dentures 3
General Operative		Endo 5	Ortho/TMJ	Perio 2
Oral Surgery	5	Cosmetic	Crown/Bridge 45	Adjunctive
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)				
Complex Perio, Difficult Oral Surgery				
Type of patients as a percentage of collections:				
Insurance		Private Pay 25	PPO	75
Does your practice participate in "Care Credit"?				
List Preferred Provider, Health Care Provider and Capitation Plans now in place:				
Estimated Number of Active Patient Files (Defined as "at least one visit in the past 2 years"): ~ 800 – 1,000				
*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: ~ 8				
Average number of patients per day?		Per-Doctor: 8	Per-Hygienist:	0
Hygiene days per week:	N/A	Percentage of Production by Hygiene:	30	
Average age of patients:	~ 45 yrs.			
Does the office have Nitrous Oxide?	Yes			
Type of recall system used?	Pre-scheduling, Computerized Postcards			
Number of recalls per month?	~ 30 – 40			
What types of Practice Promotions are in effect?	Telephone Book Ad			
EQUIPMENT & LEASEHOLDS				
Describe age and characteristics of leasehold improvements:				
Average age of Equipment:	Range: 1 – 20 yrs.			
Any equipment leases?	No	Equipment: right/left-handed/convertible?	R/Convertible	

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Dental Assistant	3½ d / 32 hrs	2004	\$18.00/hr	No
Front Desk	3 days/27 hrs	2002	N/A	N/A
Do family members work in the office?	Yes	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>\$ 183,827</u>	2009	<u>\$ 166,397</u>	2008 <u>\$ 182,711</u>
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?		Is pegboard or computer?	Computer	
What type of computer?	Power Spec	What software?	Softdent	
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>				