



WESTERN PRACTICE SALES

John M. Cahill Associates

#KG-023

Imperial Valley, California

Long-established dental practice offers an opportunity to live and practice in a family-oriented community dedicated to a vibrant life in peace, serenity and economic prosperity, abundant with resources and scenic natural beauty.

The Doctor averages 10 patients w/ 10 Hygiene patients per day offering 2 days of hygiene per week and generates approximately 10 new patients per month.

This well-maintained, fully landscaped office is conveniently located in a free-standing, Medical Professional building w/ ample parking, easy accessibility and great visibility in the bustling heart of town. The office occupies approximately 1,050 square feet and consists of 3 fully equipped ops, Reception area, Private office, Business office, Sterilization/Lab area, Lab, Dark Room, Storage and Restroom.

Full Price: \$195,000

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

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

We look forward to serving you

#KG-023**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$195,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Doctor's Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Hygienist Hours		8 - 5		8 - 5			
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	45+ yrs.		Days worked past 12 months:		~ 182 days		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes, will consider				
Is the space leased?	No	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Long-term lease negotiation or SALE of building						
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	Seller owns building		Common area/maintenance fees /taxes included?				
If not included, current amount?	Are utilities included?						
Is the rent considered above, below or at fair market value?	Long-term lease negotiation or SALE						
Type of Building:	Condo	Yes	Free-standing	Professional	Retail Center		
Office Square footage:	1,050 sq. ft.		Carpet?	Partial	Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	No			
Reception:	Yes	Dark Room:	Yes	Doctor's Office:	Yes	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):	Nicely appointed office w/ basic décor, stable economy in small rural town						

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	10	Diagnostic	3	Hygiene	30	Dentures	0
General Operative	20	Endo	0	Ortho/TMJ	0	Perio	0
Oral Surgery	2	Cosmetic	10	Crown/Bridge	25	Adjunctive	0
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Complex Oral Surgery, Endo, Perio							
Type of patients as a percentage of collections:							
Insurance	70	Private Pay	30	Other			
Does your practice participate in "Care Credit"? No							
List Preferred Provider, Health Care Provider and Capitation Plans now in place: Delta and all insurance							
Estimated Number of Active Patient Files ("at least one visit in the past 2 years"): ~ 1,000 – 1,200							
Number compiled using:		Practice Software	Hand Count	Estimate			
*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: ~ 10							
Average number of patients per day?			Per-Doctor:	10	Per-Hygienist:	10	
Hygiene days per week:		2	Percentage of Production by Hygiene:		~ 25+		
Average age of patients: ~ 40 yrs.							
Does the office have Nitrous Oxide? No							
Type of recall system used? Pre-scheduling							
Number of recalls per month? ~ 100							
What types of Practice Promotions are in effect? None							
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: Carpet, Paint, Light Fixtures: 2005							
Average age of Equipment: ~ 15 yrs.							
Any equipment leases?		No	Equipment is right/left-handed/convertible?		Right		

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Dental Hygiene	2 days/16 hrs	Dec 1992	\$35.00/hr	Yes
Office Manager	4 days/36 hrs.	Dec 1990	\$15.00/hr	Yes
Dental Assistant	4 days/32 hrs.	Sept 1995	\$11.00/hr	Yes

Do family members work in the office? **No** If yes, how much are they paid?

Has staff left the practice recently? **No** ***Long-term, stable, loyal staff**

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2010 **\$ 312,000** 2009 **\$ 300,000** 2008 **\$ 324,000**

***Collection amounts are approximate and should be verified by Buyer**

Number of statements sent each month? **~ 100+** Is pegboard or computer? **Computer**

What type of computer? **Basic PC** What software? **Dental Pro**

Is software transferable? **Yes, Transfer Fee to be Paid by Buyer**

Fees Schedule: **Available upon request**

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.

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.