



## WESTERN PRACTICE SALES

---

John M. Cahill Associates

**#LV-959**

**Las Vegas, Nevada**

*We are proud to present and represent this remarkable opportunity, a practice which sets the standard that all dentists strive for! Add location, top-of-the-line equipment, stellar reputation as some of the attributes and you are primed for success!*

The Doctor averages 14 patients w/ 8 Hygiene patients per day offering 8 days of hygiene/per week and generates approximately 50 new patients per month by location and word-of-mouth referrals of excellent reputation!

The office is conveniently located in a Professional building w/ excellent signage and ample parking in highly desirable commercial neighborhood. The suite occupies approximately 3,000 square feet and consists of 7 fully equipped ops w/ plumbing for 2 additional ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 3 Restrooms.\*

***Full Price: \$750,000***

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

Timothy G. Giroux, DDS

Jon B. Noble, MBA

**800.641.4179**

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

**We look forward to serving you**

\*Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

#LV-959

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$750,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		12 – 7	9 – 4	9 – 2	9 – 5	9 – 3	9 - 3
Doctor's Hours		12 – 7	9 – 4	9 – 2	9 – 5	9 – 3	9 - 3
Hygienist's Hrs		12 – 7	9 – 4	9 – 2	9 – 5	9 – 3	9 - 3

Type of Practice: **General/Cosmetic** Reason for Selling: **Relocation**Years established: **~ 12 yrs.** Days worked past 12 months: **~250 days**

## OFFICE SPACE &amp; LEASE INFORMATION

**WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

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?	<b>Yes</b>
Term of Lease:	<b>5 yrs.</b>	Expiration date:	<b>July 2012</b>
Do you share space with another dentist?	<b>No</b>		
If yes, percentage of Associate's Production:	<b>N/A</b>		
Will Associate stay on with practice?	<b>N/A</b>		
Rent per month:	<b>\$10,800 w/ CAM</b>	Are utilities included? If yes, which?	<b>Yes, Water</b>
Any common area fees?	<b>Yes</b>	Who pays Taxes & Insurance?	<b>Landlord</b>
Office Square footage:	<b>~ 3,000 sq. ft.</b>	Carpet?	<b>Yes</b>
		Air conditioning?	<b>yes</b>
Number of fully equipped ops:	<b>7</b>	Plumbed for additional ops?	<b>Yes, 2</b>
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>
		Doctor's office:	<b>Yes</b>
		Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 3</b>
		Sterilization:	<b>Yes</b>
		Storage:	<b>Yes</b>

Description of office building, Location and attributes of practice (a brief description): **Highly visible, easily accessible, attractive, well-maintained Professional building w/ ample parking, excellent signage and close proximity to popular commercial amenities in desirable business neighborhood**

<b>PATIENT DEMOGRAPHICS</b>							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	<b>8</b>	Diagnostic	<b>8</b>	Hygiene	<b>6</b>	Dentures	<b>25</b>
General Operative	<b>20</b>	Endo	<b>6</b>	Ortho/TMJ	<b>5</b>	Perio	
Oral Surgery	<b>2</b>	Cosmetic	<b>20</b>	Crown/Bridge	<b>25</b>	Adjunctive	
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
<b>Difficult Pedo, Complex Oral Surgery: impacted 3<sup>rd</sup> molars, Implant and Perio Surgery, Molar Endo</b>							
Type of patients as a percentage of collections:							
Insurance		Private Pay	<b>35</b>	PPO	<b>65</b>		
List Preferred Provider, Health Care Provider and Capitation Plans now in place:							
<b>HPN, Diversified, Delta Dental, Humana, etc.</b>							
Estimated Number of Active Patient Files (“at least one visit in the past 2 years”):							
<p><b>*SELLER IN NO WAY WARRANTS THE EXACT ACCURACY OF PATIENT FILES.</b></p> <p><b>IT IS THE BUYER’S RESPONSIBILITY TO DEFINE AND VERIFY</b></p> <p><b>ACTIVE PATIENT FILES WITH A CHART REVIEW.</b></p>							
Average number of New Patients per month for past 12 months: ~ <b>50</b>							
Average number of patients per day?		Per-Doctor:	<b>14</b>	Per-Hygienist:	<b>8</b>		
Hygiene days per week:		<b>8 days</b>	Percentage of Production by Hygiene:		<b>~ 20%</b>		
Average age of patients:		<b>Family range: ~ 35 yrs.</b>					
Does the office have Nitrous Oxide?		<b>Yes</b>					
Type of recall system used?		<b>Pre-scheduling, Dentrix Computerized Postcards, Telephone Calls</b>					
Number of recalls per month?		<b>~ 160</b>					
What types of Practice Promotions are in effect?		<b>Internal Marketing: e-blast</b>					
<b>EQUIPMENT &amp; LEASEHOLDS</b>							
Describe age and characteristics of leasehold improvements:							
<b>Office built ~ 8 yrs ago, in excellent condition</b>							
Average age of Equipment:		<b>~ 7 yrs.</b>					
Any equipment leases?		<b>No</b>	Equipment is right/left-handed/convertible?		<b>Right</b>		

<b>PERSONNEL</b>					
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits	
<b>Front/Treatment Coordinator</b>	<b>Full-time</b>	<b>Nov 2004</b>	<b>\$19.00/hr</b>	<b>Yes</b>	
<b>Dental Assistant</b>	<b>Full-time</b>	<b>May 2007</b>	<b>\$21.50/hr</b>	<b>Yes</b>	
<b>Dental Assistant</b>	<b>Full-time</b>	<b>2001</b>	<b>\$22.00/hr</b>	<b>yes</b>	
<b>Dental Hygiene</b>	<b>Full-time</b>		<b>37% Production</b>		
<b>Dental Hygiene</b>	<b>3 days/wk</b>		<b>37% Production</b>		
<b>Front, Hygiene Coordinator</b>	<b>Full-time</b>	<b>Nov 2006</b>	<b>\$17.50/hr</b>	<b>Yes</b>	
<b>Front, Insurance Billing</b>	<b>Full-time</b>	<b>March 2006</b>	<b>\$20.50/hr</b>	<b>Yes</b>	
Do family members work in the office?	<b>No</b>	If yes, how much are they paid?			
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>					
<b>2010</b>	_____	2009	<b>\$ 1,445,176</b>	2008	<b>\$ 1,803,756</b>
<b>*Collection amounts are approximate and should be verified by Buyer</b>					
Number of statements sent each month?		Is pegboard or computer?	<b>Computer</b>		
What type of computer?	<b>PC</b>	What software?	<b>Dentrix</b>		
Is software transferable?	<b>Yes, Transfer Fee to be paid by Buyer</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 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.</b></p> <p><b>*Office space information provided as a courtesy only. WESTERN PRACTICE SALES is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.</b></p>					