



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-988 *Orthodontics* **Las Vegas, NV**

If life's opportunities take into the glitz and glare of the Las Vegas area, this quality, family-oriented practice is one that you should not pass up!

Practice averages 50 patients per day and generates an average of 11 new patient starts per month with loyal referral base.

Conveniently located in a busy and popular Retail Shopping Complex on a major thoroughfare in desirable neighborhood, new growth can be attributed not only to location, visibility, accessibility, philosophy and reputation of quality care but also the relationship of a referring Pedodontist and General Dentist in the same plaza.

The office occupies approximately 1,600 square feet and consists of 5 chairs in open Bays, Reception area, Private office, Sterilization, Lab, Storage and 2 Restrooms.

With Contracts Receivable exceeding \$300,000, this is priced to sell quickly!

Full Price: \$325,000

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

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

We look forward to serving you

#LV-988

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$325,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8-5	8-5 / 9-6	8-6	8-5 / 9-6	8-5	
Doctor's Hours			12-5	8-6		8-5	
Type of Practice:	Orthodontic		Reason for Selling:		Personal		
Years established:	~ 3+ years		Days worked past 12 months:		~ 80-85 days		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	No				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	7 yrs w/ 5-yr option			Expiration date:	October 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	\$ 6,700.00/month		Common area/maintenance fees /taxes included? Yes				
If not included, current amount?	N/A		Are utilities included? If yes, which? Yes: Water, Sewer, Trash				
Is the rent considered above, below or at fair market value?	Fair to Above Market Value						
Office Square footage:	~ 1600 sq. ft.		Carpet?	No	Air conditioning?	Yes	
Number of Chair Bays:	5		Plumbed for additional ops?	Yes, 1 additional			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Description of office building, Location and attributes of practice (a brief description):	Excellent curb appeal: signage, visibility and accessibility in attractive, well-maintained 5-yr-old busy and popular Retail Shopping Complex w/ Pedo and Dental referrals in same plaza						

PRACTICE & PATIENT DEMOGRAPHICS

Type of patients as a percentage of collections:

Insurance **25** Private Pay **75** Denti-cal PPO Capitation Other

Adult Patients **76** Children Patients **135**

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

Numerous Plans Accepted. List available upon request. (No Medi-caid or Culinary)

***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 patients per day? **50**

Average age of patients? **15 – 25 yrs.**

What types of Practice Promotions are in effect? **\$500 off Full Case Invisalign**

Number of patients ready to start treatment? **~6**

Number of consultations scheduled? **10**

Number of cases in progress – active treatment? **208** Number of cases in retention? **100-110**

Types of techniques used (Edgewise, Tight Wires, etc)? **Edgewise**

Amount of prepaid where work is not completed? **Minimal**

Amount of contract receivables for work to be completed? **~ \$ 301,046 (unbilled)**

Number of patients in recall and observation? **30+**

Current delinquent accounts? **4 sent to Collections**

Active child patients? **133** Active adult patients? **75** Months in treatment (average) **18-24**

Typical fee arrangement? **In-office Payment Plan w/down payment and remaining Balance divided over term of treatment; or Payment in Full**

Number of active referring Dentists? **6**

10 or less patients per year? **4** 11 to 20 patients per year? **2** 21 or more patients per year?

PRACTICE & PATIENT DEMOGRAPHICS (continued)

Indicate the number of new patient exams, by month, for the past 12 months:

January	27	February	19	March	14	April	28
May	28	June	17	July	18	August	12
September	17	October	15	November	13	December	17

Indicate the number of new patient starts, by month, for the past 12 months:

January	11	February	10	March	19	April	12
May	12	June	12	July	13	August	8
September	7	October	9	November	4	December	12

EQUIPMENT & LEASEHOLDS

Describe age and characteristics of leasehold improvements:

Average age of Equipment: **~ 3 yrs.**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Treatment Coordinator**	40 hrs/wk	Aug 2009	\$17.00/hr	No
Dental Assistant	20 hrs/wk	June 2009	\$13.00/hr	No

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

Has staff left the practice recently? ****Yes, Treatment Coordinator has relocated. Last day was end July 2011. Currently looking for replacement.**

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

PRACTICE FINANCIAL PROFILE

**Last 3 years' Gross Collections from Tax Returns:
*Collection amounts are approximate and should be verified by Buyer**

2010	\$348,755	2009	\$265,826	2008	\$73,621
Number of statements sent each month?			Is pegboard or computer? Computer		
Is there an IRS lien on your practice?		No			
What type of computer? PC		What software? Dolphin			
Is software transferable?		Yes, Transfer Fee to be Paid by Buyer			
Fees Schedule:		Available upon request			

Not Included in the Practice Sale:

- * 1 Digital Camera
- * 1 Corded Light Cure
- * 2 highspeed handpieces
- * 1 slowspeed handpieces
- Dolphin Management/Imaging Software
- Brackets, Wires, and Orthodontic Auxilleries
- Orthodontic Instruments (Approximately 10 cassettes)
- Diplomas, certificates, photographs and miscellaneous personal items belonging to seller
- Website Domain Name: www.braceslasvegas.com
- *: From seller's residency - Not included in depreciation schedule. Not purchased with practice.

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.