MACON, GA	\$129,000
DATA FOR PRACTICE NUMBER	9493
The following data is provided by the owner of the practice. It	
to be a true and accurate representation of the facts of the pra	<u> </u>
verify all information contained herein and to seek qualified co	
OFFICE DATA	ansor in the interpretation and verification thereof.
SQUARE FOOTAGE OF OFFICE	2 900
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	
PRICE PER SQUARE FOOT	
IS OFFICE HANDICAPPED ACCESSIBLE?	
NUMBER OF PARKING SPACES	10
PROXIMITY OF PARKING PLACES	6 Feet
# EQUIPPED OPS	4
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	4
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	3
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	1
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	1
DO YOU OWN YOUR BUILDING? YES OR NO	YES
DO YOU WISH TO SELL THE BUILDING? YES OR NO	YES
	117,000
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$2,189
ANNUAL REAL ESTATE INSURANCE COST	\$2,000
DATE OF LEASE i.e. "6/1/2016"	
DATE LEASE ENDS - i.e. "1/1/2020"	
IS THERE AN OPTION TO PURCHASE?	
RENEWAL OPTIONS	
BUILDING VALUE TO BE USED	i '
PURCHASER MORTGAGE INTEREST RATE PURCHASER MORTGAGE TERM - YEARS	
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	φουσ
PRICE PER SQUARE FOOT	\$3.47
WORK SCHEDULE	*****
PLANS AFTER SALE OF PRACTICE	
DAYS/WEEK CURRENTLY WORKED	2.5
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER	
DESIRED WORK DAYS/WEEK 1ST YR	
DESIRED WORK DAYS/WEEK 2ND YR  DESIRED WORK DAYS/WEEK 3RD YR	
DESIRED WORK DAYS/WEEK 3RD TR	
DESIRED WORK DAYS/WEEK 5TH YR  DESIRED WORK DAYS/WEEK 6TH YR	
DESIKED WORK DATS/WEEK 61H YK	

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	None
RESULTS	
DESCRIBE INTERNAL MARKETING	
DESCRIBE EXTERNAL MARKETING	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	No
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	3 - 6 month appointments; reminder calls
WHAT TYPE COMPUTER SYSTEM	Eaglesoft
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DAT	A & REDUCED FEE PLANS
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	3
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	4
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	5
HOW FAR AHEAD IS DENTIST SCHEDULED?	
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	
PRACTICE DATA	
% INCOME FROM CASH	10%
% OF PATIENTS PAYING CASH	5%
% INCOME FROM INSURANCE	90%
% OF PATIENTS WITH INSURANCE	95%
70 OF TAMENTO WITH INCOME.	00%
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
SCHEDULING DATA	
MONDAY	8:30 AM - 12 PM
TUESDAY	8:30 AM - 4 PM
WEDNESDAY	8:30 AM - 4 PM
THURSDAY	8:30 AM - 11 AM
FRIDAY	
SATURDAY	
OWNER HOURS WORKED PER WEEK	20
ASSOCIATE HOURS WORKED PER WEEK	20
	20
HYGIENIST HOURS WORKED PER WEEK DENTIST PATIENT VISITS PER YEAR	20
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	40
NUMBER OF WEEKS WORKED PER YEAR	48
COLLECTION DATA	000/
WHAT IS YOUR COLLECTION PERCENTAGE	90%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$28,362
WHAT IS YOUR PATIENT CREDIT BALANCE	010 014
ACCOUNTS RECEIVABLES - CURRENT	\$12,011
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$10,384
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$5,395
ACCOUNTS RECEIVABLE >90 DAYS	\$572

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WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	50%
OPERATIVE	
PEDODONTICS ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	
ENDODONTICS	
PERIODONTICS	
EXTRACTIONS	10%
COSMETIC TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
OTHER	
TOTAL	
WHAT SERVICES ARE REFERRED OUT?	Endo, O.S., TMJS
REVENUES SOURCES	
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER	
SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	Yes
IF SO HOW MUCH IN CURRENT PERIOD?	
IF SO , HOW MUCH FOR LAST YEAR?	\$7,200
IF SO HOW MUCH FOR THE PREVIOUS YEAR?	\$7,200
WHAT IS THE SOURCE OF THIS OTHER INCOME?	Rental apartment at office
FEE SCHEDULE	
ADULT PROPHY 01110	\$100
TWO SURFACE ANTERIOR COMPOSITE 02331	\$205
CORE BUILD-UP 02950	\$195
CROWN - GOLD/PORCELAIN 02750	\$1,195
ANTERIOR CANAL ROOT CANAL 03310	\$490
PANORAMIC X-RAY 00330	\$150
TWO SURFACE POSTERIOR COMPOSITE 02392	-
CROWN - PORCELAIN CERAMIC 02740	\$1,195
LABIAL PORCELAIN VENEER 02962	6700
BICUSPID ROOT CANAL 03320	\$790
AVERAGE OF FEES	\$540 T
PERCENT OF FEE PARITY	102%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	185,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
WITHIN	
MAJOR EMPLOYERS IN AREA	Geico, YKK, Amazon
THE STATE OF ENDINY MENT	2000, 114, MINEST
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Macon mall store closing
223 7411 III. BOTT ESSTTOMIS OF IMPOLES IN DISTRIBUTION AIREA	mass. man store decomy
	Long
YEAR BEGINNING PRACTICE IN CITY	
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	
RIGHT OR LEFT HANDED	
PURCHASE OR SCRATCH START	

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POSITION YEAR HIRED STAY BENEFITS ANNUAL SALARY HOURLY SALARY ANNUAL COST OF BENEFITS RECEPTIONIST  OFFICE MANAGER  OFFICE MANAGER  OTHER PROVIDE BK  BOOKKEPER  SOURCEPER  ASSISTANT  ASSISTANT  ASSISTANT  ASSISTANT  ASSISTANT  ASSISTANT  ASSISTANT  ASSISTANT  HYGIENIST  MART BENEFITS DO YOU PROVIDE FOR THE STAFF?  Free dental  COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE   DO YOU HIRE ANY UNPAID FAMILY MEMBERS? NO  WHAT POSITION DO THEY HOLD?  WHAT IS THE ESTIMATED MARKET VALUE OF THEIR POSITION?  WHAT POSITION AND WHAT IS AMOUNT OF OVERVINDER  COMPENSATION FOR EACH  COMPENSATION FOR EACH  HYGIENIST COLLECTIONS  ASSOCIATE COLLECTIONS  AS	STAFF DATA						
OFFICE MANAGER	POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
INSURANCE OTHER FRONT DESK OTHER FRONT DESK ASSISTANT AS	RECEPTIONIST						
OTHER FRONT DESK  BOOKKEEPER  SOUKEEPER  SOUKEEPER  SI0.821  ASSISTANT  HYGIENIST  HYGIE	OFFICE MANAGER				\$9,763		
BOOKKEEPER  ASSISTANT ASSI	INSURANCE						
ASSISTANT ASSIST	OTHER FRONT DESK						
ASSISTANT ASSISTANT ASSISTANT ASSISTANT ASSISTANT HYGIENIST HYGIENIST HYGIENIST HYGIENIST HYGIENIST LAB TECHNICIAN LAB TECHNICIAN LAB TECHNICIAN ASSOCIATE ASSOCIATE ASSOCIATE ASSOCIATE ASSOCIATE BENEFITS DO YOU PROVIDE FOR THE STAFF? Free dental  WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF? Free dental  COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE  DO YOU HIRE ANY UNPAID FAMILLY MEMBERS? WHAT IS THE ESTIMATED MARKET VALUE OF THEIR JOB?  ARE THERE ANY EMPLOYEES WHO ARE PAID MORE OR LESS THAN THE NORMAL SALARY FOR THEIR POSITION? WHAT POSITIONS AND WHAT IS AMOUNT OF OVERUNDER COMPENSATION FOR EACH  COLLECTION CENTERS  1/1/2022 - 6/30/202 202 202 303 304 305 319.360 319.360 34850CIATE ASSOCIATE ASSOCIATE ASSOCIATE ASSOCIATE ASSOCIATE ON SESSON S94,737 377,460 ASSOCIATE COLLECTIONS ASSOC	BOOKKEEPER						
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LAB TECHNICIAN  LAB TECHNICIAN  LAB TECHNICIAN  ASSOCIATE  ASSOCIATE  ASSOCIATE  ASSOCIATE  BASSOCIATE	HYGIENIST						
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ASSOCIATE  ASSOCIATE  ASSOCIATE  ASSOCIATE  ASSOCIATE  ASSOCIATE  BASSOCIATE  ASSOCIATE  ASSOCIATE  BASSOCIATE  BA							
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1/1/2022 - 6/30/2022   2021   2020	WHAT IS THE ESTIM  ARE THERE ANY EMPLOY  THAN THE NO	WHAT PO IATED MARKE BES WHO AR DRMAL SALAF D WHAT IS AR	OSITION ET VALU RE PAID I RY FOR T	MORE OR LESS THEIR POSITION? OF OVER/UNDER			
GROSS COLLECTIONS         \$64,500         \$162,263         \$139,360           OWNER COLLECTIONS         \$35,500         \$94,737         \$77,460           HYGIENIST COLLECTIONS         \$29,000         \$67,000         \$61,900           ASSOCIATE COLLECTIONS         \$61,900         \$67,000         \$61,900           ASSOCIATE COLLECTIONS         \$61,900         \$61,900         \$61,900	COLLECTION CENTERS	3			4// 10000 - 1/10/1000	2004	2000
OWNER COLLECTIONS         \$35,500         \$94,737         \$77,460           HYGIENIST COLLECTIONS         \$29,000         \$67,000         \$61,900           ASSOCIATE COLLECTIONS         \$61,900         \$67,000         \$61,900           ASSOCIATE COLLECTIONS         \$61,900         \$67,000         \$67,000           ASSOCIATE COLLECTIONS         \$61,900         \$67,000         \$61,900           ASSOCIATE COLLECTIONS         \$61,900         \$67,000         \$61,900           ASSOCIATE COLLECTIONS         \$61,900         \$61,900         \$61,900           ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT         \$0         \$0			000				
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	HYCIENIST - SALADY I	NIDOLLARS	/ COMM	. <del> </del>			

PRX INCOME	% OF YOUR FEE	
M THIS PLAN	THIS PLAN PAYS	
2%	50%	
2%	50%	
1%	50%	
1%	50%	
1%	50%	
1%	50%	
1%	50%	
	2% 1% 1% 1% 1%	M THIS PLAN         THIS PLAN PAYS           2%         50%           2%         50%           1%         50%           1%         50%           1%         50%           1%         50%           1%         50%