North Nashville Suburb DATA FOR PRACTICE #9514

PRICE \$295.000

The following data is provided by the owner of the practice. It is believed to the best of the owner's knowledge to be a true and accurate representation of the facts of the practice. It is the responsibility of any purchaser to verify all information contained herein and to seek qualified counsel in the interpretation and verification thereof.

This offering is considered to be a "Shell" practice. It is considered to be an alternative to a new start-up. The advantages of this type of purchase versus a start-up are 1.) The build-out and equipment are already done and in place, saving a great deal of time and effort, 2.) the cost of this office is more than \$200,000 less than a start-up would be (the seller spent over \$450,000 to open this office), 3.) there is an existing patient base of over 439 patients and 15 new patients per month versus none for a start-up, and 4.) there is an in-place skilled auxiliary staff in place versus the need to screen and hire new employees. Consider this option located in an attractive, above average income, low crime area of continuing growth.

SQUARE FOOTAGE OF OFFICE 3,000 EXPANDABLE FOOTAGE CURRENT MONTHLY ENTRAL IG. *1207 S5,041 CURRENT MONTHLY ENTRAL IG. *1207 S5,041 IS OFFICE HANDICAPPED ACCESSIBLE? Yes IS OFFICE HANDICAPPED ACCESSIBLE? Yes NUMBER OF PARKING SPACES 25 PROXIMITY OF PARKING SPACES 25 NUMBER OF PLUMEED BUT UNEQUIPPED OPERATORIES 1 NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S) 2 NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S) 2 NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S) 2 NUMBER OF OPERATORIES USED PRIMARILY BY VOEINST(S) 4 NUMBER OF OPERATORIES USED PRIMARILY BY VOEINST(S) 4 NUMBER OF OPERATORIES USED PRIMARILY BY VOEINST(S) 4 NUMBER OF OPERATORIES USED PRIMARILY BY OPERATORIES 4 NUMBER OF OPERATORIES USED PRIMARILY BY OPERATORIES 4 NUMBER OF OPERATORIES USED PRIMARILY BY VOEINST(S) 4 NUMBER OF OPERATORIES USED PRIMARILY BY OPERATORIES 4 NUMBER OF OPERATORIES 1 NOT ON TO PURCHASE 1 NOT NOUL BUILDING Y YES OR NO N	OFFICE DATA				
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PRICE PER SQUARE FOOT WORK SCHEDULE PLANS AFTER SALE OF PRACTICE Leaving the area	PURCHASER MONTHLY PAYMENT				
WORK SCHEDULE PLANS AFTER SALE OF PRACTICE Leaving the area	PURCHASER CURRENT MONTHLY RENT				
PLANS AFTER SALE OF PRACTICE Leaving the area	PRICE PER SQUARE FOOT				
	WORK SCHEDULE				
DAYS/WEEK CURRENTLY WORKED 3.0	PLANS AFTER SALE OF PRACTICE	Leaving the area			
	DAYS/WEEK CURRENTLY WORKED	3.0			

PRACTICE DATA					
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	Νο				
RESULTS DESCRIBE INTERNAL MARKETING					
DESCRIDE INTERNAL MARKETING	None				
DESCRIBE EXTERNAL MARKETING	Coordo ado and fluora via anail mail				
DESCRIDE EXTERINAL MARKETING	Google ads and flyers via snail mail				
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Νο				
	INC				
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS, IV Sedation				
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes				
WHAT TYPE RECALL SYSTEM	Modento (via text & phone)				
WHAT TYPE COMPUTER SYSTEM	Dentrix				
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION D	ATA & REDUCED FEE PLANS				
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	439				
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	15				
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	8				
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	N/A				
HOW FAR AHEAD IS DENTIST SCHEDULED?	4 weeks				
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	N/A				
PRACTICE DATA					
% INCOME FROM CASH	0%				
% OF PATIENTS PAYING CASH					
% INCOME FROM INSURANCE	43%				
% OF PATIENTS WITH INSURANCE	49%				
% PRACTICE INCOME FROM CAPTITATION					
% OF PATIENTS WITH CAPITATION					
% PRACTICE INCOME FROM MEDICAID	57%				
% OF PATIENTS WITH MEDICAID % PRACTICE INCOME FROM REDUCED FEE PLANS	51% 57%				
% OF PATIENTS WITH REDUCED FEE PLANS	51%				
SCHEDULING DATA	5176				
MONDAY	Closed				
TUESDAY	8 AM - 5 PM				
WEDNESDAY	8 AM - 5 PM				
THURSDAY	8 AM - 5 PM				
FRIDAY	Closed				
SATURDAY	Closed				
	24				
ASSOCIATE HOURS WORKED PER WEEK HYGIENIST HOURS WORKED PER WEEK	N/A N/A				
DENTIST PATIENT VISITS PER YEAR					
	108				
	N/A				
NUMBER OF DAYS WORKED PER YEAR NUMBER OF WEEKS WORKED PER YEAR	58				
	19				
	\$15,317				
ACCOUNTS RECEIVABLES - CURRENT	\$4,610				
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$1,861				
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$8,845				
ACCOUNTS RECEIVABLE >90 DAYS					

31%						
25%						
4%						
8%						
25%						
8%						
100%						
Orthodontics, Oral Surgery, Endodontics, Perio						
N-						
No						
n						
\$98						
\$220						
\$122						
\$246						
\$172						
123%						
17,334						
Dollar General, Paragon Acquisitions, Inc.						
Within 12 miles from Nashville metro						
2021						
2021						

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	2021	Yes		\$47,859	\$23.00	
OFFICE MANAGER						
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT	2021	Yes		\$49,535	\$19.00	
ASSISTANT	2022	Yes		\$49,939	\$24.00	
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST						
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
3						
WHAT BENEFITS DO YOU		R THE S	TAFF?	401k, paid time off,	holiday pay	
				io ing pala anto ong		
COST OF BENEFITS PROV						
Deel of BEILEI Horikov			20122			
DO YOU	HIRE ANY UN		MILY MEMBERS?	Νο		
DO YOU HIRE ANY UNPAID FAMILY MEMBERS? No WHAT POSITION DO THEY HOLD?						
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 OVER/UNDER						
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER COMPENSATION FOR EACH						
COLLECTION CENTERS	;					
				1/1/2023 - 9/28/2023	2022	2021
		GRO	SS COLLECTIONS	\$113,028	\$91,543	\$20,975
		OWN	ER COLLECTIONS	\$77,989	\$63,165	\$14,473
HYGIENIST COLLECTIONS			\$35,039	\$28,378	\$6,502	
ASSOCIATE COLLECTIONS						
	ASSOCIATE COLLECTIONS					
	ASSOCIATE COLLECTIONS					
	ASSOCIATE COLLECTIONS					
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT \$0 \$0						
HYGIENIST - SALARY I					ΨŪ	
THOLENOT - OALANT I	DOLLAND	CONNIN		ΨV		

CONFORMITY DATA							
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes						
	•						
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	Yes						
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN No							
	-						
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No						
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT	No						
YOUR PRACTICE OF DENTISTRY?							
INSURANCE EXPLANATION	•						
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD							
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?							
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?							
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?							
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?							
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?							
TAXES AND LICENSES EXPLANATION							
TOTAL EXPENSE FOR TAXES	\$9,416						
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?	\$9,416						
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?	\$9,416						
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?							
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)? HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?							
PENSION EXPLANATION AND 401k COMBINED							
TOTAL EXPENSES FOR PENSION PLAN							
HOW MUCH OF TOTAL IS FOR STAFF							
HOW MUCH OF TOTAL IS FOR OWNER?							
BENEFITS EXPLANATION	•						
TOTAL EXPENSE FOR EMPLOYEE BENEFITS	\$150						
HOW MUCH OF TOTAL IS FOR STAFF?	\$150						
HOW MUCH OF TOTAL IS FOR OWNER?							
PLEASE LIST THE TOP TE PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE	% OF PRX INCOME						
	FROM THIS PLAN	THIS PLAN PAYS					
Accept most private insurance							