

ROANOKE AREA GENERAL PRACTICE		PRACTICE PRICE \$349,500
DATA FOR PRACTICE NUMBER 9406		
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.		
OFFICE DATA		
SQUARE FOOTAGE OF OFFICE	2,800	
EXPANDABLE FOOTAGE	Yes	
CURRENT MONTHLY RENTAL i.e. "1200"	\$2,000	
PRICE PER SQUARE FOOT	\$8.57	
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes	
NUMBER OF PARKING SPACES	14	
PROXIMITY OF PARKING PLACES	By building	
# EQUIPPED OPS	4	
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	1	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	2	
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2	
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES		
DO YOU OWN YOUR BUILDING? YES OR NO	YES	
DO YOU WISH TO SELL THE BUILDING? YES OR NO	YES	
APPRAISED BUILDING PRICE / WHEN?	250,000	
IF NOT APPRAISED, ESTIMATED BUILDING PRICE		
IF NOT FOR SALE, MO. RENTAL AMOUNT		
ANNUAL REAL ESTATE TAXES	\$2,500	
ANNUAL REAL ESTATE INSURANCE COST	\$2,400	
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	\$250,000	
PURCHASER MORTGAGE INTEREST RATE	4.50%	
PURCHASER MORTGAGE TERM - YEARS	20	
PURCHASER MONTHLY PAYMENT	\$1,582	
PURCHASER CURRENT MONTHLY RENT		
PRICE PER SQUARE FOOT	\$6.78	
WORK SCHEDULE		
PLANS AFTER SALE OF PRACTICE		Retirement
DAYS/WEEK CURRENTLY WORKED	4.0	
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 4TH YR		
DESIRED WORK DAYS/WEEK 5TH YR		
DESIRED WORK DAYS/WEEK 6TH YR		

<b>PRACTICE DATA</b>	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	Yes; Straine
RESULTS	More efficient
DESCRIBE INTERNAL MARKETING	
DESCRIBE EXTERNAL MARKETING	Local, Website, Word of Mouth
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes, Increased more business
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	No
WHAT TYPE RECALL SYSTEM	Phone, 6 month, 3 month-perio
WHAT TYPE COMPUTER SYSTEM	Eaglesoft 21
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	3,200
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	13
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	8
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	8
HOW FAR AHEAD IS DENTIST SCHEDULED?	Three Months
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	10 Days to 6 Months
<b>PRACTICE DATA</b>	
% INCOME FROM CASH	30%
% OF PATIENTS PAYING CASH	30%
% INCOME FROM INSURANCE	70%
% OF PATIENTS WITH INSURANCE	70%
% 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	
<b>SCHEDULING DATA</b>	
MONDAY	8 AM - 5 PM
TUESDAY	8 AM - 5 PM
WEDNESDAY	8 AM - 5 PM
THURSDAY	8 AM - 5 PM
FRIDAY	
SATURDAY	
SUNDAY	
OWNER HOURS WORKED PER WEEK	40
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	32
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	
NUMBER OF WEEKS WORKED PER YEAR	49
<b>COLLECTION DATA</b>	
WHAT IS YOUR COLLECTION PERCENTAGE	90%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$40,138
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$25,651
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$953
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$1,273
ACCOUNTS RECEIVABLE >90 DAYS	\$12,261

**WHAT PERCENTAGE OF THE PRACTICE INCOME IS:**

HYGIENIST PRODUCTION	20%
OPERATIVE	25%
PEDODONTICS	5%
ORTHODONTICS	
IMPLANTS	5%
REMOVABLE PROSTHETICS	10%
FIXED PROSTHETICS	5%
ENDODONTICS	5%
PERIODONTICS	10%
ORAL SURGERY	5%
COSMETIC	5%
TMJ TREATMENT	5%
SOFT TISSUE MANAGEMENT	
OTHER	
TOTAL	100%

WHAT SERVICES ARE REFERRED OUT? Some extractions, Molar Endo

**REVENUES SOURCES**

IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	No
IF SO HOW MUCH IN CURRENT PERIOD?	
IF SO , HOW MUCH FOR LAST YEAR?	
IF SO HOW MUCH FOR THE PREVIOUS YEAR?	
WHAT IS THE SOURCE OF THIS OTHER INCOME?	

**FEE SCHEDULE**

ADULT PROPHY 01110	\$56
TWO SURFACE ANTERIOR COMPOSITE 02331	\$198
CORE BUILD-UP 02950	\$238
CROWN - GOLD/PORCELAIN 02750	\$1,025
ANTERIOR CANAL ROOT CANAL 03310	
PANORAMIC X-RAY 00330	\$106
TWO SURFACE POSTERIOR COMPOSITE 02392	\$198
CROWN - PORCELAIN CERAMIC 02740	\$875
LABIAL PORCELAIN VENEER 02962	\$875
BICUSPID ROOT CANAL 03320	\$1,000
AVERAGE OF FEES	\$508
PERCENT OF FEE PARITY	96%

**DEMOGRAPHIC DATA**

WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	7,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	400,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES WITHIN	
MAJOR EMPLOYERS IN AREA	Kroger, Ply Gem, Ferrum College, Franklin County Schools, Harvester Performance
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Increased revenue due to downtown renovation/revitalization, tourism

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
FRONT OFFICE				\$21,489		
FRONT OFFICE				\$4,740		
INSURANCE						
OTHER FRONT DESK				\$18,432		
BOOKKEEPER						
ASSISTANT/INVENTORY	2013			\$54,000		
ASSISTANT				\$11,920		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST				\$23,232		
HYGIENIST				\$20,000		
HYGIENIST				\$7,940		
HYGIENIST/TEMP				\$2,048		
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				YMCA		
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE				\$504/year		
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 COMPENSATION FOR EACH						
COLLECTION CENTERS						
				\$44,032	2018	2017
GROSS COLLECTIONS				\$250,598	\$543,700	\$590,347
OWNER COLLECTIONS				\$200,478	\$434,960	\$472,278
HYGIENIST COLLECTIONS				\$50,120	\$108,740	\$118,069
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	\$0	
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				\$0		

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	Board Inspection - 2013	
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY?	Yes; back	
INSURANCE EXPLANATION		
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$22,000	
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?	\$12,000	
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?		
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?	\$6,000	
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	\$1,500	
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	\$2,500	
TAXES AND LICENSES EXPLANATION		
TOTAL EXPENSE FOR TAXES	\$15,000	
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?		
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?		
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?	\$2,400	
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	\$500	
HOW MUCH OF TOTAL IS FOR STAFF?	\$500	
HOW MUCH OF TOTAL IS FOR OWNER?		
	<b>% OF PRX INCOME</b>	<b>% OF YOUR FEE</b>
<b>PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE</b>	<b>FROM THIS PLAN</b>	<b>THIS PLAN PAYS</b>

