



Practice Appraisal Form

Confidential Chiropractic Practice Appraisal Form

PRACTICE INFORMATION		OFFICE DESCRIPTION	
Date Established:	1997	# Adjustment Rooms:	3
Date Practice Acquired:	1997	# Chairs in Waiting Room:	4
		# Chairs in Lobby:	10
At Current Location Since:	2008	Mini Kitchen	Yes
Reason for Selling: {Retiring, Illness, Moving, or Other}	Retiring, Relocating	Drs. Office: {YES or NO}	No
Does seller own or work out of another practice? {YES or NO}	No	# Seats Reception Work Area:	2
If YES, how far away?		X-Ray Room: {YES or NO}	No
Seller agrees to non-compete agreement? {YES or NO}	Yes	Dark Room: {YES or NO}	No
Type of Practice: {solo, group, other (explain)}	Solo	Educational/Lecture Room: {YES or NO}	No
List Techniques by %:	60% Diversified 20% Thompson 20% Activator	# Rest Rooms:	2
Associates: {YES or NO}	No	Parking Type: {Lot or Street}	Lot
If YES, how long?		# Parking Spaces {Lot only}:	Plenty
How much compensation \$		Signage Type:	2 Sign on building, 2 outside building.
Independent Contractors: {YES or NO}	No		
If YES, how long?			
Facility Type: {Prof/Med. Building, Free Standing, Strip Center or Home Office}	Professional Building		
LEASE INFORMATION		EQUIPMENT	
Square Feet:	-	X-Ray: {YES or NO}	
\$/mth / how many mths?	\$895	If YES, Make/Model/Year:	
Renewable? / \$ for Renew	Aug 2019	X-Ray Processor: {YES or NO}	
Purchase Option: {YES or NO}	No	If YES, Make/Model/Year:	
Lease Assignable: {YES or NO}	Yes	# Computers:	2

Utilities Included: {YES or NO}	Yes		Software:	Eclipse
Yr Last Remodeled	2008		Therapies: {YES or NO}	Yes
			# Therapies:	3
Any loans or equipment leases on practice? {YES or NO}	No		Therapy Types:	1. Mechanical roller table 2. Lumbar traction 3. Cervical traction
Anyone in practice involved in litigation, past or present? {YES or NO}	No		Therapies \$ Value:	\$50,000 Table

PRACTICE HOURS AND DOCTORS IN CHARGE:

	MON	TUES	WED	THURS	FRI	SAT
Office:	9-6	9-6	9-6	9-6	9-6	9-12
Providers (Optional Hours):	7:30-6	7:30-6	7:30-6	7:30-6	7:30-6	7:30-6
Associate						

GENERAL DESCRIPTION OF FACILITY:

The building is visible from the street. It is very close to New Mexico State University and local High school.

GENERAL DESCRIPTION OF SURROUNDING AREA INCLUDING THE SOCIOECONOMIC POPULATION THAT MAKES UP THE PRACTICE:

It is a growing upper middle class community. It is in close proximity to destination locations. The Historic town of Mesilla locates the office.

ADDITIONAL INFORMATION:

Additional to Chiropractic Income, a sublease 4 contract with providers in the amount of \$30,000.

PERSONNEL

Position/ Responsibility	FT/PT (# of hours)	Length	Salary/Comm.	Comments (Use # KEY below) (1)Key Employee (2)Recommended, (3)Due for Raise (4)Will Stay (5)Receives Benefits
1: Office Manager	28	1 year	\$10.20/hr	(1),(2),(4)
2: Receptionist	6-10	9 months	\$10/hr	(1),(2),(4)
3: Receptionist	3-10	3 months	\$10/hr	(1),(2),(4)
			\$	
			\$	
			\$	

FINANCIAL INFORMATION

	As of the Present Year	Previous Year	2 Years Previous
Gross Services	\$74,291 (Jan-Sept)	\$74,227	\$71,481
Gross Collections	\$89,131	\$124,177	\$120,001
Expenses	\$29,343	\$-	\$-
Net Income	\$47,000	\$47,692	\$-

Accounts Receivable	0-30 Days	31-60 Days	61-90 Days	91-120 Days	120+ Days
Total \$	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	
Does any of the Accounts Receivable belong to an associate or independent contractor?	No				

PATIENT INFORMATION

	As of the Present Year	Previous Year	2 Years Previous
# of Patient Visits	1,346	1,734	1,581
# of New Patients	157	199	185

PATIENT BREAKDOWN BY CATEGORY %				
Cash:	15%		Medicare:	5%
Major Medical:	25%		Welfare:	0%
Workers Comp:	0%		Other:	0%
Personal Injury:	2%			
PRACTICE INCOME BY CATEGORY %				
Cash:	8%		Medicare:	5%
Major Medical:	85%		Welfare:	0%
Workers Comp:	0%		Other:	0%
Personal Injury:	2%			
NEW PATIENT SOURCE BY %				
Internet:	50%		Direct Mail:	0%
Referral:	25%		Newspaper:	0%
Insurance:	24%		In-House Event:	0%
Telemarketing:	0%		Walk-In:	1%
Major Med:	0%		Sign:	0%

PATIENT FILES:					
# Total:	3000	# Active:	400	Average Age:	30
% HMO/PPO - Total Patient Visits:				90%	
% HMO/PPO - Total Income:				92%	
PATIENT BASE BY %:					
Male:	40%	Female:	60%	Pediatric:	0%