

PROFORMA INCOME STATEMENT

PRACTICE #HN-618

	Year end 2016	Adjustments	Proforma
Gross Receipts	168,516		168,516
Net Receipts	168,516		168,516
Expenses:			
Accounting	5,783		5,783
Automobile ¹	4,904	(4,904)	0
Bank Charges	351		351
Collection Service	100		100
Computer Expenses	5,073		5,073
Continuing Education	930		930
Credit Card Fees	836		836
Dental Supplies	10,176		10,176
Dues & Subscriptions	1,538		1,538
Employee Expenses ²	1,396	(1,396)	0
Insurance	3,026		3,026
Workers Comp	977		977
Interest Expense ³	70	(70)	0
Laboratory ⁴	20,932	(9,000)	11,932
License	383		383
Miscellaneous	56		56
Office Expense	1,052		1,052
Outside Services	150		150
Postage	1,062		1,062
Promotion	2,242		2,242
Rent	13,261		13,261
Repairs & Maintenance	1,763		1,763
Storage	961		961
Taxes & Licenses	8,483		8,483
Telephone	7,432		7,432
Utilities	2,991		2,991
Wages	72,691		72,691
TOTAL EXPENSES	168,619		
TOTAL ADJUSTMENTS		(15,370)	
TOTAL ADJUSTED EXPENSES			153,249
NET PROFIT	(103)		15,267
ADJUSTED NET PROFIT			15,267

NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Employee Expenses: Considered a one-time, non-recurring expense, of personal benefit.
- 3.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 4.) Laboratory: Adjusted to normalized lab expenses, estimated @ 6-7% of gross revenues

****Above data has not been audited by Western Practice Sales/John M. Cahill Associates. It is the Buyer's responsibility to verify if information is true and correct.**