

# PROFORMA INCOME STATEMENT

PRACTICE #JG-757 from P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Income - Dentist	389,297		389,297
Gross Income - Hygienist	368,996		368,996
Adjustments	21,799		21,799
Refunds	(26,333)		(26,333)
<b>Net Receipts</b>	<b>753,759</b>		<b>753,759</b>
<b>Expenses:</b>			
Accounting & Legal Fees	8,692		8,692
Advertising & Promotion	15,242		15,242
Automobile <sup>1</sup>	821	(821)	0
Bad Debts <sup>2</sup>	521	(521)	0
Bank Charges	7,674		7,674
Contributions	400		400
Dental Supplies	44,927		44,927
Depreciation <sup>3</sup>	9,932	(9,932)	0
Dues & Subscriptions <sup>4</sup>	4,199	(2,000)	2,199
Education	1,328		1,328
Employee Benefit Programs	15,387		15,387
Insurance	2,550		2,550
Workers' Comp	6,308		6,308
Interest Expense <sup>5</sup>	2,472	(2,472)	0
Medical Reimbursements	4,964		4,964
Office Expense & Postage	13,919		13,919
Payroll Processing Fees	2,355		2,355
Rent <sup>6</sup>	60,000	(14,000)	46,000
Repairs & Maintenance	27,171	(10,995)	16,176
Salaries & Wages			
Clerical	126,342		126,342
Hygienists	131,867		131,867
Officers <sup>7</sup>	202,000	(202,000)	0
Taxes			
CA State	800		800
Payroll <sup>8</sup>	28,156	(10,890)	17,266
Telephone & Answering Service	9,955		9,955
Uniforms	713		713
Utilities	4,828		4,828
<b>TOTAL EXPENSES</b>	<b>733,523</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(253,631)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>479,892</b>
<b>NET PROFIT</b>	<b>20,236</b>		<b>273,867</b>
<b>ADJUSTED NET PROFIT</b>			<b>273,867</b>

## NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Bad Debts: Considered of personal benefit to the owner.
- 3.) Depreciation: Considered a non-cash expense.
- 4.) Dues & Subscriptions: Adjustment considered of personal benefit to the owner.
- 5.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 6.) Rent: Adjusted to reflect true Rent costs.
- 7.) Salary-Officer: Considered of personal benefit to the owner.
- 8.) Taxes-Payroll: Adjustment reflects Doctor's portion of payroll taxes.

**\*\*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.**