

PROFORMA INCOME STATEMENT
PRACTICE # HN-773 P&L

	Year end 2016	Adjustments	Proforma
Dental Fees	255,629		255,629
Hygiene Fees	77,549		77,549
Refunds	(198)		(198)
Other Income	0		0
Net Receipts	332,980		332,980
Expenses:			
Advertising	614		614
Automobile ¹	7,651	(7,651)	0
Bank Charges	2,859		2,859
Continuing Education & Seminars	576		576
Dental Supplies	21,396		21,396
Dues & Subscriptions	1,449		1,449
Employee Benefit Programs	7,175		7,175
Insurance:			
Insurance	3,665		3,665
Worker's Comp	1,822		1,822
Interest Expense²			
Osburn	657	(657)	0
Wig	568	(568)	0
Janitorial	180		180
Laboratory	9,231		9,231
Legal & Accounting	7,670		7,670
Licenses & Permits	2,112		2,112
Meals & Entertainment ³	4,710	(4,710)	0
Miscellaneous	8,909		8,909
Office Supplies	3,835		3,835
Outside Services	3,694		3,694
Payroll:			
Assistants	69,744		69,744
Hygienist	17,793		17,793
Postage & Delivery	1,261		1,261
Professional Fees	150		150
Rent	43,530		43,530
Repairs & Maintenance	2,051		2,051
Storage & Equipment Rental ⁴	1,773	(1,773)	0
Taxes-Payroll	7,761		7,761
Taxes & Licenses	1,656		1,656
Telephone ⁵	10,337	(6,000)	4,337
Travel ⁷	10,767	(10,767)	0
Uniforms	91		91
Utilities	7,605		7,605
TOTAL EXPENSES	263,292		
TOTAL ADJUSTMENTS		(32,126)	
TOTAL ADJUSTED EXPENSES			231,166
NET PROFIT	69,688		101,814
ADJUSTED NET PROFIT			101,814

NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 3.) Meals and Entertainment: Considered of personal benefit to the owner.
- 4.) Storage & Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 5.) Telephone: Considered of personal benefit to the owner.
- 6.) Travel: Considered of personal benefit to the owner.

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