

**PROFORMA INCOME STATEMENT**  
PRACTICE #BC-793

	Year end 2016	Adjustments	Proforma
Gross Receipts	628,376		628,376
Returns and Allowances	(8,092)		(8,092)
<b>Net Receipts</b>	<b>620,284</b>		<b>620,284</b>
<b>Expenses:</b>			
Advertising	3,730		3,730
Amortization <sup>1</sup>	22,150	(22,150)	0
Associations & Subscriptions	984		984
Automobile <sup>2</sup>	2,077	(2,077)	0
Bank Charges	16		16
Business Promotion	2,322		2,322
Collection Expense	3,519		3,519
Computer Expenses	9,750		9,750
Continuing Education	492		492
Dental Supplies	45,548		45,548
Depreciation <sup>3</sup>	3,882	(3,882)	0
Employee Benefit Programs	3,711		3,711
Insurance	7,173		7,173
Interest Expense <sup>4</sup>	7,690	(7,690)	0
Laboratory	18,151		18,151
Legal & Professional <sup>5</sup>	12,334	(7,334)	5,000
Meals & Entertainment <sup>6</sup>	138	(138)	0
Office Expense	9,793		9,793
Outside Services <sup>7</sup>	22,640	(22,640)	0
Pension & Profit Sharing	3,569		3,569
Postage	420		420
Rent	56,495		56,495
Repairs & Maintenance	2,439		2,439
Taxes & Licenses	17,883		17,883
Telephone	2,138		2,138
Utilities	170		170
Wages	125,115		125,115
<b>TOTAL EXPENSES</b>	<b>384,329</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(65,911)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>318,418</b>
<b>NET PROFIT</b>	<b>235,955</b>		<b>301,866</b>
<b>ADJUSTED NET PROFIT</b>			<b>301,866</b>

NOTES
<p>1.) Amortization: Considered a non-cash expense.</p> <p>2.) Automobile: Considered of personal benefit to the owner.</p> <p>3.) Depreciation: Considered a non-cash expense.</p> <p>4.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.</p> <p>5.) Legal &amp; Professional: Adjustment considered of personal benefit to the owner.</p> <p>6.) Meals and Entertainment: Considered of personal benefit to the owner.</p> <p>7.) Outside Services: Adjustment reflects estimated salary paid to Associate DDS, whose services may not be needed by new Owner/Operator.</p> <p style="text-align: center;"><b>**Above data has not been audited by Western Practice Sales.</b></p> <p style="text-align: center;"><b>It is the Buyer's responsibility to verify if information is true and correct.</b></p>