

## PROFORMA INCOME STATEMENT

PRACTICE #Az-817 from P&L

	Jan - Dec 2017	Adjustments	Proforma
Gross Receipts	368,874		368,874
Refunds	(1,553)		(1,553)
<b>Net Receipts</b>	<b>367,321</b>		<b>367,321</b>
<b>Expenses:</b>			
Accounting & Legal	8,443		8,443
Advertising	1,503		1,503
Collection Expenses	7,533		7,533
Communications	5,999		5,999
Dental Supplies	31,380		31,380
Dues & Subscriptions	129		129
Employee Benefit Programs	8,823		8,823
Insurance	6,013		6,013
Interest Expense <sup>1</sup>	329	(329)	0
Laboratory	39,136		39,136
Laundry & Uniforms	499		499
Maintenance & Repairs	2,941		2,941
Meals & Entertainment <sup>2</sup>	63	(63)	0
Office Expense	3,972		3,972
Professional Services	2,612		2,612
Rent	28,424		28,424
Salaries & Wages	70,418		70,418
Hygiene <sup>3</sup>	40,574	(40,574)	0
Temporary Staff	17,734		17,734
Software Fees	2,016		2,016
Taxes-Payroll	9,538		9,538
Travel <sup>4</sup>	253	(253)	0
<b>TOTAL EXPENSES</b>	<b>288,332</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(41,219)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>247,113</b>
<b>NET PROFIT</b>	<b>78,989</b>		<b>120,208</b>
<b>ADJUSTED NET PROFIT</b>			<b>120,208</b>

### NOTES

- 1.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 2.) Meals and Entertainment: Considered of personal benefit to the owner.
- 3.) Salary-Hygiene: A practice this size would not warrant the services of a hygienist at this level.
- 4.) 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.**