

**PROFORMA INCOME STATEMENT**  
PRACTICE #HG-827 from P&L

	Jan - Dec 2016	Adjustments	Proforma
Gross Receipts	376,821		376,821
Refunds & Adjustments	(8,795)		(8,795)
Other Income	1,215		1,215
Trade	7,993		7,993
<b>Net Receipts</b>	<b>377,234</b>		<b>377,234</b>
<b>Expenses:</b>			
Advertising	26,139		26,139
Bank Charges	388		388
Commissions & Fees	10,340		10,340
Computer & Internet Expenses	447		447
Contributions <sup>1</sup>	100	(100)	0
Dental Supplies	29,995		29,995
Dues & Subscriptions	334		334
Employer Medical Expense <sup>2</sup>	2,600	(2,600)	0
Equipment Rental <sup>3</sup>	706	(706)	0
Insurance			
Property/Liability	3,176		3,176
Workers Comp	1,565		1,565
Interest Expense <sup>4</sup>	2,434	(2,434)	0
Laboratory	24,676		24,676
Licenses & Fees	2,014		2,014
Meals & Entertainment <sup>5</sup>	77	(77)	0
Miscellaneous	4		4
Office Expense	3,275		3,275
Other Income	1,215		1,215
Professional Development	957		957
Outside Services <sup>6</sup>	6,830	(6,830)	0
Rent <sup>7</sup>		24,000	24,000
Repairs & Maintenance	627		627
Salaries & Wages	106,743		106,743
Small Equipment & Tools <sup>8</sup>	1,009	(1,009)	0
Taxes-Payroll	10,131		10,131
Taxes & Licenses	6,400		6,400
Telephone	3,355		3,355
Uniforms	118		118
<b>TOTAL EXPENSES</b>	<b>245,655</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>10,244</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>255,899</b>
<b>NET PROFIT</b>	<b>131,579</b>		<b>121,335</b>
<b>ADJUSTED NET PROFIT</b>			<b>121,335</b>

**NOTES**

- 1.) Contributions: Considered of personal benefit to the owner.
- 2.) Employer Medical Expense: Considered of personal benefit to the owner.
- 3.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 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.
- 5.) Meals and Entertainment: Considered of personal benefit to the owner.
- 6.) Outside Services: Considered a one-time, non-recurring expense.
- 7.) Rent: Seller owns building. Adjusted to reflect true annualized rent, based on calculations of current approximate \$2,000.00/monthly rent.
- 8.) Small Equipment & Tools: Considered a one-time, non-recurring expense.

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