

**PROFORMA INCOME STATEMENT**  
PRACTICE #BG-843 Fiscal 12m P&L

	Oct '17-Sep '18	Adjustments	Proforma
Gross Receipts	1,062,052		1,062,052
Refunds	(13,832)		(13,832)
Interest	8		8
<b>Net Receipts</b>	<b>1,048,228</b>		<b>1,048,228</b>
<b>Expenses:</b>			
Advertising & Promotion	16,107		16,107
Associate Fees <sup>1</sup>	12,480	(12,480)	0
Automobile <sup>2</sup>	9,576	(9,576)	0
Continuing Education & Seminars <sup>3</sup>	7,465	(5,000)	2,465
Dental Supplies	132,914		132,914
Depreciation <sup>4</sup>	3,229	(3,229)	0
Dues & Subscriptions	1,846		1,846
Employee Benefit Programs	29,647		29,647
Equipment Rental <sup>5</sup>	141,000	(141,000)	0
Insurance	5,177		5,177
Interest Expense <sup>6</sup>	14,317	(14,317)	0
Laboratory	4,981		4,981
Laundry & Uniforms	601		601
Licenses & Taxes	1,399		1,399
Meals & Entertainment <sup>7</sup>	2,875	(2,875)	0
Office Expense	53,963		53,963
Office Supplies	16,431		16,431
Pension & Profit Sharing	552		552
401k Employer Match	1,575		1,575
Professional Fees	45,073		45,073
Rent	42,730		42,730
Repairs & Maintenance	9,798		9,798
Salaries & Wages			
Assistants	47,641		47,641
Front Office	87,628		87,628
Hygiene	65,736		65,736
Salary-Officer <sup>8</sup>	246,000	(246,000)	0
Taxes			
Franchise	494		494
Payroll	26,670		26,670
Personal Property	827		827
Real Property	106		106
Telephone	10,494		10,494
Travel <sup>9</sup>	1,068	(1,068)	0
Utilities	8,069		8,069
<b>TOTAL EXPENSES</b>	<b>1,048,470</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(435,543)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>612,926</b>
<b>NET PROFIT</b>		<b>(242)</b>	<b>435,302</b>
<b>ADJUSTED NET PROFIT</b>			<b>435,302</b>

**NOTES**

- 1.) Associate Fees: Estimated salary paid to Associate DDS working in practice.
- 2.) Automobile: Considered of personal benefit to the owner.
- 3.) Continuing Education & Seminars: Considered of personal benefit to the owner.
- 4.) Depreciation: Considered a non-cash expense.
- 5.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 6.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 7.) Meals and Entertainment: Considered of personal benefit to the owner.
- 8.) Salary-Officer: Considered of personal benefit to the owner.
- 9.) 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.**