

PROFORMA INCOME STATEMENT
PRACTICE #BG-843 Perio P&L

	End Sept 2017	Adjustments	Proforma
Gross Receipts	1,062,052		1,062,052
Refunds	(13,832)		(13,832)
Interest	8		8
Net Receipts	1,048,228		1,048,228
Expenses:			
Advertising & Promotion	16,107		16,107
Associate Fees ¹	12,480	(12,480)	0
Automobile ²	9,576	(9,576)	0
Continuing Education & Seminars ³	7,465	(5,000)	2,465
Dental Supplies	132,914		132,914
Depreciation ⁴	3,229	(3,229)	0
Dues & Subscriptions	1,846		1,846
Employee Benefit Programs	29,647		29,647
Equipment Rental ⁵	141,000	(141,000)	0
Insurance	5,177		5,177
Interest Expense ⁶	14,317	(14,317)	0
Laboratory	4,981		4,981
Laundry & Uniforms	601		601
Licenses & Taxes	1,399		1,399
Meals & Entertainment ⁷	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 ⁸	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 ⁹	1,068	(1,068)	0
Utilities	8,069		8,069
TOTAL EXPENSES	1,048,470		
TOTAL ADJUSTMENTS		(435,543)	
TOTAL ADJUSTED EXPENSES			612,926
NET PROFIT		(242)	435,302
ADJUSTED NET PROFIT			435,302

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.