

PROFORMA INCOME STATEMENT
PRACTICE #DN-898 from P&L

	Jan - Dec 2017	Adjustments	Proforma
Gross Receipts	671,290		671,290
Interest	1		1
Refunds	1,057		1,057
Patient Refunds	(2,801)		(2,801)
Net Receipts	669,548		669,548
Expenses:			
Advertising & Promotion	9,520		9,520
Automobile ¹	54	(54)	0
Bank Charges	2,874		2,874
Collection Agency	813		813
Computer & Internet	4,907		4,907
Dental Supplies	40,606		40,606
Dental Warranty Charge	565		565
Donation ²	495	(495)	0
Dues & Subscriptions	2,254		2,254
Finance Charges	74		74
Insurance			
Auto ³	164	(164)	0
Business Equipment	503		503
Disability	1,076		1,076
General Liability	359		359
Health ³	19,591	(19,591)	0
Other	545		545
Refunds	121		121
Workers Comp	1,929		1,929
Interest Expense ⁴	463	(463)	0
Janitorial	3,385		3,385
Laboratory	26,115		26,115
Licenses & Permits	38		38
Miscellaneous	915		915
Office Expenses	12,447		12,447
Water Bottles	245		245
Office Supplies	374		374
Payroll			
Labor	119,488		119,488
Processing Fee	588		588
Periodicals & Subscriptions	27		27
Postage & Delivery	130		130
Printing & Reproduction	72		72
Professional Fees	1,148		1,148
Rent	150,044		150,044
Repairs & Maintenance	2,364		2,364
Salaries & Wages			
Back Office	6,503		6,503
Endo	10,478		10,478
Front Office	4,322		4,322
Garnishment	732		732
GP ⁵	54,960	(54,960)	0
Hygiene	15,079		15,079
Ortho	26,307		26,307
OS	16,238		16,238
Pedo ⁵	3,074	(3,074)	0
Perio ⁵	1,567	(1,567)	0
Security	345		345
Storage	622		622
Tax			
Corporate	106		106
Income	227		227
Payroll	60,199		60,199
Payroll	18		18
Property	803		803
Telephone	6,875		6,875
Phone & Internet Hardware	260		260
Uncategorized	1		1
Uniforms	1,026		1,026
Utilities	7,823		7,823
TOTAL EXPENSES	621,858		
TOTAL ADJUSTMENTS		(80,367)	
TOTAL ADJUSTED EXPENSES			541,491
NET PROFIT	47,690		128,056
ADJUSTED NET PROFIT			128,056

NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Donation: Considered of personal benefit to the owner.
- 3.) Insurance: Auto & Health - Considered of personal benefit to the owner.
- 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.) Salaries & Wages: Eliminated GP & Pedo Salaries paid to Specialists, because Buyer will most likely assume these procedures.

****Above data has not been audited by Western Practice Sales.**

It is the Buyer's responsibility to verify if information is true and correct.