

**PROFORMA INCOME STATEMENT**  
PRACTICE #UT-877 from P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	258,503		258,503
Sales of Product Income	1,648		1,648
<b>Net Receipts</b>	<b>260,151</b>		<b>260,151</b>
<b>Expenses:</b>			
Accounting	3,422		3,422
Advertising and Promotion	4,464		4,464
Computer and Internet Expenses	727		727
Continuing Education	973		973
Credit Card Fees	2,330		2,330
Dental Supplies	12,080		12,080
Disability	404		404
Dues & Subscriptions	593		593
Employee Benefits	240		240
Insurance			
Malpractice	1,399		1,399
Worker's Comp	398		398
Laboratory	11,435		11,435
Licenses and Permits	857		857
Meals & Entertainment <sup>1</sup>	322	(322)	0
Office Expense	6,986		6,986
Payroll Expenses	108		108
Professional Fees-Marketing	1,015		1,015
Refunds	1,040		1,040
Rent <sup>2</sup>	13,000	(1,000)	12,000
Salaries & Wages <sup>3</sup>	129,001	(91,575)	37,426
Taxes	13,566		13,566
Telephone	2,487		2,487
Travel <sup>4</sup>	186	(186)	0
Uncategorized Expense	500		500
Utilities	3,423		3,423
<b>TOTAL EXPENSES</b>	<b>210,956</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(93,084)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>117,872</b>
<b>NET PROFIT</b>	<b>49,195</b>		<b>142,279</b>
<b>ADJUSTED NET PROFIT</b>			<b>142,279</b>

**NOTES**

- 1.) Meals and Entertainment: Considered of personal benefit to the owner.
- 2.) Rent: Adjusted to reflect actual rent of \$1,000/month.
- 3.) Salaries & Wages: Removed Officer Salary (personal benefit to Owner), Spouse salary (no office position), Associate & Hygiene Salary (these positions not required by new Owner).
- 4.) Travel Expense: 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.**