

# PROFORMA INCOME STATEMENT

PRACTICE #HG-734 from P&L

	Jan - Dec 2016	Adjustments	Proforma
Patient Fees	391,739		391,739
<b>Net Receipts</b>	<b>391,739</b>		<b>391,739</b>
<b>Expenses:</b>			
Accounting & Legal	4,025		4,025
Advertising	2,436		2,436
Bank Charges	88		88
Charity <sup>1</sup>	620	(620)	0
Dental Supplies	25,049		25,049
Depreciation <sup>2</sup>	6,370	(6,370)	0
Dues & Subscriptions	1,103		1,103
Gifts <sup>3</sup>	100	(100)	0
Insurance			
Malpractice Insurance	2,073		2,073
Worker's Comp	1,516		1,516
Interest Expense <sup>4</sup>	74	(74)	0
Laboratory	19,343		19,343
Meals & Entertainment <sup>5</sup>	348	(348)	0
Merchant Service Fees	2,581		2,581
Office	5,872		5,872
Office Meetings	446		446
Outside Services	3,448		3,448
Penalties	288		288
Postage	1,682		1,682
Refund & Returned Checks	1,822		1,822
Rent <sup>6</sup>		15,600	15,600
Salaries & Wages <sup>7</sup>	152,036	(50,000)	102,036
Seminars	755		755
Taxes			
Payroll	13,206		13,206
Property	2,543		2,543
Sales & Use Tax	573		573
Telephone	1,181		1,181
Uniform	1,100		1,100
Utilities	2,031		2,031
<b>TOTAL EXPENSES</b>	<b>252,710</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(41,912)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>210,797</b>
<b>NET PROFIT</b>	<b>139,029</b>		<b>180,941</b>
<b>ADJUSTED NET PROFIT</b>			<b>180,941</b>

## NOTES

- 1.) Charity: Considered of personal benefit to the owner.
- 2.) Depreciation: Considered a non-cash expense.
- 3.) Gifts: 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.) Meals and Entertainment: Considered of personal benefit to the owner.
- 6.) Rent: Seller owns building. Adjustment reflects annual mortgage payment, based on monthly rent of \$1,300.00.
- 7.) Salaries & Wages: Adjusted to reflect true salaries & wage range for a practice of this size.

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

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