

**PROFORMA INCOME STATEMENT**  
**PRACTICE #AG-944 12-month P&L**

	Jan - Dec 2017	Adjustments	Proforma
Gross Receipts	821,815		821,815
Other Income - Rebate	413		413
<b>Net Receipts</b>	<b>822,228</b>		<b>822,228</b>
<b>Expenses:</b>			
Accounting	1,838		1,838
Advertising/Marketing	23,503		23,503
Automobile <sup>1</sup>	14,223	(14,223)	0
Bank Service Charges	8,858		8,858
Computer Expense	640		640
Continuing Education <sup>2</sup>	7	(7)	0
Contract Services <sup>3</sup>	187,867	(150,008)	37,859
Contributions <sup>4</sup>	400	(400)	0
Dental Supplies	33,349		33,349
Dues & Subscriptions	4,795		4,795
Employee Benefits <sup>5</sup>	33,375	(2,553)	30,822
Fines & Penalties <sup>6</sup>	104	(104)	0
Insurance	8,612		8,612
Interest Expense <sup>7</sup>	10,960	(10,960)	0
Laboratory	109,713		109,713
Laundry & Cleaning	124		124
Legal Consulting	22		22
Licenses & Permits	25		25
Maintenance & Repairs	432		432
Meals & Entertainment <sup>8</sup>	8,188	(8,188)	0
Miscellaneous	(185)		(185)
Office Supplies & Expenses	17,593		17,593
Patient Relations	774		774
Postage & Delivery	114		114
Rent Expense	84,173		84,173
Salaries & Wages <sup>9</sup>	235,350	(29,259)	206,091
Taxes			
Franchise	1,476		1,476
Property	1,744		1,744
Telecommunications	2,532		2,532
Travel Expense <sup>10</sup>	3,734	(3,734)	0
<b>TOTAL EXPENSES</b>	<b>794,340</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(219,436)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>574,904</b>
<b>NET PROFIT</b>	<b>27,888</b>		<b>247,324</b>
<b>ADJUSTED NET PROFIT</b>			<b>247,324</b>

**NOTES**

- 1.) Automobile Expense: Considered of personal benefit to the owner.
- 2.) Charitable Contributions: Considered of personal benefit to the owner.
- 3.) Continuing Education: Considered of personal benefit to the owner.
- 4.) Contracted Services: Adjustment reflects estimated salary paid to Associate DDS, which will be eliminated.
- 5.) Employee Benefits: Considered of personal benefit to the owner.
- 6.) Fines & Penalties: Considered a one-time, non-recurring expense.
- 7.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 8.) Meals & Entertainment: Considered of personal benefit to the owner.
- 9.) Salaries & Wages: Considered of personal benefit to the owner.
- 10.) 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.**