

PROFORMA INCOME STATEMENT

PRACTICE #AG-944 9month P&L

	Jan - Sep 2019	Adjustments	Proforma
Gross Receipts	592,047		592,047
Patient Refunds	(20,988)		(20,988)
Net Receipts	571,059		571,059
Expenses:			
Advertising & Marketing	10,665		10,665
Automobile ¹	10,142	(10,142)	0
Bank Service Charges	774		774
Charitable Contributions ²	395	(395)	0
Computer Expense	1,046		1,046
Continuing Education & Training	649		649
Contract Services ³	34,280		34,280
Dental ³	87,320	(87,320)	0
Dental Equipment ⁴	500	(500)	0
Dental Supplies	24,799		24,799
Dues & Subscriptions	203		203
Software & Cloud	7,225		7,225
Gift Expense ⁵	99	(99)	0
Insurance	2,485		2,485
Health	4,923		4,923
Workers Comp	2,709		2,709
Interest Expense ⁶	20,057	(20,057)	0
Laboratory	21,647		21,647
Invisalign	33,883		33,883
Laundry & Cleaning	262		262
Licenses & Permits	731		731
Maintenance & Repairs	4,765		4,765
Meals & Entertainment ⁷	5,727	(5,727)	0
Merchant Fees	6,825		6,825
Office Supplies & Expenses	9,527		9,527
Office Meals ⁸	519	(519)	0
Parking	2,647		2,647
Patient Relations	933		933
Postage & Delivery	7		7
Processing Fee	4,068		4,068
Professional Services	80		80
Rent	61,094		61,094
Salaries & Wages ⁹	168,639	(10,228)	158,412
Taxes	1,892		1,892
Payroll	14,670		14,670
Telecommunications	1,677		1,677
Travel ¹⁰	3,128	(3,128)	0
Utilities	340		340
TOTAL EXPENSES	551,332		
TOTAL ADJUSTMENTS		(138,114)	
TOTAL ADJUSTED EXPENSES			413,218
NET PROFIT	19,726		157,841
ADJUSTED NET PROFIT			157,841

NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Charitable Contributions: Considered of personal benefit to the owner.
- 3.) Contract Services: Adjustment represents estimated salary paid to associate DDS.
- 4.) Dental Equipment: Considered a non-recurring, one-time expense.
- 5.) Gift Expense: Considered of personal benefit to the owner.
- 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 & Entertainment: Considered of personal benefit to the owner.
- 8.) Office Meals: Considered of personal benefit to the owner.
- 9.) Salaries & Wages: Adjustment reflects Doctor's salary, of personal benefit to the owner.
- 10.) 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.**