

**PROFORMA INCOME STATEMENT**

PRACTICE #RN-814 from P&L

	Jan - Dec 2017	Adjustments	Proforma
Gross Receipts	991,449		991,449
Returns and Allowances	(16,164)		(16,164)
<b>Net Receipts</b>	<b>975,285</b>		<b>975,285</b>
<b>Expenses:</b>			
Accounting & Tax Prep	5,000		5,000
Bookkeeping	13,500		13,500
Advertising & Promotion	22,468		22,468
Amortization <sup>1</sup>	453	(453)	0
Answering Service	773		773
Automobile <sup>2</sup>	1,136	(1,136)	0
Bank Service Charges	214		214
Collection Services	469		469
Computer Support & Maintenance	1,402		1,402
Consulting <sup>3</sup>	2,000	(2,000)	0
Continuing Education	3,087		3,087
Credit Card Discount Fees	19,195		19,195
Dental Supplies	49,084		49,084
Depreciation <sup>4</sup>	27,503	(27,503)	0
Dues & Subscriptions	3,083		3,083
Equipment Maintenance	986		986
Gifts <sup>5</sup>	3,120	(3,120)	0
Insurance			
General Liability	3,198		3,198
Group Health <sup>6</sup>	1,468	(1,468)	0
Life-City National <sup>6</sup>	3,254	(3,254)	0
Life-Personal <sup>6</sup>	5,808	(5,808)	0
Long Term Care <sup>6</sup>	2,958	(2,958)	0
Malpractice	4,996		4,996
Workers Comp	1,533		1,533
Internet & Cable	4,201		4,201
Janitorial	5,145		5,145
Laboratory	79,792		79,792
Laundry & Uniform	5,853		5,853
Legal	2,500		2,500
Licenses & Permits	5,887		5,887
Maintenance-Landscape	3,179		3,179
Meals & Entertainment <sup>7</sup>	843	(843)	0
Miscellaneous	76		76
Office Expense & Supplies	5,573		5,573
Outside Services	353		353
Pension Administration	2,950		2,950
Pension Plan <sup>8</sup>	83,018	(72,000)	11,018
Pest Control	176		176
Postage & Delivery	1,586		1,586
Printing	315		315
Rent <sup>9</sup>	104,640	(4,640)	100,000
Repairs & Maintenance			
Landscape Maintenance <sup>10</sup>	14,627	(14,627)	0
Office Building <sup>10</sup>	11,696	(11,696)	0
Snow Removal	405		405
Salaries & Wages <sup>11</sup>	161,782	(12,750)	149,032
Salary-Officer & Family + Payroll Tax <sup>12</sup>	257,355	(257,355)	0
Security	285		285
Staff Lunch Meetings	1,003		1,003
Stockholder Meeting	3,000		3,000
Storage Rental <sup>13</sup>	16,068	(16,068)	0
Subcontractor <sup>14</sup>	2,000	(2,000)	0
Taxes			
Payroll	19,315		19,315
Personal Property <sup>15</sup>	988	(988)	0
Sales/USE	139		139
Telephone	637		637
Cell <sup>16</sup>	2,524	(2,524)	0
Travel <sup>17</sup>	409	(409)	0
Utilities	8,444		8,444
<b>TOTAL EXPENSES</b>	<b>983,450</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(443,600)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>539,850</b>
<b>NET PROFIT</b>	<b>(8,165)</b>		<b>435,435</b>
<b>ADJUSTED NET PROFIT</b>			<b>435,435</b>

**NOTES**

- 1.) Amortization: Considered a non-cash expense.
- 2.) Automobile: Considered of personal benefit to the owner.
- 3.) Consulting: Considered of personal benefit to the owner.
- 4.) Depreciation: Considered a non-cash expense.
- 5.) Gifts: Considered of personal benefit to the owner.
- 6.) Insurance: All insurance adjustments considered of personal benefit to the owner.
- 7.) Meals and Entertainment: Considered of personal benefit to the owner.
- 8.) Pension Plan: Adjustment considered of personal benefit to the owner.
- 9.) Rent: Adjusted to reflect true annualized rent expenses.
- 10.) Repairs & Maintenance: Adjustment reflects one-time, non-recurring expense for parking lot & property repairs.
- 11.) Salaries & Wages: Adjusted estimated salary and related payroll taxes paid to family member.
- 12.) Salary-Officer: Adjustment for Doctor's & Spouse' salary.
- 13.) Storage Rental: Considered a non-recurring expense for new Owner, of personal benefit
- 14.) Subcontractor: Adjustment reflects a one-time, non-recurring fee paid to Orthodontist for service on a specific case.
- 15.) Taxes: Considered of personal benefit to the owner.
- 16.) Telephone: Cell phone considered of personal benefit to the owner.
- 17.) 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.**