

**PROFORMA INCOME STATEMENT**  
PRACTICE # CC-963

	Year end 2017	Adjustments	Proforma
Gross Receipts	936,483		936,483
<b>Net Receipts</b>	<b>936,483</b>		<b>936,483</b>
<b>Expenses:</b>			
Accounting	17,678		17,678
Advertising	35,943		35,943
Bank Charges	22,191		22,191
Computer Expenses	6,025		6,025
Cost of Goods Sold <sup>1</sup>			
Dental Supplies	45,904		45,904
Hygiene	3,651		3,651
Laboratory	53,044		53,044
Miscellaneous	2,275		2,275
Ortho	6,826		6,826
Patterson	64,136		64,136
Depreciation <sup>2</sup>	3,162	(3,162)	0
Dues & Subscriptions <sup>3</sup>	5,359	(3,000)	2,359
Education <sup>4</sup>	13,154	(10,000)	3,154
Employee Benefit Programs <sup>5</sup>	48,415	(44,080)	4,335
Equipment Rental <sup>6</sup>	2,998	(2,998)	0
Insurance	12,755		12,755
Interest Expense <sup>7</sup>	5,990	(5,990)	0
Legal & Professional Services	2,500		2,500
Miscellaneous	450		450
Office Expense	6,469		6,469
Outside Services	2,329		2,329
Postage	876		876
Reimbursements	4,833		4,833
Rent <sup>8</sup>		36,720	36,720
Repairs & Maintenance	3,992		3,992
Salaries & Wages <sup>9</sup>	294,596	(23,050)	271,546
Security	1,087		1,087
Taxes & Licenses <sup>10</sup>	39,077	(2,240)	36,837
Telephone <sup>11</sup>	12,234	(9,000)	3,234
Uniforms	308		308
Utilities	8,767		8,767
<b>TOTAL EXPENSES</b>	<b>727,024</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(66,800)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>660,224</b>
<b>NET PROFIT</b>	<b>209,459</b>		<b>276,259</b>
<b>ADJUSTED NET PROFIT</b>			<b>276,259</b>

NOTES
1.) Cost of Goods Sold: See breakdown of detailed costs per Seller's P&L below. Patterson expenses represent additional dental supplies
2.) Depreciation: Considered a non-cash expense.
3.) Dues & Subscriptions: Adjustment considered of personal benefit to the owner.
4.) Education: Adjustment considered of personal benefit to the owner.
5.) Employee Benefit Programs: Adjustment considered of personal benefit to Doctor & family.
6.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
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.) Rent: Seller owns building. Estimated rent for new owner.
9.) Salaries & Wages: Adjustment reflects estimated personal benefit to family member.
10.) Taxes & Licenses: Adjustment considered estimated taxes of personal benefit to family.
11.) Telephone: Adjusted to reflect true office phone costs @ \$225.00/per month.
<b>**Above data has not been audited by Western Practice Sales.</b>
<b>It is the Buyer's responsibility to verify if information is true and correct.</b>