

PROFORMA INCOME STATEMENT
PRACTICE #LV-866

	2016 Corp Ret	Adjustments	Proforma
Gross Receipts	1,122,529		1,122,529
Returns and Allowances	(3,004)		(3,004)
Net Receipts	1,119,525		1,119,525
Expenses:			
Advertising ¹	30,381	(12,000)	18,381
Bank Fees	18,028		18,028
Commissions	323		323
Computer Expenses	10,947		10,947
Continuing Education ²	9,025	(6,500)	2,525
Dental Supplies	114,292		114,292
Depreciation ³	51,645	(51,645)	0
Dues & Subscriptions ⁴	3,108	(2,000)	1,108
Equipment Lease ⁵	267	(267)	0
Equipment Rental ⁵	1,252	(1,252)	0
Equipment-Small ⁵	6,035	(6,035)	0
Furniture-Small ⁵	3,860	(3,860)	0
Insurance	7,427		7,427
Interest Expense ⁶	2,984	(2,984)	0
Laboratory	49,831		49,831
Licenses & Permits	2,731		2,731
Meals & Entertainment ⁷	1,034	(1,034)	0
Office Expense ⁸	47,214	(6,820)	40,394
Outside Services ⁹	6,004	(2,825)	3,179
Postage	1,915		1,915
Printing & Reproduction	1,880		1,880
Professional Fees ¹⁰	14,453	(697)	13,756
Rent ¹¹	98,226	(16,952)	81,274
Repairs & Maintenance	6,475		6,475
Salaries & Wages ¹²	441,328	(57,085)	384,243
Salary-Officer ¹³	75,000	(75,000)	0
Taxes-Payroll ¹³	50,674	(7,000)	43,674
Taxes-Property	1,859		1,859
Taxes-Sales	1,035		1,035
Telephone	1,152		1,152
Travel ¹⁴	6,293	(6,293)	0
Uniforms	164		164
Utilities	7,629		7,629
TOTAL EXPENSES	1,074,471		
TOTAL ADJUSTMENTS		(260,249)	
TOTAL ADJUSTED EXPENSES			814,222
NET PROFIT	45,054		305,303
ADJUSTED NET PROFIT			305,303

NOTES

- 1.) Advertising: Considered a one-time, non-recurring expense for marketing purposes.
- 2.) Continuing Education: Adjustment considered of personal benefit to the owner.
- 3.) Depreciation: Considered a non-cash expense.
- 4.) Dues & Subscriptions: Adjustment considered of personal benefit to the owner.
- 5.) Equipment Lease/Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 5.) Equipment-Small: Considered a one-time, non-recurring expense, of benefit to 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 and Entertainment: Considered of personal benefit to the owner.
- 8.) Office Expense: One-time set-up fee for janitorial services, non-recurrent expense.
- 9.) Outside Services: Considered a one-time, non-recurring expense for services.
- 10.) Professional Fees: Considered a one-time, non-recurrent expense.
- 11.) Rent: Seller owns building. Adjusted to reflect Fair Market Rent for Buyer.
- 12.) Salaries & Wages: Estimated salary paid to Associate, whose services terminated in Jan 2017.
- 13.) Salary-Officer: Considered of personal benefit to the owner.
- 13.) Taxes-Payroll: Adjusted taxes pertaining to Seller's salary.
- 14.) 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.**