

PROFORMA INCOME STATEMENT
PRACTICE #LV-866 from P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	970,125		970,125
Interest Income	55		55
Refunds	(14,504)		(14,504)
Net Receipts	955,676		955,676
Expenses:			
Bank Fees	14,071		14,071
Accounting	2,933		2,933
Charity ¹	870	(870)	0
Computer Expenses	22,261		22,261
Consulting ²	5,900	(5,900)	0
Continuing Education ³	5,647	(3,000)	2,647
Contract Labor	8,307		8,307
Dental Equipment-Small ⁴	4,145	(4,145)	0
Dental Supplies	81,705		81,705
Implant	10,073		10,073
Depreciation ⁵	16,669	(16,669)	0
Dues & Subscriptions	330		330
Equipment Lease & Rental ⁶	1,259	(1,259)	0
Insurance			
Liability	2,442		2,442
Life ⁷	2,380	(2,380)	0
Medical ⁸	11,942	(3,842)	8,100
Medical Bond	550		550
Malpractice	2,942		2,942
Workers Comp	4,147		4,147
Interest Expense ⁹	1,164	(1,164)	0
Laboratory	32,240		32,240
Licenses & Permits	1,659		1,659
Marketing ¹⁰	27,815	(24,227)	3,588
Meals & Entertainment ¹¹	287	(287)	0
Office ¹²	26,871	(1,894)	24,977
Office Equipment - Small ⁴	181	(181)	0
Office Supplies	4,149		4,149
Postage & Delivery	683		683
Recruit ¹³	70	(70)	0
Rent ¹⁴	98,226	(16,952)	81,274
Repairs ¹⁵	6,744	(6,744)	0
Salaries & Wages	335,625		335,625
Sick	3,942		3,942
Vacation	6,186		6,186
Salary-Officer ¹⁶	72,000	(72,000)	0
Taxes			
Federal Unemployment	525		525
Medicare ¹⁷	31,344	(6,190)	25,154
Property	2,353		2,353
Sales	300		300
State	9,376		9,376
Telephone	1,087		1,087
Temporary Staffing ¹⁸	1,516	(1,516)	0
Travel & Entertainment ¹⁹	941	(941)	0
Utilities	7,922		7,922
TOTAL EXPENSES	871,780		
TOTAL ADJUSTMENTS		(170,232)	
TOTAL ADJUSTED EXPENSES			701,548
NET PROFIT	83,896		254,127
ADJUSTED NET PROFIT			254,127

NOTES

- 1.) Charity: Considered of personal benefit to the owner.
- 2.) Consulting: Considered of personal benefit to the owner.
- 3.) Continuing Education: Considered of personal benefit to the owner.
- 4.) Equipment-Dental & Office: Considered a one-time, non-recurring expense.
- 5.) Depreciation: Considered a non-cash expense.
- 6.) Equipment Lease & Rental: Considered a non-recurring expense. Outstanding equipment leases/rentals are normally paid off from the proceeds from the sale of the practice.
- 7.) Insurance-Life: Considered of personal benefit to the owner.
- 8.) Insurance-Medical: Adjusted to reflect actual Employee medical benefits, true annual expense.
- 9.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 10.) Marketing: Adjusted all one-time, non-recurring & optional expenses. DemandForce of \$3588 is true annual marketing expense for new Owner/Operator.
- 11.) Meals & Entertainment: Considered of personal benefit to the owner.
- 12.) Office: Adjusted one-time, non-recurring expenses.
- 13.) Recruit: Considered a one-time, non-recurring expense.
- 14.) Rent: Seller owns building. Adjusted to reflect true annualized Fair Market Rent for Buyer.
- 15.) Repairs: Seller owns building. Expenses would be covered under terms of lease w new Owner.
- 16.) Salaries-Officer: Considered of personal benefit to the owner.
- 17.) Taxes-Medicare: Considered of personal benefit to the owner.
- 18.) Temporary Staffing: Considered a one-time, non-recurring expense.
- 19.) Travel & Entertainment: 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.**