

PROFORMA INCOME STATEMENT
PRACTICE #DN-959 from P&L

	Dec - Jan 2018	Adjustments	Proforma
Gross Receipts	1,139,341		1,139,341
Interest Income	3		3
NSF Checks	(382)		(382)
Refunds	(24,931)		(24,931)
Net Receipts	1,114,032		1,114,032
Expenses:			
Accounting & Financial	12,876		12,876
Advertising	1,256		1,256
Amortization ¹	646	(646)	0
Answering Service	4,340		4,340
Automobile ²	6,653	(6,653)	0
Bank Service Charges	13,651		13,651
Bookkeeping	3,275		3,275
Computer Expenses ³	17,405	(15,264)	2,141
Consulting ⁴	4,867	(4,867)	0
Continuing Education ⁵	1,312	(1,312)	0
Contributions ⁶	675	(675)	0
Dental Supplies	87,718		87,718
Implant Supplies	98,068		98,068
Depreciation ⁷	6,830	(6,830)	0
Donations ⁶	50	(50)	0
Dues, Licenses, Journals ⁸	2,511	(2,511)	0
Equipment Rental ⁹	472	(472)	0
Fees Paid	26		26
Insurance			
General Liability	1,216		1,216
Medical	43,625		43,625
Workers Comp	8,654		8,654
Interest Expense ¹⁰	12,257	(12,257)	0
Laboratory	3,623		3,623
Legal	1,145		1,145
Laundry & Linen	968		968
Meals & Entertainment ¹¹	5,483	(5,483)	0
Office Supplies ¹²	39,131	(12,000)	27,131
Payroll			
Hygiene	106,069		106,069
Staff ¹³	237,292	(29,760)	207,532
Pension Administration	12,575		12,575
Postage	3,201		3,201
Promotion	1,058		1,058
Printed Materials	2,657		2,657
Estimated Annual Mortgage ¹⁴		51,600	51,600
Association Dues	5,719		5,719
Repairs & Maintenance	12,050		12,050
Storage ¹⁵	2,225	(2,225)	0
Staff Gifts ¹⁶	5,100	(5,100)	0
Staff Meetings & Lunches ¹⁷	3,451	(3,451)	0
Subscriptions and Books	1,103		1,103
Taxes			
Payroll ¹⁸	27,607	(4,119)	23,489
Property-Personal	6,014		6,014
Property	2,995		2,995
Taxes & Licences	172		172
Telephone	10,872		10,872
Travel ¹⁹	962	(962)	0
Uniforms	775		775
Utilities	3,736		3,736
TOTAL EXPENSES	824,364		
TOTAL ADJUSTMENTS		(63,035)	
TOTAL ADJUSTED EXPENSES			761,329
NET PROFIT	289,668		352,703
ADJUSTED NET PROFIT			352,703

NOTES
1.) Amortization: Considered a non-cash expense.
2.) Automobile: Considered of personal benefit to the owner.
3.) Computer Expenses: Considered a non-recurring expense.
4.) Consulting: Considered of personal benefit to the owner.
5.) Continuing Education: Considered of personal benefit to the owner.
6.) Contributions & Donations: Considered of personal benefit to the owner.
7.) Depreciation: Considered a non-cash expense.
8.) Dues, Licenses & Journals: Considered of personal benefit to the owner.
9.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
10.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
11.) Meals & Entertainment: Considered of personal benefit to the owner.
12.) Office Supplies: Considered of personal benefit to the owner.
13.) Payroll-Staff: Adjusted for spouses wages who's position is not required.
14.) Estimated Annual Mortgage: Seller owns building. Adjustment reflects annual mortgage payment new owner would expect to pay with purchase price of \$650,000 amortized for 20 yr @ 5%, monthly payment would be approximately \$4,300.
15.) Storage: Considered optional and non-recurring expense.
16.) Staff Gifts: Considered of personal benefit to the owner.
17.) Staff Meetings & Lunches: Considered of personal benefit to the owner.
18.) Taxes - Payroll: Adjusted for Spouses estimated payroll taxes.
19.) 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.