

**PROFORMA INCOME STATEMENT**

PRACTICE #LV-971 from P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	491,246		491,246
Refunds	(1,400)		(1,400)
Other Income-Cash Back Reward	982		982
<b>Net Receipts</b>	<b>490,828</b>		<b>490,828</b>
<b>Expenses:</b>			
Accounting	3,225		3,225
Advertising	11,094		11,094
Automobile <sup>1</sup>	9,854	(9,854)	0
Bank Charges	274		274
Bonus <sup>2</sup>	1,470	(1,470)	0
Bookkeeping	1,698		1,698
Charitable Contribution <sup>3</sup>	1,150	(1,150)	0
Computer Expenses	2,261		2,261
Consulting <sup>4</sup>	401	(401)	0
Continuing Education	1,033		1,033
Contract Labor	3,245		3,245
Credit Card Settlement Fees <sup>5</sup>	10,216	(10,216)	0
Dental Supplies	23,801		23,801
Dry Cleaning	626		626
Dues & Subscriptions	3,214		3,214
eClaims	820		820
Education Fund <sup>6</sup>	500	(500)	0
Employee Benefits	2,520		2,520
Equipment Lease <sup>7</sup>	1,540	(1,540)	0
Facilities Expense	486		486
General Expense	280		280
Gifts <sup>8</sup>	1,157	(1,157)	0
Insurance			
Health <sup>9</sup>	16,465	(16,465)	0
Malpractice	3,335		3,335
Workers Comp	2,983		2,983
Interest Expense <sup>10</sup>	10	(10)	0
Internet	769		769
Laboratory	33,824		33,824
Lab Supplies	5,090		5,090
Legal	350		350
Licenses & Permits	1,334		1,334
Marketing	8,349		8,349
Meals & Entertainment <sup>11</sup>	922	(922)	0
Office Expense	10,540		10,540
Office Supplies	8,890		8,890
Owner Expenses-Other	707		707
Payroll Service Fees <sup>12</sup>	44,808		44,808
Photographer <sup>13</sup>	125	(125)	0
Postage & Delivery	1,128		1,128
Promotion	20		20
Reconciliation Discrepancies	0		0
Rent <sup>14</sup>	121,060	(22,970)	98,090
Repairs & Maintenance	4,304		4,304
Salaries & Wages <sup>12</sup>	58,329		58,329
Salary-Officer <sup>15</sup>	72,000	(72,000)	0
Taxes			
Payroll	5,409		5,409
Property	1,014		1,014
Telephone	5,374		5,374
Travel & Entertainment <sup>16</sup>	11,379	(11,379)	0
Uniforms	140		140
Utilities	250		250
Website Development	500		500
<b>TOTAL EXPENSES</b>	<b>500,272</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(150,158)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>350,113</b>
<b>NET PROFIT</b>	<b>(9,443)</b>		<b>140,715</b>
<b>ADJUSTED NET PROFIT</b>			<b>140,715</b>

NOTES
1.) Automobile: Considered of personal benefit to the owner.
2.) Bonus: Considered of personal benefit to the owner.
3.) Charitable Contribution: Considered of personal benefit to the owner.
4.) Consulting: Considered of personal benefit to the owner.
5.) Credit Card Settlement Fees: Considered a one-time, non-recurring expense.
6.) Education Fund: Considered of personal benefit to the owner.
7.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
8.) Gifts: Considered a non-recurring expense or of personal benefit to the owner.
9.) Insurance-Health: Considered of personal benefit to the owner.
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 and Entertainment: Considered of personal benefit to the owner.
12.) Payroll Service Fees/Salaries & Wages: Both of these categories reflect the salaries and wages of the employees of the practice.
13.) Photographer: Considered a non-recurring expense or of personal benefit to the owner.
14.) Rent: Adjusted to current rent amount of \$98,090 / yr (\$8,174.00/month)
15.) Salary-Officer: Considered of personal benefit to the owner.
16.) Travel: Considered of personal benefit to the owner.
<b>**Above data has not been audited by Western Practice Sales. It is the Buyer's responsibility to verify if information is true and correct.</b>