

PROFORMA INCOME STATEMENT
PRACTICE #AG-990 from P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	403,033		403,033
Net Receipts	403,033		403,033
Expenses:			
Accounting	7,502		7,502
Bank & Service Charges	747		747
Continuing Education-Doctor	75		75
Credit Adjustments	13,063		13,063
Dental Equipment ¹	2,072	(2,072)	0
Dental Supplies	14,870		14,870
Dues & Subscriptions	2,675		2,675
Employee Benefit Programs			0
Medical Insurance	3,900		3,900
Salary Reduction	2,400		2,400
Equipment Lease ²	3,361	(3,361)	0
Insurance			
Business Property	4,193		4,193
Disability	3,133		3,133
HSA	1,096		1,096
Liability	3,087		3,087
Medical Premium	1,815		1,815
Workers Comp	1,452		1,452
Interest Expense ³	10,716	(10,716)	0
Laboratory	24,619		24,619
Invisalign	10,176		10,176
Legal & Professional	7,900		7,900
Laundry	1,021		1,021
Meals & Entertainment ⁴	1,862	(1,862)	0
Office Supplies	4,028		4,028
Patient Refunds	1,263		1,263
Postage	121		121
Patient Transportation	12		12
Promotion	7,274		7,274
Internal Marketing	792		792
Recall Gift ⁵	500	(500)	0
Rent	82,203		82,203
Garage	3,380		3,380
Storage	772		772
Repairs & Maintenance			
Equipment	3,375		3,375
Office Maintenance	143		143
Returned Check NSF	104		104
Salaries & Wages			
Hygiene ⁶	38,226	(38,226)	0
Draw ⁷	22,154	(22,154)	0
Staff	80,436		80,436
Taxes			
Business (local)	2,097		2,097
Payroll	33,254		33,254
Telephone & Utilities	7,926		7,926
Temporary Staff ⁸	1,650	(1,650)	0
TOTAL EXPENSES	411,444		
TOTAL ADJUSTMENTS		(80,541)	
TOTAL ADJUSTED EXPENSES			330,904
NET PROFIT	(8,412)		72,129
ADJUSTED NET PROFIT			72,129

NOTES
1.) Dental Equipment: Considered a one-time, non-recurring discretionary expense.
2.) Equipment Lease: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
3.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
4.) Meals and Entertainment: Considered of personal benefit to the owner.
5.) Promotion-Gift: Adjustment considered of personal benefit to the owner.
6.) Salaries-Hygiene: A practice this size would not warrant the salary of a Hygienist.
7.) Salary-Draw: Considered of personal benefit to the owner.
8.) Temporary Staff: Considered a one-time, non-recurring expense.
**Above data has not been audited by Western Practice Sales.
It is the Buyer's responsibility to verify if information is true and correct.