

**PROFORMA INCOME STATEMENT**  
PRACTICE #EN-976 from P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	921,374		921,374
Other Income-Delta Settlement	10,524		10,524
Interest Income	3		3
<b>Net Receipts</b>	<b>931,901</b>		<b>931,901</b>
Expenses:			
Answering Services	1,201		1,201
Advertising	5,274		5,274
Bank & Credit Card Charges	6,480		6,480
Contract Labor <sup>1</sup>	46,872	(46,872)	0
Computer Software Lease	12,921		12,921
Dental Supplies	49,980		49,980
Continuing Education <sup>2</sup>	6,591	(4,000)	2,591
Dues & Subscriptions	1,905		1,905
Employee Benefit Programs <sup>3</sup>	52,573	(32,158)	20,415
Insurance	10,750		10,750
Malpractice	3,757		3,757
Workers Comp	4,113		4,113
Interest Expense <sup>4</sup>	4,532	(4,532)	0
Janitorial	1,870		1,870
Laboratory	65,263		65,263
Legal & Professional	3,087		3,087
Meals & Entertainment <sup>5</sup>	3,375	(3,375)	0
Miscellaneous	1,181		1,181
Office Expense	11,832		11,832
Office Supplies	10,586		10,586
Patient Refunds	577		577
Promotion	4,609		4,609
Rent	92,532		92,532
Repairs	2,032		2,032
Salaries & Wages <sup>6</sup>	275,922	(31,543)	244,378
Taxes & Licenses	9,130		9,130
Taxes-Payroll	15,872		15,872
Telephone	10,891		10,891
Unreimbursed Expenses <sup>7</sup>	7,294	(7,294)	0
Unreimbursed Expenses <sup>7</sup>	2,150	(2,150)	0
Utilities	13,294		13,294
Website Maintenance	828		828
<b>TOTAL EXPENSES</b>	<b>739,273</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(131,925)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>607,348</b>
<b>NET PROFIT</b>	<b>192,628</b>		<b>324,553</b>
<b>ADJUSTED NET PROFIT</b>			<b>324,553</b>

**NOTES**

- 1.) Contract Labor: Adjustment reflects fees paid to Temporary Agency for Hygienists, whose services may not be needed by new Owner/Operator.
- 2.) Continuing Education: Considered of personal benefit to the owner.
- 3.) Employee Benefit Programs: Considered of personal benefit to the owner.
- 4.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 5.) Meals and Entertainment: Considered of personal benefit to the owner.
- 6.) Salaries & Wages: Adjustment reflects estimated salary paid to Associate Dentist, whose services may not be needed by new Owner/Operator.
- 7.) Unreimbursed Expenses: 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.**