

**PROFORMA INCOME STATEMENT**  
PRACTICE # IC-975 P&L

	Year end 2017	Adjustments	Proforma
Collections	332,167		332,167
Collections - Other <sup>1</sup>	331		331
Other Income	5,318		5,318
Refund & Returned Checks	(1,683)		(1,683)
<b>Net Receipts</b>	<b>336,133</b>		<b>336,133</b>
<b>Expenses:</b>			
Accounting	6,190		6,190
Advertising	3,245		3,245
Amortization <sup>2</sup>	4,747	(4,747)	0
Automobile <sup>3</sup>	7,062	(7,062)	0
Bank Charges	43		43
Computer Expenses	5,736		5,736
Continuing Education	468		468
Dental Supplies	18,720		18,720
Depreciation <sup>4</sup>	30,607	(30,607)	0
Dues & Subscriptions	897		897
Insurance-Worker's Comp	1,910		1,910
Interest Expense <sup>5</sup>	8,888	(8,888)	0
Janitorial	5,073		5,073
Laboratory	20,923		20,923
Meals & Entertainment <sup>6</sup>	926	(926)	0
Merchant Fees	3,744		3,744
Office Expense	7,876		7,876
Rent	18,863		18,863
Repairs & Maintenance	705		705
Salaries & Wages	47,046		47,046
Assistant	32,069		32,069
Associate DDS <sup>7</sup>	9,410	(9,410)	0
Taxes-Payroll	10,188		10,188
Taxes, Fees & Licenses	2,627		2,627
Telephone	2,488		2,488
Waste Disposal	2,291		2,291
<b>TOTAL EXPENSES</b>	<b>252,742</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(61,640)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>191,102</b>
<b>NET PROFIT</b>	<b>83,391</b>		<b>145,031</b>
<b>ADJUSTED NET PROFIT</b>			<b>145,031</b>

**NOTES**

- 1.) Other Collections: Income generated from another practice location.
- 2.) Amortization: Considered a non-cash expense.
- 3.) Automobile: Considered of personal benefit to the owner.
- 4.) Depreciation: Considered a non-cash expense.
- 5.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 6.) Meals and Entertainment: Considered of personal benefit to the owner.
- 7.) Salaries-Associate DDS: Adjustment reflects estimated salary paid temporary Associate Dentist, whose services might not be needed in a practice this size.

**\*\*Above data has not been audited by Western Practice Sales.**

**It is the Buyer's responsibility to verify if information is true and correct.**