

**PROFORMA INCOME STATEMENT**  
PRACTICE #BC-1010 12-month P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	314,590		314,590
Interest Income	6		6
Other Income	2,760		2,760
Refunds	(1,156)		(1,156)
<b>Net Receipts</b>	<b>316,200</b>		<b>316,200</b>
<b>Expenses:</b>			
Accounting <sup>1</sup>	10,397	(5,000)	5,397
Advertising	15,892		15,892
Amortization <sup>2</sup>	1,903	(1,903)	0
Charitable Contribution <sup>3</sup>	538	(538)	0
Computer Expenses	5,142		5,142
Dental Supplies	17,792		17,792
Depreciation <sup>4</sup>	15,298	(15,298)	0
Dues & Subscriptions <sup>5</sup>	4,897	(4,897)	0
Education & Meetings	(89)		(89)
Employee Benefit Programs	639		639
Doctor <sup>6</sup>	126	(126)	0
Insurance	50		50
Malpractice	2,073		2,073
Property	1,043		1,043
Workers Comp	1,175		1,175
Interest Expense <sup>7</sup>	127	(127)	0
Laboratory	13,836		13,836
Laundry & Uniform	498		498
Marketing	1,448		1,448
Meals & Entertainment <sup>8</sup>	2,601	(2,601)	0
Merchant Fees	3,935		3,935
Office Expense & Supplies	3,609		3,609
Postage	66		66
Rent	61,887		61,887
Repairs & Maintenance	306		306
Salaries & Wages			
Assistant	28,070		28,070
Hygiene	38,200		38,200
Office	30,076		30,076
Taxes			
FTB <sup>9</sup>	800	(800)	0
Payroll	8,126		8,126
Taxes, Licenses & Fees	4,069		4,069
Telephone	2,328		2,328
Travel <sup>10</sup>	1,145	(1,145)	0
Utilities	224		224
<b>TOTAL EXPENSES</b>	<b>278,227</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(32,435)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>245,792</b>
<b>NET PROFIT</b>	<b>37,973</b>		<b>70,408</b>
<b>ADJUSTED NET PROFIT</b>			<b>70,408</b>

**NOTES**

- 1.) Accounting: Adjusted to reflect average expected Accounting fees for a practice of this size.
- 2.) Amortization: Considered a non-cash expense.
- 3.) Charitable Contribution: Considered of personal benefit to the owner.
- 4.) Depreciation: Considered a non-cash expense.
- 5.) Dues & Subscription: Considered of personal benefit to the owner.
- 6.) Employee Benefit-Doctor: Considered of personal benefit to the owner.
- 7.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 8.) Meals and Entertainment: Considered of personal benefit to the owner.
- 9.) Taxes-FTB: Considered of personal benefit to the owner.
- 10.) 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.**