

**PROFORMA INCOME STATEMENT**  
PRACTICE #DG-1006 12month P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	2,015,783		2,015,783
Miscellaneous Income	409		409
Refunds	(24,341)		(24,341)
<b>Net Receipts</b>	<b>1,991,851</b>		<b>1,991,851</b>
<b>Expenses:</b>			
Accounting	9,250		9,250
Advertising & Marketing <sup>Online/Web, YP</sup>	66,645		66,645
Amortization <sup>1</sup>	17,234	(17,234)	0
Bank Charges	2,538		2,538
Computer Support	47,388		47,388
Consulting <sup>2</sup>	4,163	(4,163)	0
Continuing Education			
Doctor <sup>3</sup>	4,739	(2,000)	2,739
Staff	37,004		37,004
Credit Card Processing Fee	31,650		31,650
Dental Supplies	147,498		147,498
Hygiene	32,042		32,042
Depreciation <sup>4</sup>	57,690	(57,690)	0
Dues, Licenses & Journals <sup>5</sup>	7,169	(5,000)	2,169
Employee Awards	1,589		1,589
Equipment Rental <sup>6</sup>	782	(782)	0
Gifts & Flowers <sup>7</sup>	202	(202)	0
Insurance			0
Business	10,228		10,228
Health - Staff	10,122		10,122
Workers Comp	13,852		13,852
Interest Expense <sup>8</sup>	34,844	(34,844)	0
Janitorial	9,895		9,895
Laboratory	66,615		66,615
Laundry & Uniforms	1,222		1,222
Legal & Professional <sup>9</sup>	65,918	(40,000)	25,918
Meals & Entertainment <sup>10</sup>	5,216	(5,216)	0
Office Supplies	12,106		12,106
Payroll Service Fees	355		355
Postage & Delivery	2,903		2,903
Rent	94,117		94,117
CAM	22,354		22,354
Storage	2,283		2,283
Repairs & Maintenance			
Building	770		770
Equipment	11,326		11,326
Salaries & Wages			
Associate <sup>11</sup>	10,393	(10,393)	0
Doctor <sup>12</sup>	215,873	(215,873)	0
Spouse <sup>13</sup>	14,400	(14,400)	0
Staff	458,253		458,253
Staff Bonuses	20,870		20,870
Taxes			
Equipment	8,589		8,589
Payroll-Associate <sup>11</sup>	1,271	(1,271)	0
Payroll-Doctor <sup>12</sup>	5,979	(5,979)	0
Payroll-Staff	46,894		46,894
State	5,431		5,431
Telephone	17,172		17,172
Travel <sup>14</sup>	7,485	(6,027)	1,458
Utilities	15,496		15,496
<b>TOTAL EXPENSES</b>	<b>1,659,814</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(421,074)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>1,238,740</b>
<b>NET PROFIT</b>	<b>332,037</b>		<b>753,111</b>
<b>ADJUSTED NET PROFIT</b>			<b>753,111</b>

<b>NOTES</b>			
1.) Amortization: Considered a non-cash expense.			
2.) Consulting: Considered a non-recurring expense.			
3.) Continuing Education-Staff: Considered of personal benefit to the owner.			
4.) Depreciation: Considered a non-cash expense.			
5.) Dues, Licenses, & Journals: Adjustment considered of personal benefit to the owner.			
6.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.			
7.) Gifts & Flowers: Considered of personal benefit to the owner.			
8.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.			
9.) Legal & Professional: Considered of personal benefit to the owner.			
10.) Meals & Entertainment: Considered of personal benefit to the owner.			
11.) Salaries & Wages-Associate: Adjustment reflects salary paid to Associate Dentist, whose services may not be needed by new owner-operator.			
12.) Salaries & Wages-Doctor: Considered of personal benefit to the owner.			
13.) Salaries & Wages-Spouse: Adjustment reflects salary paid to Doctor's Spouse, whose services may not be needed by new owner-operator.			
14.) Travel: Considered of personal benefit to the owner.			
<b>**Above data has not been audited by Western Practice Sales.</b>			
<b>It is the Buyer's responsibility to verify if information is true and correct.</b>			