

PROFORMA INCOME STATEMENT
PRACTICE # AZ-970 12month P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	726,346		726,346
Other Income	(132)		(132)
Returns and Allowances	(89)		(89)
Net Receipts	726,124		726,124
Expenses:			
Advertising	4,258		4,258
Automobile ¹	9,027	(9,027)	0
Bank Charges	12,575		12,575
Commission & Fees ²	635	(635)	0
Communications	11,800		11,800
Computer	2,263		2,263
Consulting ³	315	(315)	0
Continuing Education	3,678		3,678
Cost of Goods Sold:			
Dental Supplies	44,463		44,463
Credit Card-Merchant Fees	10,463		10,463
Donations ⁴	9,943	(9,943)	0
Dues & Subscriptions	296		296
Insurance	16,169		16,169
Disability	3,222		3,222
Loan Payment ⁵	5,725	(5,725)	0
Janitorial	2,150		2,150
Laboratory	34,221		34,221
Legal & Professional	556		556
Meals & Entertainment ⁶	16,511	(16,511)	0
Medical Expense ⁷	1,960	(1,960)	0
Miscellaneous	22		22
Office Expense	2,350		2,350
General/Admin	6,689		6,689
Job Materials (Office Supplies)	3,047		3,047
Patient Refund	504		504
Reconciliation Discrepancies	216		216
Rent	47,106		47,106
Repairs & Maintenance	2,252		2,252
Salaries & Wages	174,765		174,765
Shipping & Delivery	1,073		1,073
Taxes			
Credit ⁸	2,177	(2,177)	0
Loan Repayment ⁸	12,396	(12,396)	0
Payroll	30,460		30,460
Taxes & Licenses	585		585
Telephone	3,902		3,902
Travel ⁹	1,896	(1,896)	0
Uncategorized	101		101
Uniforms	2,287		2,287
Waste Disposal	22		22
Utilities	4,709		4,709
TOTAL EXPENSES	486,787		
TOTAL ADJUSTMENTS		(60,585)	
TOTAL ADJUSTED EXPENSES			426,203
NET PROFIT	239,337		299,921
ADJUSTED NET PROFIT			299,921

NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Commission & Fees: Considered a non-recurring expense
- 3.) Consulting: Considered of personal benefit to the owner.
- 4.) Donations: Considered of personal benefit to the owner.
- 5.) Loan Payment: 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.) Medical Expense: Considered of personal benefit to the owner.
- 8.) Taxes - Credit/Loan Repayment: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 9.) 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.**