

PROFORMA INCOME STATEMENT
PRACTICE #EG-1016 12month P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	840,123		840,123
Refunds & Returned Checks	(12,731)		(12,731)
Net Receipts	827,393		827,393
Expenses:			
Accounting	9,994		9,994
Advertising & Promotion	7,720		7,720
Automobile ¹	12,628	(12,628)	0
Gas ¹	4,402	(4,402)	0
Bank Service Charges	1,610		1,610
Bankcard Fees	12,399		12,399
Computer Expense	16,998		16,998
Continuing Education	1,768		1,768
Contract Labor ²	8,751	(8,751)	0
Dental Supplies ³	109,747	(64,455)	45,292
Depreciation ⁴	12,998	(12,998)	0
Donations ⁵	2,363	(2,363)	0
Dues, Membership & License	3,008		3,008
Insurance			
Business Overhead	5,399		5,399
General	3,198		3,198
Health - Doctor ⁶	19,426	(19,426)	0
Health - Employees	9,491		9,491
Professional Liability	2,156		2,156
Worker's Comp	9,206		9,206
Interest Expense ⁷	18,951	(18,951)	0
Laboratory	40,996		40,996
Laundry & Uniforms	2,240		2,240
Legal	1,625		1,625
Licenses, Fees & Permits	1,442		1,442
Meals & Entertainment ⁸	9,482	(9,482)	0
Office Expense	14,954		14,954
Outside Services ⁹ Management Consultants	4,693	(4,693)	0
Payroll Service	15,283		15,283
Postage & Delivery	525		525
Promotion ¹⁰ Patient Giveaways ¹⁰	106	(106)	0
Rent	64,899		64,899
Repairs & Maintenance	719		719
Salaries & Wages	98,675		98,675
Assistant	44,981		44,981
Hygiene	131,090		131,090
Salary-Associate ¹¹	21,489	(21,489)	0
Salary-Officer ¹²	16,000	(16,000)	0
Security	66		66
Staff Development & Training	1,464		1,464
Subscriptions	126		126
Taxes			
Franchise	829		829
Payroll	31,340		31,340
Property	3,557		3,557
Telephone	5,845		5,845
Travel ¹³	4,145	(4,145)	0
Utilities	5,518		5,518
Website	2,160		2,160
TOTAL EXPENSES	796,464		
TOTAL ADJUSTMENTS		(199,891)	
TOTAL ADJUSTED EXPENSES			596,573
NET PROFIT	30,929		230,820
ADJUSTED NET PROFIT			230,820

NOTES
1.) Automobile: considered of personal benefit to the owner.
2.) Contract Labor: Considered a one-time, non-recurring expense, of personal benefit to the owner.
3.) Dental Supplies: Adjustment represent purchases made in prior years.
4.) Depreciation: Considered a non-cash expense.
5.) Donation: Considered of personal benefit to the owner.
6.) Insurance-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 & Entertainment: Considered of personal benefit to the owner.
9.) Outside Services: Management Consulting Fees, considered of personal benefit to the owner.
10.) Promotion: Patient Giveaway Supplies, considered of personal benefit to the owner.
11.) Salary-Associate: Associate would not be needed in practice of this size, single-doctor practice.
12.) Salary-Officer: Considered of personal benefit to the owner.
13.) 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.