

PROFORMA INCOME STATEMENT
PRACTICE #HG-983

	Year end 2017	Adjustments	Proforma
Gross Receipts	329,366		329,366
Refunds	(186)		(186)
Net Receipts	329,180		329,180
Expenses:			
Accounting	390		390
Automobile ¹	446	(446)	0
Bank Fees	781		781
Contract Services	555		555
Dental Supplies ²	34,883	(5,767)	29,116
Depreciation ³	1,354	(1,354)	0
Dues & Subscriptions	2,018		2,018
Continuing Education	519		519
Employee Benefits ⁴	10,656	(2,160)	8,496
Equipment Rental ⁵	73	(73)	0
Equipment ⁶	286	(286)	0
Insurance	12,211		12,211
Interest Expense ⁷	24,782	(24,782)	0
Laboratory	26,722		26,722
Laundry	118		118
Meals & Entertainment ⁸	100	(100)	0
Merchant Fees	3,137		3,137
Office Supplies ⁹	12,170	(1,785)	10,385
Outside Services-Carpet Cleaning	109		109
Postage	20		20
Promotion	6,396		6,396
Rent/Mortgage ¹⁰	40,872	(16,872)	24,000
Repairs & Maintenance	2,207		2,207
Salaries & Wages ¹¹	86,754	(34,754)	52,000
Taxes & Licenses	4,647		4,647
Taxes-Payroll	8,311		8,311
Telephone	3,715		3,715
Travel ¹²	9	(9)	0
Uniforms - Work Clothing & Shoes	544		544
Utilities	4,647		4,647
TOTAL EXPENSES	289,432		
TOTAL ADJUSTMENTS		(82,175)	
TOTAL ADJUSTED EXPENSES			201,044
NET PROFIT	39,748		128,136
ADJUSTED NET PROFIT			128,136

NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Dental Supplies: Adjusted portion is expense unrelated to practice.
- 2.) Depreciation: Considered a non-cash expense.
- 4.) Employee Benefits: Considered of personal benefit to the owner.
- 5.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 6.) Equipment: Considered a one-time, non-recurring expense.
- 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.) Office Supplies: Considered of personal benefit to the owner.
- 10.) Rent: Adjusted to reflect estimated rent/mortgage expense for new Owner.
- 11.) Salaries & Wages: Adjusted to reflect what buyer would expect to pay a non-RDH Asst.
- 12.) Travel: Considered of personal benefit to the owner.

****Above data has not been audited by Western Practice Sales/John M. Cahill Associates. It is the Buyer's responsibility to verify if information is true and correct.**