

**PROFORMA INCOME STATEMENT**  
PRACTICE #BG-1024

	Year end 2016	Adjustments	Proforma
Gross Receipts	1,198,711		1,198,711
Other Income	2,400		2,400
Returns and Allowances	(19,279)		(19,279)
<b>Net Receipts</b>	<b>1,181,832</b>		<b>1,181,832</b>
<b>Expenses:</b>			
Accounting	11,632		11,632
Advertising	14,238		14,238
Automobile <sup>1</sup>	22,476	(22,476)	0
Bank Charges	74		74
Computer Expense	12,172		12,172
Continuing Education & Meetings <sup>2</sup>	4,240	(2,000)	2,240
Dental Supplies	85,386		85,386
Depreciation <sup>3</sup>	25,471	(25,471)	0
Dues & Subscriptions <sup>4</sup>	3,856	(1,000)	2,856
Employee Benefit Programs	8,642		8,642
Equipment Rental <sup>5</sup>	653	(653)	0
Insurance <sup>6</sup>	4,838	(1,400)	3,438
Interest Expense <sup>7</sup>	16,148	(16,148)	0
Janitorial	13,108		13,108
Laboratory			
Fixed	66,155		66,155
General	14,634		14,634
Gold	393		393
Implants	31,520		31,520
Removable	16,790		16,790
Teeth	4,451		4,451
Legal & Professional	4,017		4,017
Marketing	6,509		6,509
Meals & Entertainment <sup>8</sup>	4,253	(4,253)	0
Merchant Fees	19,032		19,032
Office Expense	11,775		11,775
Outside Services <sup>9</sup>	15,160	(15,160)	0
Pension & Profit Sharing	11,445		11,445
Postage	2,837		2,837
Rent <sup>10</sup>	5,883	51,837	57,720
Repairs & Maintenance	10,464		10,464
Salaries & Wages <sup>11</sup>	394,054	(101,828)	292,226
Taxes & Licenses <sup>12</sup>	48,352	(16,858)	31,494
Telephone	8,446		8,446
Temporary Labor	600		600
Travel <sup>13</sup>	13,382	(13,382)	0
Uniforms	1,945		1,945
Utilities - Association Dues <sup>14</sup>	23,341	875	24,216
<b>TOTAL EXPENSES</b>	<b>938,372</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(167,917)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>770,455</b>
<b>NET PROFIT</b>	<b>243,460</b>		<b>411,377</b>
<b>ADJUSTED NET PROFIT</b>			<b>411,377</b>

<b>NOTES</b>	
1.)	Automobile: Considered of personal benefit to the owner.
2.)	Continuing Education & Meetings: Considered of personal benefit to the owner.
3.)	Depreciation: Considered a non-cash expense.
4.)	Dues & Subscriptions: 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.)	Insurance: Adjustment reflects amount for Officer's (Spouse) Liability Insurance.
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: Considered a non-recurring expense for Management Consultant Fees.
10.)	Rent: Seller owns building. Adjusted to reflect future annualized rent of \$4,810.00/month.
11.)	Salaries & Wages: Adjustment reflects salary paid to Officer's Spouse.
12.)	Taxes & Licenses: Adjustment reflects amount paid for property taxes & Officer's (Spouse) License Fees.
13.)	Travel: Considered of personal benefit to the owner.
14.)	Utilities - Association Dues: Adjustment to reflect future annualized Association Dues of \$2,018.00/month.
<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>	