

PROFORMA INCOME STATEMENT
PRACTICE #BG-1025

	Year end 2017	Adjustments	Proforma
Gross Receipts	1,193,706		1,193,706
Other Income	1,490		1,490
Returns and Allowances	(13,884)		(13,884)
Net Receipts	1,181,312		1,181,312
Expenses:			
Accounting	10,683		10,683
Advertising	12,993		12,993
Associate Fees ¹	6,834	(6,834)	0
Automobile ²	13,883	(13,883)	0
Bank Charges	70		70
Computer Expense	11,596		11,596
Continuing Education & Meetings ³	10,360	(9,303)	1,057
Contract Services ⁴	2,500	(2,500)	0
Dental Supplies	67,484		67,484
Depreciation ⁵	34,068	(34,068)	0
Dues & Subscriptions	3,388		3,388
Employee Benefit Programs	5,819		5,819
Equipment Rental ⁶	652	(652)	0
Insurance ⁷	14,621	(1,400)	13,221
Interest Expense ⁸	8,347	(8,347)	0
Investment Advisor Fees ⁹	3,359	(3,359)	0
Janitorial	13,038		13,038
Laboratory			0
Fixed	78,597		78,597
General	3,364		3,364
Gold	685		685
Implants	19,947		19,947
Removable	33,359		33,359
Teeth	1,634		1,634
Legal & Professional	5,642		5,642
Management Consultant ¹⁰	23,063	(23,063)	0
Marketing ¹¹	11,872	(3,197)	8,675
Meals & Entertainment ¹²	3,743	(3,743)	0
Merchant Fees	18,664		18,664
Office Expense	12,527		12,527
Pension & Profit Sharing	13,104		13,104
Postage	3,516		3,516
Rent ¹³	74,309	(16,589)	57,720
Repairs & Maintenance	5,896		5,896
Retirement Plan Administration	2,065		2,065
Salaries & Wages ¹⁴	327,181	(26,000)	301,181
Taxes & Licenses ¹⁵	50,751	(16,108)	34,643
Telephone	7,619		7,619
Temporary Labor	680		680
Travel ¹⁶	21,970	(21,970)	0
Uniforms	2,027		2,027
Utilities - Association Dues ¹⁷	24,462	(246)	24,216
TOTAL EXPENSES	966,372		
TOTAL ADJUSTMENTS		(191,262)	
TOTAL ADJUSTED EXPENSES			775,110
NET PROFIT	214,940		406,202
ADJUSTED NET PROFIT			406,202

NOTES

- 1.) Associate Fees: Adjustment reflects salary paid to Associate Dentist, whose services may not be needed by new owner-operator.
- 2.) Automobile: Considered of personal benefit to the owner.
- 3.) Continuing Education: Considered of personal benefit to the owner.
- 4.) Contract Services: Considered a non-recurring expense. Interior Designer Fees.
- 5.) Depreciation: Considered a non-cash expense.
- 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.) Insurance: Adjustment reflects amount for Officer's (Spouse) Liability Insurance.
- 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.) Investment Advisor Fees: Considered of personal benefit to the owner.
- 10.) Management Consultant: Considered a non-recurring expense.
- 11.) Marketing: Adjustment reflects amount paid for Entertainment & Promotional Events.
- 12.) Meals & Entertainment: Considered of personal benefit to the owner.
- 13.) Rent: Seller owns building. Adjusted to reflect future annualized rent of \$4,810.00/month.
- 14.) Salaries & Wages: Adjustment reflects salary paid to Officer's Spouse.
- 15.) Taxes & Licenses: Adjustment reflects amount paid for property taxes & Officer's (Spouse) License Fees.
- 16.) Travel: Considered of personal benefit to the owner.
- 17.) Utilities - Association Dues: Adjustment to reflect future annualized Association Dues of \$2,018.00/month.

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