

**PROFORMA INCOME STATEMENT**  
PRACTICE # DN-1031

	2018 S Corp	Adjustments	Proforma
Gross Receipts	1,413,978		1,413,978
Returns and Allowances	(4,678)		(4,678)
Other Income <sup>1</sup>	103,275	(103,275)	0
<b>Net Receipts</b>	<b>1,512,575</b>		<b>1,409,300</b>
<b>Expenses:</b>			
Advertising	22,753		22,753
Amortization <sup>2</sup>	18,010	(18,010)	0
Automobile: <sup>3</sup>	3,148	(3,148)	0
Bank Charges	8,411		8,411
Continuing Education & Seminars	655		655
Dental Supplies <sup>4</sup>	29,213	50,000	79,213
Depreciation <sup>5</sup>	47,548	(47,548)	0
Dues & Subscriptions	2,440		2,440
Gifts <sup>6</sup>	4,822	(4,822)	0
Insurance <sup>7</sup>	92,153	(5,922)	86,231
Interest Expense <sup>8</sup>	21,588	(21,588)	0
Laboratory <sup>9</sup>	29,082	50,000	79,082
Laundry & Cleaning	218		218
Legal & Professional	26,697		26,697
Licenses & Permits	1,286		1,286
Meals & Entertainment <sup>10</sup>	4,783	(4,783)	0
Network Service Fee	275		275
Office Expense	13,574		13,574
Outside Services <sup>11</sup>	151,817	(148,115)	3,702
Parking and Tolls	153		153
Payroll Taxes	42,377		42,377
Pension & Profit Sharing <sup>12</sup>	108,709	(80,200)	28,509
Pension Service Expense	2,899		2,899
Postage & Delivery	1,671		1,671
Printing & Reproduction	174		174
Promotion	4,258		4,258
Rent	107,495		107,495
Repairs & Maintenance	785		785
Salaries & Wages	377,369		377,369
Salary-Officer <sup>13</sup>	247,240	(247,240)	0
Security	50		50
Software Support	2,517		2,517
Supplies	6,309		6,309
<b>Taxes</b>			
Real Estate	3,428		3,428
State	1,420		1,420
Telephone	4,778		4,778
Temporary Help <sup>14</sup>	1,771	(1,771)	0
Training Expense <sup>15</sup>	3,260	(3,260)	0
Travel <sup>16</sup>	8,739	(8,739)	0
Utilities	8,123		8,123
<b>TOTAL EXPENSES</b>	<b>1,411,998</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(495,146)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>916,852</b>
<b>NET PROFIT</b>	<b>100,577</b>		<b>492,448</b>
<b>ADJUSTED NET PROFIT</b>			<b>492,448</b>

**NOTES**

- 1.) Other Income: Termination of Lease - expense not practice-related.
- 2.) Amortization: Considered a non-cash expense.
- 3.) Automobile: Considered of personal benefit to the owner.
- 4.) Dental Supplies: Adjusted to normalized dental supply costs, estimated @ 5-7% of gross collections.
- 5.) Depreciation: Considered a non-cash expense.
- 6.) Gifts: Considered of personal benefit to the owner.
- 7.) Insurance: Considered of personal benefit to the owner.
- 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.) Laboratory: Adjusted to normalized lab costs, estimated @ 5-7% of gross collections.
- 10.) Meals and Entertainment: Considered of personal benefit to the owner.
- 11.) Outside Services: Adjustment reflects estimated salary paid to Associate working in practice.
- 12.) Pension & Profit Sharing: Considered of personal benefit to the owner.
- 13.) Salary-Officer: Considered of personal benefit to the owner.
- 14.) Temporary Help: Considered a one-time, non-recurring expense.
- 15.) Training Expense: Considered a one-time, non-recurring expense, of personal benefit to owner.
- 16.) 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.**