

**PROFORMA INCOME STATEMENT**  
PRACTICE #EN-985 from P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	1,200,012		1,200,012
Interest Income	87		87
Revenue	4,050		4,050
Revenue-Credit Card	46		46
Revenue-Other	415		415
Revenue-Other	8,461		8,461
Adjustments	(7,111)		(7,111)
<b>Net Receipts</b>	<b>1,205,959</b>		<b>1,205,959</b>
<b>Expenses:</b>			
Accounting <sup>1</sup>	9,300	(7,800)	1,500
Advertising <sup>2</sup>	39,863	(27,800)	12,063
Bank Charges	12,643		12,643
Continuing Education <sup>3</sup>	11,201	(11,201)	0
Dental Supplies <sup>4</sup>	119,634	(32,315)	87,319
Insurance			
Health <sup>5</sup>	5,435	(5,435)	0
Malpractice	9,000	(2,000)	7,000
Other	49		49
Workers Comp	3,946		3,946
Laboratory	97,046		97,046
Office Expense <sup>6</sup>	11,157	(6,000)	5,157
Other Support Costs <sup>6</sup>	13,775	(10,000)	3,775
Pension Contribution <sup>7</sup>	52,640	(22,000)	30,640
Payroll Service Fees	1,752		1,752
Permits & Dues <sup>8</sup>	4,211	(2,100)	2,111
Promotion	40		40
Rent	88,493		88,493
CAM	9,157		9,157
Salaries & Wages	325,909		325,909
Salary-Officer <sup>9</sup>	191,500	(187,450)	4,050
Taxes			
CA State	800		800
CA UI	119		119
Medicare	8,016		8,016
Payroll Business	1,029		1,029
Payroll FICA	29,402		29,402
Payroll FUTA	1,008		1,008
Property	1,374		1,374
Telephone <sup>10</sup>	596	(596)	0
Travel <sup>11</sup>	25,451	(25,451)	0
Uniform & Laundry	480		480
Utilities	11,589		11,589
<b>TOTAL EXPENSES</b>	<b>1,086,616</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(340,148)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>746,468</b>
<b>NET PROFIT</b>	<b>119,343</b>		<b>459,491</b>
<b>ADJUSTED NET PROFIT</b>			<b>459,491</b>

**NOTES**

- 1.) Accounting: Adjustment considered of personal benefit to the owner.
- 2.) Advertising: Adjustment considered of personal benefit to the owner.
- 3.) Continuing Education: Adjustment considered of personal benefit to the owner.
- 4.) Dental Supplies: Adjusted for the following amounts as described below  
  - \$5,435 for equipment rental and is considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
  - \$7,480 for vehicle lease which is considered of personal benefit to the owner.
  - \$19,400 for Equipment purchase. Considered a non-recurring expense
- 5.) Insurance-Health: Considered of personal benefit to the owner.
- 6.) Office Expense & Support Costs: Adjustment considered of personal benefit to the owner.
- 7.) Pension Contribution: Adjustment considered of personal benefit to the owner.
- 8.) Permits & Dues: Adjustment considered of personal benefit to the owner.
- 9.) Salary-Officer: Considered of personal benefit to the owner.
- 10.) Telephone: Adjustment considered of personal benefit to the owner.
- 11.) 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.**