

**PROFORMA INCOME STATEMENT**  
PRACTICE #DG-1035 12 month P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	930,804		930,804
<b>Net Receipts</b>	<b>930,804</b>		<b>930,804</b>
Expenses:			
Advertising <sup>1</sup>	5,492	12,000	17,492
Amortization <sup>2</sup>	27,997	(27,997)	0
Bank Charges	676		676
Computer Expenses	6,516		6,516
Credit Card Merchant Fees	10,704		10,704
Dental Supplies	61,835		61,835
Depreciation <sup>3</sup>	39,823	(39,823)	0
Employee Benefits	5,492		5,492
Financial Advisory Services <sup>4</sup>	7,500	(7,500)	0
Insurance <sup>5</sup>	1,210	10,000	11,210
Workers Comp	2,127		2,127
Independent Contractors			0
Assistants	6,012		6,012
DDS Associates <sup>6</sup>	340,319	(340,319)	0
Temporary Services	3,744		3,744
Interest Expense <sup>7</sup>	28,044	(28,044)	0
Janitorial	4,200		4,200
Laboratory	54,731		54,731
Licenses & Permits	63		63
Marketing	10,611		10,611
Meals & Entertainment <sup>8</sup>	2,606	(2,606)	0
Office Expense	8,000		8,000
Rent	60,157		60,157
Repairs & Maintenance <sup>9</sup>	90	3,310	3,400
Salaries & Wages <sup>10</sup>		144,394	144,394
Assistants	53,976		53,976
Hygienists	13,814		13,814
Office	42,994		42,994
Office Manager	31,030		31,030
Taxes			
Payroll	16,568		16,568
Property	1,179		1,179
State	400		400
Telephone	2,792		2,792
Utilities	1,108		1,108
<b>TOTAL EXPENSES</b>	<b>851,810</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(276,585)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>575,225</b>
<b>NET PROFIT</b>	<b>78,994</b>		<b>355,579</b>
<b>ADJUSTED NET PROFIT</b>			<b>355,579</b>

NOTES
1.) Advertising: Adjustment reflects Buyer's expense for Software Use Fee @ \$1,000.00/month.
2.) Amortization: Considered a non-cash expense.
3.) Depreciation: Considered a non-cash expense.
4.) Financial Advisory Services: Considered of personal benefit to the owner.
5.) Insurance: Adjustment reflects normalized insurance costs.
6.) Independent Contractors/DDS Associates: Adjustment reflects salary paid to Associate Dentist, whose services may not be needed by new owner-operator.
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.) Repairs & Maintenance: Adjustment reflects normalized Repair & Maintenance fees for a practice this size.
10.) Salaries & Wages: Adjustment reflects normalized annual Staff Salaries & Wages, based on payrate and workweek schedule.
<b>**Above data has not been audited by Western Practice Sales. It is the Buyer's responsibility to verify if information is true and correct.</b>