

**PROFORMA INCOME STATEMENT**  
PRACTICE #EN-1051

	2018 S Corp	Adjustments	Proforma
Gross Receipts	622,603		622,603
Returns and Allowances	(8,185)		(8,185)
<b>Net Receipts</b>	<b>614,418</b>		<b>614,418</b>
<b>Expenses:</b>			
Advertising	3,549		3,549
Automobile <sup>1</sup>	694	(694)	0
Bank Charges	6,146		6,146
Continuing Education	49		49
Dental Supplies	46,031		46,031
Depreciation <sup>2</sup>	73	(73)	0
Dues & Subscriptions	1,748		1,748
Employee Benefit Programs <sup>3</sup>	27,104	(27,104)	0
Equipment Rental <sup>4</sup>	2,417	(2,417)	0
Insurance	5,965		5,965
Workers Comp	168		168
Interest Expense <sup>5</sup>	29,993	(29,993)	0
Janitorial	4,094		4,094
Laboratory	67,642		67,642
Laundry & Cleaning	3,253		3,253
Legal & Professional	5,889		5,889
Meals & Entertainment <sup>6</sup>	494	(494)	0
Merchant Card Services	7,080		7,080
Miscellaneous	2,103		2,103
Office Expense	10,601		10,601
Outside Labor	2,611		2,611
Postage	2,693		2,693
Rent	28,888		28,888
Repairs & Maintenance	3,010		3,010
Salaries & Wages <sup>7</sup>	174,094	(17,400)	156,694
Salary-Officer <sup>8</sup>	117,800	(117,800)	0
Taxes & Licenses <sup>9</sup>	27,597	(5,423)	22,174
Telephone	8,727		8,727
Travel <sup>10</sup>	37	(37)	0
Utilities <sup>11</sup>	10,422	(5,200)	5,222
<b>TOTAL EXPENSES</b>	<b>600,972</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(206,635)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>394,337</b>
<b>NET PROFIT</b>	<b>13,446</b>		<b>220,081</b>
<b>ADJUSTED NET PROFIT</b>			<b>220,081</b>

**NOTES**

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Depreciation: Considered a non-cash expense.
- 3.) Employee Benefit Programs: Considered of personal benefit to the owner.
- 4.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 5.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 6.) Meals and Entertainment: Considered of personal benefit to the owner.
- 7.) Salaries & Wages: Adjustment reflects estimated salary paid to Seller's spouse.
- 8.) Salary-Officer: Considered of personal benefit to the owner.
- 9.) Taxes & Licenses: Adjustment reflects Doctor's estimated payroll taxes.
- 10.) Travel: Considered of personal benefit to the owner.
- 11.) Utilities: 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.**