

**PROFORMA INCOME STATEMENT**  
PRACTICE #GN-1073

	2019 Corp Ret	Adjustments	Proforma
Gross Receipts	564,689		564,689
Other Income <sup>1</sup>	136,596	(136,596)	0
Returns and Allowances	(3,106)		(3,106)
<b>Net Receipts</b>	<b>698,179</b>		<b>561,583</b>
<b>Expenses:</b>			
Advertising	123		123
Bad Debt <sup>2</sup>	5,616	(5,616)	0
Bank Charges	5,634		5,634
Dental Supplies	35,331		35,331
Depreciation <sup>3</sup>	9,121	(9,121)	0
Dues and Subscriptions	2,666		2,666
Insurance	21,219		21,219
Interest Expense <sup>4</sup>	732	(732)	0
Laboratory (Outside Services)	34,083		34,083
Legal & Professional	637		637
Licenses	1,325		1,325
Maintenance	2,460		2,460
Meals & Entertainment <sup>5</sup>	2,031	(2,031)	0
Mortgage-estimated <sup>6</sup>		21,600	21,600
Office Supplies	6,627		6,627
Pension & Profit Sharing <sup>7</sup>	9,061	(7,248)	1,813
Pest Control	25		25
Postage	2,165		2,165
Promotion	125		125
Referral Patient Files <sup>8</sup>	10,000	(10,000)	0
Rents <sup>9</sup>	2,715	(2,715)	0
Repairs & Maintenance <sup>10</sup>	75,626	(75,626)	0
Salaries & Wages	219,061		219,061
Salary-Office <sup>11</sup>	198,000	(198,000)	0
Seminars & Training	1,475		1,475
Software Service Fees	8,329		8,329
Taxes & License			
Employer	1,184		1,184
Other	701		701
Payroll	27,394		27,394
Real Estate	2,487		2,487
Sales	229		229
State Income <sup>12</sup>	1,359	(1,359)	0
Telephone	5,746		5,746
Uniforms	2,188		2,188
Utilities	4,382		4,382
X-ray & Pharmaceutical	1,052		1,052
<b>TOTAL EXPENSES</b>	<b>700,909</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(290,848)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>410,061</b>
<b>NET PROFIT</b>		<b>(2,730)</b>	<b>151,522</b>
<b>ADJUSTED NET PROFIT</b>			<b>151,522</b>

NOTES
1.) Other Income: Federal Disaster Insurance proceeds, non-practice related income.
2.) Bad Debt: Considered a non-cash expense.
3.) Depreciation: Considered a non-cash expense.
4.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
5.) Meals and Entertainment: Considered of personal benefit to the owner.
6.) Mortgage-estimated: Adjusted to estimated annualized mortgage that new owner should expect to pay. This figure is based on a purchase price of \$325,000 w/ 10% down for 25yrs at an interest rate of 5%, which equates to an estimated monthly payment of \$1,800.00.
7.) Pension & Profit Sharing: Considered of personal benefit to the owner.
8.) Referral Patient Files: Purchase of patient files. Considered a non-recurring expense.
9.) Rents: Temporary space rental due to fire. Considered a non-recurring expense.
10.) Repairs & Maintenance: Repair expenses due to fire. Considered a non-recurring expense.
11.) Salary-Officer: Considered of personal benefit to the owner.
12.) Tax-State Income: A new doctor will have his/her own tax structure based on their personal tax situation.
<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>