

PROFORMA INCOME STATEMENT

PRACTICE # CC-963 12month P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	795,411		795,411
Patient Refunds	(6,613)		(6,613)
Net Receipts	788,798		788,798
Expenses:			
Accounting ¹	15,824	(9,824)	6,000
Advertising & Promotion	42,263		42,263
Automobile ²	4,329	(4,329)	0
Bank Charges	19,603		19,603
Computer Expenses	5,978		5,978
Continuing Education ³	5,236	(2,500)	2,736
Dental Supplies	36,496		36,496
Hygiene	1,144		1,144
Miscellaneous - Dental	1,172		1,172
Orthodontic Supplies	9,957		9,957
Patterson	71,173		71,173
Dues & Subscriptions	1,076		1,076
Employee Benefits			
Disability	2,756		2,756
Medical ⁴	48,874	(40,345)	8,529
Insurance			
Liability	4,217		4,217
Malpractice	1,153		1,153
Worker's Comp	3,979		3,979
Interest Expense ⁵	6,724	(6,724)	0
Laboratory	77,378		77,378
Meals & Entertainment	158		158
Office Expense	4,576		4,576
Outside Services ⁶	6,108	(6,108)	0
Postage/Shipping	546		546
Professional Dues	2,245		2,245
Professional Labor - Dentist	2,749		2,749
Rent ⁷		36,720	36,720
Repairs & Maintenance ⁸	3,595	(3,515)	80
Salaries & Wages	282,506		282,506
Security	853		853
Storage Rental	3,176		3,176
Taxes - Payroll	24,272		24,272
Taxes & Licenses	2,441		2,441
Telephone ⁹	9,223	(6,023)	3,200
Travel ¹⁰	99	(99)	0
Uniforms	969		969
Utilities	9,615		9,615
TOTAL EXPENSES	712,462		
TOTAL ADJUSTMENTS		(42,746)	
TOTAL ADJUSTED EXPENSES			669,716
NET PROFIT	76,335		119,082
ADJUSTED NET PROFIT			119,082

NOTES

- 1.) Accounting: Adjusted to reflect normal and customary Accounting expense.
- 2.) Automobile: Considered of personal benefit to the owner.
- 3.) Continuing Education: Adjusted to reflect normal and customary CE expense.
- 4.) Employee Benefits-Medical: Considered of personal benefit to the owner.
- 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.) Outside Services: Expense for services no longer used.
- 7.) Rent: Seller owns building. Estimated rent for new owner.
- 8.) Repairs & Maintenance: Considered a personal or non-recurring expense.
- 9.) Telephone: Adjustment reflects seller's personal cell phone expense.
- 10.) 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.**