

## PROFORMA INCOME STATEMENT

PRACTICE # CN-1090 12-month P&L

*\*Office closed due to Covid from March 18 - May 25, 2020*

	Jan - Dec 2020	Adjustments	Proforma
Gross Receipts	902,195		902,195
Refunds	(810)		(810)
<b>Net Receipts</b>	<b>901,385</b>		<b>901,385</b>
<b>Expenses:</b>			
Accounting	8,495		8,495
Advertising	15,599		15,599
Automobile <sup>1</sup>	2,075	(2,075)	0
Bank Charges	6,079		6,079
Delivery & Freight	105		105
Dental Supplies	86,934		86,934
Depreciation <sup>2</sup>	42,343	(42,343)	0
Dues & Subscriptions	240		240
Education <sup>3</sup>	17,649	(15,000)	2,649
Employee Benefit Programs	4,011		4,011
<b>Insurance:</b>			
General	5,889		5,889
Malpractice	2,547		2,547
Interest Expense <sup>4</sup>	1,358	(1,358)	0
Laboratory	34,193		34,193
Legal	90		90
Maintenance	22,227		22,227
Meals <sup>5</sup>	2,460	(2,460)	0
Office Supplies	4,603		4,603
Outside Services	5,843		5,843
Professional Fees	295		295
Promotion/Donations <sup>6</sup>	100	(100)	0
Rent <sup>7</sup>	112,000	(66,000)	46,000
Repairs	1,775		1,775
Salaries & Wages	224,091		224,091
Salary-Officer <sup>8</sup>	88,796	(88,796)	0
Small Tools	5,088		5,088
Supplies	15,678		15,678
<b>Taxes:</b>			
Corporate <sup>9</sup>	1,053	(1,053)	0
Payroll <sup>10</sup>	29,781	(14,800)	14,981
Property	9,595		9,595
Taxes & Licenses	1,067		1,067
Telephone	6,828		6,828
Uniforms	1,562		1,562
Utilities	8,426		8,426
<b>TOTAL EXPENSES</b>	<b>768,874</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(233,984)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>534,891</b>
<b>NET PROFIT</b>	<b>132,511</b>		<b>366,495</b>
<b>ADJUSTED NET PROFIT</b>			<b>366,495</b>

### NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Depreciation: Considered a non-cash expense.
- 3.) Education: Adjustment considered of personal benefit to the owner.
- 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: Considered of personal benefit to the owner.
- 6.) Promotion/Donations: Considered of personal benefit to the owner.
- 7.) Rent: Seller owns Condo unit. Adjusted to reflect estimated annualized rent expenses for new Buyer with \$780,000 mortgage with 10% deposit down and 25y payments @ 4%.
- 8.) Salary-Officer: Considered of personal benefit to the owner.
- 9.) Taxes-Corporate: Considered of personal benefit to the owner.
- 10.) Taxes-Payroll: Adjusted Officer's estimated payroll taxes, of personal benefit.

**\*\*Above data has not been audited by Western Practice Sales.  
It is the Buyer's responsibility to verify if information is true and correct.**