

## PROFORMA INCOME STATEMENT

### PRACTICE # IN-1113

	Year end 2018	Adjustments	Proforma
Gross Receipts	353,645		353,645
Refunds	(113)		(113)
Other Income <sup>1</sup>	7,258	(7,258)	0
<b>Net Receipts</b>	<b>360,790</b>		<b>353,532</b>
<b>Expenses:</b>			
Advertising	1,625		1,625
Amortization <sup>2</sup>	7,966	(7,966)	0
Automobile <sup>3</sup>	378	(378)	0
Bank Charges	2,994		2,994
Collection	923		923
Continuing Education	505		505
Dental Supplies	21,555		21,555
Depreciation <sup>4</sup>	473	(473)	0
Dues & Subscriptions	2,599		2,599
Insurance	6,125		6,125
Interest Expense <sup>5</sup>	7,181	(7,181)	0
Laboratory	23,036		23,036
Legal & Professional	2,470		2,470
Meals <sup>6</sup>	303	(303)	0
Office Expense	6,255		6,255
Rent	18,792		18,792
Salaries & Wages	136,566		136,566
Taxes & Licenses	14,842		14,842
Telephone	4,864		4,864
Utilities	2,909		2,909
<b>TOTAL EXPENSES</b>	<b>262,361</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(16,301)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>246,060</b>
<b>NET PROFIT</b>	<b>98,429</b>		<b>107,472</b>
<b>ADJUSTED NET PROFIT</b>			<b>107,472</b>

#### NOTES

- 1.) Other Income: One-time Delta Dental/CDA Settlement.
- 2.) Amortization: Considered a non-cash expense.
- 3.) Automobile: Considered of personal benefit to the owner.
- 4.) Depreciation: Considered a non-cash expense.
- 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: 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.**