

PROFORMA INCOME STATEMENT
PRACTICE #GN-1118 from P&L

	Jan 18 - Dec 18	Adjustments	Proforma
Gross Receipts	786,242		786,242
Interest Income	4		4
Non-Dental Income	10,897		10,897
Cash	77,997		77,997
Net Receipts	875,140		875,140
Expenses:			
Advertising & Promotion	3,039		3,039
Charity ¹	1,490	(1,490)	0
Automobile ²	814	(814)	0
Insurance ²	2,119	(2,119)	0
Bank			
Line of Credit ³	34,831	(34,831)	0
Overdraft Account ³	3,198	(3,198)	0
Bank Service Charges	287		287
Continuing Education	2,334		2,334
Credit Card	35,232		35,232
Dental Supplies	86,406		86,406
Deposit Adjustment	66		66
Donations ¹	6,000	(6,000)	0
Dues & License	1,701		1,701
Dues & Subscriptions	1,815		1,815
Subscription	366		366
Employee Benefit Programs			
Contribution - Benefits	15,000		15,000
Contribution - IRA	6,448		6,448
Retirement (Doctor) ⁴	18,678	(18,678)	
Equipment Lease-Waterlase ⁵	11,878	(11,878)	0
Finance Charges	247		247
Gifts ¹	621	(621)	0
Insurance	7,833		8,160
Business	13,880		13,880
Disability	5,352		5,352
Life ⁶	5,501	(5,501)	0
Interest Expense ³	729	(729)	0
Real Estate ³	13,334	(13,334)	0
Janitorial	2,940		2,940
Laboratory	61,961		61,961
Legal & Professional ⁷	26,215	(20,000)	6,215
Loan ³	25,336	(25,336)	0
Office Expense	15,376		15,376
Patient Refunds	4,905		4,905
Pension, Profit Sharing, Retirement			0
Retirement-Doctor ⁴	16,882	(16,882)	0
Retirement-Employee	9,027		9,027
Personal Draw ⁸	18,803	(18,803)	0
Estimated Annual Mortgage ⁹		36,034	36,034
Repairs & Maintenance	5,775		5,775
Building	10,135		10,135
Returned Item	281		281
Salaries & Wages	203,074		203,074
Taxes			
Federal ¹⁰	31,000	(31,000)	0
Payroll	74,102		74,102
Property	7,578		7,578
State ¹⁰	14,486	(14,486)	0
Telephone	3,577		3,577
Utilities	15,295		15,295
TOTAL EXPENSES	825,949		
TOTAL ADJUSTMENTS		(189,667)	
TOTAL ADJUSTED EXPENSES			636,609
NET PROFIT	49,191		238,532
ADJUSTED NET PROFIT			238,532

NOTES

- 1.) Charity/Donations/Gifts: Considered a personal benefit to the owner.
- 2.) Automobile & Insurance: Considered a personal benefit to the owner.
- 3.) Line of Credit/Overdraft Account/Interest Expense/Real Estate/Loan: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 4.) Employee Benefit Programs/ Pension, Profit Sharing, Retirement - Retirement (Doctor): Considered a personal benefit to the owner.
- 5.) Equipment Lease-Waterlase: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 6.) Insurance-Life: Considered a personal benefit to the owner.
- 7.) Legal & Professional: Considered a non-recurring expense.
- 8.) Personal Draw: Considered a personal benefit to the owner.
- 9.) Estimated Annual Mortgage: Adjustment reflects annual mortgage payment at the purchase price of \$455,000 with 10% down and amortized for 20 yr. @ 5% the monthly payment would be approx. \$2703.00.
- 10.) Taxes- Federal and State: Considered a 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.