

**PROFORMA INCOME STATEMENT**  
PRACTICE #BN-1149

|                                   | Year end 2019  | Adjustments     | Proforma       |
|-----------------------------------|----------------|-----------------|----------------|
| Gross Receipts                    | 339,275        |                 | 339,275        |
| Returns and Allowances            | (2,186)        |                 | (2,186)        |
| <b>Net Receipts</b>               | <b>337,089</b> |                 | <b>337,089</b> |
| <b>Expenses:</b>                  |                |                 |                |
| Advertising <sup>1</sup>          | 13,255         | (8,613)         | 4,642          |
| Alarm                             | 1,289          |                 | 1,289          |
| Automobile <sup>1</sup>           | 3,404          | (3,404)         | 0              |
| Bank Charges                      | 7,245          |                 | 7,245          |
| Computer Expenses <sup>1</sup>    | 8,645          | (3,965)         | 4,680          |
| Continuing Education <sup>2</sup> | 7,821          | (5,000)         | 2,821          |
| Custodial                         | 380            |                 | 380            |
| Dental Supplies                   | 25,364         |                 | 25,364         |
| Depreciation <sup>5</sup>         | 4,247          | (4,247)         | 0              |
| Insurance                         | 8,079          |                 | 8,079          |
| Laboratory                        | 19,936         |                 | 19,936         |
| Legal & Professional              | 6,262          |                 | 6,262          |
| Licenses & Fees                   | 4,910          |                 | 4,910          |
| Lodging <sup>1</sup>              | 4,870          | (4,870)         | 0              |
| Meals <sup>1</sup>                | 4,721          | (4,721)         | 0              |
| Office Expense <sup>1</sup>       | 33,466         | (13,481)        | 19,985         |
| Postage                           | 2,642          |                 | 2,642          |
| Rent                              | 38,524         |                 | 38,524         |
| Repairs & Maintenance             | 7,251          |                 | 7,251          |
| Salaries & Wages                  | 54,629         |                 | 54,629         |
| Subscriptions                     | 250            |                 | 250            |
| Taxes & Licenses                  | 5,699          |                 | 5,699          |
| Telephone                         | 7,266          |                 | 7,266          |
| Travel <sup>1</sup>               | 9,462          | (9,462)         | 0              |
| Uniforms & Laundry                | 2,635          |                 | 2,635          |
| Utilities                         | 11,582         |                 | 11,582         |
| <b>TOTAL EXPENSES</b>             | <b>293,834</b> |                 |                |
| <b>TOTAL ADJUSTMENTS</b>          |                | <b>(57,763)</b> |                |
| <b>TOTAL ADJUSTED EXPENSES</b>    |                |                 | <b>236,071</b> |
| <b>NET PROFIT</b>                 | <b>43,255</b>  |                 | <b>101,018</b> |
| <b>ADJUSTED NET PROFIT</b>        |                |                 | <b>101,018</b> |

**NOTES**

- 1.) All Adjustments categorized as #1 considered of personal benefit to the Owner.
- 2.) Continuing Education: Adjustment considered a non-cash expense.
- 3.) Depreciation: Considered a non-cash expense.

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