

# PROFORMA INCOME STATEMENT

PRACTICE #LV-1168 12-month P&L

	Jan - Dec 2019	Adjustments	Proforma
Gross Receipts	363,585		363,585
Non-Medical Income	145		145
<b>Net Receipts</b>	<b>363,730</b>		<b>363,730</b>
Expenses:			
Accounting & Bokkeeping	1,413		1,413
Advertising & Promotion	350		350
Automobile <sup>1</sup>	167	(167)	0
Bank Charges	533		533
Computer Expense	9,421		9,421
Continuing Education	651		651
Dental Supplies <sup>2</sup>	77,036	(42,036)	35,000
Dues & Subscriptions <sup>3</sup>	9,891	(7,000)	2,891
Employee Benefit Programs	2,840		2,840
Equipment Lease <sup>4</sup>	1,202	(1,202)	0
Equipment Purchases <sup>5</sup>	1,190	(1,190)	0
Insurance	5,545		5,545
Health	1,473		1,473
Life	268		268
Tenant	3,719		3,719
Interest Expense <sup>6</sup>	2,466	(2,466)	0
Internet & Television	8,987		8,987
Laboratory	33,583		33,583
Licenses & Permits	513		513
Office Expense	4,786		4,786
Outside Services	960		960
Payroll Service Fee	1,551		1,551
Postage	29		29
Practice Management <sup>7</sup>	3,948	(3,948)	0
Professional Fees	4,750		4,750
Rent	62,974		62,974
Repairs & Maintenance	690		690
Salaries & Wages	108,801		108,801
Security	1,254		1,254
Taxes	6,995		6,995
Taxes-Payroll	13,914		13,914
Telephone	2,584		2,584
Travel <sup>8</sup>	1,233	(1,233)	0
Utilities	3,825		3,825
Web Hosting	1,634		1,634
<b>TOTAL EXPENSES</b>	<b>381,173</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(59,242)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>321,931</b>
<b>NET PROFIT</b>		<b>(17,442)</b>	<b>41,799</b>
<b>ADJUSTED NET PROFIT</b>			<b>41,799</b>

## NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Dental Supplies: Adjusted to reflects normal annualized dental supply costs, based on estimated industry standards.
- 3.) Dues & Subscriptions: Adjustment considered of personal benefit to the owner.
- 4.) Equipment Lease: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 5.) Equipment Purchases: Considered a one-time, non-recurring expense.
- 6.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 7.) Practice Management: Adjustment considered of personal benefit to the owner.
- 8.) 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.**