

**PROFORMA INCOME STATEMENT**  
PRACTICE #DG-1239 12-month P&L

	Jan - Dec 2017	Adjustments	Proforma
Gross Receipts	1,063,456		1,063,456
Adjustments	(33,774)		(33,774)
Adjustment to Cash Basis	28,118		28,118
Other Adjustments	(316)		(316)
<b>Net Receipts</b>	<b>1,057,484</b>		<b>1,057,484</b>
<b>Expenses:</b>			
Accounting	4,875		4,875
Automobile <sup>1</sup>	4,449	(4,449)	0
Bank Discount Fee	11,410		11,410
Computer Support	1,300		1,300
Consultant Fees <sup>2</sup>	1,049	(1,049)	0
Contributions <sup>3</sup>	2,203	(2,203)	0
Dental Supplies <sup>4</sup>	81,411	(7,892)	73,519
Deposit Difference	(92)		(92)
Depreciation <sup>5</sup>	3,195	(3,195)	0
1st Yr Depreciation <sup>5</sup>	61,163	(61,163)	0
Dues & Subscriptions <sup>6</sup>	4,148	(1,000)	3,148
Employee Benefits <sup>7</sup>	32,772	(20,304)	12,468
Entertainment <sup>8</sup>	5,707	(5,707)	0
Equipment Leasing <sup>9</sup>	942	(942)	0
Insurance	31,896		31,896
Internet	399		399
Janitorial	3,260		3,260
Laboratory	28,445		28,445
Laundry	2,262		2,262
Licenses	2,860		2,860
Marketing & Promotion <sup>10</sup>	35,312	(11,916)	23,396
Office Supplies	15,689		15,689
Outside Services	4,151		4,151
Postage	858		858
Refunds	6,232		6,232
Rent	81,600		81,600
Repairs & Maintenance	28,239		28,239
Salaries & Wages <sup>11</sup>	189,434	25,000	214,434
Seminars <sup>12</sup>	6,690	(3,000)	3,690
Staff Meeting <sup>13</sup>	2,975	(2,975)	0
Supplies <sup>14</sup>	11,664	(4,183)	7,481
Taxes			
Business <sup>15</sup>	7,949	(7,949)	0
Payroll	15,449		15,449
Telephone	4,972		4,972
Travel <sup>16</sup>	17,577	(17,577)	0
Uniform <sup>17</sup>	9,586	(3,005)	6,581
<b>TOTAL EXPENSES</b>	<b>722,031</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(133,508)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>588,523</b>
<b>NET PROFIT</b>	<b>335,453</b>		<b>468,961</b>
<b>ADJUSTED NET PROFIT</b>			<b>468,961</b>

**NOTES**

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Consultant Fees: Considered of personal benefit to the owner.
- 3.) Contributions: Considered of personal benefit to the owner.
- 4.) Dental Supplies: Adjustment considered of personal benefit to the owner.
- 5.) Depreciation: Considered a non-cash expense.
- 6.) Dues & Subscriptions: Adjustment considered of personal benefit to the owner.
- 7.) Employee Benefits: Adjustment considered of personal benefit to the owner.
- 8.) Entertainment: Considered of personal benefit to the owner.
- 9.) Equipment Leasing: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 10.) Marketing & Promotion: Adjustment considered of personal benefit to the owner.
- 11.) Salaries & Wages: Adjustment reflects estimated salary to replace Spouse's position in office.
- 12.) Seminars: Adjustment considered of personal benefit to the owner.
- 13.) Staff Meeting: Considered of personal benefit to the owner.
- 14.) Supplies: Adjustment considered of personal benefit to the owner.
- 15.) Tax-Business: This represents the property tax, which is already included in Rent.
- 16.) Travel: Considered of personal benefit to the owner.
- 17.) Uniform: Adjustment 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.**