

PROFORMA INCOME STATEMENT
PRACTICE # DN-1293 12-month P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	1,318,067		1,318,067
Patient Refunds	(7,863)		(7,863)
Returned Checks - Patient	(5,438)		(5,438)
Interest Income	6		6
Other Income	26,161	(26,161)	0
Net Receipts	1,330,933		1,304,772
Expenses:			
Accounting ²	6,758	(1,003)	5,755
Advertising & Promotion	20,413		20,413
Amortization ³	2,666	(2,666)	0
Automobile ⁴	2,970	(2,970)	0
Bank Charges	1,031		1,031
Bookkeeping	1,744		1,744
Computer Expenses	8,649		8,649
Continuing Education ⁵	3,055	(3,055)	0
Contract Service	10,192		10,192
Dental Supplies ⁶	104,104	(30,000)	74,104
Donations ⁷	470	(470)	0
Dues & Subscriptions ⁸	9,055	(9,055)	0
Employer Retirement Plan ⁹	18,622	(15,236)	3,386
Insurance:			
Employee Health ¹⁰	29,385	(18,173)	11,212
Professional Liability	5,290		5,290
Workers Comp	6,032		6,032
Interest Expense ¹¹	591	(591)	0
Janitorial	5,148		5,148
Laboratory	131,811		131,811
Legal Services ¹²	3,582	(3,582)	0
Licenses & Taxes	5,177		5,177
Meals ¹³	1,078	(1,078)	0
Merchant Fees	16,789		16,789
Miscellaneous	(1)		(1)
New Staff Advertising ¹⁴	500	(500)	0
Office Supplies	26,727		26,727
Rent	70,778		70,778
Repairs & Maintenance			
Equipment	6,067		6,067
Office ¹⁵	8,498	(7,345)	1,153
Salaries & Wages:			
Administration ¹⁶	133,743	(28,500)	105,243
Hygiene	115,443		115,443
TX Assistant Salary	126,846		126,846
Salary-Officer ¹⁷	362,000	(362,000)	0
Staff Meeting ¹⁸	2,826	(2,826)	0
Taxes			
Corporate	1,820		1,820
Payroll ¹⁹	46,399	(35,000)	11,399
Telephone ²⁰	10,126	(2,400)	7,726
Travel ²¹	3,035	(3,035)	0
Uncategorized Expenses	204		204
Uniforms	2,466		2,466
Utilities	17,364		17,364
TOTAL EXPENSES	1,329,451		
TOTAL ADJUSTMENTS		(529,483)	
TOTAL ADJUSTED EXPENSES			799,968
NET PROFIT	1,482		504,804
ADJUSTED NET PROFIT			504,804

NOTES	
1.)	Other Income: Non-practice related income and non-relevant to new Owner.
2.)	Accounting: Adjustment considered of personal benefit to the owner.
3.)	Amortization: Considered a non-cash expense.
4.)	Automobile: Considered of personal benefit to the owner.
5.)	Continuing Education: Adjustment considered of personal benefit to the owner.
6.)	Dental Supplies: Adjustment considered of personal benefit to the owner.
7.)	Donations: Considered of personal benefit to the owner.
8.)	Dues & Subscriptions: Adjustment considered of personal benefit to the owner.
9.)	Employer Retirement Plan: Adjustment considered of personal benefit to the owner.
10.)	Insurance-Health: Adjustment considered of personal benefit to owner.
11.)	Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
12.)	Legal Services: Adjustment considered a one-time, non-recurring expense.
13.)	Meals: Considered of personal benefit to the owner.
14.)	New Staff Advertising: Considered a one-time, non-recurring expense, of personal benefit.
15.)	Repairs & Maintenance-Office: Adjustment considered of personal benefit to the owner.
16.)	Salary & Wages-Administration: Adjustment reflects Spouse's salary whose position is required at the practice.
17.)	Salary-Officer: Considered of personal benefit to the owner.
18.)	Staff Meeting: Considered of personal benefit to the owner.
19.)	Taxes-Payroll: Adjusted Owner & Spouse's estimated payroll taxes, considered personal benefit.
20.)	Telephone: Adjustment considered of personal benefit to the owner.
21.)	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.	