

## PROFORMA INCOME STATEMENT

PRACTICE # AZ-1323 12-month P&L

	Jan - Dec 2019	Adjustments	Proforma
Gross Receipts	748,625		748,625
Refunds	(2,000)		(2,000)
<b>Net Receipts</b>	<b>746,625</b>		<b>746,625</b>
<b>Expenses:</b>			
Advertising & Promotion	2,707		2,707
Answering Service	593		593
Automobile <sup>1</sup>	6,690	(6,690)	0
Bank Charges	1,076		1,076
Child Gifts & Toys <sup>2</sup>	34	(34)	0
Clinical Supplies	1,594		1,594
Collection Fees	283		283
Computer Expenses	7,560		7,560
Dental Supplies	47,100		47,100
Dues & Subscriptions	1,450		1,450
Employee Benefit Programs	1,522		1,522
Equipment Rental <sup>3</sup>	251	(251)	0
Equipment Repair	595		595
Gifts <sup>4</sup>	766	(766)	0
<b>Insurance:</b>			
Health	184		184
Malpractice	1,060		1,060
Property	933		933
Worker's Comp	637		637
Janitorial	69		69
Laundry & Cleaning	130		130
Marketing/PR	1,635		1,635
Meals <sup>5</sup>	161	(161)	0
Music	981		981
Office Expense	3,896		3,896
Office Supplies	8,942		8,942
Outside Services <sup>6</sup>	9,175	(9,175)	0
Payroll Expense	2,690		2,690
Payroll Fees	3,872		3,872
Postage	986		986
Rent	102,327		102,327
Repairs & Maintenance	3,809		3,809
Salaries & Wages	203,011		203,011
Salary-Officer <sup>7</sup>	15,085	(15,085)	0
Security	737		737
Small Equipment <sup>8</sup>	41,817	(41,817)	0
Supplies	4,291		4,291
<b>Taxes:</b>			
Payroll	17,074		17,074
Property	10,631		10,631
Telephone	2,065		2,065
Tools-Small Equipment <sup>9</sup>	12,516	(12,516)	0
Travel <sup>10</sup>	260	(260)	0
Uniforms	399		399
Utilities	15,085		15,085
<b>TOTAL EXPENSES</b>	<b>536,680</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(86,756)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>449,924</b>
<b>NET PROFIT</b>	<b>209,945</b>		<b>296,701</b>
<b>ADJUSTED NET PROFIT</b>			<b>296,701</b>

### NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Child Gifts & toys: Considered of personal benefit to the owner.
- 3.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 4.) Gifts: Considered of personal benefit to the owner.
- 5.) Meals: Considered of personal benefit to the owner.
- 6.) Outside Services: Considered a non-recurring expense.
- 7.) Salary-Officer: Considered of personal benefit to the owner.
- 8.) Small Equipment: Considered a non-recurring expense.
- 9.) Tools-Small Equipment: Considered a non-recurring expense.
- 10.) 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.**