

**PROFORMA INCOME STATEMENT**  
PRACTICE #DG-1273 12-month P&L

	Jan - Dec 2021	Adjustments	Proforma
Gross Receipts	693,197		693,197
Refunds	(7,417)		(7,417)
Miscellaneous Income <sup>1</sup>	25,000	(25,000)	0
Other Income <sup>1</sup>	84,827	(84,827)	0
Interest Income	0		0
<b>Net Receipts</b>	<b>795,607</b>		<b>685,780</b>
<b>Expenses:</b>			
Accounting	3,980		3,980
Advertising	16,059		16,059
Automobile <sup>2</sup>	7,124	(7,124)	0
Bank Charges	47		47
Computer Expenses	16,974		16,974
Dental Supplies	31,995		31,995
Depreciation <sup>3</sup>	4,526	(4,526)	0
Dues & Subscriptions <sup>4</sup>	2,781	(1,955)	826
Education & Meetings	109		109
Employee Benefit Programs	344		344
Interest Expense <sup>5</sup>	2,160	(2,160)	0
Laboratory	47,049		47,049
Laundry & Uniform	1,019		1,019
Legal	2,202		2,202
Marketing	5,682		5,682
Meals <sup>6</sup>	1,986	(1,986)	0
Merchant Fees	10,668		10,668
Office Supplies & Expense	13,628		13,628
Parking & Tolls	150		150
Payroll Processing	4,152		4,152
Postage	160		160
Rent	108,602		108,602
Repairs	1,555		1,555
Salaries & Wages			
Office	51,328		51,328
Assistant	31,334		31,334
Hygiene	110,010		110,010
Salary-Associate <sup>7</sup>	94,355	(94,355)	0
Taxes & Licenses	3,031		3,031
Taxes			
Payroll <sup>8</sup>	24,777	(7,500)	17,277
Property	2,772		2,772
Telephone	6,648		6,648
Travel <sup>9</sup>	3,110	(3,110)	0
Utilities	8,171		8,171
<b>TOTAL EXPENSES</b>	<b>618,488</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(122,716)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>495,773</b>
<b>NET PROFIT</b>	<b>177,119</b>		<b>190,007</b>
<b>ADJUSTED NET PROFIT</b>			<b>190,007</b>

**NOTES**

- 1.) Miscellaneous-Other Income: Covid Relief Grants are not relevant to the Buyer.
- 2.) Automobile: Considered of personal benefit to the owner.
- 3.) Depreciation: Considered a non-cash expense.
- 4.) Dues & Subscriptions: Adjustment considered of personal benefit to the owner.
- 5.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 6.) Meals: Considered of personal benefit to the owner.
- 7.) Salary-Associate: New Owner/Buyer will not need the services of an Associate any longer.
- 8.) Taxes-Payroll: Adjusted Doctor's estimated payroll taxes, considered personal benefit.
- 9.) 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.**