

PROFORMA INCOME STATEMENT
PRACTICE #EN-1395 12-month P&L

	Jan - Dec 2021	Adjustments	Proforma
Gross Receipts	1,219,904		1,219,904
Net Receipts	1,219,904		1,219,904
Expenses:			
Accounting	4,310		4,310
Advertising & Promotion	70,673		70,673
Alarm	2,208		2,208
Automobile ¹	15,115	(15,115)	0
Bank Charges	15,176		15,176
Consulante ²	72,400	(72,400)	0
Continuing Education ³	6,000	(3,000)	3,000
Dental Exchange ⁴	10,200	(10,200)	0
Dental Supplies	106,117		106,117
Donations ⁵	210	(210)	0
Electronic Claim	10,216		10,216
Equipment Rental ⁶	707	(707)	0
Equipment ⁷	754	(754)	0
Insurance			0
Disability	2,029		2,029
Malpractice ⁸	25,160	(25,160)	0
Medical ⁹	55,724	(55,274)	450
Office Umbrella	31,827		31,827
Janitorial	5,121		5,121
Laboratory	88,119		88,119
Laundry	12,948		12,948
Legal ¹⁰	22,859	(22,859)	0
Meals ¹¹	2,665	(2,665)	0
Office Supplies	46,182		46,182
Outside Services	30,400		30,400
Postage	3,566		3,566
Reference Materials	674		674
Reimbursements	6,331		6,331
Rent ¹²	60,627	46,173	106,800
Repairs & Maintenance ¹³	45,010	(35,010)	10,000
Salaries & Wages ¹⁴	376,284	(184,802)	191,482
Seminary & Training ¹⁵	29,006	(26,000)	3,006
Storage	2,430		2,430
Taxes-Payroll	30,298		30,298
Telephone & Internet	14,345		14,345
Telephone-Cell ¹⁶	5,070	(5,070)	0
Travel ¹⁷	8,662	(8,662)	0
Uniforms	1,944		1,944
Utilities	12,143		12,143
Waste Removal	7,937		7,937
TOTAL EXPENSES	1,241,445		
TOTAL ADJUSTMENTS		(421,716)	
TOTAL ADJUSTED EXPENSES			819,730
NET PROFIT	(21,541)		400,174
ADJUSTED NET PROFIT			400,174

NOTES
1.) Automobile: Considered of personal benefit to the owner.
2.) Consulante: Computer Services considered of personal benefit to owner.
3.) Continuing Education: Adjustment considered of personal benefit to the owner.
4.) Dental Exchange: Consulting Services considered of personal benefit to the owner.
5.) Donations: Adjustment considered of personal benefit to the owner.
6.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
7.) Equipment: Purchase considered a one-time, non-recurring expense.
8.) Insurance-Malpractice: Increased due to malpractice case, non-relevant to Buyer.
9.) Insurance-Medical: Adjustment considered of personal benefit to Owner & Family.
10.) Legal: Fees related to a lawsuit, considered one-time, personal expense.
11.) Meals: Considered of personal benefit to the owner.
12.) Rent: Adjusted to reflect normal annualized rent @ \$8,900.00/month=\$106,800/yr.
13.) Repairs & Maintenance: Adjustment considered of personal benefit to the owner.
14.) Salaries & Wages: Adjustment reflects salary considered of personal benefit to the owner.
15.) Seminars & Training: Adjustment considered of personal benefit to the owner.
16.) Telephone: Cell phone expense considered of personal benefit to the owner.
17.) 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.