

**PROFORMA INCOME STATEMENT**  
PRACTICE #AC-1368 12-month P&L

	Jan - Dec 2021	Adjustments	Proforma
Gross Receipts	786,615		786,615
<b>Net Receipts</b>	<b>786,615</b>		<b>786,615</b>
<b>Expenses:</b>			
Advertising	3,600		3,600
Automobile <sup>1</sup>	4,150	(4,150)	0
Continuing Education	2,430		2,430
Dental Supplies	64,338		64,338
Depreciation <sup>2</sup>	13,903	(13,903)	0
Equipment Lease <sup>3</sup>	25,401	(25,401)	0
Insurance	12,995		12,995
Interest Expense <sup>4</sup>	8,082	(8,082)	0
Laboratory	103,266		103,266
Merchant Fees	11,298		11,298
Professional Fees	1,500		1,500
Rent	120,000		120,000
Repairs & Maintenance <sup>5</sup>	24,500	(12,000)	12,500
Salaries & Wages <sup>6</sup>	55,282	75,758	131,040
Subcontractors <sup>7</sup>	107,919	(107,919)	0
Supplies	27,800		27,800
Taxes & Licenses	6,146		6,146
Telephone	4,641		4,641
Travel <sup>8</sup>	12,150	(12,150)	0
Website SEO	9,150		9,150
<b>TOTAL EXPENSES</b>	<b>618,551</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(107,847)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>510,704</b>
<b>NET PROFIT</b>	<b>168,064</b>		<b>275,911</b>
<b>ADJUSTED NET PROFIT</b>			<b>275,911</b>

**NOTES**

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Depreciation: Considered a non-cash expense.
- 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.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 5.) Repairs & Maintenance: Adjusted non-recurring Office Remodel related expenses.
- 6.) Salaries & Wages: Adjustment reflects estimated annualized Payroll expenses.
- 7.) Subcontractors: Subcontractor's costs are related to Office Remodel expenses.
- 8.) Travel: 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.**