

PROFORMA INCOME STATEMENT

PRACTICE #HN-213

	Year end 2012	Adjustments	Proforma
Gross Receipts	506,527		506,527
Other Income	2,455		2,455
Refunds			0
Net Receipts	508,982		508,982
Expenses:			
Advertising	1,447		1,447
Automobile ¹	2,454	(2,454)	0
Bad Debt	25		25
Bank Charges	2,497		2,497
Dental Supplies	37,841		37,841
Depreciation ²	16,548	(16,548)	0
Dues & Subscriptions	1,146		1,146
Education	2,410		2,410
Insurance	6,553		6,553
Interest Expense ³	19	(19)	0
Laboratory	51,655		51,655
Laundry & Janitorial	846		846
Legal & Professional	3,410		3,410
Meals & Entertainment ⁴	233	(233)	0
Office Expense	6,121		6,121
Outside Labor	923		923
Pension & Profit-Sharing Plans	4,577		4,577
Rent ⁵		18,000	18,000
Repairs & Maintenance	2,109		2,109
Taxes & Licenses	19,851		19,851
Utilities	15,961		15,961
Wages ⁶	180,179	(14,000)	166,179
TOTAL EXPENSES	356,805		
TOTAL ADJUSTMENTS		(15,254)	
TOTAL ADJUSTED EXPENSES			341,551
NET PROFIT	152,177		167,431
ADJUSTED NET PROFIT			167,431

NOTES
<p>1.) Automobile: Considered of personal benefit to the owner.</p> <p>2.) Depreciation: A non-cash expense.</p> <p>3.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.</p> <p>4.) Meals and Entertainment: Considered of personal benefit to the owner.</p> <p>5.) Rent: Seller owns building. Adjusted to gross annualized rent based on \$1500/month which does not include utilities.</p> <p>6.) Wages: Adjustment of \$14,000 reflects estimated salary paid to Seller's spouse who currently works in office.</p> <p>**Above data has not been audited by Western Practice Sales/John M. Cahill Associates. It is the Buyer's responsibility to verify if information is true and correct.</p>