

## PROFORMA INCOME STATEMENT

### PRACTICE #HN-213

	Year end 2014	Adjustments	Proforma
Gross Receipts	524,187		524,187
Other Income	2,382		2,382
Cost of Goods Sold:			
Lab Fees	(51,784)		(51,784)
Dental Supplies	(40,120)		(40,120)
<b>Net Receipts</b>	<b>434,665</b>		<b>434,665</b>
Expenses:			
Advertising	187		187
Automobile <sup>1</sup>	2,785	(2,785)	0
Bad Debt	132		132
Bank Charges	2,971		2,971
Depreciation <sup>2</sup>	13,549	(13,549)	0
Dues & Subscriptions	1,263		1,263
Continued Education	2,155		2,155
Insurance	7,244		7,244
Laundry & Janitorial	977		977
Legal & Professional	3,345		3,345
Meals & Entertainment <sup>4</sup>	349	(349)	0
Office Expense	5,470		5,470
Pension & Profit-Sharing Plans	4,588		4,588
Rent <sup>5</sup>		18,000	18,000
Repairs & Maintenance	5,966		5,966
Taxes & Licenses	18,902		18,902
Travel <sup>6</sup>	454	(454)	0
Utilities	16,168		16,168
Wages <sup>7</sup>	188,819	(14,000)	174,819
<b>TOTAL EXPENSES</b>	<b>275,324</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(13,137)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>262,187</b>
<b>NET PROFIT</b>	<b>159,341</b>		<b>172,478</b>
<b>ADJUSTED NET PROFIT</b>			<b>172,478</b>

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.) Travel: : Considered of personal benefit to the owner.</p> <p>7.) Wages: Adjustment of \$14,000 reflects estimated salary paid to Seller's spouse who currently works in office.</p> <p><b>**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.</b></p>