

PROFORMA INCOME STATEMENT
PRACTICE #AZ-272 from P&L

	Year end 2012	Adjustments	Proforma
Gross Receipts	389,951		389,951
Refunds	(3,540)		(3,540)
Net Receipts	386,411		386,411
Expenses:			
Advertising & Promotion	20,877		20,877
Automobile ¹	18,411	(18,411)	0
Bank Service Charges	3,134		3,134
Computer & Internet Expenses	4,873		4,873
Contract Labor	401		401
Dental Supplies	21,006		21,006
Depreciation ²	6,149	(6,149)	0
Dues & Subscriptions	1,738		1,738
Equipment Lease ³	534	(534)	0
Gifts ⁴	840	(840)	
Insurance	5,072		5,072
Interest Expense ⁵	33,856	(33,856)	0
Laboratory	26,303		26,303
Licenses & Permits	2,164		
Meals & Entertainment ⁶	5,525	(5,525)	0
Office Supplies	10,161		10,161
Payroll Processing Fee	915		915
Postage & Delivery	12		12
Professional Fees	3,795		3,795
Rent	47,025		47,025
Repairs & Maintenance	4,478		4,478
Salaries & Wages	57,632		57,632
Security	270		270
Taxes-Payroll	5,103		5,103
Telephone	3,254		3,254
Travel ⁷	1,025	(1,025)	0
Utilities	5,209		5,209
TOTAL EXPENSES	289,763		
TOTAL ADJUSTMENTS		(66,341)	
TOTAL ADJUSTED EXPENSES			221,258
NET PROFIT	96,648		165,153
ADJUSTED NET PROFIT			165,153

NOTES
<p>1.) Automobile: Considered of personal benefit to the owner.</p> <p>2.) Depreciation: Considered a non-cash expense.</p> <p>3.) Equipment Lease: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.</p> <p>4.) Gifts: Considered of personal benefit to the owner.</p> <p>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.</p> <p>6.) Meals and Entertainment: Considered of personal benefit to the owner.</p> <p>7.) Travel: Considered of personal benefit to the owner.</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>