

**PROFORMA INCOME STATEMENT**  
PRACTICE # BC-432

	2013	Adjustments	Proforma
Dr. Receipts	424,323		424,323
Returns & Allowances	(105)		(105)
Other Income*	57	(57)	-
Hygiene 24%	133,997		133,997
<b>TOTAL INCOME</b>	<b>558,272</b>	<b>(57)</b>	<b>558,215</b>
Accounting <sup>1</sup>	7,825	(2,825)	5,000
Auto <sup>2</sup>	3,049	(3,049)	-
Bank Charges	2,152		2,152
Charitable Contributions <sup>3</sup>	190	(190)	-
Compensation of Officers <sup>4</sup>	73,000	(73,000)	-
Computer Expenses	509		509
Continuing Ed	340		340
Dental Supplies	30,878		30,878
Deprecation <sup>5</sup>	6,856	(3,856)	3,000
Dues & Subscriptions	690		690
Employee Benefit Programs <sup>6</sup>	27,050	(27,050)	-
Insurance	6,120		6,120
Janitorial	2,025		2,025
Lab	61,138		61,138
Licenses & Fees	690		690
Meals & Entertainment <sup>7</sup>	98	(98)	-
Office Expense <sup>8</sup>	30,265	(15,133)	15,133
Payroll Taxes <sup>9</sup>	23,411	(10,000)	13,411
Pension, Profit-Sharing <sup>10</sup>	23,397	(15,000)	8,397
Personal Property Taxes	528		528
Professional Promotion <sup>11</sup>	5,068	(5,068)	-
Rent (\$1.90 x 1,640 sq. ft.) <sup>12</sup>	27,060	10,340	37,400
Repairs & Maintenance	2,304		2,304
Retirement Plan Fees <sup>10</sup>	1,438	(1,438)	-
Salaries & Wages <sup>13</sup>	205,086	(25,200)	179,886
Staff Expenses	2,000		2,000
State Tax <sup>14</sup>	800	(800)	-
Telephone <sup>15</sup>	6,684	(3,342)	3,342
Utilities	5,749		5,749
Waste Disposal	160		160
<b>TOTAL EXPENSES</b>	<b>556,560</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>175,709</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>380,852</b>
<b>NET PROFIT</b>	<b>1,712</b>	<b>175,766</b>	<b>177,364</b>
<b>ADJUSTED NET PROFIT</b>			<b>177,364</b>

**NOTES**

- \*Other Income: Considered of personal benefit to owner and will not continue after the sale.
- 1.) Accounting: The adjusted amount shown is an estimated projection for this expense.
  - 2.) Auto: Considered of personal benefit to owner.
  - 3.) Charitable Contributions: Considered of personal benefit to owner.
  - 4.) Compensation of Officers: Considered of personal benefit to owner.
  - 5.) Depreciation: Considered a non-cash expense. An adjustment for depreciation is made, leaving a fund for replacement of any hard assets/equipment.
  - 6.) Employee Benefit Programs: Considered of personal benefit to owner & spouse.
  - 7.) Meals & Entertainment: Considered of personal benefit to owner.
  - 8.) Office Expense: The amount adjusted out is made to reflect expenses attributed to the owner's personal benefits.
  - 9.) Payroll Taxes: The adjustment shown was made to reflect taxes attributed to the owner and spouse.
  - 10.) Pension & Retirement Plan Fees: The adjustment shown is made to reflect the owner's personal expense.
  - 11.) Professional Promotion: The amount adjusted out is made to reflect expenses attributed to the owner's personal benefits.
  - 12.) Rent: The amount shown is an estimate of anticipated rent to be paid by the purchaser based on fair market rental for the area.
  - 13.) Salaries & Wages: Owner is currently paying wages to spouse, that will not continue after the sale.
  - 14.) State Tax: Considered of personal benefit to owner.
  - 15.) Telephone: The amount adjusted out is made to reflect expenses attributed to the owner's personal benefits.

**\*\*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.**