

<b>PROFORMA INCOME STATEMENT</b>			
PRACTICE #CC-567			
	2014	Adjustments	Proforma
Doctor's Receipts	837,907		837,907
Returns & Allowances <sup>1</sup>	(28,224)	24,256	(3,968)
Hygiene 25%	279,302		279,302
<b>TOTAL INCOME</b>	<b>1,088,985</b>	<b>24,256</b>	<b>1,113,241</b>
Advertising & Promotion	8,707		8,707
Amortization <sup>2</sup>	24,385	(24,385)	-
Auto <sup>3</sup>	221	(221)	-
Bank Service Charges	21,802		21,802
Bankcard Charges	8,697		8,697
Board Meeting Expense <sup>4</sup>	11,900	(11,900)	-
Business Licenses & Permits	208		208
Charitable Donations	706		706
COGS: Dental Supplies	63,506		63,506
COGS: Lab	62,475		62,475
Continuing Ed	519		519
Depreciation <sup>2</sup>	46,385	(41,385)	5,000
Dues & Subscriptions	5,941		5,941
Insurance: Liability	1,955		1,955
Insurance: Life <sup>5</sup>	11,792	(11,792)	-
Interest <sup>6</sup>	51,603	(51,603)	-
Janitorial	1,198		1,198
Laundry	1,206		1,206
Meals & Entertainment <sup>7</sup>	2,343	(1,757)	586
Office Décor	1,189		1,189
Office Supplies	7,581		7,581
Payroll Service	1,409		1,409
PR Expense: Associate/Dr. Wages 1099 <sup>8</sup>	287,041	(287,041)	-
PR Expense: EE Health Plan	27,996		27,996
PR Expense: Employee Wages	328,608		328,608
PR Expense: ER Payroll Taxes	29,722		29,722
PR Expense: PR Expenses	19		19
PR Expense: Staff Development	2,132		2,132
Professional Service: Bookkeeping <sup>9</sup>	16,038	(13,538)	2,500
Professional Service: Consulting <sup>9</sup>	14,548	(14,548)	-
Professional Service: Legal <sup>9</sup>	3,000	(500)	2,500
Rent	81,919		81,919
Repairs & Maintenance	13,191		13,191
Shipping & Postage	3,037		3,037
Software Support	5,086		5,086
Storage Fees	2,749		2,749
Tax & Licenses	1,288		1,288
Telephone	5,112		5,112
Travel <sup>10</sup>	5,214	(5,214)	-
Utilities: Internet	1,485		1,485
Utilities: Power	5,394		5,394
Utilities: Waste	739		739
Utilities: Water	946		946
<b>TOTAL EXPENSES</b>	<b>1,170,990</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>463,883</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>707,107</b>
<b>NET PROFIT</b>	<b>(82,005)</b>	<b>439,627</b>	<b>406,134</b>
<b>ADJUSTED NET PROFIT</b>			<b>406,134</b>
<b>NOTES</b>			
1.) Refunds: The amount adjusted out is owner/doctor's personal expenses.			
2.) Amortization/Depreciation: Considered a non-cash expense. An adjustment for depreciation is made, leaving a fund for replacement of any hard assets/equipment.			
3.) Auto: Considered of personal benefit to the owner/doctor.			
4.) Board Meeting Expense: Considered of personal benefit to the owner/doctor.			
5.) Insurance: The amount adjusted out is to reflect the personal portion of the owner's insurance costs.			
6.) Interest: Assume Debt-Free. A new doctor will have his/her own debt structure.			
7.) Meals & Entertainment: An adjustment of 75% of the amount expensed on the financial statement is made to reflect the owner's personal expenses.			
8.) PR Expense - Associate/Dr. Wages 1099: The current doctor is paying a commission to an Associate Doctor which may not continue to be an expense following the sale.			
9.) Professional Fees: Considered of personal benefit to the owner/doctor. The adjusted amount shown is an estimated projection for this expense.			
6.) Owner Comp: Considered of personal benefit to the owner/doctor.			
7.) Personnel: Centralized Services (Consulting Group): Considered a personal benefit to the owner/doctor.			
8.) Practice Support Fees (Consulting Group): Considered of personal benefit to owner/doctor.			
9.) Professional Fees: The adjusted amount shown is an estimated projection for this expense.			
10.) Travel: Considered of personal benefit to owner/doctor.			
<b>**Above data has not been audited by Western Practice Sales/John M. Cahill Associates.</b>			
<b>It is the Buyer's responsibility to verify if information is true and correct</b>			