

**PROFORMA INCOME STATEMENT  
PRACTICE #CC-599**

Schedule C of Federal Tax Returns	Year End 2013	Adjustments	Proforma
Dr. Receipts	\$ 210,455		\$ 210,455
Returns & Allowance	\$ (100)		\$ (100)
Hygiene 36%	\$ 118,381		\$ 118,381
<b>TOTAL INCOME</b>	<b>\$ 328,736</b>	<b>\$ -</b>	<b>\$ 328,736</b>
Advertising	\$ 2,295		\$ 2,295
Amortization <sup>1</sup>	\$ 14,796	\$ (14,796)	\$ -
Bank Charges	\$ 2,101		\$ 2,101
Car & truck <sup>2</sup>	\$ 3,614	\$ (3,614)	\$ -
Computer Expenses	\$ 4,099		\$ 4,099
Depreciation <sup>1</sup>	\$ 8,121	\$ (5,121)	\$ 3,000
Dues & Subscriptions	\$ 4,191		\$ 4,191
Education	\$ 120		\$ 120
Equipment Rental <sup>3</sup>	\$ 480	\$ (480)	\$ -
Insurance	\$ 1,808		\$ 1,808
Interest <sup>4</sup>	\$ 6,702	\$ (6,702)	\$ -
Janitorial	\$ 1,970		\$ 1,970
Lab	\$ 18,722		\$ 18,722
Landscaping	\$ 1,592		\$ 1,592
Laundry	\$ 1,306		\$ 1,306
Legal & Professional	\$ 1,402		\$ 1,402
Meals & Entertainment	\$ 336		\$ 336
Office Expense	\$ 3,263		\$ 3,263
Payroll Taxes	\$ 9,032		\$ 9,032
Permits/Licenses	\$ 540		\$ 540
Postage/Delivery	\$ 1,176		\$ 1,176
Printing/Reproduction	\$ 827		\$ 827
Promotion	\$ 6,769		\$ 6,769
Recruit & Retention	\$ 4,390		\$ 4,390
Rent	\$ 23,712		\$ 23,712
Repairs & Maintenance	\$ 2,108		\$ 2,108
Supplies	\$ 15,697		\$ 15,697
Taxes & Licenses	\$ 4,390		\$ 4,390
Telephone	\$ 5,157		\$ 5,157
Travel <sup>5</sup>	\$ 895	\$ (895)	\$ -
Utilities	\$ 3,133		\$ 3,133
Wages	\$ 98,581		\$ 98,581
Workers Comp Insurance	\$ 3,652		\$ 3,652
<b>TOTAL EXPENSES</b>	<b>256,977</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>31,608</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>225,369</b>
<b>NET PROFIT</b>	<b>71,759</b>	<b>31,608</b>	<b>103,367</b>
<b>ADJUSTED NET PROFIT</b>			<b>103,367</b>

**NOTES**

- 1.) Amortization & Depreciation: Considered of non-cash expense.
- 2.) Car & Truck: Considered of personal benefit to the Owner/Doctor.
- 3.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 4.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 5.) Travel: Considered of personal benefit to the Owner/Doctor.

**\*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.**