

**PROFORMA INCOME STATEMENT
LISTING #DC-623**

Profit & Loss Statement	2015	Adjustments	Proforma
Dr. Receipts	273,194		273,194
Returns & Allowances	(4,160)		(4,160)
Interest Income ¹	12	(12)	-
Other Income ¹	37,443	(37,443)	-
TOTAL INCOME	306,489	(37,455)	269,034
Accounting ²	6,502	(4,002)	2,500
Advertising	12,887		12,887
Associate Fees	12,292	(12,292)	-
Auto ³	207	(207)	-
Bank Charges	398		398
Computer Expense	433		433
Contracts Services - Other	1,842		1,842
Dental Supplies	27,916		27,916
Depreciation ⁴	78,940	(78,940)	-
Education & Meetings - Dr. ⁵	3,033	(1,533)	1,500
Insurance - Disability - Dr. ⁶	3,462	(3,462)	-
Insurance - Malpractice	1,152		1,152
Insurance - Other	2,739		2,739
Insurance - Workers Comp	2,103		2,103
Interest ⁷	38,472	(38,472)	-
Janitorial	3,001		3,001
Lab	30,929		30,929
Laundry & Uniform	1,344		1,344
Legal ⁸	5,155	(2,655)	2,500
Marketing	6,165		6,165
Meals & Entertainment	1,040		1,040
Meals & Entertainment - Dr. ⁹	453	(453)	-
Merchant Fees	3,290		3,290
Office Supplies & Expense	12,554		12,554
Other Taxes - Fees & Licenses	998		998
Other Taxes - FTB Corp Estimate ¹⁰	800	(800)	-
Payroll - Taxes	3,893		3,893
Payroll - Wages	39,809		39,809
Postage	100		100
Rent	61,899		61,899
Subscriptions & Dues - Dr. ¹¹	2,981	(2,236)	745
Temp Labor	40		40
Travel & Lodging - Dr. ¹²	3,026	(3,026)	-
Utilities	3,012		3,012
TOTAL EXPENSES	372,864		
TOTAL ADJUSTMENTS		148,077	
TOTAL ADJUSTED EXPENSES			224,787
NET PROFIT	(66,375)	110,622	44,246
ADJUSTED NET PROFIT			44,246

NOTES

- 1.) Other Income: Non-Dental Income. Considered of personal benefit to current owner/doctor.
- 2.) Accounting: The adjusted amount shown is an estimated projection for this expense.
- 3.) Associate Fees: Considered of personal benefit to owner/doctor.
- 3.) Auto & Truck: Considered of personal benefit to owner/doctor.
- 4.) Depreciation: Considered a non-cash expense.
- 5.) Education & Meetings: Considered of personal benefit to owner/doctor. An allowance is made for Continuing Education for the year.
- 6.) Disability Insurance: Considered of personal benefit to owner/doctor.
- 7.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 8.) Legal: The adjusted amount shown is an estimated projection for this expense.
- 9.) Meals & Entertainment: Considered of personal benefit to owner/doctor.
- 10.) FTB Taxes: A new doctor will have his/her own tax planning when practice is purchased.
- 11.) Subscription & Dues - An adjustment of 75% of the amount expensed is made to reflect the owner's personal expenses.
- 12.) Travel & Lodging: Considered of personal benefit to 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.**