

## PROFORMA INCOME STATEMENT

### PRACTICE #D-991

	Year end 2010	Adjustments	Proforma
Gross Receipts	305,424		305,424
Other Income	1		1
<b>Net Receipts</b>	<b>305,425</b>		<b>305,425</b>
<b>Expenses:</b>			
Accounting	3,675		3,675
Advertising	2,584		2,584
Automobile <sup>1</sup>	10,247	(10,247)	0
Bank Card Charges	1,235		1,235
Bank Charges	602		602
Consultant Fees <sup>2</sup>	7,813	(7,813)	0
Continuing Education	5,263		5,263
Dental Supplies & Laboratory	47,497		47,497
Depreciation <sup>3</sup>	5,588	(5,588)	0
Dues & Subscriptions	2,015		2,015
Employee Benefit Programs	941		941
Insurance	5,948		5,948
Interest Expense <sup>4</sup>	1,277	(1,277)	0
Janitorial	360		360
Licenses & Permits	1,782		1,782
Meals & Entertainment <sup>5</sup>	186	(186)	0
Medical Expenses	501		501
Office Expense	5,551		5,551
Postage	438		438
Professional Development <sup>6</sup>	5,319	(5,319)	0
Rent	37,960		37,960
Repairs & Maintenance	2,274		2,274
Safe Deposit Box	80		80
Small Equipment <sup>7</sup>	487	(487)	0
Software Provider Services	3,995		3,995
Taxes & Licenses	9,455		9,455
Telephone	5,853		5,853
Travel <sup>8</sup>	1,753	(1,753)	0
Uniforms	512		512
Utilities	3,149		3,149
Wages <sup>9</sup>	85,067	(33,250)	51,817
<b>TOTAL EXPENSES</b>	<b>259,407</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(65,920)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>193,487</b>
<b>NET PROFIT</b>	<b>46,018</b>		<b>111,938</b>
<b>ADJUSTED NET PROFIT</b>			<b>111,938</b>

#### NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Consultant Fees: Considered of personal benefit to the owner.
- 3.) Depreciation: A non-cash expense.
- 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.) Meals and Entertainment: Considered of personal benefit to the owner.
- 6.) Professional Development: Considered of personal benefit to the owner.
- 7.) Small Equipment: Considered a one-time, non-recurring expense, of personal benefit to owner.
- 8.) Travel: Considered of personal benefit to the owner.
- 9.) Wages: Adjustments reflects estimated salaries paid to Hygienists, whose services and wages may not be warranted and incurred by new owner/operator in a practice this size.

**\*\*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.**