

**PROFORMA INCOME STATEMENT**  
PRACTICE #I-996 from P&L

	Jan - Dec 2010	Adjustments	Proforma
Gross Receipts	255,637		255,637
Refunds	(501)		(501)
<b>Net Receipts</b>	<b>255,137</b>		<b>255,137</b>
Expenses:			
Advertising & Promotion <sup>1</sup>	462	1,500	1,962
Associate Doctor F <sup>2</sup>	15,488	(15,488)	0
Associate Doctor G <sup>2</sup>	11,500	(11,500)	0
Associate Doctor M <sup>2</sup>	15,750	(15,750)	0
Automobile <sup>3</sup>	9,394	(9,394)	0
Bank Service Charges	161		161
Business Licenses & Permits <sup>4</sup>	90	60	150
Computer & Internet Expenses	3,589		3,589
Continuing Education	330		330
Dental Supplies	17,107		17,107
DMV <sup>3</sup>	1,436	(1,436)	0
Dues & Subscriptions	1,549		1,549
Employee Gifts <sup>5</sup>	189	(189)	0
Gasoline <sup>3</sup>	313	(313)	313
Insurance	1,570		1,570
Health	1,624		1,624
Liability	347		347
Laboratory <sup>6</sup>	13,108	15,000	28,108
LBL	250		250
Legal & Accounting	1,185		1,185
Meals & Entertainment <sup>7</sup>	435	(435)	0
Office Supplies <sup>8</sup>	2,678	4,000	6,678
Pension & Profit Sharing: 401k <sup>9</sup>	20,000	(20,000)	0
Postage & Delivery <sup>10</sup>	364	400	764
Rent	27,470		27,470
Repairs & Maintenance <sup>11</sup>	1,195	1,000	2,195
Security	428		428
Taxes-Payroll	3,632		3,632
Travel <sup>12</sup>	6,000	(6,000)	0
Uniforms	364		364
Utilities	3,670		3,670
Wages	36,323		36,323
<b>TOTAL EXPENSES</b>	<b>198,001</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(60,045)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>139,769</b>
<b>NET PROFIT</b>	<b>57,136</b>		<b>115,368</b>
<b>ADJUSTED NET PROFIT</b>			<b>115,368</b>

**NOTES**

- 1.) Advertising & Promotion: Adjusted to reflect true expenses and current normalized costs.
- 2.) Associate Doctors: Estimated salary paid to associate dentists.
- 3.) Automobile/DMV/Gasoline: Considered of personal benefit to the owner.
- 4.) Business Licenses & Permits: Adjusted to reflect true expense and current normalized costs.
- 5.) Employee Gifts: Considered of personal benefit to the owner.
- 6.) Laboratory: Adjusted to reflect true and current normalized laboratory costs.
- 7.) Meals and Entertainment: Considered of personal benefit to the owner.
- 8.) Office Supplies: Adjusted to reflect true and current normalized expenses of office.
- 9.) Pension & Profit Sharing: Considered of personal benefit to the owner.
- 10.) Postage & Delivery: Adjusted to reflect true and current normalized expenses of office.
- 11.) Repairs & Maintenance: Adjusted to reflect true and current normalized expenses of office.
- 12.) Travel: Considered of personal benefit to the owner.

**\*\*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.**