

The following statistics are based on assumptions that the subject practice will continue to be operated as it has been in the past. Variation from past performance are 1) increase in fees for each year; 2) no production increase occurs; and 3) overhead expenses increase each year. Fee and overhead increases are based on estimates of inflation and can be adjusted.

The purpose of this summary is to demonstrate the individual practice revenues and profitability of this particular practice.

PRACTICE FINANCIAL SUMMARY

AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER	\$1,266,252
--	--------------------

COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$443,188
--	------------------

NOW CONSIDER THE PRACTICE PROFIT. THIS IS AN AMOUNT OVER AND ABOVE THE COMPENSATION FOR PURCHASER'S PRODUCTION.

THE PROFIT IS THE BENEFIT OF OWNERSHIP OF THE PRACTICE. ONLY PRACTICE OWNERS REALIZE PRACTICE PROFIT.

IN THIS PRACTICE, THE PROFIT, AFTER ALL EXPENSES AND SALARY COMPENSATION TO THE PURCHASER IS PAID AMOUNTS TO	\$512,329
---	------------------

THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, YIELDS A RATE OF	24%
--	------------

TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.

	SUBJECT PRACTICE
--	-------------------------

1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	\$512,329
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	40%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$128,390
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$640,719
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	51%

Projected annualized collections for 2020 adjusting for the practice closing for a total of **35** days would total **\$1,183,953**

New Orleans Area Endodontics					
FINANCIAL DATA FOR PRACTICE 9497					
The following summary illustrates a projected year's income and expenses for the subject practice which incorporates an increase in fees and overhead expense but no increase in production. This summary is not a representation or warranty of future practice performance. Purchasers should obtain qualified legal and accounting counsel prior to any purchase decisions. NOTE: Practice price does not include accounts receivable.					
PRACTICE INCOME					
EXPECTED GROSS COLLECTIONS				\$1,266,252	100.0%
HYGIENE COMPONENT					
DENTIST COMPONENT				\$1,266,252	100.0%
RETAINED SELLER					
ASSOCIATE					
PURCHASER				\$1,266,252	100.0%
VARIABLE EXPENSES					
WAGES, PAYROLL TAX, ETC.				\$261,534	20.7%
LABORATORY				\$1,095	0.1%
CLINICAL SUPPLIES				\$155,713	12.3%
OTHER VARIABLE EXPENSE				\$49,215	3.9%
TOTAL VARIABLE EXPENSE				\$467,557	36.9%
FIXED EXPENSES					
RENT				\$44,543	3.5%
PHONE, UTILITIES				\$14,004	1.1%
LEGAL & ACCOUNTING				\$6,695	0.5%
INSURANCE				\$7,725	0.6%
OTHER FIXED EXPENSE				\$80,657	6.4%
TOTAL FIXED EXPENSE				\$153,624	12.1%
PRACTICE DEBT SERVICE					
INTEREST				\$50,260	4.0%
PRINCIPAL				\$82,481	6.5%
TOTAL DEBT SERVICE				\$132,741	10.5%
SUMMARY					
EXPECTED COLLECTIONS				\$1,266,252	100.0%
EXPECTED EXPENSES				\$621,181	49.1%
PRACTICE DEBT SERVICE				\$132,741	10.5%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.				\$512,329	40%
PURCHASER PRODUCED PRODUCTION				\$1,266,252	100.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$82,481	6.5%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$45,909	3.6%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.				\$640,719	51%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:					
PRACTICE SALES PRICE & PERCENT OF GROSS				\$970,000	79%
WORKING CAPITAL				\$61,000	
TOTAL PRACTICE LOAN				\$1,031,000	
PRACTICE LOAN INTEREST RATE				5.25%	
PRACTICE LOAN TERM (MONTHS)				120	
MONTHLY PRACTICE PAYMENT				\$11,062	10%
PURCHASER CASH FLOW CONSIDERATIONS					
MONTHLY PRACTICE PAYMENTS				\$11,062	10%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT					
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$443,188	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$247,792	24%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$690,980	
LESS PRACTICE DEBT SERVICE				(\$132,741)	
PRACTICE SALARY + PROFIT + TAX SAVINGS - LOAN				\$558,239	

New Orleans Area	
DATA FOR PRACTICE NUMBER	9497
The following data is provided by the owner of the practice. It is believed to the best of the owner's knowledge to be a true and accurate representation of the facts of the practice. It is the responsibility of any purchaser to verify all information contained herein and to seek qualified counsel in the interpretation and verification thereof.	
OFFICE DATA	
SQUARE FOOTAGE OF OFFICE	3,000
EXPANDABLE FOOTAGE	Other area buildout
CURRENT MONTHLY RENTAL i.e. "1200"	\$3,712
PRICE PER SQUARE FOOT	\$14.85
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	52
PROXIMITY OF PARKING PLACES	Adjacent
# EQUIPPED OPS	3
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	3
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	
DO YOU OWN YOUR BUILDING? YES OR NO	NO
DO YOU WISH TO SELL THE BUILDING? YES OR NO	NO
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	
ANNUAL REAL ESTATE INSURANCE COST	
DATE OF LEASE i.e. "6/1/2016"	November 21, 2018
DATE LEASE ENDS - i.e. "1/1/2020"	July 31, 2022
IS THERE AN OPTION TO PURCHASE?	No
RENEWAL OPTIONS	As required
BUILDING VALUE TO BE USED	
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Either totally retiring or working part-time
DAYS/WEEK CURRENTLY WORKED	4.0
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER	
DESIRED WORK DAYS/WEEK 1ST YR	
DESIRED WORK DAYS/WEEK 2ND YR	
DESIRED WORK DAYS/WEEK 3RD YR	
DESIRED WORK DAYS/WEEK 4TH YR	
DESIRED WORK DAYS/WEEK 5TH YR	
DESIRED WORK DAYS/WEEK 6TH YR	
COVID INFORMATION	
DATE CLOSED FOR COVID	March 23, 2020
DATE REOPENED FOR COVID	April 27, 2020
DATE OF LATEST PRACTICE REVENUE	December 31, 2020
AMOUNT OF LATEST PRACTICE REVENUES	\$1,070,423
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	\$1,183,953
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	
RESULTS	
DESCRIBE INTERNAL MARKETING	Website, Facebook, actively ask for online reviews, send patients home with soup or protein drink after treatment
DESCRIBE EXTERNAL MARKETING	Quarterly Newsletter (by mail and email), raffles, personal deliveries (baskets, snacks, wine, etc), secretary of local dental association)
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Via email/text
WHAT TYPE COMPUTER SYSTEM	The Digital Office (TDO)
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	761
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	42
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	5
HOW FAR AHEAD IS DENTIST SCHEDULED?	Typically one week
PRACTICE DATA	
% INCOME FROM CASH	100%
% OF PATIENTS PAYING CASH	100%
% INCOME FROM INSURANCE	
% OF PATIENTS WITH INSURANCE	
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
SCHEDULING DATA	
MONDAY	8:30 AM - 5:30 PM
TUESDAY	8:30 AM - 5:30 PM
WEDNESDAY	8:30 AM - 5:30 PM
THURSDAY	8:30 AM - 5:30 PM
FRIDAY	
SATURDAY	
OWNER HOURS WORKED PER WEEK	37
ASSOCIATE HOURS WORKED PER WEEK	
DENTIST PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	185
NUMBER OF WEEKS WORKED PER YEAR	47
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$96,419
WHAT IS YOUR PATIENT CREDIT BALANCE	\$21,053
ACCOUNTS RECEIVABLES - CURRENT	\$53,409
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$14,882
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$12,595
ACCOUNTS RECEIVABLE >90 DAYS	\$15,532

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	2008	No		\$43,740		
OFFICE MANAGER	1997	No		\$36,000		
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT/RECEPTION	2018	?		\$24,960	\$20.00	
ASSISTANT						
ASSISTANT	2010	No		\$44,441	\$26.71	
ASSISTANT	2016	?		\$43,056	\$25.88	
ASSISTANT		No		\$20,800	\$25.00	
HYGIENIST						
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
	6					
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Uniforms, Matching IRA, Meals, Bonuses		
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE						
DO YOU HIRE ANY UNPAID FAMILY MEMBERS?				No		
WHAT POSITION DO THEY HOLD?						
WHAT IS THE ESTIMATED MARKET VALUE OF THEIR JOB?						
ARE THERE ANY EMPLOYEES WHO ARE PAID MORE OR LESS THAN THE NORMAL SALARY FOR THEIR POSITION?						
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER COMPENSATION FOR EACH						
COLLECTION CENTERS						
				1/1/2022 - 8/21/2022	2021	2020
GROSS COLLECTIONS				\$752,378	\$1,106,121	\$965,079
OWNER COLLECTIONS				\$752,378	\$1,106,121	\$965,079
HYGIENIST COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	\$0	
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				\$0		

