

Hickory Area, North Carolina	General Dentistry	
FINANCIAL DATA SUMMARY FOR PRACTICE	6470	2/8/2011 12:08

The following summary illustrates a projected year's income and expenses for the subject practice which incorporates a 4% 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				\$213,288	100.0%
	HYGIENE COMPONENT			\$0	0.0%
	DENTIST COMPONENT			\$213,288	100.0%
		RETAINED SELLER		\$0	0.0%
		ASSOCIATE		\$0	0.0%
		PURCHASER		\$213,288	100.0%
VARIABLE EXPENSES					
	WAGES, PAYROLL TAX, ETC.			\$45,859	21.5%
	LABORATORY			\$8,541	4.0%
	CLINICAL SUPPLIES			\$14,027	6.6%
	OTHER VARIABLE EXPENSE			\$8,215	3.9%
TOTAL VARIABLE EXPENSE INCREASE				\$76,643	35.9%
FIXED EXPENSES					
	RENT			\$0	0.0%
	PHONE, UTILITIES			\$0	0.0%
	LEGAL & ACCOUNTING			\$3,120	1.5%
	INSURANCE			\$6,935	3.3%
	OTHER FIXED EXPENSE			\$6,937	3.3%
TOTAL FIXED EXPENSE INCREASE				\$16,992	8.0%
DEBT SERVICE					
	INTEREST			\$20,795	9.7%
	PRINCIPAL			\$23,189	10.9%
TOTAL DEBT SERVICE				\$43,984	20.6%
SUMMARY					
EXPECTED COLLECTIONS				\$213,288	100.0%
EXPECTED EXPENSES				\$93,634	43.9%
DEBT SERVICE				\$43,984	20.6%
EXPECTED NET INCOME & PERCENT OF PERSONAL PRODUCTION				\$75,670	35.5%
PURCHASER PRODUCED PRODUCTION				\$213,288	100.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$23,189	10.9%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$6,075	2.8%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.				\$104,934	49.2%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:					
	SALES PRICE & PERCENT OF GROSS			\$125,000	61%
	WORKING CAPITAL			\$10,000	4.7%
	TOTAL LOAN			\$135,000	63.3%
	LOAN INTEREST RATE			7.15%	
	LOAN TERM IN MONTHS			84	
	MONTHLY PAYMENT			\$3,665	20.6%
	ESTIMATED MONTHLY HYGIENE/ASSOC PROFIT			\$0	0.0%

Hickory Area, North Carolina
DATA SUMMARY FOR PRACTICE NUMBER 6470

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	1,200
EXPANDABLE FOOTAGE	1400
CURRENT MONTHLY RENTAL i.e. "1200"	\$3,500
PRICE PER SQUARE FOOT	\$35.00
IS OFFICE HANDICAPPED ACCESSIBLE?	Downstairs only
NUMBER OF PARKING SPACES	15
PROXIMITY OF PARKING PLACES	Next to building
NUMBER OF OPERATORIES EQUIPPED FOR DENTIST	2
NUMBER OF OPERATORIES EQUIPPED FOR HYGIENIST	1
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF UNPLUMBED EMPTY OPERATORIES	
DATE OF LEASE i.e. "1/1/99"	
DATE LEASE ENDS - i.e. "1/1/04"	
TERM OF LEASE IN YEARS i.e. "5"	
YEARS REMAINING ON LEASE i.e. "2.5"	
RENEWAL OPTIONS	
DO YOU OWN YOUR BUILDING? "YES" OR "NO"	Yes
DO YOU WISH TO SELL THE BUILDING? "YES" OR "NO"	Yes
PRICE OF BUILDING	\$180,000
IF NOT FOR SALE, MO. RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$1,313
ANNUAL REAL ESTATE INSURANCE COST	\$1,246
PURCHASER MORTGAGE INTEREST RATE	7.00%
PURCHASER MORTGAGE TERM - YEARS	15
PURCHASER MONTHLY PAYMENT	\$1,618
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$16.18
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Travel
DAYS/WEEK CURRENTLY WORKED	4
ENTER DESIRED DAYS WORKED FOR NEW BUYER SALE	
DESIRED WORK DAYS/WEEK 1ST YR	0
DESIRED WORK DAYS/WEEK 2ND YR	0
DESIRED WORK DAYS/WEEK 3RD YR	0
DESIRED WORK DAYS/WEEK 4TH YR	0
DESIRED WORK DAYS/WEEK 5TH YR	0
DESIRED WORK DAYS/WEEK 6TH YR	0

PRACTICE DATA	
WHAT CONSULTANT USED IN PAST 5 YRS	None
RESULTS	
DESCRIBE INTERNAL MARKETING	Word of mouth
DESCRIBE EXTERNAL MARKETING	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	1,490
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	10
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST	5
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST	7
HOW FAR AHEAD IS DENTIST SCHEDULED?	Not
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	
% PRACTICE INCOME FROM CASH	
% OF PATIENTS PAYING CASH	
% PRACTICE INCOME FROM INSURANCE	
% OF PATIENTS WITH INSURANCE	
% PRACTICE INCOME FROM HMO	
% OF PATIENTS WITH HMO	
% PRACTICE INCOME FROM PPO	
% OF PATIENTS WITH PPO	
% PRACTICE INCOME FROM CAPITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME WITH REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
OFFICE HOURS	MONDAY 8:30 AM - 5:00 PM
	TUESDAY 8:30 AM - 5:00 PM
	WEDNESDAY 8:30 AM - 5:00 PM
	THURSDAY 8:30 AM - 5:00 PM
	FRIDAY
	SATURDAY
DENTIST HOURS WORKED PER WEEK	32
HYGIENIST HOURS WORKED PER WEEK	32
ASSOCIATE HOURS WORKED PER WEEK	
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	
NUMBER OF WEEKS WORKED PER YEAR	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
SIX WEEKS ACCOUNTS RECEIVABLE	\$24,610
WHAT IS YOUR COLLECTION PERCENTAGE	
WHAT TYPE RECALL SYSTEM	
WHAT TYPE COMPUTER SYSTEM	

WHAT % OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	23%
OPERATIVE	0%
PEDODONTICS	0%
ORTHODONTICS	0%
IMPLANTS	0%
REMOVABLE PROSTHETICS	0%
FIXED PROSTHETICS	0%
ENDODONTICS	0%
PERIODONTICS	0%
ORAL SURGERY	0%
COSMETIC	0%
TMJ TREATMENT	0%
SOFT TISSUE MANAGEMENT	0%
OTHER	0%
TOTAL	23%
MARKET FACTOR DATA	
EQUIPMENT FACTOR SCALE 0% - 100%	30%
LOCATION DEMAND SCALE 0% - 100%	30%
PLAN / MEDICAID PRACTICE %	
ANNUAL FEE INCREASE %	4.0%
ANNUAL OVERHEAD INCREASE %	4.0%
FEE SCHEDULE	
ADULT PROPHY 01110	\$147
GOLD INLAY 02540	\$980
TWO SURFACE POSTERIOR COMPOSITE 02386	\$220
TWO SURFACE AMALGAM 02150	\$131
CORE BUILD-UP INCLUDING PINS 02950	\$337
GOLD / PORCELAIN CROWN 02750	\$980
ANTERIOR CANAL ROOT CANAL 03310	
BICUSPID ROOT CANAL 03320	
LABIAL PORCELAIN VENEER 02962	
AVERAGE OF FEES	\$466
PERCENT OF FEE PARITY	114%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	20,000-25,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	60,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES WITHIN	14
MAJOR EMPLOYERS IN AREA	5 miles
	Furniture, service
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN YOUR DRAWING AREA	Furniture - outsourcing to overseas

