0	n Area		G	Seneral Dent	istry			
FINANCIA	L DAT	A SUMMARY	FOR PRA	CTICE		9528		
The followi	ng stati	stics are based	d on assump	otions that the	e subject practi	ce will continue t	o be operated as it has	been
in the past.	Variati	ion from past p	erformance	are 1) increas	se in fees for ea	ach year; 2) no pr	oduction increase occu	urs;
and 3) over	head ex	kpenses increa	ise each yea	r. Fee and o	verhead increa	ses are based or	estimates of inflation a	and
<mark>can be adju</mark>	usted.							
The purpos	se of thi	s summary is to	o demonstra	ate the individ	lual practice rev	venues and profit	ability of this particular	r practice.
PRACTIC	e fina	NCIAL SUMN	IARY					
AMOUNT O	OF INCO	ME PERSONAI	LLY GENER	ATED BY PUP	RCHASER	\$561,315		
COMPENS	ATION F	OR PURCHAS	ER FOR HIS	S/HER PRODU				
CONSIDER	A GEN	EROUS COMM	ISSION RAT	E OF	35%	\$196,460		
				HIS IS AN AM	OUNT OVER AN	ND ABOVE THE C	OMPENSATION	
FOR PURC	HASER	'S PRODUCTIO	DN.					
		E BENEFIT OF			ACTICE.			
ONLY PRA	CTICE (OWNERS REAL	IZE PRACTI	ICE PROFIT.				
IN THIS PR	ACTICE	, THE PROFIT,	AFTER ALL	EXPENSES /	AND SALARY			
COMPENS	ATION 1	TO THE PURCH	ASER ARE	PAID IS \$1	43,972			
					VIDED BY THE			
FOR THE P	RACTIC	CE PRICE AND	WORKING					
			WORKING	CAPITAL 15 A	T A RATE OF	20%		
			WORKING	CAPITAL IS A	T A RATE OF	20%		
TO COMPA							SSOCIATESHIPS OR	
		S OPPORTUNI	TY TO OTHE	R OPPORTUI		IER THEY ARE A	SSOCIATESHIPS OR	SUBJECT PRACTICE
		S OPPORTUNI	TY TO OTHE	R OPPORTUI	NITIES <mark>, WHET</mark> H	IER THEY ARE A	SSOCIATESHIPS OR	SUBJECT PRACTICE
OTHER PR.	ACTICE	S OPPORTUNI S TO PURCHA	IY TO OTHE SE, LOOK A	R OPPORTU	NITIES, WHETH KEY DATA POIN	IER THEY ARE A		SUBJECT PRACTICE \$239,418
OTHER PR	ACTICE	S OPPORTUNI S TO PURCHA E ALTERNATIV	IY TO OTHE SE, LOOK A ' <mark>E COMPARI</mark>	E WITH NET E	NITIES, WHETH KEY DATA POIN BEFORE TAX D	NTS.		\$239,418
OTHER PR	ACTICE	S OPPORTUNI S TO PURCHA E ALTERNATIV	IY TO OTHE SE, LOOK A ' <mark>E COMPARI</mark>	E WITH NET E	NITIES, WHETH KEY DATA POIN	NTS.		
OTHER PR	ACTICE	S OPPORTUNI S TO PURCHA E ALTERNATIV	IY TO OTHE SE, LOOK A ' <mark>E COMPARI</mark>	E WITH NET E	NITIES, WHETH KEY DATA POIN BEFORE TAX D	NTS.		\$239,418
OTHER PR.	ACTICE DES THI PERCE	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSO	IY TO OTHE SE, LOOK A E COMPARI NAL PRODU	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX D	IER THEY ARE AN NTS. OLLARS (AFTER NCOME		\$239,418
OTHER PR.	ACTICE DES THI PERCE	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSO	IY TO OTHE SE, LOOK A E COMPARI NAL PRODU	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX DO RACTICE NET IN	IER THEY ARE AN NTS. OLLARS (AFTER NCOME		\$239,418 43%
OTHER PR 1. HOW DC 2. NET AS 3. ARE THI	ACTICE DES THI PERCE ERE TA	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSO X SAVINGS AN	IY TO OTHE SE, LOOK A 'E COMPARI NAL PRODU ID EQUITY IN	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX D RACTICE NET IN OR THE PURCH	IER THEY ARE AN NTS. OLLARS (AFTER NCOME HASER	DEBT SERVICE)	\$239,418 43% \$83,235
OTHER PR 1. HOW DC 2. NET AS 3. ARE THI	ACTICE DES THI PERCE ERE TA	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSO X SAVINGS AN	IY TO OTHE SE, LOOK A 'E COMPARI NAL PRODU ID EQUITY IN	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX D RACTICE NET IN OR THE PURCH	IER THEY ARE AN NTS. OLLARS (AFTER NCOME HASER		\$239,418 43%
OTHER PR 1. HOW DC 2. NET AS 3. ARE THI 4. TOTAL E	ACTICE DES THI PERCE ERE TA	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSOI X SAVINGS AN MIC BENEFIT -	IY TO OTHE SE, LOOK A E COMPARI NAL PRODU ID EQUITY IN NET CASH	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX DO RACTICE NET IN OR THE PURCH R DEBT SERVI	IER THEY ARE AN NTS. OLLARS (AFTER NCOME HASER CE) PLUS EQUIT	DEBT SERVICE) Y, AND TAX SAVINGS	\$239,418 43% \$83,235 \$322,653
OTHER PR 1. HOW DC 2. NET AS 3. ARE THI 4. TOTAL E	ACTICE DES THI PERCE ERE TA	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSOI X SAVINGS AN MIC BENEFIT -	IY TO OTHE SE, LOOK A E COMPARI NAL PRODU ID EQUITY IN NET CASH	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX DO RACTICE NET IN OR THE PURCH R DEBT SERVI	IER THEY ARE AN NTS. OLLARS (AFTER NCOME HASER	DEBT SERVICE) Y, AND TAX SAVINGS	\$239,418 43% \$83,235
OTHER PR 1. HOW DC 2. NET AS 3. ARE THI 4. TOTAL E	ACTICE DES THI PERCE ERE TA	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSOI X SAVINGS AN MIC BENEFIT -	IY TO OTHE SE, LOOK A E COMPARI NAL PRODU ID EQUITY IN NET CASH	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX DO RACTICE NET IN OR THE PURCH R DEBT SERVI	IER THEY ARE AN NTS. OLLARS (AFTER NCOME HASER CE) PLUS EQUIT	DEBT SERVICE) Y, AND TAX SAVINGS	\$239,418 43% \$83,235 \$322,653
OTHER PR 1. HOW DC 2. NET AS 3. ARE THI 4. TOTAL E	ACTICE DES THI PERCE ERE TA	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSOI X SAVINGS AN MIC BENEFIT -	IY TO OTHE SE, LOOK A E COMPARI NAL PRODU ID EQUITY IN NET CASH	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX DO RACTICE NET IN OR THE PURCH R DEBT SERVI	IER THEY ARE AN NTS. OLLARS (AFTER NCOME HASER CE) PLUS EQUIT	DEBT SERVICE) Y, AND TAX SAVINGS	\$239,418 43% \$83,235 \$322,653
OTHER PR 1. HOW DC 2. NET AS 3. ARE THI 4. TOTAL E	ACTICE DES THI PERCE ERE TA	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSOI X SAVINGS AN MIC BENEFIT -	IY TO OTHE SE, LOOK A E COMPARI NAL PRODU ID EQUITY IN NET CASH	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX DO RACTICE NET IN OR THE PURCH R DEBT SERVI	IER THEY ARE AN NTS. OLLARS (AFTER NCOME HASER CE) PLUS EQUIT	DEBT SERVICE) Y, AND TAX SAVINGS	\$239,418 43% \$83,235 \$322,653
OTHER PR 1. HOW DC 2. NET AS 3. ARE THI 4. TOTAL E	ACTICE DES THI PERCE ERE TA	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSOI X SAVINGS AN MIC BENEFIT -	IY TO OTHE SE, LOOK A E COMPARI NAL PRODU ID EQUITY IN NET CASH	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX DO RACTICE NET IN OR THE PURCH R DEBT SERVI	IER THEY ARE AN NTS. OLLARS (AFTER NCOME HASER CE) PLUS EQUIT	DEBT SERVICE) Y, AND TAX SAVINGS	\$239,418 43% \$83,235 \$322,653
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OTHER PR 1. HOW DC 2. NET AS 3. ARE THI 4. TOTAL E	ACTICE DES THI PERCE ERE TA	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSOI X SAVINGS AN MIC BENEFIT -	IY TO OTHE SE, LOOK A E COMPARI NAL PRODU ID EQUITY IN NET CASH	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX DO RACTICE NET IN OR THE PURCH R DEBT SERVI	IER THEY ARE AN NTS. OLLARS (AFTER NCOME HASER CE) PLUS EQUIT	DEBT SERVICE) Y, AND TAX SAVINGS	\$239,418 43% \$83,235 \$322,653
OTHER PR 1. HOW DC 2. NET AS 3. ARE THI 4. TOTAL E	ACTICE DES THI PERCE ERE TA	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSOI X SAVINGS AN MIC BENEFIT -	IY TO OTHE SE, LOOK A E COMPARI NAL PRODU ID EQUITY IN NET CASH	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX DO RACTICE NET IN OR THE PURCH R DEBT SERVI	IER THEY ARE AN NTS. OLLARS (AFTER NCOME HASER CE) PLUS EQUIT	DEBT SERVICE) Y, AND TAX SAVINGS	\$239,418 43% \$83,235 \$322,653
OTHER PR 1. HOW DC 2. NET AS 3. ARE THI 4. TOTAL E	ACTICE DES THI PERCE ERE TA	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSOI X SAVINGS AN MIC BENEFIT -	IY TO OTHE SE, LOOK A E COMPARI NAL PRODU ID EQUITY IN NET CASH	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX DO RACTICE NET IN OR THE PURCH R DEBT SERVI	IER THEY ARE AN NTS. OLLARS (AFTER NCOME HASER CE) PLUS EQUIT	DEBT SERVICE) Y, AND TAX SAVINGS	\$239,418 43% \$83,235 \$322,653
OTHER PR 1. HOW DC 2. NET AS 3. ARE THI 4. TOTAL E	ACTICE DES THI PERCE ERE TA	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSOI X SAVINGS AN MIC BENEFIT -	IY TO OTHE SE, LOOK A E COMPARI NAL PRODU ID EQUITY IN NET CASH	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX DO RACTICE NET IN OR THE PURCH R DEBT SERVI	IER THEY ARE AN NTS. OLLARS (AFTER NCOME HASER CE) PLUS EQUIT	DEBT SERVICE) Y, AND TAX SAVINGS	\$239,418 43% \$83,235 \$322,653
OTHER PR 1. HOW DC 2. NET AS 3. ARE THI 4. TOTAL E	ACTICE DES THI PERCE ERE TA	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSOI X SAVINGS AN MIC BENEFIT -	IY TO OTHE SE, LOOK A E COMPARI NAL PRODU ID EQUITY IN NET CASH	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX DO RACTICE NET IN OR THE PURCH R DEBT SERVI	IER THEY ARE AN NTS. OLLARS (AFTER NCOME HASER CE) PLUS EQUIT	DEBT SERVICE) Y, AND TAX SAVINGS	\$239,418 43% \$83,235 \$322,653
OTHER PR 1. HOW DC 2. NET AS 3. ARE THI 4. TOTAL E	ACTICE DES THI PERCE ERE TA	S OPPORTUNI S TO PURCHA E ALTERNATIV NT OF PERSOI X SAVINGS AN MIC BENEFIT -	IY TO OTHE SE, LOOK A E COMPARI NAL PRODU ID EQUITY IN NET CASH	ER OPPORTUI	NITIES, WHETH KEY DATA POIN BEFORE TAX DO RACTICE NET IN OR THE PURCH R DEBT SERVI	IER THEY ARE AN NTS. OLLARS (AFTER NCOME HASER CE) PLUS EQUIT	DEBT SERVICE) Y, AND TAX SAVINGS	\$239,418 43% \$83,235 \$322,653

Wilmington A	102		General Denti	etrv		
		PRACTICE	9528			
-				nd expenses for the subject practice wh	ich	
•				o increase in production. This summary		
			•	chasers should obtain qualified legal an		
				ce does not include accounts receivable		
PRACTICE INC	OME		· ·		\$	%
XPECTED GR	ROSS COLLEC	CTIONS			\$850,477	100.0%
	HYGIENE CC	MPONENT			\$289,162	34.0%
	DENTIST CO	MPONENT			\$561,315	66.0%
		RETAINED S	ELLER			
		ASSOCIATE				
		PURCHASEF	2		\$561,315	66.0%
ARIABLE EXP	PENSES				\$	%
	WAGES, PAY	/ROLL TAX, E	TC.		\$249,706	29.4%
	LABORATOR	RY			\$42,304	5.0%
	CLINICAL SU	IPPLIES			\$75,814	8.9%
	OTHER VAR	IABLE EXPEN	SE		\$28,931	3.4%
				TOTAL VARIABLE EXPENSE	\$396,755	46.7%
IXED EXPENS					\$	%
	RENT				\$57,744	6.8%
	PHONE, UTIL				\$11,465	1.3%
	LEGAL & AC				\$9,785	1.2%
	INSURANCE				\$7,725	0.9%
	OTHER FIXE	D EXPENSE			\$26,571	3.1%
				TOTAL FIXED EXPENSE	\$113,290	13.3%
PRACTICE DEI					\$	%
	INTEREST				\$47,429	5.6%
	PRINCIPAL			TOTAL DEBT SERVICE	\$53,585 \$101,014	6.3% 11.9%
SUMMARY				IOTAL DEDT SERVICE	\$101,014	11.9% %
EXPECTED CC	DLLECTIONS				\$850,477	100.0%
EXPECTED EX	PENSES				\$510,045	60.0%
PRACTICE DEE	BT SERVICE				\$101,014	11.9%
				PERCENT OF PERSONAL PROD.	\$239,418	43%
PURCHASER F		PRODUCTION		PERCENTAGE OF GROSS	\$561,315	66.0%
EQUITY INCRE	ASE			% OF PERSONAL PRODUCTION	\$53,585	9.5%
AX SAVINGS I	FROM DEPRE	ECIATION		% OF PERSONAL PRODUCTION	\$29,650	5.3%
TOTAL BENEF	IT - CASH, TA	X SAVINGS, I	EQUITY	% OF PERSONAL PRODUCTION	\$322,653	57%
THIS CASH FL	OW EXAMPL	E IS BASED C	N THE FOLLOW	/ING ASSUMPTIONS:	\$	%
			PRACTICE SA	LES PRICE & PERCENT OF GROSS	\$684,000	84%
				WORKING CAPITAL	\$41,000	
TOTAL PRACTICE LOAN				\$725,000		
PRACTICE LOAN INTEREST RATE					7.00%	
PRACTICE LOAN INTEREST RATE PRACTICE LOAN TERM (MONTHS)					120	
MONTHLY PRACTICE PAYMENT					\$8,418	12%
		CONSIDERAT	IONS		\$	%
URCHASER (CASH FLOW	CONCIDENT			\$8,418	12%
PURCHASER (CASH FLOW	CONCIDENTAL		MONTHLY PRACTICE PAYMENTS	ψ0, 4 10	
PURCHASER (CASH FLOW	CONCIDENT	ESTIN	MONTHLY PRACTICE PAYMENTS MATED MONTHLY HYGIENE PROFIT	\$15,009	21%
PURCHASER (
PURCHASER (CHASER SAL	ARY BASED ON	ATED MONTHLY HYGIENE PROFIT	\$15,009	21%
PURCHASER		CHASER SAL	ARY BASED ON CE PROFIT - IN A	ATED MONTHLY HYGIENE PROFIT 35% OF PERSONAL PRODUCTION	\$15,009 \$196,460	21% 27%
PURCHASER (CHASER SAL	ARY BASED ON CE PROFIT - IN A	MATED MONTHLY HYGIENE PROFIT 135% OF PERSONAL PRODUCTION ADDITION TO PURCHASER SALARY	\$15,009 \$196,460 \$143,972	21% 27% 20%

Vilmington Area DATA FOR PRACTICE NUMBER	9528
he following data is provided by the owner of the practice. It is be	elieved to the best of the owner's knowledge
be a true and accurate representation of the facts of the practic	e. It is the responsibility of any purchaser to
erify all information contained herein and to seek qualified couns	
FFICE DATA	
SQUARE FOOTAGE OF OFFICE	2,185
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$4,812
PRICE PER SQUARE FOOT	\$26.43
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	11
PROXIMITY OF PARKING PLACES	Front of building less than 10'
# EQUIPPED OPS	4
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	2
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"	February 16, 2009
DATE LEASE ENDS - i.e. "1/1/2020"	August 31, 2024
IS THERE AN OPTION TO PURCHASE?	No
	None; willing to negotiate with landlord if buyer requests
BUILDING VALUE TO BE USED	
PURCHASER MORTGAGE INTEREST RATE	
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	
LANS AFTER SALE OF PRACTICE	Can stay on as an associate if the buyer requests to help with transition
DAYS/WEEK CURRENTLY WORKED	4.5
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	
RACTICE HISTORY	
YEAR BEGINNING PRACTICE IN CITY	2006
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	
RIGHT OR LEFT HANDED	Left
PURCHASE OR SCRATCH START	Scratch

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Word of mouth, Solution Reach
DESCRIDE INTERNAL MARKETING	word of mouth, Solution Reach
DESCRIBE EXTERNAL MARKETING	Direct Mail Campaign
	Vec. adding many days of humismay taking lass NO Madiasid
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes, adding more days of hygiene; taking less NC Medicaid
	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
	Solution Reach, Eaglesoft with reminder
WHAT TYPE COMPUTER SYSTEM	Patterson Eaglesoft 19.0
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DA	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	1,700
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	20
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	12
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	16
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	2 Months
PRACTICE DATA	
% INCOME FROM CASH	32%
% OF PATIENTS PAYING CASH	25%
% INCOME FROM INSURANCE	53%
% OF PATIENTS WITH INSURANCE	50%
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	15%
% OF PATIENTS WITH MEDICAID	25%
	15%
% OF PATIENTS WITH REDUCED FEE PLANS	25%
SCHEDULING DATA	
MONDAY	8 AM - 5 PM 8 AM - 5 PM
TUESDAY	8 AM - 5 PM 8 AM - 5 PM
WEDNESDAY	
THURSDAY	8 AM - 5 PM
FRIDAY	8 AM - 2 PM every other week
SATURDAY	
OWNER HOURS WORKED PER WEEK	36
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	70
HYGIENIST HOURS WORKED PER WEEK DENTIST PATIENT VISITS PER YEAR	1,698
	2,438
	214
	50
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$37,079
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$55,812
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$421
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$1,870
ACCOUNTS RECEIVABLE >90 DAYS	-\$24,240

30% 25% 5% 5% 5% 5% 5% 5% 5% 5% 5% 6% 6% 10% 2 6% 10%
5 5% 5 5% 6 8% 15% 15% 6 10% 7 10
5 5 6 5 8% 5 15% 5 1% 6% 10% 2 7
5 5 6 5 8% 5 15% 5 1% 6% 10% 2 7
8% 15% 1% 6% 10% 1
5 15% 5 1% 6 6% 7 10%
5 15% 5 1% 6 6% 7 10%
5 1% 5 6% 7 10%
5 6% / 10% /
/ 10% 2 7
Γ
2
100%
Impacted third molars, molar endondontics, ortho
No
\$98
\$219
\$290
\$1,060
\$790
\$117
\$249
\$1,035
\$1,110
\$898 \$507
\$587
108%
1,644
62,815
GE, Corning, ACME fish, Novant
None
None

STAFF DATA						
POSITION	YEAR HIRED	STAY		ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
FRONT OFFICE				\$10,065		
FRONT OFFICE	2018			\$43,398		
FRONT OFFICE/WIFE				\$25,000		
FRONT OFFICE/RESIGNED				\$12,663		
FRONT OFFICE						
ASSISTANT				\$44,514		
ASSISTANT						
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST				\$27,551		
HYGIENIST				\$45,488		
HYGIENIST/RESIGNED				\$31,425		
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU	PROVIDE FO	R THE S	STAFF?	PTO Bonus Structure	\$50-\$150/month per e	igible saff member (collection
ARE THERE ANY EMPLOY	EES WHO AR	RE PAID	MORE OR LESS	_		
			THEIR POSITION?			
WHAT POSITIONS AND						
	CC	MPENS	ATION FOR EACH			
COLLECTION CENTERS						
COLLECTION CENTERS						
				 1/1/2023 - 12/31/202	2022	2021
		CDO	SS COLLECTIONS	-	\$734,450	\$734,264
			ER COLLECTIONS		\$734,450 \$484,737	\$734,264 \$484,614
	-		ST COLLECTIONS			
				. ,	\$249,713	\$249,650
			TE COLLECTIONS			
			TE COLLECTIONS			
			TE COLLECTIONS			
100001177 01115			TE COLLECTIONS		001	
ASSOCIATE - SALARY IN					0%	
HYGIENIST - SALARY I	N DOLLARS /	COMM	ISSION PERCENT	\$0	0%	

CONFORMITY DATA							
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes						
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT? Yes						
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No						
ANT DISCIPLINART ACTION IN LAST 7 TRS? EXPLAIN	NO						
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No						
ANT FRACTICE LAWSOITS FILED IN FAST TEN TRS. EXFLAIN	INU						
	No						
YOUR PRACTICE OF DENTISTRY?							
	A00 740						
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$22,710						
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?	\$16,487						
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?							
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?	* 4 **						
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	÷ 1-						
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	\$3,229						
TAXES AND LICENSES EXPLANATION							
TOTAL EXPENSE FOR TAXES	\$108,953						
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?							
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?							
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX? HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?	\$28,138						
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?	\$786						
PENSION EXPLANATION AND 401k COMBINED	· .						
TOTAL EXPENSES FOR PENSION PLAN							
HOW MUCH OF TOTAL IS FOR STAFF							
HOW MUCH OF TOTAL IS FOR OWNER?							
BENEFITS EXPLANATION							
TOTAL EXPENSE FOR EMPLOYEE BENEFITS							
HOW MUCH OF TOTAL IS FOR STAFF?							
HOW MUCH OF TOTAL IS FOR OWNER?							
TEN HIGHEST INCOME SOURCE PLANS	PRX INCOME	% OF YOUR FEE					
	FROM THIS PLAN	THIS PLAN PAYS					
Delta Dental NC	\$60,673						
Cigna	\$40,163						
Met Life	\$49,305						
Aetna	\$13,894						
UHC	\$6,001						
Ameritas	\$13,842						
BSBS NC	\$15,060						
Sun Life	\$21,780						
ACS Benefit Services							
Dental Benefit Provider							
UHC							
Ameritas							
TOTAL	\$220,718						