St. Petersburg General Dentistry		
FINANCIAL DATA SUMMARY FOR PRACTICE	3595	
The following statistics are based on assumptions that the subject practice v	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 reven	ues and profitability of this particular practice.	
PRACTICE FINANCIAL SUMMARY		
AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER	<mark>\$432,179</mark>	
COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.		
CONSIDER A GENEROUS COMMISSION RATE OF 35%	<mark>\$151,263</mark>	
NOW CONSIDER THE PRACTICE PROFIT. THIS IS AN AMOUNT OVER AND A	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	\$174,411	
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THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOT	TAL LOAN	
FOR THE PRACTICE PRICE AND WORKING CAPITAL, YIELDS A RATE OF	16%	
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TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER		
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St. Petersbu	-	General De	ntistry			
FINANCIAL D		PRACTICE	3595			
-	-		•	nd expenses for the subject practice wh		
•				o increase in production. This summary chasers should obtain qualified legal an		
•				e does not include accounts receivable	•	
PRACTICE INC						
					\$617,400	100.0%
LAFECTED GI	HYGIENE CC				\$185,220	30.0%
	DENTIST CO	-			\$432,179	70.0%
	22	RETAINED S	L Eller		¢.02,¢	101070
	1	ASSOCIATE				
		PURCHASER	<u> </u>		\$432,179	70.0%
VARIABLE EX	PENSES					
	WAGES, PAY	(ROLL TAX, E	TC.		\$231,799	37.5%
	LABORATOR	Y			\$25,152	4.1%
	CLINICAL SU	IPPLIES			\$21,515	3.5%
	OTHER VAR	ABLE EXPEN	SE		\$17,782	2.9%
				TOTAL VARIABLE EXPENSE	\$296,249	48.0%
	SES					
	PHONE, UTIL				\$7,205	1.2%
	LEGAL & ACO	T			\$6,695	1.1%
	INSURANCE				\$7,725	1.3%
OTHER FIXED EXPENSE					\$28,510	4.6%
				TOTAL FIXED EXPENSE	\$50,135	8.1%
DEBT SERVIC	E FOR PRACT	ICE AND BUL	DING			
	INTEREST PRINCIPAL				\$49,506	8.0% 7.6%
	FRINCIPAL			TOTAL DEBT SERVICE	\$47,099 \$96,605	15.6%
SUMMARY						
EXPECTED CO	DLLECTIONS				\$617,400	100.0%
EXPECTED EX					\$346,384	56.1%
PRACTICE DE				ERCENT OF PERSONAL PROD.	\$96,605 \$174,411	15.6%
	PRODUCED P		AND DEBT & PE	ERCENT OF PERSONAL PROD.	\$174,411 \$432,179	40% 70.0%
			ONAL PRODUCT	ION	\$47,099	10.9%
				SONAL PRODUCTION	\$22,559	5.2%
				S, EQUITY & % PERSONAL PROD.	\$244,069	56%
			•		, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:					\$437,000	73%
PRACTICE SALES PRICE & PERCENT OF GROSS WORKING CAPITAL					\$30,000	1570
TOTAL PRACTICE LOAN					\$467,000	
PRACTICE LOAN INTEREST RATE					6.00%	
PRACTICE LOAN INTEREST RATE PRACTICE LOAN TERM (MONTHS)					120	
MONTHLY PRACTICE PAYMENT					\$5,185	10%
BUILDING PRICE					\$400,000	
MONTHLY BUILDING MORTGAGE PAYMENTS					\$2,866	6%
URCHASER	CASH FLOW C	ONSIDERATIO				
MONTHLY PRACTICE AND BUILDING PAYMENTS					\$8,050	16%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT					\$9,477	18%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION					\$151,263	
		PRACTIO	CE PROFIT - IN A	ADDITION TO PURCHASER SALARY	\$142,312	30%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT					\$293,575	
LESS DEBT SERVICE FOR PRACTICE AND BULDING					(\$96,605)	
				TOE FOR TRACTICE AND DOLDING	(\$00,000)	

it. Petersburg DATA FOR PRACTICE NUMBER	3595
he following data is provided by the owner of the practice. It is	believed to the best of the owner's knowledge
be a true and accurate representation of the facts of the prac	
erify all information contained herein and to seek qualified cou	insel in the interpretation and verification thereof.
FFICE DATA	
SQUARE FOOTAGE OF OFFICE	1,783
EXPANDABLE FOOTAGE	N/A
CURRENT MONTHLY RENTAL i.e. "1200"	\$2.400
PRICE PER SQUARE FOOT	
IS OFFICE HANDICAPPED ACCESSIBLE?	
NUMBER OF PARKING SPACES	
PROXIMITY OF PARKING PLACES	
# EQUIPPED OPS	
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 UPPERATORIES USED PRIMARILE BET HEGIENIST(S)	2
DO YOU OWN YOUR BUILDING? YES OR NO	Yes
DO YOU WISH TO SELL THE BUILDING? YES OR NO	Yes
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$400,000
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$5,915
ANNUAL REAL ESTATE INSURANCE COST	
DATE OF LEASE i.e. "6/1/2016"	
DATE LEASE ENDS - i.e. "1/1/2020"	
IS THERE AN OPTION TO PURCHASE?	
RENEWAL OPTIONS	
BUILDING VALUE TO BE USED PURCHASER MORTGAGE INTEREST RATE	. ,
PURCHASER MORTGAGE TERM - YEARS	
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	¥2,000
PRICE PER SQUARE FOOT	\$19.29
VORK SCHEDULE	
LANS AFTER SALE OF PRACTICE	Retire
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	

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
	NU
DESCRIBE INTERNAL MARKETING	Minimal
DESCRIBE EXTERNAL MARKETING	None
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Up 12% due to more patients and better Hygienist
	Lui
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	N/A
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	No
WHAT TYPE RECALL SYSTEM	Manual
WHAT TYPE COMPUTER SYSTEM	EagleSoft
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DA	TA & REDUCED FEE PLANS
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	10
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	7
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	9
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 months
PRACTICE DATA	
% INCOME FROM CASH	50%
% OF PATIENTS PAYING CASH	40%
% INCOME FROM INSURANCE	50%
% OF PATIENTS WITH INSURANCE	60%
% 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	
TUESDAY	8-5 8-5
WEDNESDAY	8-5
THURSDAY	8-5
FRIDAY	
SATURDAY	
OWNER HOURS WORKED PER WEEK	28
ASSOCIATE HOURS WORKED PER WEEK	N/A
HYGIENIST HOURS WORKED PER WEEK	28
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	1,568
NUMBER OF DAYS WORKED PER YEAR	203
NUMBER OF WEEKS WORKED PER YEAR	49
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	100%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	
ACCOUNTS RECEIVABLES - 31-60 DAYS	
ACCOUNTS RECEIVABLE - 61-90 DAYS	
ACCOUNTS RECEIVABLE >90 DAYS	

HYGIENIST PRODUCTION 30% OPERATIVE 20% PEDODONTICS ORTHODONTICS IMPLANTS IMPLANTS REMOVABLE PROSTHETICS 2% FIXED PROSTHETICS 38% ENDODONTICS 38% ORAL SURGERY 000000000000000000000000000000000000	io
PEDODONTICS ORTHODONTICS IMPLANTS REMOVABLE PROSTHETICS 2% FIXED PROSTHETICS 38% ENDODONTICS PERIODONTICS ORAL SURGERY COSMETIC 10% TAU TREATMENT COSMETIC 10% TAU TREATMENT COSMETIC 10% TAU TREATMENT SOFT TISSUE MANAGEMENT OTHER TOTAL 100% WHAT SERVICES ARE REFERRED OUT? Endo, Ortho, Pe REVENUES SOURCES IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE? IF SO HOW MUCH FOR LAST YEAR? IF SO HOW MUCH FOR LAST YEAR? WHAT IS THE SOURCE OF THIS OTHER INCOME? FEE SCHEDULE ADULT PROPHY 01110 \$105 TWO SURFACE ANTERIOR COMPOSITE 02331 \$185 CORE BUILD-UP 02950 CROWN - GOLD/PORCELAIN 02750 ANTERIOR CANAL ROOT CANAL 03310 S825 PANORAMIC X-RAY 00330 TWO SURFACE ANTERIOR COMPOSITE 02392 CROWN - PORCELAIN CERAMIC 02740 LABIAL PROFELIN VENER 02962 BICUSPID ROOT CANAL 03320 AVERAGE OF FEES \$722 PERCENT OF FEE PARITY 122%	io
ORTHODONTICS IMPLANTS IMPLANTS REMOVABLE PROSTHETICS 2% FIXED PROSTHETICS 38% ENDODONTICS PERIODONTICS ORAL SURGERY COSMETIC 10% TMJ TREATMENT COSMETIC 10% TMJ TREATMENT SOFT TISSUE MANAGEMENT OTHER OTHER TOTAL 100% WHAT SERVICES ARE REFERRED OUT? Endo, Ortho, Pe REVENUES SOURCES IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER NO SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE? IF SO HOW MUCH IN CURRENT PERIOD? IF SO HOW MUCH FOR LAST YEAR? WHAT IS THE SOURCE OF THIS OTHER INCOME? VEEE SCHEDULE ADULT PROPHY 01110 \$105 TWO SURFACE ANTERIOR COMPOSITE 02331 \$185 CORE DUILD-UP 02950 \$237 CROWN - GOLD/PORCELAIN 02750	io
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HYGIENIST COLLECTIONS \$184,804 \$166,684 \$156,179 ASSOCIATE COLLECTIONS ASSOCIATE COLLECTIONS Image: Collection S Image: Collection S ASSOCIATE COLLECTIONS ASSOCIATE COLLECTIONS Image: Collection S Image: Collection S ASSOCIATE COLLECTIONS ASSOCIATE COLLECTIONS Image: Collection S Image: Collection S ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT \$0 \$0 Image: Collection S		GROSS COLLECTIONS			\$616,012	\$555,615	\$520,594
ASSOCIATE COLLECTIONS ASSOCIATE COLLECTIONS ASSOCIATE COLLECTIONS ASSOCIATE COLLECTIONS ASSOCIATE COLLECTIONS ASSOCIATE COLLECTIONS ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT \$0 \$0	OWNER COLLECTIONS				\$431,208	\$388,930	\$364,415
ASSOCIATE COLLECTIONS ASSOCIATE COLLECTIONS ASSOCIATE COLLECTIONS ASSOCIATE COLLECTIONS ASSOCIATE COLLECTIONS ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT \$0 \$0	HYGIENIST COLLECTIONS				\$184,804	\$166,684	\$156,179
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HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT \$0	ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT \$0				\$0	\$0	
	HYGIENIST - SALARY I	N DOLLARS	/ COMN	IISSION PERCENT	\$0		

CONFORMITY DATA			
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes		
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	No		
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No		
	110		
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No		
	110		
	N/A		
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT	IN/A		
YOUR PRACTICE OF DENTISTRY?			
	1		
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD			
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?			
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?			
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?			
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?			
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?			
TAXES AND LICENSES EXPLANATION	•		
TOTAL EXPENSE FOR TAXES			
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)?			
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?			
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?			
	% OF PRX INCOME	% OF YOUR FEE	
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE	FROM THIS PLAN	THIS PLAN PAYS	