

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 **\$528,415**

COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.
 CONSIDER A GENEROUS COMMISSION RATE OF 35% **\$184,945**

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 **\$360,159**

THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, REPRESENTS THE RATE OF **68%**

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)	\$360,159
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	68%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$75,242
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$435,401
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	82.4%
6. BREAK-EVEN RETENTION PERCENTAGE	10%

Snellville GA	General Dentistry	
FINANCIAL DATA SUMMARY FOR PRACTICE	8947	10/10/2018 15:54

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				\$743,242	100.0%
HYGIENE COMPONENT				\$214,826	28.9%
DENTIST COMPONENT				\$528,415	71.1%
RETAINED SELLER					
ASSOCIATE					
PURCHASER				\$528,415	71.1%

VARIABLE EXPENSES

WAGES, PAYROLL TAX, ETC.				\$176,932	23.8%
LABORATORY				\$33,515	4.5%
CLINICAL SUPPLIES				\$50,065	6.7%
OTHER VARIABLE EXPENSE				\$24,436	3.3%
TOTAL VARIABLE EXPENSE				\$284,948	38.3%

FIXED EXPENSES

RENT					
PHONE, UTILITIES				\$3,000	0.4%
LEGAL & ACCOUNTING				\$3,500	0.5%
INSURANCE				\$1,500	0.2%
OTHER FIXED EXPENSE				\$15,422	2.1%
TOTAL FIXED EXPENSE				\$23,422	3.2%

PRACTICE DEBT SERVICE

INTEREST				\$27,227	3.7%
PRINCIPAL				\$47,486	6.4%
TOTAL DEBT SERVICE				\$74,713	10.1%

SUMMARY

EXPECTED COLLECTIONS				\$743,242	100.0%
EXPECTED EXPENSES				\$308,370	41.5%
PRACTICE DEBT SERVICE				\$74,713	10.1%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.				\$360,159	68.2%
PURCHASER PRODUCED PRODUCTION				\$528,415	71.1%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$47,486	9.0%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$27,757	5.3%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.				\$435,401	82.4%

THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:

PRACTICE SALES PRICE & PERCENT OF GROSS				\$551,000	76%
WORKING CAPITAL				\$36,000	
TOTAL PRACTICE LOAN				\$587,000	
PRACTICE LOAN INTEREST RATE				5.00%	
PRACTICE LOAN TERM IN MONTHS				120	
PRACTICE MONTHLY PAYMENT				\$6,226	10%

PURCHASER CASH FLOW CONSIDERATIONS

MONTHLY PRACTICE PAYMENTS				\$6,226	10%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$10,025	16%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$184,945	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$277,683	47%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$462,628	
LESS DEBT SERVICE FOR PRACTICE AND BULDING				(\$74,713)	
PURCHASER SALARY AND PROFIT AFTER DEBT SERVICE				\$387,916	

Snellville GA
DATA SUMMARY FOR PRACTICE NUMBER 8947

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	2,025
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$5,000
PRICE PER SQUARE FOOT	\$29.63
IS OFFICE HANDICAPPED ACCESSIBLE?	YES
NUMBER OF PARKING SPACES	16
PROXIMITY OF PARKING PLACES	10 feet
TOTAL NUMBER OF EQUIPPED OPERATORIES	5
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	2
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	
DO YOU OWN YOUR BUILDING?	Yes
DO YOU WISH TO SELL THE BUILDING?	No
WAS BUILDING APPRAISED?	Yes
WHEN?	
APPRAISED PRICE	
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT FOR SALE, MO. RENTAL AMOUNT	\$4,950
ANNUAL REAL ESTATE TAXES	\$2,000
ANNUAL REAL ESTATE INSURANCE COST	
DATE OF LEASE i.e. "6/1/2016"	June 30, 1905
DATE LEASE ENDS - i.e. "1/1/2020"	
RENEWAL OPTIONS	Yes
IS THERE AN OPTION TO PURCHASE?	
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	\$29.33

WORK SCHEDULE

PLANS AFTER SALE OF PRACTICE	?
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
RESULTS	
DESCRIBE INTERNAL MARKETING	Referrals, Gift, %
DESCRIBE EXTERNAL MARKETING	Billboard, Ask, Business Cards, Marquis Specials, Monthly Specials
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	No
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Software, Internal
WHAT TYPE COMPUTER SYSTEM	Dentrix
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	1,620
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	44
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	7
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	6
HOW FAR AHEAD IS DENTIST SCHEDULED?	One week - Depends on TX
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	Two weeks - Depends on TX
PRACTICE DATA	
% INCOME FROM CASH	10%
% OF PATIENTS PAYING CASH	10%
% INCOME FROM FEE FOR SERVICE INSURANCE	40%
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	40%
% PRACTICE INCOME FROM REDUCED FEE PLANS	50%
% OF PATIENTS WITH REDUCED FEE PLANS	50%
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	50%
% OF PATIENTS WITH REDUCED FEE PLANS	50%
SCHEDULING DATA	
MONDAY	
TUESDAY	
WEDNESDAY	
THURSDAY	
FRIDAY	
SATURDAY	
SUNDAY	
OWNER HOURS WORKED PER WEEK	
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST 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	30
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	95%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$42,161
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	-\$36,867
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$2,280
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$1,945
ACCOUNTS RECEIVABLE >90 DAYS	\$74,802

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	37%
OPERATIVE	38%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	3%
FIXED PROSTHETICS	5%
ENDODONTICS	2%
PERIODONTICS	12%
ORAL SURGERY	3%
COSMETIC	
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
OTHER	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	
REVENUES SOURCES	
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	
IF SO HOW MUCH IN CURRENT PERIOD?	
IF SO , HOW MUCH FOR LAST YEAR?	
IF SO HOW MUCH FOR THE PREVIOUS YEAR?	
WHAT IS THE SOURCE OF THIS OTHER INCOME?	
FEE SCHEDULE	
ADULT PROPHY 01110	\$85
TWO SURFACE ANTERIOR COMPOSITE 02331	\$220
CORE BUILD-UP 02950	\$295
CROWN - GOLD/PORCELAIN 02750	\$1,100
ANTERIOR CANAL ROOT CANAL 03310	\$800
PANORAMIC X-RAY 00330	\$123
TWO SURFACE POSTERIOR COMPOSITE 02392	\$248
CROWN - PORCELAIN CERAMIC 02740	\$1,100
LABIAL PORCELAIN VENEER 02962	\$1,500
BICUSPID ROOT CANAL 03320	\$925
AVERAGE OF FEES	\$640
PERCENT OF FEE PARITY	107%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES WITHIN	
MAJOR EMPLOYERS IN AREA	Freddie Mac, Stone Mt. Ford, Northside Hospital, CDC, D&D Entities, LLC, Emory University, Dept. of Veterans Affairs, Dekalb County retiree, Hormel Foods, State of GA Retirees
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	

STAFF DATA				
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY AND/OR COMMISSION PERCENT
RECEPTIONIST				\$15,460
OFFICE MANAGER				\$41,522
INSURANCE				
OTHER FRONT DESK				
BOOKKEEPER				
ASSISTANT				\$23,575
ASSISTANT				\$5,074
ASSISTANT				
ASSISTANT				
ASSISTANT				
HYGIENIST				\$48,080
HYGIENIST				\$46,992
HYGIENIST				
HYGIENIST				
LAB TECHNICIAN				
LAB TECHNICIAN				
ASSOCIATE				\$130,000
ASSOCIATE				
ASSOCIATE				
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				
DO YOU HIRE ANY UNPAID FAMILY MEMBERS?				
WHAT POSITION DO THEY HOLD?				
WHAT IS THE ESTIMATED MARKET VALUE OF THEIR JOB?				
THAN THE NORMAL SALARY FOR THEIR POSITION?				
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER				
COMPENSATION FOR EACH				
COLLECTION CENTERS				
PERIOD		\$2,017	2017	2016
GROSS COLLECTIONS		\$828,785	\$995,490	\$890,347
OWNER COLLECTIONS				
HYGIENIST COLLECTIONS		\$247,302	\$277,470	\$257,782
ASSOCIATE COLLECTIONS		\$581,483	\$718,020	\$632,566
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE SALARY IN DOLLARS OR COMMISSION PERCENT				
HYGIENIST SALARY IN DOLLARS OR COMMISSION PERCENT				

