

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 **\$550,249**

COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.  
 CONSIDER A GENEROUS COMMISSION RATE OF 35% **\$192,587**

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 **\$346,129**

THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN  
 FOR THE PRACTICE PRICE AND WORKING CAPITAL, REPRESENTS THE RATE OF **63%**

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

	SUBJECT PRACTICE
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1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	\$346,129
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	63%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$70,921
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$417,050
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	75.8%
6. BREAK-EVEN RETENTION PERCENTAGE	9%

<b>Atlanta</b>	<b>General Dentistry</b>	
<b>FINANCIAL DATA SUMMARY FOR PRACTICE</b>	<b>9048</b>	11/23/2019 15:51

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			\$714,608	100.0%
HYGIENE COMPONENT			\$164,360	23.0%
DENTIST COMPONENT			\$550,249	77.0%
RETAINED SELLER				
ASSOCIATE				
PURCHASER			\$550,249	77.0%

**VARIABLE EXPENSES**

WAGES, PAYROLL TAX, ETC.			\$157,459	22.0%
LABORATORY			\$53,287	7.5%
CLINICAL SUPPLIES			\$36,338	5.1%
OTHER VARIABLE EXPENSE			\$22,356	3.1%
<b>TOTAL VARIABLE EXPENSE</b>			<b>\$269,440</b>	<b>37.7%</b>

**FIXED EXPENSES**

RENT				
PHONE, UTILITIES			\$3,000	0.4%
LEGAL & ACCOUNTING			\$3,500	0.5%
INSURANCE			\$1,500	0.2%
OTHER FIXED EXPENSE			\$27,792	3.9%
<b>TOTAL FIXED EXPENSE</b>			<b>\$35,792</b>	<b>5.0%</b>

**PRACTICE DEBT SERVICE**

INTEREST			\$17,203	2.4%
PRINCIPAL			\$46,044	6.4%
<b>TOTAL DEBT SERVICE</b>			<b>\$63,247</b>	<b>8.9%</b>

**SUMMARY**

EXPECTED COLLECTIONS			\$714,608	100.0%
EXPECTED EXPENSES			\$305,232	42.7%
PRACTICE DEBT SERVICE			\$63,247	8.9%
<b>EXPCTD NET INCOME AFTER EXPENSES AND DEBT &amp; PERCENT OF PERSONAL PROD.</b>			<b>\$346,129</b>	<b>62.9%</b>
PURCHASER PRODUCED PRODUCTION			\$550,249	77.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$46,044	8.4%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$24,877	4.5%
<b>TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY &amp; % PERSONAL PROD.</b>			<b>\$417,050</b>	<b>75.8%</b>

**THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:**

PRACTICE SALES PRICE & PERCENT OF GROSS	\$498,000	72%
WORKING CAPITAL	\$35,000	
TOTAL PRACTICE LOAN	\$533,000	
PRACTICE LOAN INTEREST RATE	3.50%	
PRACTICE LOAN TERM IN MONTHS	120	
PRACTICE MONTHLY PAYMENT	\$5,271	9%

**PURCHASER CASH FLOW CONSIDERATIONS**

MONTHLY PRACTICE PAYMENTS	\$5,271	9%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT	\$7,670	13%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION	\$192,587	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY	\$241,666	45%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT	\$434,253	
<b>LESS PRACTICE DEBT SERVICE</b>	<b>(\$63,247)</b>	
PURCHASER SALARY AND PROFIT AFTER DEBT SERVICE	\$371,006	

**Atlanta**  
**DATA SUMMARY FOR PRACTICE NUMBER 9048**

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	1,280
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$2,624
PRICE PER SQUARE FOOT	\$24.60
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	12
PROXIMITY OF PARKING PLACES	Lot outside practice
TOTAL NUMBER OF EQUIPPED OPERATORIES	3
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	1
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	
DO YOU OWN YOUR BUILDING? YES OR NO	Yes
DO YOU WISH TO SELL THE BUILDING? YES OR NO	No
WAS BUILDING APPRAISED?	No
WHEN?	
APPRAISED PRICE	
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$1,400,000
IF NOT FOR SALE, MO. RENTAL AMOUNT	\$2,800
ANNUAL REAL ESTATE TAXES	\$15,000
ANNUAL REAL ESTATE INSURANCE COST	
DATE OF LEASE i.e. "6/1/2016"	
DATE LEASE ENDS - i.e. "1/1/2020"	
RENEWAL OPTIONS	
IS THERE AN OPTION TO PURCHASE?	
BUILDING VALUE TO BE USED	\$1,400,000
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$26.25

**WORK SCHEDULE**

PLANS AFTER SALE OF PRACTICE	Work part time in hospital
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DAYS/WEEK CURRENTLY WORKED	3.5
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	

<b>PRACTICE DATA</b>	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	
RESULTS	
DESCRIBE YOUR MARKETING	Ad in GDA Action, Web Site, Thank you letters with Starbucks gift cards,
DESCRIBE EXTERNAL MARKETING	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS - RESPONSIBLE FOR \$ _____ income/year
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	No
WHAT TYPE RECALL SYSTEM	
WHAT TYPE COMPUTER SYSTEM	Carestream
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	1,500
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	12
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	6
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	10
HOW FAR AHEAD IS DENTIST SCHEDULED?	1.5 Months
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 Weeks
<b>PRACTICE DATA</b>	
% INCOME FROM CASH	100%
% OF PATIENTS PAYING CASH	100%
% INCOME FROM FEE FOR SERVICE INSURANCE	
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	
% PRACTICE INCOME FROM REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
% 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	
<b>SCHEDULING DATA</b>	
MONDAY	8 AM - 4 PM
TUESDAY	11:30 AM - 4 PM
WEDNESDAY	8 AM - 4 PM
THURSDAY	8 AM - 4 PM
FRIDAY	
SATURDAY	
SUNDAY	
OWNER HOURS WORKED PER WEEK	28
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	24
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	
NUMBER OF WEEKS WORKED PER YEAR	48
<b>COLLECTION DATA</b>	
WHAT IS YOUR COLLECTION PERCENTAGE	100%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$4,908
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$533
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$1,805
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$570
ACCOUNTS RECEIVABLE >90 DAYS	\$2,000

<b>WHAT PERCENTAGE OF THE PRACTICE INCOME IS:</b>	
HYGIENIST PRODUCTION	23%
OPERATIVE	40%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	20%
ENDODONTICS	12%
PERIODONTICS	1%
ORAL SURGERY	4%
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?	Yes
IF SO HOW MUCH IN CURRENT PERIOD?	My work in hospital
IF SO , HOW MUCH FOR LAST YEAR?	
IF SO HOW MUCH FOR THE PREVIOUS YEAR?	\$154,000
WHAT IS THE SOURCE OF THIS OTHER INCOME?	\$125,000
	Hospital on Fridays

**FEE SCHEDULE**

ADULT PROPHY 01110	\$105
TWO SURFACE ANTERIOR COMPOSITE 02331	\$365
CORE BUILD-UP 02950	\$300
CROWN - GOLD/PORCELAIN 02750	\$1,400
ANTERIOR CANAL ROOT CANAL 03310	\$800
PANORAMIC X-RAY 00330	\$110
TWO SURFACE POSTERIOR COMPOSITE 02392	\$340
CROWN - PORCELAIN CERAMIC 02740	\$1,400
LABIAL PORCELAIN VENEER 02962	\$1,600
BICUSPID ROOT CANAL 03320	\$900
AVERAGE OF FEES	\$732
PERCENT OF FEE PARITY	105%

**DEMOGRAPHIC DATA**

WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	Metro Atlanta
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES WITHIN	fifteen
MAJOR EMPLOYERS IN AREA	four

DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA

STAFF DATA				
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY AND/OR COMMISSION PER
RECEPTIONIST				
OFFICE MANAGER				
INSURANCE				
OTHER FRONT DESK				
BOOKKEEPER				
ASSISTANT /FRONT DESK	2014	Yes		\$24,000
ASSISTANT				\$16,000
ASSISTANT				\$35,000
ASSISTANT				
ASSISTANT				
HYGIENIST	2013	Maybe		\$60,000
HYGIENIST/ASSISTANT	2017	Yes		\$25,000
HYGIENIST				
HYGIENIST				
LAB TECHNICIAN				
LAB TECHNICIAN				
ASSOCIATE				
ASSOCIATE				
ASSOCIATE				
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Medical Insurance, Dental, 401k, Paid Vacation, beir
			COST OF BENE	
DO YOU HIRE ANY UNPAID FAMILY MEMBERS?				
WHAT POSITION DO THEY HOLD?				
WHAT IS THE ESTIMATED MARKET VALUE OF THEIR JOB?				
			ARE THERE AN	
THAN THE NORMAL SALARY FOR THEIR POSITION?				
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER				
COMPENSATION FOR EACH				
GOODWILL ESTIMATES				
<b>COLLECTION CENTERS</b>				
PERIOD			AS OF 11/5/2019	2018 2017
GROSS COLLECTIONS			\$600,343	\$617,785 \$623,602
OWNER COLLECTIONS			\$462,264	\$475,694 \$480,174
HYGIENIST COLLECTIONS			\$138,079	\$142,091 \$143,428
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE SALARY IN DOLLARS OR COMMISSION PERCENT				
HYGIENIST SALARY IN DOLLARS OR COMMISSION PERCENT				



