Atlanta Area GA General Den	tistry					
MERGER FINANCIAL DATA SUMMARY FOR PRAC	CTICE 9202					
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 indivi	dual practice revenues and profit	ability of this particular prac	ctice.			
PRACTICE FINANCIAL SUMMARY						
PRACTICE FINANCIAL SUMMART						
AMOUNT OF INCOME PERSONALLY GENERATED BY PU	RCHASER \$697,669					
COMPENSATION FOR PURCHASER FOR HIS/HER PROD	UCTION.					
CONSIDER A GENEROUS COMMISSION RATE OF 3	5% \$244,184					
	•					
NOW CONSIDER THE PRACTICE PROFIT. THIS IS AN AN	IOUNT OVER AND ABOVE THE C	OMPENSATION				
FOR PURCHASER'S PRODUCTION.						
THE PROFIT IS THE BENEFIT OF OWNERSHIP OF THE PI	RACTICE.					
ONLY PRACTICE OWNERS REALIZE PRACTICE PROFIT.						
IN THIS PRACTICE, THE PROFIT, AFTER ALL EXPENSES						
COMPENSATION TO THE PURCHASER IS PAID AMOUNT	S TO \$469,330					
THE PROFIT - NOT INCLUDING PURCHASER SALARY, D		4404				
FOR THE PRACTICE PRICE AND WORKING CAPITAL, RE	PRESENTS THE RATE OF	41%				
TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTU		SSOCIATESHIPS OR				
TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTU OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL		SSOCIATESHIPS OR	SUBJECT PRACTICE			
OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL	KEY DATA POINTS.					
	KEY DATA POINTS.		SUBJECT PRACTICE \$469,330			
OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL	KEY DATA POINTS. DRE TAX DOLLARS (AFTER DEB					
OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL 1. HOW DOES THE ALTERNATIVE COMPARE WITH BEF	KEY DATA POINTS. DRE TAX DOLLARS (AFTER DEB		\$469,330			
OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL 1. HOW DOES THE ALTERNATIVE COMPARE WITH BEF	KEY DATA POINTS. DRE TAX DOLLARS (AFTER DEB FOR THE PURCHASER	T SERVICE)	\$469,330			
OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL 1. HOW DOES THE ALTERNATIVE COMPARE WITH BEF 2. ARE THERE TAX SAVINGS AND EQUITY INCREASES	KEY DATA POINTS. DRE TAX DOLLARS (AFTER DEB FOR THE PURCHASER	T SERVICE)	\$469,330 \$87,616			
OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL 1. HOW DOES THE ALTERNATIVE COMPARE WITH BEF 2. ARE THERE TAX SAVINGS AND EQUITY INCREASES	KEY DATA POINTS. DRE TAX DOLLARS (AFTER DEB FOR THE PURCHASER	T SERVICE)	\$469,330 \$87,616			
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MERGER FINAN		General De	-	0000		
The fellowing commu	-		PRACTICE	9202	a h	
0				nd expenses for the subject practice whit o increase in production. This summary		
•			•	chasers should obtain gualified legal and		
				rice does not include accounts receiv	0	
PRACTICE INCOME			<u> </u>			
EXPECTED GROSS	COLLEC	TIONS			\$1,073,337	100.0%
HYG	SIENE CO	MPONENT			\$375,668	35.0%
DEN	ITIST CO	MPONENT			\$697,669	65.0%
		RETAINED S	ELLER			
		ASSOCIATE				
		PURCHASEF	2		\$697,669	65.0%
ARIABLE EXPENS	SES					
WAG	GES, PAY	ROLL TAX, E	TC.		\$291,341	27.1%
LAB	ORATOR	Y			\$37,444	3.5%
CLI	NICAL SU	PPLIES			\$52,768	4.9%
OTH	IER VARIA	ABLE EXPEN	SE		\$30,015	2.8%
				TOTAL VARIABLE EXPENSE	\$411,569	38.3%
FIXED EXPENSES						
					\$46,729	4.4%
PHC	DNE, UTIL	ITIES			\$3,000	0.3%
		COUNTING			\$3,500	0.3%
INSU	JRANCE				\$1,500	0.1%
OTH	IER FIXE	D EXPENSE			\$23,598	2.2%
				TOTAL FIXED EXPENSE	\$78,327	7.3%
PRACTICE DEBT SI	ERVICE					
	EREST				\$53,578	5.0%
PRI	NCIPAL			TOTAL DEBT SERVICE	\$60,533 <b>\$114,111</b>	5.6% <b>10.6%</b>
SUMMARY				TOTAL DEBT SERVICE	φ114,111	10.078
EXPECTED COLLE	CTIONS				\$1,073,337	100.0%
					\$1,073,337 \$489,896	100.0% 45.6%
EXPECTED EXPEN	SES ERVICE				\$489,896 \$114,111	45.6% 10.6%
EXPECTED EXPEN PRACTICE DEBT SE EXPCTD NET INCO	ses Ervice <b>Me Afte</b>			PERCENT OF PERSONAL PROD.	\$489,896 \$114,111 <b>\$469,330</b>	45.6% 10.6% <b>67%</b>
EXPECTED EXPENS PRACTICE DEBT SE EXPCTD NET INCO PURCHASER PROD	SES ERVICE <b>ME AFTE</b> DUCED PF	RODUCTION			\$489,896 \$114,111 <b>\$469,330</b> \$697,669	45.6% 10.6% <b>67%</b> 65.0%
EXPECTED EXPENSI PRACTICE DEBT SI EXPCTD NET INCO PURCHASER PROL EQUITY INCREASE	SES ERVICE <b>ME AFTE</b> DUCED PF & PERCE	RODUCTION	ONAL PRODUC	TION	\$489,896 \$114,111 <b>\$469,330</b> \$697,669 \$60,533	45.6% 10.6% <b>67%</b> 65.0% 8.7%
PURCHASER PROE EQUITY INCREASE TAX SAVINGS FROM	SES ERVICE ME AFTE DUCED PF & PERCE M DEPRE	RODUCTION INT OF PERS CIATION & PE	SONAL PRODUC	TION RSONAL PRODUCTION	\$489,896 \$114,111 <b>\$469,330</b> \$697,669 \$60,533 \$27,083	45.6% 10.6% <b>67%</b> 65.0% 8.7% 3.9%
EXPECTED EXPEN PRACTICE DEBT SI EXPCTD NET INCO PURCHASER PROL EQUITY INCREASE TAX SAVINGS FROM TOTAL ECON	SES ERVICE ME AFTE DUCED PR & PERCE M DEPRE IOMIC BE	RODUCTION INT OF PERS CIATION & PE	ONAL PRODUC ERCENT OF PER	TION RSONAL PRODUCTION , EQUITY & % PERSONAL PROD.	\$489,896 \$114,111 <b>\$469,330</b> \$697,669 \$60,533	45.6% 10.6% <b>67%</b> 65.0% 8.7%
EXPECTED EXPEN PRACTICE DEBT SI EXPCTD NET INCO PURCHASER PROL EQUITY INCREASE TAX SAVINGS FROM TOTAL ECON	SES ERVICE ME AFTE DUCED PR & PERCE M DEPRE IOMIC BE	RODUCTION INT OF PERS CIATION & PE	ONAL PRODUC ERCENT OF PER	TION RSONAL PRODUCTION	\$489,896 \$114,111 <b>\$469,330</b> \$697,669 \$60,533 \$27,083	45.6% 10.6% <b>67%</b> 65.0% 8.7% 3.9%
EXPECTED EXPEN PRACTICE DEBT SI EXPCTD NET INCO PURCHASER PROL EQUITY INCREASE TAX SAVINGS FROM TOTAL ECON	SES ERVICE ME AFTE DUCED PR & PERCE M DEPRE IOMIC BE	RODUCTION INT OF PERS CIATION & PE	ONAL PRODUC ERCENT OF PER I, <b>TAX SAVINGS</b> IN THE FOLLOW	TION RSONAL PRODUCTION , EQUITY & % PERSONAL PROD.	\$489,896 \$114,111 <b>\$469,330</b> \$697,669 \$60,533 \$27,083	45.6% 10.6% <b>67%</b> 65.0% 8.7% 3.9%
EXPECTED EXPENSI PRACTICE DEBT SI EXPCTD NETINCO PURCHASER PROL EQUITY INCREASE FAX SAVINGS FROM TOTAL ECON	SES ERVICE ME AFTE DUCED PR & PERCE M DEPRE IOMIC BE	RODUCTION INT OF PERS CIATION & PE	ONAL PRODUC ERCENT OF PER I, <b>TAX SAVINGS</b> IN THE FOLLOW	TION RSONAL PRODUCTION , EQUITY & % PERSONAL PROD. //ING ASSUMPTIONS: LES PRICE & PERCENT OF GROSS WORKING CAPITAL	\$489,896 \$114,111 <b>\$469,330</b> \$697,669 \$60,533 \$27,083 <b>\$556,946</b> \$767,000 \$52,000	45.6% 10.6% 67% 65.0% 8.7% 3.9% 80%
EXPECTED EXPEN PRACTICE DEBT SI EXPCTD NET INCO PURCHASER PROL EQUITY INCREASE TAX SAVINGS FROM TOTAL ECON	SES ERVICE ME AFTE DUCED PR & PERCE M DEPRE IOMIC BE	RODUCTION INT OF PERS CIATION & PE	ONAL PRODUC ERCENT OF PER I, <b>TAX SAVINGS</b> IN THE FOLLOW	TION RSONAL PRODUCTION RSONAL PRODUCTION <b>EQUITY &amp; % PERSONAL PROD.</b> <b>VING ASSUMPTIONS:</b> LES PRICE & PERCENT OF GROSS WORKING CAPITAL TOTAL PRACTICE LOAN	\$489,896 \$114,111 <b>\$469,330</b> \$697,669 \$60,533 \$27,083 <b>\$556,946</b> \$767,000 \$52,000 \$819,000	45.6% 10.6% 67% 65.0% 8.7% 3.9% 80%
EXPECTED EXPEN PRACTICE DEBT SI EXPCTD NET INCO PURCHASER PROL EQUITY INCREASE TAX SAVINGS FROM TOTAL ECON	SES ERVICE ME AFTE DUCED PR & PERCE M DEPRE IOMIC BE	RODUCTION INT OF PERS CIATION & PE	GONAL PRODUC ERCENT OF PER I, <b>TAX SAVINGS</b> IN <b>THE FOLLOW</b> PRACTICE SA	TION RSONAL PRODUCTION <b>ROUITY &amp; % PERSONAL PROD.</b> <b>VING ASSUMPTIONS:</b> LES PRICE & PERCENT OF GROSS WORKING CAPITAL TOTAL PRACTICE LOAN PRACTICE LOAN INTEREST RATE	\$489,896 \$114,111 <b>\$469,330</b> \$697,669 \$60,533 \$27,083 <b>\$556,946</b> \$767,000 \$52,000 \$819,000 7.00%	45.6% 10.6% 67% 65.0% 8.7% 3.9% 80%
EXPECTED EXPENSI PRACTICE DEBT SI EXPCTD NETINCO PURCHASER PROL EQUITY INCREASE FAX SAVINGS FROM TOTAL ECON	SES ERVICE ME AFTE DUCED PR & PERCE M DEPRE IOMIC BE	RODUCTION INT OF PERS CIATION & PE	GONAL PRODUC ERCENT OF PER I, <b>TAX SAVINGS</b> IN <b>THE FOLLOW</b> PRACTICE SA	TION RSONAL PRODUCTION RSONAL PRODUCTION <b>EQUITY &amp; % PERSONAL PROD.</b> <b>VING ASSUMPTIONS:</b> LES PRICE & PERCENT OF GROSS WORKING CAPITAL TOTAL PRACTICE LOAN PRACTICE LOAN INTEREST RATE PRACTICE LOAN TERM IN MONTHS	\$489,896 \$114,111 <b>\$469,330</b> \$697,669 \$60,533 \$27,083 <b>\$556,946</b> \$767,000 \$52,000 \$819,000 7.00% 120	45.6% 10.6% 67% 65.0% 8.7% 3.9% 80% 74%
EXPECTED EXPEN PRACTICE DEBT SI EXPCTD NET INCO PURCHASER PROL EQUITY INCREASE TAX SAVINGS FROM TOTAL ECON	SES ERVICE ME AFTE DUCED PR & PERCE M DEPRE IOMIC BE	RODUCTION INT OF PERS CIATION & PE	GONAL PRODUC ERCENT OF PER I, <b>TAX SAVINGS</b> IN <b>THE FOLLOW</b> PRACTICE SA	TION RSONAL PRODUCTION <b>ROUITY &amp; % PERSONAL PROD.</b> <b>VING ASSUMPTIONS:</b> LES PRICE & PERCENT OF GROSS WORKING CAPITAL TOTAL PRACTICE LOAN PRACTICE LOAN INTEREST RATE	\$489,896 \$114,111 <b>\$469,330</b> \$697,669 \$60,533 \$27,083 <b>\$556,946</b> \$767,000 \$52,000 \$819,000 7.00%	45.6% 10.6% 67% 65.0% 8.7% 3.9% 80%
EXPECTED EXPENSI PRACTICE DEBT SE EXPCTD NETINCO PURCHASER PROL EQUITY INCREASE FAX SAVINGS FROM TOTAL ECON	SES ERVICE ME AFTE DUCED PR & PERCE M DEPRE IOMIC BE	RODUCTION INT OF PERS CIATION & PE	GONAL PRODUC ERCENT OF PER I, <b>TAX SAVINGS</b> IN <b>THE FOLLOW</b> PRACTICE SA	TION RSONAL PRODUCTION RSONAL PRODUCTION <b>EQUITY &amp; % PERSONAL PROD.</b> <b>VING ASSUMPTIONS:</b> LES PRICE & PERCENT OF GROSS WORKING CAPITAL TOTAL PRACTICE LOAN PRACTICE LOAN INTEREST RATE PRACTICE LOAN TERM IN MONTHS	\$489,896 \$114,111 <b>\$469,330</b> \$697,669 \$60,533 \$27,083 <b>\$556,946</b> \$767,000 \$52,000 \$819,000 7.00% 120	45.6% 10.6% 67% 65.0% 8.7% 3.9% 80% 74%
EXPECTED EXPENS PRACTICE DEBT SE EXPCTD NET INCO PURCHASER PROL EQUITY INCREASE TAX SAVINGS FROM TOTAL ECON THIS CASH FLOW E	SES ERVICE ME AFTE DUCED PF & PERCE M DEPRE IOMIC BE	RODUCTION ENT OF PERS CIATION & PE INEFIT-CASH IS BASED O	SONAL PRODUC ERCENT OF PER I, <b>TAX SAVINGS</b> IN <b>THE FOLLOW</b> PRACTICE SA	TION RSONAL PRODUCTION RSONAL PRODUCTION CONTINNERSONAL PROD. CONTINNERSONAL PROD. CONTINNERSONAL PROD. CONTINUES PRICE & PERCENT OF GROSS WORKING CAPITAL TOTAL PRACTICE LOAN PRACTICE LOAN INTEREST RATE PRACTICE LOAN TERM IN MONTHS PRACTICE MONTHLY PAYMENT CONTINUES	\$489,896 \$114,111 <b>\$469,330</b> \$697,669 \$60,533 \$27,083 <b>\$556,946</b> \$767,000 \$52,000 \$819,000 7.00% 120 \$9,509	45.6% 10.6% 67% 65.0% 3.9% 80% 74%
EXPECTED EXPENS PRACTICE DEBT SE EXPCTD NET INCO PURCHASER PROL EQUITY INCREASE TAX SAVINGS FROM TOTAL ECON THIS CASH FLOW E	SES ERVICE ME AFTE DUCED PF & PERCE M DEPRE IOMIC BE	RODUCTION INT OF PERS CIATION & PE INEFIT-CASH IS BASED O	INNS	TION RSONAL PRODUCTION RSONAL PRODUCTION <b>EQUITY &amp; % PERSONAL PROD.</b> <b>VING ASSUMPTIONS:</b> LES PRICE & PERCENT OF GROSS WORKING CAPITAL TOTAL PRACTICE LOAN PRACTICE LOAN INTEREST RATE PRACTICE LOAN INTEREST RATE PRACTICE LOAN TERM IN MONTHS PRACTICE MONTHLY PAYMENT MONTHLY PRACTICE PAYMENTS	\$489,896 \$114,111 <b>\$469,330</b> \$697,669 \$60,533 \$27,083 <b>\$556,946</b> <b>\$556,946</b> <b>\$552,000</b> \$819,000 7.00% 120 \$9,509 <b>\$9,509</b>	45.6% 10.6% 67% 65.0% 3.9% 80% 74% 11%
EXPECTED EXPENS PRACTICE DEBT SE EXPCTD NET INCO PURCHASER PROL EQUITY INCREASE TAX SAVINGS FROM TOTAL ECON THIS CASH FLOW E	SES ERVICE ME AFTE DUCED PH & PERCE M DEPRE IOMIC BE EXAMPLE	RODUCTION INT OF PERS CIATION & PE INEFIT-CASH IS BASED O	IONS	TION  TION  RSONAL PRODUCTION  RSONAL PRODUCTION  DEQUITY & % PERSONAL PROD.  ING ASSUMPTIONS:  LES PRICE & PERCENT OF GROSS  WORKING CAPITAL  TOTAL PRACTICE LOAN  PRACTICE LOAN INTEREST RATE  PRACTICE LOAN TERM IN MONTHS  PRACTICE MONTHLY PAYMENT  MONTHLY PRACTICE PAYMENTS  HYGIENE AND ASSOCIATE PROFIT	\$489,896 \$114,111 <b>\$469,330</b> \$697,669 \$60,533 \$27,083 <b>\$556,946</b> <b>\$767,000</b> \$52,000 \$819,000 7.00% 120 \$9,509 \$9,509 \$17,531	45.6% 10.6% 67% 65.0% 3.9% 80% 74%
EXPECTED EXPENS PRACTICE DEBT SE EXPCTD NET INCO PURCHASER PROL EQUITY INCREASE TAX SAVINGS FROM TOTAL ECON THIS CASH FLOW E	SES ERVICE ME AFTE DUCED PH & PERCE M DEPRE IOMIC BE EXAMPLE	RODUCTION ENT OF PERS CIATION & PE IN BASED O IS BASED O CONSIDERAT ESTIMA CHASER SAL	IONS	TION TION RSONAL PRODUCTION RSONAL PRODUCTION <b>EQUITY &amp; % PERSONAL PROD.</b> <b>VING ASSUMPTIONS:</b> LES PRICE & PERCENT OF GROSS WORKING CAPITAL TOTAL PRACTICE LOAN PRACTICE LOAN INTEREST RATE PRACTICE LOAN INTEREST RATE PRACTICE LOAN TERM IN MONTHS PRACTICE MONTHLY PAYMENT MONTHLY PRACTICE PAYMENTS HYGIENE AND ASSOCIATE PROFIT 135% OF PERSONAL PRODUCTION	\$489,896 \$114,111 <b>\$469,330</b> \$60,533 \$27,083 <b>\$556,946</b> <b>\$767,000</b> \$52,000 \$819,000 7.00% 120 \$9,509 \$9,509 \$17,531 \$244,184	45.6% 10.6% 67% 65.0% 8.7% 3.9% 80% 74% 11% 11% 20%
EXPECTED EXPENS PRACTICE DEBT SE EXPCTD NET INCO PURCHASER PROL EQUITY INCREASE TAX SAVINGS FROM TOTAL ECON THIS CASH FLOW E	SES ERVICE ME AFTE DUCED PH & PERCE M DEPRE IOMIC BE EXAMPLE	RODUCTION INT OF PERS CIATION & PE INEFIT-CASH IS BASED O IS BASED O ESTIMA CHASER SAL PRACTIO	ICONS	TION TION RSONAL PRODUCTION <b>EQUITY &amp; % PERSONAL PROD.</b> <b>ING ASSUMPTIONS:</b> LES PRICE & PERCENT OF GROSS WORKING CAPITAL TOTAL PRACTICE LOAN PRACTICE LOAN INTEREST RATE PRACTICE LOAN INTEREST RATE PRACTICE LOAN TERM IN MONTHS PRACTICE MONTHLY PAYMENT MONTHLY PRACTICE PAYMENTS HYGIENE AND ASSOCIATE PROFIT 135% OF PERSONAL PRODUCTION ADDITION TO PURCHASER SALARY	\$489,896 \$114,111 <b>\$469,330</b> \$60,533 \$27,083 <b>\$556,946</b> <b>\$767,000</b> \$52,000 \$819,000 7.00% 120 \$9,509 <b>\$9,509</b> \$17,531 \$244,184 \$339,257	45.6% 10.6% 67% 65.0% 3.9% 80% 74% 11%
EXPECTED EXPENSI PRACTICE DEBT SI EXPCTD NET INCO PURCHASER PROL EQUITY INCREASE TAX SAVINGS FROM TOTAL ECON	SES ERVICE ME AFTE DUCED PH & PERCE M DEPRE IOMIC BE EXAMPLE	RODUCTION INT OF PERS CIATION & PE INEFIT-CASH IS BASED O IS BASED O ESTIMA CHASER SAL PRACTIO	ICONS	TION TION RSONAL PRODUCTION RSONAL PRODUCTION <b>EQUITY &amp; % PERSONAL PROD.</b> <b>VING ASSUMPTIONS:</b> LES PRICE & PERCENT OF GROSS WORKING CAPITAL TOTAL PRACTICE LOAN PRACTICE LOAN INTEREST RATE PRACTICE LOAN INTEREST RATE PRACTICE LOAN TERM IN MONTHS PRACTICE MONTHLY PAYMENT MONTHLY PRACTICE PAYMENTS HYGIENE AND ASSOCIATE PROFIT 135% OF PERSONAL PRODUCTION	\$489,896 \$114,111 <b>\$469,330</b> \$60,533 \$27,083 <b>\$556,946</b> <b>\$767,000</b> \$52,000 \$819,000 7.00% 120 \$9,509 \$9,509 \$17,531 \$244,184	45.6% 10.6% 67% 65.0% 8.7% 3.9% 80% 74% 11% 11% 20%

Atlanta Area GA						
MERGER DATA FOR PRACTICE NUMBER	9202					
The following data is provided by the owner of the practice. It is be	elieved 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	2,010					
EXPANDABLE FOOTAGE	Office space available next door					
CURRENT MONTHLY RENTAL i.e. "1200"	\$3,818					
PRICE PER SQUARE FOOT	\$22.79					
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes					
NUMBER OF PARKING SPACES	10					
PROXIMITY OF PARKING PLACES	Directly in front of building					
# EQUIPPED OPS	4					
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	1					
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 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"	May 10, 2021					
DATE LEASE ENDS - i.e. "1/1/2020"	' May 10, 2026					
IS THERE AN OPTION TO PURCHASE?	No					
	Option to renew in 5 years					
BUILDING VALUE TO BE USED	0.000/					
PURCHASER MORTGAGE INTEREST RATE PURCHASER MORTGAGE TERM - YEARS						
PURCHASER MONTHAGE TERMI- TEARS						
PURCHASER CURRENT MONTHLY RENT						
PRICE PER SQUARE FOOT						
WORK SCHEDULE						
PLANS AFTER SALE OF PRACTICE	Continue to work in second practice					
DAYS/WEEK CURRENTLY WORKED	1.0					
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	Patient monthly give aways; Google reviews; Social Media
DESCRIBE EXTERNAL MARKETING	Private school sports sponsor; billboard, health fair
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes. The associate reduced schedule to 2 days a week.
The owner works 1 day per week. This resulted in reducing v	
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
	Weave Notifications
WHAT TYPE COMPUTER SYSTEM	
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DA	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	2,342
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	43
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	10
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	9 each
HOW FAR AHEAD IS DENTIST SCHEDULED?	One month
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	4 months for newer hygienists, 6 months for 1
PRACTICE DATA	
% INCOME FROM CASH	38%
% OF PATIENTS PAYING CASH	38%
% INCOME FROM INSURANCE	62%
% OF PATIENTS WITH INSURANCE	62%
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	
SCHEDULING DATA	
MONDAY TUESDAY	8:30 AM - 5:00 PM 8:30 AM - 5:00 PM
WEDNESDAY	8:30 AM - 5:00 PM
THURSDAY	8:00 AM - 2:00 PM
FRIDAY	Closed
SATURDAY	Closed
OWNER HOURS WORKED PER WEEK	8
ASSOCIATE HOURS WORKED PER WEEK	16
HYGIENIST HOURS WORKED PER WEEK	48
DENTIST PATIENT VISITS PER YEAR	7,855
HYGIENE PATIENT VISITS PER YEAR	3,400
NUMBER OF DAYS WORKED PER YEAR	145
NUMBER OF WEEKS WORKED PER YEAR	49
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$83,792
WHAT IS YOUR PATIENT CREDIT BALANCE	\$11,025
ACCOUNTS RECEIVABLES - CURRENT	\$24,215
ACCOUNTS RECEIVABLES - CURRENT ACCOUNTS RECEIVABLES - 31-60 DAYS	\$24,215 \$5,340
	\$5,340 \$15,237
ACCOUNTS RECEIVABLE - 61-90 DAYS ACCOUNTS RECEIVABLE >90 DAYS	\$15,237 \$39,000
	ψυ0,000

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	35%
OPERATIVE	35%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	2%
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	
ENDODONTICS	
PERIODONTICS	
ORAL SURGERY	
COSMETIC	
TMJ TREATMENT SOFT TISSUE MANAGEMENT	
OTHER	
TOTAL	
WHAT SERVICES ARE REFERRED OUT?	Molar endo, Dentures, Partials, Surgical Extractions
REVENUES SOURCES	
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER	
SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	No
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	\$104
TWO SURFACE ANTERIOR COMPOSITE 02331	\$221
CORE BUILD-UP 02950	\$344
CROWN - GOLD/PORCELAIN 02750	\$1,278
ANTERIOR CANAL ROOT CANAL 03310 PANORAMIC X-RAY 00330	\$962 \$135
TWO SURFACE POSTERIOR COMPOSITE 02392	\$254
CROWN - PORCELAIN CERAMIC 02740	\$1,380
LABIAL PORCELAIN VENEER 02962	\$1,333
BICUSPID ROOT CANAL 03320	\$1,101
AVERAGE OF FEES	\$711
PERCENT OF FEE PARITY	130%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	94,984
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
WITHIN	
	Batchelor and Kimball, Inc., DiversiTech Corp., Fairway Independent
Mortgage Co., Golden State Foods, Hill Phoenix, Inc., Piedmont Rock	ale Hospital, Inc., Pratt Industries, Publix Super Markets, Inc.
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
PRACTICE HISTORY	
YEAR BEGINNING PRACTICE IN CITY	2016
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	2016
RIGHT OR LEFT HANDED	Right
PURCHASE OR SCRATCH START	Purchase
DO YOU OWN OTHER PRACTICES? HOW FAR AWAY?	One 20 Miles

STAFF DATA							
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST C	OF BENEFITS
OFFICE MGR/SOCIAL	44614	Yes	M - TH	\$28,288	\$17	\$14,779	
REGIONAL MANAGER	44312	Yes	M - TH	\$33,280	\$20	\$14,981	
INSURANCE	45047	No	WED	\$7,488	\$18		
REGIONAL MANAGER	42783	No	2 DAYS/WEEK	\$24,960	\$30	\$7,715	
BOOKKEEPER	44819	No		\$12,000			
LEAD ASSISTANT	44410	Yes	M - W	\$33,280	\$20	\$15,091	
ASSISTANT	44692	Yes	M - TH	\$29,952	\$18	\$14,883	
ASSISTANT							
ASSISTANT							
ASSISTANT							
HYGIENIST	34106	Yes	M, T	\$82,872	\$0	\$5,352	
HYGIENIST	45102	Yes	M - W	\$35,471	\$0	\$4,965	
HYGIENIST	44755	No	W	\$54,716	\$0	\$2,032	
HYGIENIST							
LAB TECHNICIAN							
LAB TECHNICIAN							
ASSOCIATE	42468	1 month	M, T	\$192,294	\$0	\$444	
SOCIAL MEDIA MGR	44928	Yes	FF MGR DOES TH	\$3,600	\$300/mo		
OFFICE JANITOR	45078	Yes	FF MGR DOES TH	\$5,100	\$100/week		
WHAT BENEFITS DO	YOU PROVIDE FOR	R THE S	TAFF?	\$3,000 annual der	ntal benefits for imm	ediate family, uni	forms, Christm
cleans the office weekly. Lead assistant works one day per week in second office and after sale would work four days per week for new owner. Hygienists start at commission of 35% and annual 1% increase until 41%. Hygienist hired June 2023 available to work four days per week. Associate dentist will stay for four weeks after sale to complete cases and assist with transition.							
ARE THERE ANY EMPLOYEES WHO ARE PAID MORE OR LESS THAN THE NORMAL SALARY FOR THEIR POSITION? WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER COMPENSATION FOR EACH							
COLLECTION CENTERS PRODUCTION BY HYGIENISTS AND DENTISTS							
1	OTAL HYGIENISTS	OWNE	R DDS ASSOC D	DS TOTAL DDS	TOTAL	HYGIENIST %	DDS %
DIAGNOSTIC	\$124,318	\$63,	344 \$104,40	)7 \$167,751	\$292,069	43%	57%
PREVENTIVE	\$194,461	\$3	15 \$2,068	\$2,383	\$196,844	33%	0%
PERIODONTICS	\$94,754	, \$1,1		\$1,170	\$95,924	16%	16%
BLEACH	\$3,666	\$2		\$275	\$3,941	1%	1%
TOTAL OF ABOVE	\$417,199				\$588,778	92%	75%
		\$65,					
TOTAL PRODUCTION	\$433,047	\$268			\$1,239,910	35%	65%
ASSOCIATE - SALA					36%		
HYGIENIST - SALA	RY IN DOLLARS /	COMM	ISSION PERCENT	<b>\$</b> 0	35% - 41%		

CONFORMITY DATA						
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes					
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT? Yes						
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No					
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No					
	Na					
	No					
YOUR PRACTICE OF DENTISTRY?						
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$30,903					
	\$23,988					
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?						
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?	\$2,839					
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	\$3,179					
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	\$897					
TAXES AND LICENSES EXPLANATION						
TOTAL EXPENSE FOR TAXES	\$141,161					
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?	\$139,619					
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?	\$1,542					
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	\$107,069					
HOW MUCH OF TOTAL IS FOR STAFF?	\$80.242					
HOW MUCH OF TOTAL IS FOR OWNER?	. ,					
	. ,					
THE TOP TEN INCOME SOURCE PLANS	% OF PRX INCOME					
NAME OF PLAN		THIS PLAN PAYS				
Cigna	17%	45%				
United Healthcare	7%	45%				
Metlife	13%	45%				
	37%					