

Atlanta Area GA		General Dentistry	
MERGER FINANCIAL DATA SUMMARY FOR PRACTICE		9202	
<p>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.</p> <p>The purpose of this summary is to demonstrate the individual practice revenues and profitability of this particular practice.</p>			
PRACTICE FINANCIAL SUMMARY			
AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER		\$697,497	
COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.			
CONSIDER A GENEROUS COMMISSION RATE OF 35%		\$244,124	
<p>NOW CONSIDER THE PRACTICE PROFIT. THIS IS AN AMOUNT OVER AND ABOVE THE COMPENSATION FOR PURCHASER'S PRODUCTION.</p>			
<p>THE PROFIT IS THE BENEFIT OF OWNERSHIP OF THE PRACTICE. ONLY PRACTICE OWNERS REALIZE PRACTICE PROFIT.</p>			
IN THIS PRACTICE, THE PROFIT, AFTER ALL EXPENSES AND SALARY COMPENSATION TO THE PURCHASER IS PAID AMOUNTS TO		\$488,264	
THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, REPRESENTS THE RATE OF		44%	
<p>TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.</p>			
		SUBJECT PRACTICE	
1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)		\$488,264	
2. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER		\$87,616	
3. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS		\$575,880	

Atlanta Area GA					General Dentistry	
MERGER					FINANCIAL DATA FOR PRACTICE 9202	
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				\$1,073,072	100.0%	
	HYGIENE COMPONENT			\$375,575	35.0%	
	DENTIST COMPONENT			\$697,497	65.0%	
		RETAINED SELLER				
		ASSOCIATE				
		PURCHASER		\$697,497	65.0%	
VARIABLE EXPENSES						
	WAGES, PAYROLL TAX, ETC.			\$291,441	27.2%	
	LABORATORY			\$37,555	3.5%	
	CLINICAL SUPPLIES			\$56,834	5.3%	
	OTHER VARIABLE EXPENSE			\$29,137	2.7%	
				TOTAL VARIABLE EXPENSE	\$414,968 38.7%	
FIXED EXPENSES						
				\$46,729	4.4%	
	PHONE, UTILITIES			\$3,000	0.3%	
	LEGAL & ACCOUNTING			\$3,500	0.3%	
	INSURANCE			\$1,500	0.1%	
	OTHER FIXED EXPENSE			\$1,000	0.1%	
				TOTAL FIXED EXPENSE	\$55,729 5.2%	
PRACTICE DEBT SERVICE						
	INTEREST			\$53,578	5.0%	
	PRINCIPAL			\$60,533	5.6%	
				TOTAL DEBT SERVICE	\$114,111 10.6%	
SUMMARY						
EXPECTED COLLECTIONS				\$1,073,072	100.0%	
EXPECTED EXPENSES				\$470,697	43.9%	
PRACTICE DEBT SERVICE				\$114,111	10.6%	
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.				\$488,264	70%	
PURCHASER PRODUCED PRODUCTION				\$697,497	65.0%	
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$60,533	8.7%	
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$27,083	3.9%	
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.				\$575,880	83%	
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:						
PRACTICE SALES PRICE & PERCENT OF GROSS				\$767,000	74%	
WORKING CAPITAL				\$52,000		
TOTAL PRACTICE LOAN				\$819,000		
PRACTICE LOAN INTEREST RATE				7.00%		
PRACTICE LOAN TERM IN MONTHS				120		
PRACTICE MONTHLY PAYMENT				\$9,509	11%	
PURCHASER CASH FLOW CONSIDERATIONS						
MONTHLY PRACTICE PAYMENTS				\$9,509	11%	
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$17,527	20%	
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$244,124		
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$358,251	44%	
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$602,375		
LESS PRACTICE DEBT SERVICE				(\$114,111)		
PRACTICE SALARY + PROFIT +TAX SAVINGS - LOAN				\$488,264		

Atlanta Area GA	
MERGER DATA FOR PRACTICE NUMBER 9202	
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	2,010
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
RENEWAL OPTIONS	Option to renew in 5 years
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	
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 weekly schedule from 4 days to 3 days.	
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	No
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Weave Notifications
WHAT TYPE COMPUTER SYSTEM	Dentrix
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
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	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
SCHEDULING DATA	
MONDAY	8:30 AM - 5:00 PM
TUESDAY	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 - 31-60 DAYS	\$5,340
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$15,237
ACCOUNTS RECEIVABLE >90 DAYS	\$39,000

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	35%
OPERATIVE	35%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	2%
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	6%
ENDODONTICS	1%
PERIODONTICS	
ORAL SURGERY	3%
COSMETIC	
TMJ TREATMENT	1%
SOFT TISSUE MANAGEMENT	
OTHER	17%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Molar endo, Dentures, Partial, 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	\$962
PANORAMIC X-RAY 00330	\$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
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
	WITHIN
MAJOR EMPLOYERS IN AREA	Batchelor and Kimball, Inc., DiversiTech Corp., Fairway Independent Mortgage Co., Golden State Foods, Hill Phoenix, Inc., Piedmont Rockdale 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

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	
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY?		No	
INSURANCE EXPLANATION			
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD		\$30,903	
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?		\$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?		\$93,816	
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?		\$45,803	
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?		\$1,542	
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		\$107,069	
HOW MUCH OF TOTAL IS FOR STAFF?		\$80,242	
HOW MUCH OF TOTAL IS FOR OWNER?		\$26,827	
THE TOP TEN INCOME SOURCE PLANS		% OF PRX INCOME	% OF YOUR FEE
NAME OF PLAN	FROM THIS PLAN	THIS PLAN PAYS	
Cigna	17%	45%	
United Healthcare	7%	45%	
Metlife	13%	45%	
	37%		