FINANCIAL DATA SUMMARY FOR PRACTICE 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 occ	urs;
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 particula	r practice.
PRACTICE FINANCIAL SUMMARY	
AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER \$697,669	
COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.	
CONSIDER A GENEROUS COMMISSION RATE OF 35% \$244,184	
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 ARE PAID AMOUNTS TO \$222,878	
THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN	
FOR THE PRACTICE PRICE AND WORKING CAPITAL, YIELDS A RATE OF 27%	
TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR	
To com and this of tok tokin to other of tok tokines, whether the take associated in 5 or	
OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.	SUBJECT PRACTICE
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	SUBJECT PRACTICE \$352,951
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Atlanta Area G		General Der	ntistry			
FINANCIAL DA	TA FOR	PRACTICE	9202			
•				nd expenses for the subject practice whi		
•			•	increase in production. This summary		
				chasers should obtain qualified legal and	0	
PRACTICE INCO		decisions. No	JTE. Practice pric	e does not include accounts receivable.		
EXPECTED GRO	-		1		\$1,073,337	100.0%
	HYGIENE CC				\$375,668	35.0%
	DENTIST CO				\$697,669	65.0%
		RETAINED S	ELLER		+	
		ASSOCIATE				
		PURCHASEF	R		\$697,669	65.0%
ARIABLE EXPI	ENSES					
N	WAGES, PAY	ROLL TAX, E	TC.		\$407,413	38.0%
L	LABORATOR	RY			\$37,444	3.5%
(	CLINICAL SU	IPPLIES			\$52,768	4.9%
(	OTHER VAR	IABLE EXPEN	SE		\$23,241	2.2%
				TOTAL VARIABLE EXPENSE	\$520,866	48.5%
IXED EXPENSI	ES					
F	RENT				\$45,816	4.3%
F	PHONE, UTIL	LITIES				
l	LEGAL & AC	COUNTING			\$6,695	0.6%
	NSURANCE				\$7,725	0.7%
C	OTHER FIXE	D EXPENSE			\$25,173	2.3%
				TOTAL FIXED EXPENSE	\$85,409	8.0%
PRACTICE DEB	T SERVICE					
	NTEREST				\$53,578	5.0%
F	PRINCIPAL				\$60,533	5.6%
SUMMARY				TOTAL DEBT SERVICE	\$114,111	10.6%
EXPECTED COL	LECTIONS	[			\$1,073,337	100.0%
EXPECTED EXP	PENSES				\$606,275	56.5%
PRACTICE DEB	T SERVICE				\$114,111	10.6%
-				ERCENT OF PERSONAL PROD.	\$352,951	51%
PURCHASER PI					\$697,669	65.0%
			ONAL PRODUCT		\$60,533	8.7%
				SONAL PRODUCTION	\$34,676	5.0%
		-	•	TY & % PERSONAL PROD.	\$448,160	64%
THIS CASH FLO	W EXAMPLI	E IS BASED O	N THE FOLLOW	ING 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 (MONTHS)				120		
MONTHLY PRACTICE PAYMENT				\$9,509	11%	
PURCHASER C	ASH FLOW	CONSIDERAT	IONS			
MONTHLY PRACTICE PAYMENTS				\$9,509	11%	
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$15,194	17%	
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$244,184	30%	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$222,878	27%	
		TO		R SALARY AND PRACTICE PROFIT	\$467,062	57%
			TAL PURCHASE	R SALARY AND PRACTICE PROFIT LESS PRACTICE DEBT SERVICE ( + PROFIT +TAX SAVINGS - LOAN	\$467,062 (\$114,111) \$352,951	57% -14% <b>43%</b>

Atlanta Area GA	
DATA FOR PRACTICE NUMBER	9202
The following data is provided by the owner of the practice. It is be	
to be a true and accurate representation of the facts of the practic	6
verify all information contained herein and to seek gualified counsi	
OFFICE DATA	
SQUARE FOOTAGE OF OFFICE	2 010
	Office space available next door
	\$3.818
PRICE PER SQUARE FOOT	
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	10
PROXIMITY OF PARKING PLACES	
# EQUIPPED OPS	
	4
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	
PURCHASER MORTGAGE INTEREST RATE	
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	
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	
DESIKED 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
	Vec. The encoded ask shull to 0 days a weak
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 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 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%
	0276
% 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 RECEIVABLES - 51-00 DATS	\$15,237
ACCOUNTS RECEIVABLE >00 DAYS	\$39,000
	ψ00,000

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:					
HYGIENIST PRODUCTION	35%				
OPERATIVE	35%				
PEDODONTICS					
ORTHODONTICS					
IMPLANTS	2%				
REMOVABLE PROSTHETICS					
FIXED PROSTHETICS	6%				
ENDODONTICS					
PERIODONTICS					
ORAL SURGERY	3%				
COSMETIC					
TMJ TREATMENT	1%				
SOFT TISSUE MANAGEMENT					
OTHER	17%				
TOTAL					
	Molar endo, Dentures, Partials, Surgical Extractions				
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%				
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 Rocko	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					
PURCHASE OR SCRATCH START					
DO YOU OWN OTHER PRACTICES? HOW FAR AWAY?	One 20 Miles				

STAFF DATA							
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST	OF BENEFITS
OFFICE MGR/SOCIAL	44614	Yes	M - TH	\$28,288	\$17.00	\$14,779	
REGIONAL MANAGER	44312	Yes	M - TH	\$33,280	\$20.00	\$14,981	
INSURANCE	45047	No	WED	\$7,488	\$18.00		
REGIONAL MANAGER	42783	No	2 DAYS/WEEK	\$24,960	\$30.00	\$7,715	
BOOKKEEPER	44819	No		\$12,000			
LEAD ASSISTANT	44410	Yes	M - W	\$33,280	\$20.00	\$15,091	
ASSISTANT	44692	Yes	M - TH	\$29,952	\$18.00	\$14,883	
ASSISTANT							
ASSISTANT							
ASSISTANT							
HYGIENIST	34106	Yes	Μ, Τ	\$82,872	\$0.41	\$5,352	
HYGIENIST	45102	Yes	M - W	\$35,471	\$0.35	\$4,965	
HYGIENIST	44755	No	W	\$54,716	\$0.36	\$2,032	
HYGIENIST							
LAB TECHNICIAN							
LAB TECHNICIAN							
ASSOCIATE	42468	1 month	Μ, Τ	\$192,294	\$0.36	\$444	
SOCIAL MEDIA MGR	44928	Yes	OFF MGR DOES THIS	\$3,600	\$300/mo		
OFFICE JANITOR	45078	Yes	OFF MGR DOES THIS	\$5,100	\$100/week		
							-
WHAT BENEFITS DO		-		. ,	al benefits for immedia	2. ·	Christmas
bonus, generous month		-			-	on employment)	
COST OF BENEFITS P	ROVIDED FOR EA	ACH EMF		SEE TABLE ABC			
-lana da a <b>ff</b> an waalda			NOTES	<b>v</b>	nanages socal med		
cleans the office weekly. Hygienists start at comr							
Associate dentist will sta							
			•				
ARE THERE ANY EMP							
WHAT POSITIONS	E NORMAL SALAF						
Whith Foomone			ATION FOR EACH				
COLLECTION CENT	-						
PRODUCTION BY HYGIENISTS AND DENTISTS							
٦	FOTAL HYGIENISTS	OWNE	R DDS ASSOC D	DS TOTAL DDS	5 TOTAL	HYGIENIST %	DDS %
DIAGNOSTIC	\$124,318	\$63,	344 \$104,40	)7 \$167,751	\$292,069	43%	57%
PREVENTIVE	\$194.461	\$3.			\$196,844	33%	0%
PERIODONTICS	\$94,754	\$1,1		\$1,170	\$95,924	16%	16%
BLEACH	\$3,666	\$24		\$275	\$3,941	10%	1%
TOTAL OF ABOVE	\$417,199	\$65,			\$588,778	92%	75%
TOTAL PRODUCTION ASSOCIATE - SALA	\$433,047 RY IN DOLLARS /	\$268, COMM			\$1,239,910 36%	35%	65%
					35% - 41%		
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT \$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					
ANT FRACTICE LAWSON'S FIELD IN FAST TEN TRS. EXPERIN	NO					
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT	No					
YOUR PRACTICE OF DENTISTRY?						
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?						
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?						
HOW MUCH OF TOTAL IS FOR OWNER?						
THE TOP TEN INCOME SOURCE PLANS		% OF YOUR FEE				
PLAN NAME	FROM THIS PLAN	THIS PLAN PAYS				
Cigna	17%	45%				
United Healthcare	7%	45%				
Metlife	13%	45%				
	37%					