Dillard, Georgia **General Dentistry** FINANCIAL DATA SUMMARY FOR PRACTICE 9240 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. FOR A VIDEO DESCRIBING THIS PRACTICE'S CASH FLOW CLICK HERI https://www.adssouth.com/proforma_9240/ PRACTICE FINANCIAL SUMMARY AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER \$812,100 COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF \$284,235 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 \$288,440 THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, YIELDS A RATE OF 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) \$288,440 2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME 36% 3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER \$102,605 4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS \$391,045 5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION 48%

Projected annualized collections for 2020 adjusting for the practice closing for a total of

days would total

Dillard, Georgia General Dentistry FINANCIAL DATA FOR PRACTICE 9240

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.

counsel prior to any purchas	e decisions. N	OTE: Practice pric	e does not include accounts receivable		
PRACTICE INCOME					
EXPECTED GROSS COLLE	CTIONS			\$908,922	100.0%
HYGIENE C	OMPONENT			\$96,822	10.7%
DENTIST C	OMPONENT			\$812,100	89.3%
	RETAINED S	SELLER			
	ASSOCIATE				
	PURCHASE	₹		\$812,100	89.3%
VARIABLE EXPENSES					
WAGES, PA	AYROLL TAX, E	TC.		\$203,711	22.4%
LABORATO	RY			\$77,655	8.5%
CLINICAL S	UPPLIES			\$64,996	7.2%
OTHER VAI	RIABLE EXPEN	SE		\$37,848	4.2%
			TOTAL VARIABLE EXPENSE	\$384,210	42.3%
FIXED EXPENSES					
PHONE, UT	ILITIES			\$13,623	1.5%
LEGAL & A	CCOUNTING			\$6,695	0.7%
INSURANC	E			\$6,778	0.7%
OTHER FIX	ED EXPENSE			\$77,412	8.5%
TOTAL FIXED EXPENSE				\$104,509	11.5%
EBT SERVICE FOR PRACTICE AND BULDING					
INTEREST	INTEREST				6.7%
PRINCIPAL			\$70,424	7.7%	
	TOTAL DEBT SERVICE				14.5%
SUMMARY				0000	100.00/
EXPECTED COLLECTIONS	5			\$908,922	100.0%
EXPECTED EXPENSES				\$488,718	53.8%
PRACTICE DEBT SERVICE		S AND DERT & DE	RCENT OF PERSONAL PROD.	\$131,764 \$288,440	14.5% 36%
PURCHASER PRODUCED			ROLNI OF FERSONAL FROD.	\$812,100	89.3%
EQUITY INCREASE & PER			ION	\$70,424	8.7%
TAX SAVINGS FROM DEPR				\$32,182	4.0%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.			\$391,045	48%	
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:			φ391,045	40 70	
PRACTICE SALES PRICE & PERCENT OF GROSS			\$641,000	73%	
WORKING CAPITAL			\$44,000		
TOTAL PRACTICE LOAN			\$685,000		
PRACTICE LOAN INTEREST RATE			6.00%		
PRACTICE LOAN TERM (MONTHS)			120		
MONTHLY PRACTICE PAYMENT			\$7,605	10%	
BUILDING PRICE			\$400,000		
		MONTHLY	BUILDING MORTGAGE PAYMENTS	\$3,375	4%
PURCHASER CASH FLOW	CONSIDERAT	IONS			
	MONTHLY PRACTICE AND BUILDING PAYMENTS			\$10,980	14%
	ESTIM	ATED MONTHLY	HYGIENE AND ASSOCIATE PROFIT	\$821	1%
Р	URCHASER SA	LARY BASED ON	35% OF PERSONAL PRODUCTION	\$284,235	
	PRACT	ICE PROFIT - IN A	ADDITION TO PURCHASER SALARY	\$168,150	25%
	T	OTAL PURCHASE	R SALARY AND PRACTICE PROFIT	\$452,385	
		LESS DEBT SER\	/ICE FOR PRACTICE AND BULDING	(\$131,764)	

PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE \$320,621

Dillard, Georgia	
DATA FOR PRACTICE NUMBER	9240
The following data is provided by the owner of the practice. It is	s believed to the best of the owner's knowledge
to be a true and accurate representation of the facts of the pract	ctice. It is the responsibility of any purchaser to
verify all information contained herein and to seek qualified cou	unsel in the interpretation and verification thereof.
OFFICE DATA	
SQUARE FOOTAGE OF OFFICE	2,566
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$5,000
PRICE PER SQUARE FOOT	\$23.38
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	9
PROXIMITY OF PARKING PLACES	Adjacent to building
# EQUIPPED OPS	4
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	2
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	
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	YES
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$400,000
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$1,695
ANNUAL REAL ESTATE INSURANCE COST	\$1.349
DATE OF LEASE i.e. "6/1/2016"	¥ 15 12
DATE LEASE ENDS - i.e. "1/1/2020"	
IS THERE AN OPTION TO PURCHASE?	
RENEWAL OPTIONS	
BUILDING VALUE TO BE USED	\$400,000
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	
PURCHASER MONTHLY PAYMENT	\$3,375
PURCHASER CURRENT MONTHLY RENT	A
PRICE PER SQUARE FOOT WORK SCHEDULE	\$15.79
PLANS AFTER SALE OF PRACTICE	Datirament
	Retirement
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	
COVID INFORMATION	
DATE CLOSED FOR COVID	
DATE REOPENED FOR COVID	
DATE OF LATEST PRACTICE REVENUE	
AMOUNT OF LATEST PRACTICE REVENUES	
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	Yes; DMA/ Jennifer McDonald
RESULTS	Good
DESCRIBE INTERNAL MARKETING	Word of Mouth
DECOMBE INTERNALE INDUNCETING	Word of Model
DESCRIBE EXTERNAL MARKETING	Direct Mail
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
TWO CROSS STRATED SIGNATORATED. WITH.	<u> </u>
LICT CEDATIONS LICED MITDOUS DOCS IV CEDATION	Name Origina DOCC
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Solution Reach
WHAT TYPE COMPUTER SYSTEM	Eaglesoft
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DAT	
SOFTWARE REPORT FOR # ACTIVE PATIENTS	1,372
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	15
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	9
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	16
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 Months
PRACTICE DATA	
% INCOME FROM CASH	84%
% OF PATIENTS PAYING CASH	69%
% INCOME FROM INSURANCE	16%
% OF PATIENTS WITH INSURANCE	31%
% 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	
TUESDAY	9:00 AM - 1:00 PM 2:00PM - 6:00 PM
WEDNESDAY	9:00 AM - 1:00 PM 2:00PM - 6:00 PM
THURSDAY	8:00 AM - 1:00 PM 2:00PM - 5:00 PM
FRIDAY	8:00 AM - 2:00 PM
SATURDAY	
OWNER HOURS WORKED PER WEEK	35
ASSOCIATE HOURS WORKED PER WEEK	oc.
HYGIENIST HOURS WORKED PER WEEK	36
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	192
NUMBER OF WEEKS WORKED PER YEAR	48
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$17,573
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$5,514
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$369
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$392

ACCOUNTS RECEIVABLE >90 DAYS \$11,298

HYGIENIST PRODUCTION 10%	WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
PEDDONTICS	HYGIENIST PRODUCTION	10%
ORTHODONTICS 2% IMPLANTS 3% REMOVABLE PROSTHETICS 39% FIRED PROSTHETICS 32% ENDODONTICS 2% ENDODONTICS 2% PERIODONTICS 3% ORAL SURGERY 4% COSMETIC 1% TIM TREATMENT 1% SOFT TISSUE MANAGEMENT 3% OTHER 14% 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 FOR LAST YEAR? IF SO HOW MUCH FOR THE PREVIOUS YEAR? WHAT IS THE SOURCE OF THIS OTHER INCOME? FEE SCHEDULE ADULT PROPHY O1110 S98 TWO SURFACE ANTERIOR COMPOSITE 02331 TWO SURFACE ANTERIOR COMPOSITE 02331 S246 CORE BUILD-UP 02950 S337 CROWN - GOLDPOR CROW AD310 S951 PANORAMIC X-RAY 00330 S128 TWO SURFACE POSTERIOR COMPOSITE 02392 CROWN - PORCELAIN 02750 S1250 LAST 1350 S1260 CROWN - PORCELAIN 02750 S1250 CROWN - PO	OPERATIVE	11%
IMPLANTS 3% REMOVABLE PROSTHETICS 9% FIXED PROSTHETICS 32% ENDODONTICS 2% PERIODONTICS 3% ORAL SURGERY 4% COSMETIC 1% TIME TREATMENT 1% SOFT TISSUE MANAGEMENT 3% TOTHER 14% TOTAL 100% WHAT SERVICES ARE REFERRED OUT? REVENUES SOURCES IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER SOUNCE 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 LAST YEAR? IF SO HOW MUCH FOR THE PREVIOUS YEAR? WHAT IS THE SOURCE OF THIS OTHER INCOME? THE SOURCE OF THIS OTHER INCOME? SOUNCE THAN PATIENT FROM THIS PRACTICE? WHAT IS THE SOURCE OF THIS OTHER INCOME? SO HOW MUCH FOR LAST YEAR? FOR HOW MUCH FOR LAST YEAR YEAR YEAR YEAR YEAR YEAR YEAR YEAR	PEDODONTICS	
REMOVABLE PROSTHETICS 39% FIXED PROSTHETICS 32% ENDODONTICS 27% PERIODONTICS 39% ORAL SURGERY 4% COSMETIC 19% TMJ TREATMENT 19% SOFT TISSUE MANAGEMENT 39% OTHER 149% TOTAL 1009% WHAT SERVICES ARE REFERRED OUT? REVENUES SOURCES IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE? IF SOH OW MUCH IN CURRENT PERIOD? IF SO HOW MUCH FOR LAST YEAR? IF SOHOW MUCH FOR THE PREVIOUS YEAR? WHAT IS THE SOURCE OF THIS OTHER INCOME? FEE SCHEDULE ADULT PROPHY 01110 S98 TWO SURFACE ANTERIOR COMPOSITE 02331 246 CORE BUILD-UP 02950 S337 CROWN - GOLD/PORCELAIN 02750 ANTERIOR CANAL ROOT CANAL 03310 S851 PANORAMIC X-RAY 00330 TWO SURFACE POSTERIOR COMPOSITE 02392 CROWN - PORCELAIN 02760 ANTERIOR CANAL ROOT CANAL 03310 S128 TWO SURFACE POSTERIOR COMPOSITE 02392 S250 CROWN - PORCELAIN CERAMIC 02740 LABIAL PORCELAIN VENEER 02962 S1,313 BICUSPID ROOT CANAL 03320 S989 PERCENT OF FEE S PARITY DEMOGRAPHIC DATA WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN 16,645	ORTHODONTICS	2%
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DEMOGRAPHIC DATA WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN 16,645		
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN 16,645		123%
	DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA 52,000	WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	16,645
	WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	52,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES one	APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	one
WITHIN three miles	WITHIN	three miles
MAJOR EMPLOYERS IN AREA Hane Brand, Walmart, Home Depot, Ingles, Rabun County Public	MAJOR EMPLOYERS IN AREA	Hane Brand, Walmart, Home Depot, Ingles, Rabun County Public
Schools, Drake Industries, Lowes Building Supplies, Ace Hardware, Macon County Public Schools		
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA Covid	DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Covid
YEAR BEGINNING PRACTICE IN CITY 1989	YEAR BEGINNING PRACTICE IN CITY	1989
YEAR BEGINNING PRACTICE IN CURRENT LOCATION 2000		
RIGHT OR LEFT HANDED Right	DICHT OF LEFT HANDED	Right

PURCHASE OR SCRATCH START Scratch

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST				\$15,959		
OFFICE MANAGER	2021	Yes		\$23,433		
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT	2021	Yes		\$20,189		
ASSISTANT	2013	Yes		\$39,966		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2018	Yes		\$55,441		
HYGIENIST				\$25,483		
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
6						
WHAT BENEFITS DO YOU	PROVIDE FO	R THE S	STAFF?	Paid holidaysLabo	r Day, Memorial D	ay, 4th of July, Thanksgiving,
				· · · · · · · · · · · · · · · · · · ·	<u> </u>	
COST OF BENEFITS PROV	IDED FOR E	ACH EMI	PLOYEE	l		
				<u> </u>		
DO YOU HIRE ANY UNPAID FAMILY MEMBERS? No						
WHAT POSITION DO THEY HOLD?						
WHAT IS THE ESTIMATED MARKET VALUE OF THEIR JOB?						
	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						
WHAT I COMONG AND						
COMPENSATION FOR EACH						
COLLECTION CENTERS	3					
				2021	2020	2019
		GROS	SS COLLECTIONS	\$1,015,555	\$1,010,923	\$2,984,841
OWNER COLLECTIONS		\$896,956	\$738,340	\$1,999,674		
	ŀ	YGIENI	ST COLLECTIONS	\$115,685	\$103,953	\$563,858
	A	SSOCIA	TE COLLECTIONS	\$2,914	\$168,630	\$421,309
	A	SSOCIA	TE COLLECTIONS			
	A	SSOCIA	TE COLLECTIONS			
	A	SSOCIA	TE COLLECTIONS			
ASSOCIATE - SALARY IN	ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT \$0 \$0					
HYGIENIST - SALARY II						

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	None		
YOUR PRACTICE OF DENTISTRY?			
INSURANCE EXPLANATION			
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$5,766		
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?			
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?			
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?			
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	\$4,417		
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	\$1,349		
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES	\$129,021		
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?			
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?			
PENSION EXPLANATION AND 401k COMBINED	4 .,000		
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	\$2,985		
HOW MUCH OF TOTAL IS FOR STAFF?	\$51,279		
HOW MUCH OF TOTAL IS FOR OWNER?	\$612,683		
	% OF PRX INCOME	% OF YOUR FEE	
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE		THIS PLAN PAYS	
	TROW THIS LAN	IIIIO I LANTATO	