Atlanta Area **General Dentistry** MERGER FINANCIAL DATA SUMMARY FOR PRACTICE 9407 The following statistics are based on assumptions that the subject practice will continue to be operated as it has been in the past. Vartiation 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 \$296,213 COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF \$103,675 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 \$215,256 THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, REPRESENTS THE RATE OF 73% TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS. SUBJECT PRACTICE HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE) \$215,256 2. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER \$45,453 3. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS \$260,710

Atlanta Area General Dentistry MERGER FINANCIAL DATA FOR PRACTICE

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.**

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counsel prior	to any purchase	decisions. NO	TE: Practice price	ce does not include accounts receiva	ble.	
PRACTICE IN	NCOME					
EXPECTED (GROSS COLLEC	TIONS			\$417,202	100.0%
	HYGIENE CO	MPONENT			\$120,988	29.0%
	DENTIST CO	MPONENT			\$296,213	71.0%
		RETAINED SI	ELLER		\$0	0.0%
		ASSOCIATE			\$0	0.0%
		PURCHASER			\$296,213	71.0%
VARIABLE E	XPENSES					
	WAGES, PAY	ROLL TAX, E	ΓC.		\$100,573	24.1%
	LABORATOR	Υ			\$17,944	4.3%
	CLINICAL SU	PPLIES			\$13,947	3.3%
	OTHER VARI	ABLE EXPENS	SE		\$9,860	2.4%
				TOTAL VARIABLE EXPENSE	\$142,324	34.1%
FIXED EXPE	NSES					
					\$0	
	PHONE, UTIL	ITIES			\$3,000	0.7%
	LEGAL & ACC	COUNTING			\$3,500	0.8%
	INSURANCE				\$1,500	0.4%
	OTHER FIXE	DEXPENSE			\$9,970	2.4%
				TOTAL FIXED EXPENSE	\$17,970	4.3%
PRACTICE D	EBT SERVICE					
	INTEREST				\$11,329	2.7%
	PRINCIPAL				\$30,322	7.3%
				TOTAL DEBT SERVICE	\$41,651	10.0%
SUMMARY						
	COLLECTIONS				\$417,202	100.0%
EXPECTED E					\$160,295	38.4%
	EBT SERVICE	D EVENIORS			\$41,651	10.0%
			AND DEBT & PE	RCENT OF PERSONAL PROD.	\$215,256	73%
PURCHASER PRODUCED PRODUCTION EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION					\$296,213	71.0%
					\$30,322	10.2%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION					\$15,132	5.1%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.					\$260,710	88%
THIS CASH F	LOW EXAMPLE	IS BASED OF	N THE FOLLOWI	NG ASSUMPTIONS:		
			PRACTICE SA	LES PRICE & PERCENT OF GROSS	\$331,000	82%
WORKING CAPITAL					\$20,000	
TOTAL PRACTICE LOAN					\$351,000	
PRACTICE LOAN INTEREST RATE					3.50%	
				PRACTICE LOAN TERM IN MONTHS	120	
				PRACTICE MONTHLY PAYMENT	\$3,471	10%
PURCHASER	CASH FLOW C	ONSIDERATION	ONS			
				MONTHLY PRACTICE PAYMENTS	\$3,471	10%
		ESTIMA	ATED MONTHLY	HYGIENE AND ASSOCIATE PROFIT	\$5,646	16%
	PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$103,675	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY					\$168,364	48%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT					\$272,039	
				LESS PRACTICE DEBT SERVICE	(\$41,651)	
	PURCHA	SER SALARY.	PROFIT AND TA	AX SAVINGS AFTER DEBT SERVICE	\$230,388	

Atlanta Area MERGER DATA FOR PRACTICE NUMBER 9407 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 2,000 EXPANDABLE FOOTAGE 0 CURRENT MONTHLY RENTAL i.e. "1200" PRICE PER SQUARE FOOT IS OFFICE HANDICAPPED ACCESSIBLE? NUMBER OF PARKING SPACES PROXIMITY OF PARKING PLACES Next to office # EQUIPPED OPS NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S) 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 \$175,000 IF NOT FOR SALE, MO. RENTAL AMOUNT \$1,950 ANNUAL REAL ESTATE TAXES ANNUAL REAL ESTATE INSURANCE COST DATE OF LEASE i.e. "6/1/2016" January 0, 1900 DATE LEASE ENDS - i.e. "1/1/2020" January 0, 1900 IS THERE AN OPTION TO PURCHASE? RENEWAL OPTIONS BUILDING VALUE TO BE USED \$175,000 PURCHASER MORTGAGE INTEREST RATE 3.50% PURCHASER MORTGAGE TERM - YEARS 10 PURCHASER MONTHLY PAYMENT PURCHASER CURRENT MONTHLY RENT \$0 PRICE PER SQUARE FOOT \$10.38 **WORK SCHEDULE** PLANS AFTER SALE OF PRACTICE Retire DAYS/WEEK CURRENTLY WORKED 4.0 HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER 0.0 DESIRED WORK DAYS/WEEK 1ST YR DESIRED WORK DAYS/WEEK 2ND YR DESIRED WORK DAYS/WEEK 3RD YR 0.0 DESIRED WORK DAYS/WEEK 4TH YR DESIRED WORK DAYS/WEEK 5TH YR DESIRED WORK DAYS/WEEK 6TH YR 0.0

MANAGEMENT CONSULTANT IN LAST 3 YRS? F SO WHO? No	PRACTICE DATA	
DESCRIBE INTERNAL MARKETING	MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
DESCRIBE EXTERNAL MARKETING	RESULTS	0
AS GROSS CHANGED SIGNIFICANTLY? WHY? Ves. reduced hours. Decided 4 yrs. Ago to only work 4 days a week instead of 5 UST SEDATIONS USED - INTROUS, DOOS, IV SEDATION Notrous Oxide SY YOUR PRACTICE MERCURY PREE - NO AMALGAM? Patients scheduled 6 monities out at their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and the scheduled 6 monities out at their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and the scheduled 6 monities out at their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and the scheduled 6 monities out at their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and the scheduled 6 monities out at their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and the scheduled 6 monities out at their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and the scheduled 6 monities out at their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and the scheduled 6 monities out at their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and the scheduled 6 monities out at their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and the scheduled 6 monities out at their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and their hygiene appointment Processes and their hygiene appointment WHAT TYPE COMMUTER SYSTEM Processes and their hygiene appointment Processes and their hygi	DESCRIBE INTERNAL MARKETING	0
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ASS GROSS CHANGED SIGNIFICANTLY? WHY? Yes, reduced hours. Decided 4 yrs. Ago to only work 4 days a week instead of 5	DESCRIBE EXTERNAL MARKETING	Website, Online advertising
Instead of 5		0
IST SEDATIONS USED - NITROUS, DOCS, IV SEDATION Nitrous Oxide S YOUR PRACTICE MERCURY FREE - NO AMALGAM?	HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes, reduced hours. Decided 4 yrs. Ago to only work 4 days a week
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM? Patients scheduled 6 months out at their hygiene appointment WHAT TYPE RECALL SYSTEM Dontrix PURCHASER NUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS SETIMATE YELLOSE OF PTS LAST IS MIXOTHS SAY RAGE NUMBER OF NEW PATIENTS PER MONTH 4 AVERAGE NUMBER OF NEW PATIENTS PER MONTH 4 AVERAGE NUMBER PTS TEATED PER DAY BY DENTIST(S) AVERAGE NUMBER PTS TEATED PER DAY BY DENTIST(S) 10 HOW FAR AHEAD IS DENTIST SCHEDULED? 5 Months FRACTICE BATA SINCOME FROM CASH 5 INCOME FROM CASH 5 INCOME FROM CASH 5 INCOME FROM INSURANCE 6 OP APTIENTS WITH INSURANCE 7 OP 5 MONTHS SWITH INSURANCE 7 OP 5 MONTHS HOURS SWITH INSURANCE 7 OP 6 MONTHS SWITH INSURANCE 7 OP 6 MONTHS HOURS SWITH INSURA	instead of 5	
WHAT TYPE RECALL SYSTEM	LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
WHAT TYPE COMPUTER SYSTEM	IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
PURCHASER MUST PERSONALLY VERIEY PATIENT POPULATION DATA & REDUCED FEE PLANS SSTIMATE NUMBER OF ITS LAST 18 MONTHS AVERAGE NUMBER OF NEW PATIENTS PER MONTH AVERAGE NUMBER OF NEW PATIENTS PER MONTH AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S) 7 AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S) 10 HOW FAR ANABAD IS DENTIST SCHEDULED? 8 MONTHS FOR ANABAD IS DENTIST SCHEDULED? 9 MONTHS FRACTICE DATA 9 (MONTHS 100%	WHAT TYPE RECALL SYSTEM	Patients scheduled 6 months out at their hygiene appointment
STIMATE NUMBER OF PTS LAST 18 MONTHS	WHAT TYPE COMPUTER SYSTEM	Dentrix
AVERAGE NUMBER OF NEW PATIENTS PER MONTH AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S) 7 AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S) 10 HOW FAR AHEAD IS DENTIST SCHEDULED? 21/2 Weeks HOW FAR AHEAD IS HYGIENIST SCHEDULED? 6 Months PRACTICE DATA 6 NICOME FROM CASH 6 NOF PATIENTS PAYING CASH 6 NICOME FROM INSURANCE 6 06 6 NOF PATIENTS WITH INSURANCE 7 ON6 6 PATIENTS WITH INSURANCE 7 ON6 6 PATIENTS WITH REDICAID 7 ON6 6 PATIENTS WITH REDICAID 7 ON6 6 PATIENTS WITH REDICAID 7 ON6 7 PRACTICE INCOME FROM REDICAED FEE PLANS 7 ON6 8 PRACTICE INCOME FROM REDICAED FEE PLANS 8 OF PATIENTS WITH REDICAID 8 OF PATIENTS WITH REDICAID 9 ON6 9 PRACTICE INCOME FROM REDICAED FEE PLANS 8 OF PATIENTS WITH REDICAID 9 ON6 9 PRACTICE INCOME FROM REDICAED FEE PLANS 8 OF PATIENTS WITH REDICAID 9 ON6 9 OF PATIENTS WITH REDICAED FEE PLANS 8 ON AM - 12:00 PM, 1:00 PM -5:00 PM 1 ULESDAY 8 ON AM - 12:00 PM, 1:00 PM -5:00 PM 1 ULUSDAY 8 ON AM - 12:00 PM, 1:00 PM -5:00 PM 1 ULUSDAY 9 ON OWNER HOURS WORKED PER WEEK 9 ON OWNER H	PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DAT	A & REDUCED FEE PLANS
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HOW FAR AHEAD IS HYGIENIST SCHEDULED? PRACTICE DATA (100% (100%) (100	AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	10
Mincome From Cash	HOW FAR AHEAD IS DENTIST SCHEDULED?	2 1/2 Weeks
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### SCHEDULING DATA MONDAY		
SUBSTRANCE SUB		070
WEDNESDAY Closed THURSDAY 8:00 AM - 12:00 PM, 1:00 PM - 5:00 PM FRIDAY 7:30 AM - 12:00 PM, 1:00 PM - 4:30 PM SATURDAY 0 SUNDAY 0 OWNER HOURS WORKED PER WEEK 32 ASSOCIATE HOURS WORKED PER WEEK 0 HYGIENIST HOURS WORKED PER WEEK 32 DENTIST PATIENT VISITS PER YEAR 1,400 HYGIENE PATIENT VISITS PER YEAR 1,800 NUMBER OF DAYS WORKED PER YEAR 190 NUMBER OF WEEKS WORKED PER YEAR 50 COLLECTION DATA WHAT IS YOUR COLLECTION PERCENTAGE 98% ACTUAL ACCOUNTS RECEIVABLE BALANCE \$46,204 WHAT IS YOUR PATIENT CREDIT BALANCE \$1,231 ACCOUNTS RECEIVABLES - CURRENT \$41,206 ACCOUNTS RECEIVABLES - 31-60 DAYS \$2,606 ACCOUNTS RECEIVABLE - 61-90 DAYS \$835	MONDAY	8:00 AM - 12:00 PM, 1:00 PM -5:00 PM
### THURSDAY ### 12:00 PM, 1:00 PM -5:00 PM ### FRIDAY ### 7:30 AM - 12:00 PM, 1:00 PM -6:00 PM ### FRIDAY ### 7:30 AM - 12:00 PM, 1:00 PM -4:30 PM ### SATURDAY ### 0 SUNDAY ### 0 OWNER HOURS WORKED PER WEEK ### 32 ASSOCIATE HOURS WORKED PER WEEK ### 0 HYGIENIST HOURS WORKED PER WEEK ### 32 DENTIST PATIENT VISITS PER YEAR ### 1,400 HYGIENE PATIENT VISITS PER YEAR ### 190 NUMBER OF DAYS WORKED PER YEAR ### 190 NUMBER OF WEEKS WORKED PER YEAR ### 50 COLLECTION DATA #### 50 WHAT IS YOUR COLLECTION PERCENTAGE ### 85 ACTUAL ACCOUNTS RECEIVABLE BALANCE ### 46,204 WHAT IS YOUR PATIENT CREDIT BALANCE ### 1,231 ACCOUNTS RECEIVABLES - CURRENT ### 2,606 ACCOUNTS RECEIVABLE - 61-90 DAYS ## 355	TUESDAY	8:00 AM - 12:00 PM, 1:00 PM -5:00 PM
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ACCOUNTS RECEIVABLES - 31-60 DAYS \$2,606 ACCOUNTS RECEIVABLE - 61-90 DAYS \$835	ACCOUNTS RECEIVABLES - CURRENT	
ACCOUNTS RECEIVABLE >90 DAYS \$1,556	ACCOUNTS RECEIVABLE - 61-90 DAYS	\$835
	ACCOUNTS RECEIVABLE >90 DAYS	\$1,556

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
	200/
HYGIENIST PRODUCTION	
OPERATIVE	
PEDODONTICS	
ORTHODONTICS	0%
IMPLANTS	4%
REMOVABLE PROSTHETICS	0%
FIXED PROSTHETICS	7%
ENDODONTICS	0%
PERIODONTICS	0%
ORAL SURGERY	0%
COSMETIC	0%
TMJ TREATMENT	0%
SOFT TISSUE MANAGEMENT	0%
DDIAGNOSTIC	32%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Post. Endo, Most extractions, Advanced perio
REVENUES SOURCES	
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER	No
SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	0
IF SO HOW MUCH IN CURRENT PERIOD?	\$0
IF SO , HOW MUCH FOR LAST YEAR?	\$0
IF SO HOW MUCH FOR THE PREVIOUS YEAR?	\$0
WHAT IS THE SOURCE OF THIS OTHER INCOME?	0
WINT IS THE SOCIOE OF THIS OTHER INSOME.	(
FEE SCHEDULE	
ADULT PROPHY 01110	\$95
TWO SURFACE ANTERIOR COMPOSITE 02331	\$178
CORE BUILD-UP 02950	\$235
CROWN - GOLD/PORCELAIN 02750	\$1,140
ANTERIOR CANAL ROOT CANAL 03310	\$850
PANORAMIC X-RAY 00330	\$0
TWO SURFACE POSTERIOR COMPOSITE 02392	\$218
CROWN - PORCELAIN CERAMIC 02740	\$1,140
LABIAL PORCELAIN VENEER 02962	\$995
BICUSPID ROOT CANAL 03320	\$0
AVERAGE OF FEES	\$606
PERCENT OF FEE PARITY	107%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	95,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	300,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	80
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES WITHIN	five miles
MAJOR EMPLOYERS IN AREA	0
WILLIAM EOTERO IN AIREA	<u>Jo</u>
DESCRIBE ANY MAIOR ECONOMIC CHANGES IN DRAWING AREA	0
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA 0	l _^
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STAFF DATA							
POSITION YEAR H		STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS	
RECEPTIONIST	43654	Yes	\$0	\$33,600	\$0	\$0	
OFFICE MANAGER	0	0	\$0	\$0	\$0	\$0	
INSURANCE	0	0	\$0	\$0	\$0	\$0	
OTHER FRONT DESK	0	0	\$0	\$0	\$0	\$0	
BOOKKEEPER	0	0	\$0	\$0	\$0	\$0	
ASSISTANT /FRONT DESK	0	0	\$0	\$0	\$0	\$0	
ASSISTANT	42339	Yes	\$0	\$35,200	\$0	\$0	
ASSISTANT	0	0	\$0	\$0	\$0	\$0	
ASSISTANT	0	0	\$0	\$0	\$0	\$0	
ASSISTANT	0	0	\$0	\$0	\$0 \$0		
HYGIENIST	43195	Yes	\$0			\$0	
HYGIENIST	0	0	\$0	\$0 \$0		\$0	
HYGIENIST	0	0	\$0	\$0 \$0		\$0	
HYGIENIST	0	0	\$0	\$0	\$0	\$0	
LAB TECHNICIAN	0	0	\$0	\$0	\$0	\$0	
LAB TECHNICIAN	0	0	\$0	\$0	\$0	\$0	
ASSOCIATE	0	0	\$0	\$0	\$0	\$0	
ASSOCIATE	0	0	\$0	\$0	\$0	\$0	
ASSOCIATE	0	0	\$0	\$0	\$0	\$0	
0	0	0	\$0	\$0	\$0	\$0	
0	0	0	\$0	\$0	\$0	\$0	
WHAT BENEFITS DO YOU	PROVIDE FO	R THE S	TAFF?	2 weeks paid vacation a year; paid holidays			
			0				
COST OF BENEFITS PROV	IDED FOR E	ACH EMF	PLOYEE	\$0			
						0	
0							
DO YOU	HIRE ANY UN	NPAID FA	MILY MEMBERS?	Yes; my wife works	about 20 hours a w	reek	
			DO THEY HOLD?				
WHAT IS THE ESTIM	ATED MARKI	ET VALU	E OF THEIR JOB?	\$0			
0							
0							
ARE THERE ANY EMPLOY				In .			
	THAN THE NORMAL SALARY FOR THEIR POSITION? WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER						
WHAT FOSITIONS AND			ATION FOR EACH				
0		JIVIF LING	ATION FOR LACIT	o .			
0	0	0	0	0	0	0	
0	U	0	0	0	- 0	U	
0							
COLLECTION CENTERS	3						
				\$44,054	2019	2018	
		GRO	SS COLLECTIONS	\$232,738	\$410,719	\$403,180	
			ER COLLECTIONS		\$291,610	\$286,258	
			ST COLLECTIONS	\$67,494	\$119,109	\$116,922	
			TE COLLECTIONS	\$0	\$0	\$0	
ASSOCIATE COLLECTIONS					\$0	\$0	
ASSOCIATE COLLECTIONS				·	\$0 \$0	\$0	
	ASSOCIATE COLLECTIONS					\$0	
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT \$				\$0 \$0 \$0			
HYGIENIST - SALARY II	N DOLLARS	/ COMM	ISSION PERCENT	\$37/hour			
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CONFORMITY DATA		•	
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes		
0			
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	Yes		
0			
0			
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No		
0			
0			
0	1		
0 ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No No		
0	INU		
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT	None		
YOUR PRACTICE OF DENTISTRY?	0		
INSURANCE EXPLANATION	0		
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$0		
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?	\$0		
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	·		
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	* / -		
0			
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES	\$64,553		
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?	\$62,453		
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	\$2,100		
TOTAL EXPENSES FOR PENSION PLAN	12% of salary		
HOW MUCH OF TOTAL IS FOR STAFF			
HOW MUCH OF TOTAL IS FOR OWNER?	All		
BENEFITS EXPLANATION			
TOTAL EXPENSE FOR EMPLOYEE BENEFITS	\$0		
HOW MUCH OF TOTAL IS FOR STAFF?	\$0		
HOW MUCH OF TOTAL IS FOR OWNER?	\$0		
0 0 0 0	% OF PRX INCOME	% OF YOUR FEE	
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE	FROM THIS PLAN	THIS PLAN PAYS	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
0	0%	0%	
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DESCRIBE YOUR PRACTICE, STAFF, PATIENTS, COMMUNITY, AND PRACTICE PHILOSOPHY AND THE BEST STRENGTHS AND WORST WEAKNESSES OF YOUR PRACTICE:

We practice gentle, comprehensive care. I am very conservative in my treatment and treatment plans. Staff is always hired and maintained to a great degree based on their personality. They are all very personable and patient. We receive countless compliments from our patients for making them feel comfortable and cared for. Patient base by and large are educated, motivated with health conscious, middle to upper level income.