

**Atlanta Area General Dentistry**  
**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. Variations 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
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$103,675
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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	\$122,313
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THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, REPRESENTS THE RATE OF	18%
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TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.	SUBJECT PRACTICE
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1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	\$122,313
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	41%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$65,243
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$187,556
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	63%

Atlanta Area		General Dentistry			
FINANCIAL DATA		FOR PRACTICE		9407	
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.					
<b>PRACTICE INCOME</b>					
EXPECTED GROSS COLLECTIONS				\$417,202	100.0%
HYGIENE COMPONENT				\$120,988	29.0%
DENTIST COMPONENT				\$296,213	71.0%
RETAINED SELLER					
ASSOCIATE					
PURCHASER				\$296,213	71.0%
<b>VARIABLE EXPENSES</b>					
WAGES, PAYROLL TAX, ETC.				\$129,531	31.0%
LABORATORY				\$17,944	4.3%
CLINICAL SUPPLIES				\$13,947	3.3%
OTHER VARIABLE EXPENSE				\$14,388	3.4%
<b>TOTAL VARIABLE EXPENSE</b>				<b>\$175,810</b>	<b>42.1%</b>
<b>FIXED EXPENSES</b>					
PHONE, UTILITIES				\$6,974	1.7%
LEGAL & ACCOUNTING				\$6,695	1.6%
INSURANCE				\$7,725	1.9%
OTHER FIXED EXPENSE				\$31,707	7.6%
<b>TOTAL FIXED EXPENSE</b>				<b>\$53,101</b>	<b>12.7%</b>
<b>DEBT SERVICE FOR PRACTICE AND BULDING</b>					
INTEREST				\$17,946	4.3%
PRINCIPAL				\$48,031	11.5%
<b>TOTAL DEBT SERVICE</b>				<b>\$65,977</b>	<b>15.8%</b>
<b>SUMMARY</b>					
EXPECTED COLLECTIONS				\$417,202	100.0%
EXPECTED EXPENSES				\$228,912	54.9%
PRACTICE DEBT SERVICE				\$65,977	15.8%
<b>EXPCTD NET INCOME AFTER EXPENSES AND DEBT &amp; PERCENT OF PERSONAL PROD.</b>				<b>\$122,313</b>	<b>41%</b>
PURCHASER PRODUCED PRODUCTION				\$296,213	71.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$48,031	16.2%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$17,212	5.8%
<b>TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY &amp; % PERSONAL PROD.</b>				<b>\$187,556</b>	<b>63%</b>
<b>THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:</b>					
PRACTICE SALES PRICE & PERCENT OF GROSS				\$331,000	82%
WORKING CAPITAL				\$50,000	
TOTAL PRACTICE LOAN				\$381,000	
PRACTICE LOAN INTEREST RATE				3.50%	
PRACTICE LOAN TERM IN MONTHS				120	
PRACTICE MONTHLY PAYMENT				\$3,768	11%
BUILDING PRICE				\$175,000	
MONTHLY BUILDING MORTGAGE				\$1,731	5%
<b>PURCHASER CASH FLOW CONSIDERATIONS</b>					
MONTHLY PRACTICE AND BUILDING PAYMENTS				\$5,498	16%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$4,591	13%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$103,675	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$101,827	27%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$205,502	
<b>LESS DEBT SERVICE FOR PRACTICE AND BULDING</b>				<b>(\$65,977)</b>	
<b>PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE</b>				<b>\$139,525</b>	

Atlanta Area	
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	
CURRENT MONTHLY RENTAL i.e. "1200"	
PRICE PER SQUARE FOOT	
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	10
PROXIMITY OF PARKING PLACES	Next to office
# 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)	2
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
WHEN?	
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$175,000
IF NOT FOR SALE, MO. RENTAL AMOUNT	\$1,950
ANNUAL REAL ESTATE TAXES	\$2,100
ANNUAL REAL ESTATE INSURANCE COST	
DATE OF LEASE i.e. "6/1/2016"	
DATE LEASE ENDS - i.e. "1/1/2020"	
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	\$1,731
PURCHASER CURRENT MONTHLY RENT	
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	
DESIRED WORK DAYS/WEEK 1ST YR	None
DESIRED WORK DAYS/WEEK 2ND YR	None
DESIRED WORK DAYS/WEEK 3RD YR	None
DESIRED WORK DAYS/WEEK 4TH YR	None
DESIRED WORK DAYS/WEEK 5TH YR	None
DESIRED WORK DAYS/WEEK 6TH YR	None

<b>PRACTICE DATA</b>	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	
DESCRIBE EXTERNAL MARKETING	Website, Online advertising
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes, reduced hours. Decided 4 yrs. Ago to only work 4 days a week instead of 5
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Patients scheduled 6 months out at their hygiene appointment
WHAT TYPE COMPUTER SYSTEM	Dentrix
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	987
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	4
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	7
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	10
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 1/2 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 Months
<b>SCHEDULING DATA</b>	
MONDAY	8:00 AM - 12:00 PM, 1:00 PM -5:00 PM
TUESDAY	8:00 AM - 12:00 PM, 1:00 PM -5:00 PM
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	
SUNDAY	
OWNER HOURS WORKED PER WEEK	32
ASSOCIATE HOURS WORKED PER WEEK	
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
<b>COLLECTION DATA</b>	
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
ACCOUNTS RECEIVABLE >90 DAYS	\$1,556

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	29%
OPERATIVE	28%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	4%
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	7%
ENDODONTICS	
PERIODONTICS	
ORAL SURGERY	
COSMETIC	
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
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 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	\$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	
TWO SURFACE POSTERIOR COMPOSITE 02392	\$218
CROWN - PORCELAIN CERAMIC 02740	\$1,140
LABIAL PORCELAIN VENEER 02962	\$995
BICUSPID ROOT CANAL 03320	
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
	WITHIN five miles
MAJOR EMPLOYERS IN AREA	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	7/8/2019	Yes		\$33,600		
OFFICE MANAGER						
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT /FRONT DESK						
ASSISTANT	12/1/2015	Yes		\$35,200		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	4/5/2018	Yes		\$59,200		
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				2 weeks paid vacation a year; paid holidays		
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE						
DO YOU HIRE ANY UNPAID FAMILY MEMBERS?				Yes; my wife works about 20 hours a week		
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 COMPENSATION FOR EACH						
<b>COLLECTION CENTERS</b>						
				<b>\$44,054</b>	<b>2019</b>	<b>2018</b>
GROSS COLLECTIONS				\$232,738	\$410,719	\$403,180
OWNER COLLECTIONS				\$165,244	\$291,610	\$286,258
HYGIENIST COLLECTIONS				\$67,494	\$119,109	\$116,922
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT						
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				\$37/hour		

