

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.

**PRACTICE FINANCIAL SUMMARY**

AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER	<b>\$478</b>
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	<b>\$167</b>
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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	<b>\$26,614</b>
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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

TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.	<b>SUBJECT PRACTICE</b>
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1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	<b>\$26,614</b>
2. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	<b>\$46,696</b>
3. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	<b>\$73,310</b>

<b>New Orleans</b>	<b>General Dentistry</b>	
<b>FINANCIAL DATA SUMMARY FOR PRACTICE</b>	<b>9225</b>	<b>11/21/2018 13:57</b>

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			\$478,138	100.0%
	HYGIENE COMPONENT		\$217,040	45.4%
	DENTIST COMPONENT		\$261,098	54.6%
		RETAINED SELLER		
		ASSOCIATE	\$261,098	54.6%
		PURCHASER	\$478	0.1%

**VARIABLE EXPENSES**

	WAGES, PAYROLL TAX, ETC.		\$176,672	36.9%
	LABORATORY		\$25,385	5.3%
	CLINICAL SUPPLIES		\$19,071	4.0%
	OTHER VARIABLE EXPENSE		\$108,035	22.6%
		<b>TOTAL VARIABLE EXPENSE</b>	<b>\$329,164</b>	<b>68.8%</b>

**FIXED EXPENSES**

	RENT			
	PHONE, UTILITIES		\$10,432	2.2%
	LEGAL & ACCOUNTING		\$6,695	1.4%
	INSURANCE		\$7,725	1.6%
	OTHER FIXED EXPENSE		\$24,610	5.1%
		<b>TOTAL FIXED EXPENSE</b>	<b>\$49,461</b>	<b>10.3%</b>

**DEBT SERVICE FOR PRACTICE AND BULDING**

	INTEREST		\$34,048	7.1%
	PRINCIPAL		\$38,851	8.1%
		<b>TOTAL DEBT SERVICE</b>	<b>\$72,899</b>	<b>15.2%</b>

**SUMMARY**

EXPECTED COLLECTIONS			\$478,138	100.0%
EXPECTED EXPENSES			\$378,625	79.2%
DEBT SERVICE			\$72,899	15.2%
<b>EXPCTD NET INCOME AFTER EXPENSES AND DEBT &amp; PERCENT OF PERSONAL PROD.</b>			<b>\$26,614</b>	
PURCHASER PRODUCED PRODUCTION			\$478	
EQUITY INCREASE			\$38,851	
TAX SAVINGS FROM DEPRECIATION			\$7,844	
<b>TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY &amp; % PERSONAL PROD.</b>			<b>\$73,310</b>	

**THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:**

PRACTICE SALES PRICE & PERCENT OF GROSS	\$364,000	78%
WORKING CAPITAL	\$23,000	
TOTAL PRACTICE LOAN	\$387,000	
PRACTICE LOAN INTEREST RATE	5.00%	
PRACTICE LOAN TERM IN MONTHS	120	
PRACTICE MONTHLY PAYMENT	\$4,105	10%
BUILDING PRICE	\$275,000	
BUILDING MONTHLY PAYMENT	\$1,970	5%

**PURCHASER CASH FLOW CONSIDERATIONS**

MONTHLY PAYMENTS FOR PRACTICE AND BULDING	\$6,075	15%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT	\$20,614	52%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION	\$167	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY	\$107,190	28%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT	\$107,357	
<b>LESS DEBT SERVICE FOR PRACTICE AND BULDING</b>	<b>(\$72,899)</b>	
PURCHASER SALARY AND PROFIT AFTER DEBT SERVICE	\$34,458	

**New Orleans**  
**DATA SUMMARY FOR PRACTICE NUMBER 9225**

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	2,400
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$2,353
PRICE PER SQUARE FOOT	\$11.76
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	9
PROXIMITY OF PARKING PLACES	Next door
TOTAL NUMBER OF EQUIPPED OPERATORIES	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
WAS BUILDING APPRAISED?	Yes
WHEN?	42,887
APPRAISED PRICE	\$275,000
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT FOR SALE, MO. RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$1,250
ANNUAL REAL ESTATE INSURANCE COST	\$3,365
DATE OF LEASE i.e. "6/1/2016"	
DATE LEASE ENDS - i.e. "1/1/2020"	
RENEWAL OPTIONS	
IS THERE AN OPTION TO PURCHASE?	
BUILDING VALUE TO BE USED	\$275,000
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$1,970
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$9.85

**WORK SCHEDULE**

PLANS AFTER SALE OF PRACTICE Fish and hunt more; enjoy the grandkids

DAYS/WEEK CURRENTLY WORKED	3.0
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	

<b>PRACTICE DATA</b>	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Word of mouth; yellowpages.com
DESCRIBE EXTERNAL MARKETING	Ad in church bulletin, new patient sign on front of building-exam and cleaning \$79; 1-800-dentist member \$1100/month
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No; working 3 days a week for last 5 years; has been around \$500,000 gross
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	No
WHAT TYPE RECALL SYSTEM	Reappointed 4-6 months
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	2,365
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	11
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	8
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	9
HOW FAR AHEAD IS DENTIST SCHEDULED?	1 - 2 weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 months out
<b>PRACTICE DATA</b>	
% INCOME FROM CASH	35%
% OF PATIENTS PAYING CASH	35%
% INCOME FROM FEE FOR SERVICE INSURANCE	60%
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	60%
% PRACTICE INCOME FROM REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
% PRACTICE INCOME FROM CAPTITATION	5%
% OF PATIENTS WITH CAPITATION	5%
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	5%
% OF PATIENTS WITH REDUCED FEE PLANS	5%
<b>SCHEDULING DATA</b>	
MONDAY	7:30 - 1:00, 2:00 - 4:30
TUESDAY	8:30 - 1:00, 2:00 - 5:30
WEDNESDAY	Closed
THURSDAY	Closed
FRIDAY	7:30 - 1:00, 2:00 - 4:30
SATURDAY	
SUNDAY	
OWNER HOURS WORKED PER WEEK	24
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	32
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	144
NUMBER OF WEEKS WORKED PER YEAR	48
<b>COLLECTION DATA</b>	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$22,594
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$11,298
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$1,341
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$2,859
ACCOUNTS RECEIVABLE >90 DAYS	\$7,096

<b>WHAT PERCENTAGE OF THE PRACTICE INCOME IS:</b>	
HYGIENIST PRODUCTION	45%
OPERATIVE	39%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	1%
REMOVABLE PROSTHETICS	6%
FIXED PROSTHETICS	3%
ENDODONTICS	
PERIODONTICS	
ORAL SURGERY	1%
COSMETIC	
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	5%
OTHER	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Almost all extractions; all perio surgery; about 75% endo
<b>REVENUES SOURCES</b>	
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?	
<b>FEE SCHEDULE</b>	
ADULT PROPHY 01110	\$88
TWO SURFACE ANTERIOR COMPOSITE 02331	\$179
CORE BUILD-UP 02950	\$225
CROWN - GOLD/PORCELAIN 02750	\$980
ANTERIOR CANAL ROOT CANAL 03310	\$735
PANORAMIC X-RAY 00330	
TWO SURFACE POSTERIOR COMPOSITE 02392	\$181
CROWN - PORCELAIN CERAMIC 02740	\$995
LABIAL PORCELAIN VENEER 02962	\$1,220
BICUSPID ROOT CANAL 03320	\$875
AVERAGE OF FEES	\$609
PERCENT OF FEE PARITY	94%
<b>DEMOGRAPHIC DATA</b>	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	10,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	50,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES WITHIN	
MAJOR EMPLOYERS IN AREA	Most of old New Orleans have moved to Elmwood area; heavy industry
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	

STAFF DATA				
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY AND/OR COMMISSION PERCENT
RECEPTIONIST				\$35,100
OFFICE MANAGER	1981	No		
INSURANCE				
OTHER FRONT DESK				
BOOKKEEPER				
ASSISTANT	1986	Yes		\$32,246
ASSISTANT				
ASSISTANT				
ASSISTANT				
ASSISTANT				
HYGIENIST (MON)	2010	?		\$16,933
HYGIENIST (TUES-FRI)	2013	?		\$35,146
HYGIENIST (FRI)	2005	?		\$18,057
HYGIENIST				
LAB TECHNICIAN				
LAB TECHNICIAN				
ASSOCIATE				
ASSOCIATE				
ASSOCIATE				
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?			On some Full time employees-Sick leave, vacation, f	
DO YOU HIRE ANY UNPAID FAMILY MEMBERS?			Yes	
WHAT POSITION DO THEY HOLD?			Office Manager	
WHAT IS THE ESTIMATED MARKET VALUE OF THEIR JOB?			\$35,000	
THAN THE NORMAL SALARY FOR THEIR POSITION?				
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER				
COMPENSATION FOR EACH				
<b>COLLECTION CENTERS</b>				
PERIOD		AS OF 9/30/2018	2017	2016
GROSS COLLECTIONS		\$358,975	\$529,241	\$508,515
OWNER COLLECTIONS		\$187,740	\$263,553	\$266,665
HYGIENIST COLLECTIONS		\$171,801	\$232,989	\$225,254
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE SALARY IN DOLLARS OR COMMISSION PERCENT				
HYGIENIST SALARY IN DOLLARS OR COMMISSION PERCENT		\$290/day		

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	1-11-12; lawsuit from client who moved to Washington, DC involving standard of care; it was reviewed by peer review, found to have no merit and it ended there.
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY?	No
INSURANCE EXPLANATION	
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?	\$1,200
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?	
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?	\$300
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	\$2,452
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	\$3,624
TAXES AND LICENSES EXPLANATION	
TOTAL EXPENSE FOR TAXES	
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?	\$1,250
PENSION EXPLANATION AND 401k COMBINED	
TOTAL EXPENSES FOR PENSION PLAN	\$30,000
HOW MUCH OF TOTAL IS FOR STAFF	\$900
HOW MUCH OF TOTAL IS FOR OWNER?	\$29,100
BENEFITS EXPLANATION	
TOTAL EXPENSE FOR EMPLOYEE BENEFITS	\$21,350
HOW MUCH OF TOTAL IS FOR STAFF?	\$21,350
HOW MUCH OF TOTAL IS FOR OWNER?	
REDUCED FEE PLANS	
NAME OF PLAN - BE SURE TO LIST DELTA PREMIER IF YOU HAVE IT	% OF PRX INCOME FROM THIS PLAN
Cigna	
Humana Gold	
Assurance	
United Health Care	
Aetna	

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DESCRIBE YOUR PRACTICE, STAFF, PATIENTS, COMMUNITY, AND PRACTICE PHILOSOPHY AND THE BEST STRENGTHS AND WORST WEAKNESSES OF YOUR PRACTICE:

Practice philosophy - Do the best for our patients; "treat them as you would treat your Mom!"

Blue collar area; draw from Elmwood, Harahan, River Ridge, Kenner. Basic preventive, restorative practice. Not heavy into surgery-perio surgery. A lot of businesses and industry in Elmwood area--Harahan, River Ridge suburban area within New Orleans proper. My staff are like my family. My assistant, Tracy, has been with me for 32 years. Another hygienist retired after 17 years.

Weakness: Office needs updating.