

New Orleans Area	Endodontics	Owner/Operator Purchase
FINANCIAL DATA SUMMARY FOR PRACTICE		9497
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		\$1,110,666
PURCHASER COMPENSATION AT 35% FOR PRODUCTION.		\$388,733
NOW CONSIDER THE PRACTICE PROFIT. THIS IS AN AMOUNT OVER AND ABOVE PURCHASER'S PRODUCTION COMPENSATION .		
THE PROFIT IS A BENEFIT OF OWNERSHIP OF THE PRACTICE. ONLY PRACTICE OWNERS REALIZE THIS PRACTICE PROFIT.		
IN THIS PRACTICE, THE PROFIT, AFTER ALL EXPENSES AND PURCHASER SALARY COMPENSATION HAVE BEEN PAID IS \$87,059		
THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, RESULTS IN A RATE OF 10%		
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 AFTER DEBT SERVICE AND BEFORE TAX NET INCOME	\$369,005	
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	33%	
3. WHAT ARE EXPECTED TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$103,196	
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$472,201	
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	43%	

New Orleans Area Endodontics Owner/Operator Purchase		
FINANCIAL DATA FOR PRACTICE Endodontics		
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	\$1,110,666	100.0%
HYGIENE COMPONENT		
DENTIST COMPONENT	\$1,110,666	100.0%
RETAINED SELLER		
ASSOCIATE		
PURCHASER	\$1,110,666	100.0%
VARIABLE EXPENSES		
	\$	%
WAGES, PAYROLL TAX, ETC.	\$272,026	24.5%
LABORATORY		
CLINICAL SUPPLIES	\$131,365	11.8%
OTHER VARIABLE EXPENSE	\$15,516	1.4%
TOTAL VARIABLE EXPENSE		\$418,907 37.7%
FIXED EXPENSES		
	\$	%
RENT	\$44,543	4.0%
PHONE, UTILITIES	\$11,192	1.0%
LEGAL & ACCOUNTING	\$6,695	0.6%
INSURANCE	\$7,725	0.7%
OTHER FIXED EXPENSE	\$145,812	13.1%
TOTAL FIXED EXPENSE		\$215,968 19.4%
PRACTICE DEBT SERVICE		
	\$	%
INTEREST	\$38,916	3.5%
PRINCIPAL	\$67,871	6.1%
TOTAL DEBT SERVICE		\$106,787 9.6%
SUMMARY		
	\$	%
EXPECTED COLLECTIONS	\$1,110,666	100.0%
EXPECTED EXPENSES	\$634,874	57.2%
PRACTICE DEBT SERVICE	\$106,787	9.6%
EXPTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.	\$369,005	33%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:		
	\$	%
PRACTICE SALES PRICE & PERCENT OF GROSS	\$786,000	74%
WORKING CAPITAL	\$53,000	
TOTAL PRACTICE LOAN	\$839,000	
PRACTICE LOAN INTEREST RATE	5.00%	
PRACTICE LOAN TERM (MONTHS)	120	
MONTHLY PRACTICE PAYMENT	\$8,899	10%
MONTHLY PRACTICE PAYMENTS	\$8,899	10%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT		
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION	\$388,733	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY	\$87,059	10%
PURCHASER TAX SAVINGS AND 1ST YEAR EQUITY INCREASE	\$103,196	
LESS PRACTICE DEBT SERVICE	(\$106,787)	
SALARY + PROFIT + TAX SAVINGS + EQUITY - DEBT SERVICE / % OF PERSONAL PRODUCTION	\$472,201	43%

New Orleans Area		Owner/Operator Purchase
DATA	FOR PRACTICE NUMBER	Endodontics
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	3,000	
EXPANDABLE FOOTAGE	Other area buildout	
CURRENT MONTHLY RENTAL i.e. "1200"	\$3,712	
PRICE PER SQUARE FOOT	\$14.85	
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes	
NUMBER OF PARKING SPACES	52	
PROXIMITY OF PARKING PLACES	Adjacent	
# EQUIPPED OPS	3	
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES		
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	3	
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)		
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"	November 21, 2018	
DATE LEASE ENDS - i.e. "1/1/2020"	July 31, 2022	
IS THERE AN OPTION TO PURCHASE?	No	
RENEWAL OPTIONS	As required	
BUILDING VALUE TO BE USED		
PURCHASER MORTGAGE INTEREST RATE	6.00%	
PURCHASER MORTGAGE TERM - YEARS	20	
PURCHASER MONTHLY PAYMENT		
PURCHASER CURRENT MONTHLY RENT		
PRICE PER SQUARE FOOT		
WORK SCHEDULE		
PLANS AFTER SALE OF PRACTICE	Either totally retiring or working part-time	
DAYS/WEEK CURRENTLY WORKED	4.0	
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		

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	
RESULTS	
DESCRIBE INTERNAL MARKETING	Website, Facebook, actively ask for online reviews, send patients home
with soup or protein drink after treatment	
DESCRIBE EXTERNAL MARKETING	Quarterly Newsletter (by mail and email), raffles, personal deliveries
(baskets, snacks, wine, etc), secretary of local dental association)	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Via email/text
WHAT TYPE COMPUTER SYSTEM	The Digital Office (TDO)
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	761
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	42
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	5
HOW FAR AHEAD IS DENTIST SCHEDULED?	Typically one week
PRACTICE DATA	
% INCOME FROM CASH	68%
% OF PATIENTS PAYING CASH	47%
% INCOME FROM INSURANCE	32%
% OF PATIENTS WITH INSURANCE	53%
% 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 - 5:30 PM
TUESDAY	8:30 AM - 5:30 PM
WEDNESDAY	8:30 AM - 5:30 PM
THURSDAY	8:30 AM - 5:30 PM
FRIDAY	
SATURDAY	
	43913
OWNER HOURS WORKED PER WEEK	37
ASSOCIATE HOURS WORKED PER WEEK	
DENTIST PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	185
NUMBER OF WEEKS WORKED PER YEAR	47
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$96,419
WHAT IS YOUR PATIENT CREDIT BALANCE	\$21,053
ACCOUNTS RECEIVABLES - CURRENT	\$53,409
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$14,882
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$12,595
ACCOUNTS RECEIVABLE >90 DAYS	\$15,532

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
IMPLANTS	13%
ENDODONTICS	63%
ORAL SURGERY	5%
OTHER	20%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Difficult extractions, Difficult implants, IV Sedation
REVENUES SOURCES	
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER	YES - INCOME FROM PATIENT SCANS.
SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	
IF SO HOW MUCH IN CURRENT PERIOD?	\$30,720 FOR 1/1/23 - 7/31/23
IF SO , HOW MUCH FOR LAST YEAR?	\$34,523
IF SO HOW MUCH FOR THE PREVIOUS YEAR?	\$38,303
WHAT IS THE SOURCE OF THIS OTHER INCOME?	PATIENT FEES FOR SCANS
FEE SCHEDULE	
ADULT PROPHY 01110	
TWO SURFACE ANTERIOR COMPOSITE 02331	\$195
CORE BUILD-UP 02950	
CROWN - GOLD/PORCELAIN 02750	
ANTERIOR CANAL ROOT CANAL 03310	\$1,295
PANORAMIC X-RAY 00330	
TWO SURFACE POSTERIOR COMPOSITE 02392	\$250
CROWN - PORCELAIN CERAMIC 02740	
LABIAL PORCELAIN VENEER 02962	
BICUSPID ROOT CANAL 03320	\$1,395
AVERAGE OF FEES	\$784
PERCENT OF FEE PARITY	#N/A
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	12,500
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	267,500
APPROXIMATE NUMBER OF OTHER SPECIALTY PRACTICES	2
	WITHIN the town
MAJOR EMPLOYERS IN AREA	St. Tammany Hospital, Ochsner Medical Center, Home Health of
St. Tammany Hospice, Textron Systems Marine & Land, Lakeview Regional Hospital, Gilsbar Insurance	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
YEAR BEGINNING PRACTICE IN CITY	1985
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	1992
RIGHT OR LEFT HANDED	Right
PURCHASE OR SCRATCH START	Purchase

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	2008	No		\$43,740		
OFFICE MANAGER	1997	No		\$36,000		
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT/RECEPTION	2018	?		\$24,960	\$20.00	
ASSISTANT						
ASSISTANT	2010	No		\$44,441	\$26.71	
ASSISTANT	2016	?		\$43,056	\$25.88	
ASSISTANT		No		\$20,800	\$25.00	
HYGIENIST						
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
	6					
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?						
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE						
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				COMPENSATION FOR EACH		
COLLECTION CENTERS						
				1/1/2022 - 8/21/2022	2022	2021
GROSS COLLECTIONS				\$752,378	\$1,106,121	\$965,079
OWNER COLLECTIONS				\$752,378	\$1,106,121	\$965,079
HYGIENIST COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	0%	
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	0%	

