

Western New Orleans Area                      General Dentistry	
FINANCIAL DATA SUMMARY FOR PRACTICE                      9498	
<p>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.</p> <p>The purpose of this summary is to demonstrate the individual practice revenues and profitability of this particular practice.</p>	
<div>PRACTICE FINANCIAL SUMMARY</div>	
AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER	\$479,958
PURCHASER COMPENSATION AT 35% FOR PRODUCTION.	\$167,985
<p>NOW CONSIDER THE PRACTICE PROFIT. THIS IS AN AMOUNT OVER AND ABOVE PURCHASER'S PRODUCTION COMPENSATION .</p>	
<p>THE PROFIT IS A BENEFIT OF OWNERSHIP OF THE PRACTICE. ONLY PRACTICE OWNERS REALIZE THIS PRACTICE PROFIT.</p>	
<p>IN THIS PRACTICE, THE PROFIT, AFTER ALL EXPENSES AND PURCHASER SALARY COMPENSATION HAVE BEEN PAID IS                      \$130,910</p>	
<p>THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, RESULTS IN A RATE OF                      17%</p>	
<p>TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.</p>	
	SUBJECT PRACTICE
1. HOW DOES THE ALTERNATIVE COMPARE AFTER DEBT SERVICE AND BEFORE TAX NET INCOME	\$207,818
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	43%
3. WHAT ARE EXPECTED TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$65,855
4. ESTIMATED AFTER TAX NET INCOME	\$135,890
5. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$273,673
6. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	57%

Western New Orleans Area General Dentistry			
FINANCIAL DATA FOR PRACTICE		9498	
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		\$701,693	100.0%
	HYGIENE COMPONENT	\$221,736	31.6%
	DENTIST COMPONENT	\$479,958	68.4%
	RETAINED SELLER		
	ASSOCIATE		
	PURCHASER	\$479,958	68.4%
VARIABLE EXPENSES		\$	%
	WAGES, PAYROLL TAX, ETC.	\$213,016	30.4%
	LABORATORY	\$38,581	5.5%
	CLINICAL SUPPLIES	\$33,479	4.8%
	OTHER VARIABLE EXPENSE	\$38,798	5.5%
TOTAL VARIABLE EXPENSE		\$323,874	46.2%
FIXED EXPENSES		\$	%
	PHONE, UTILITIES	\$12,673	1.8%
	LEGAL & ACCOUNTING	\$9,785	1.4%
	INSURANCE	\$7,725	1.1%
	OTHER FIXED EXPENSE	\$48,741	6.9%
TOTAL FIXED EXPENSE		\$78,924	11.2%
DEBT SERVICE FOR PRACTICE AND BULDING		\$	%
	INTEREST	\$47,760	6.8%
	PRINCIPAL	\$43,318	6.2%
TOTAL DEBT SERVICE		\$91,078	13.0%
SUMMARY		\$	%
	EXPECTED COLLECTIONS	\$701,693	100.0%
	EXPECTED EXPENSES	\$402,798	57.4%
	PRACTICE DEBT SERVICE	\$91,078	13.0%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.		\$207,818	43%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:			
		\$	%
PRACTICE SALES PRICE & PERCENT OF GROSS		\$450,000	67%
WORKING CAPITAL		\$34,000	
TOTAL PRACTICE LOAN		\$484,000	
PRACTICE LOAN INTEREST RATE		7.00%	
PRACTICE LOAN TERM (MONTHS)		120	
MONTHLY PRACTICE PAYMENT		\$5,620	10%
BUILDING PRICE		\$275,000	
MONTHLY BUILDING MORTGAGE PAYMENTS		\$1,970	3%
MONTHLY PRACTICE AND BUILDING PAYMENTS		\$7,590	13%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT		\$10,005	17%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION		\$167,985	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY		\$130,910	27%
PURCHASER TAX SAVINGS AND 1ST YEAR EQUITY INCREASE		\$65,855	
LESS DEBT SERVICE FOR PRACTICE AND BULDING		(\$91,078)	
SALARY + PROFIT +TAX SAVINGS + EQUITY - DEBT SERVICE / % OF PERSONAL PRODUCTIO		\$273,673	57%

Western New Orleans Area	
DATA FOR PRACTICE NUMBER	9498
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.	
<b>OFFICE DATA</b>	
SQUARE FOOTAGE OF OFFICE	1,900
EXPANDABLE FOOTAGE	500-1000 sq.ft.
TOTAL MO. RENT EXP.	
PRICE PER SQUARE FOOT	
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	8
PROXIMITY OF PARKING PLACES	Close
# EQUIPPED OPS	3
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	2
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	1
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	\$275,000
IF NOT SOLD, MONTHLY RENTAL AMOUNT	\$1,900
ANNUAL REAL ESTATE TAXES	\$1,100
ANNUAL REAL ESTATE INSURANCE COST	\$6,855
DATE OF LEASE i.e. "6/1/2016"	N/A
DATE LEASE ENDS - i.e. "1/1/2020"	
IS THERE AN OPTION TO PURCHASE?	
RENEWAL OPTIONS	
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	\$12.44
<b>WORK SCHEDULE</b>	
PLANS AFTER SALE OF PRACTICE	Retire
DAYS/WEEK CURRENTLY WORKED	3.5
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?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Word of Mouth
DESCRIBE EXTERNAL MARKETING	Weekly newspaper ads; Website; Facebook
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	None
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Pre-appointment
WHAT TYPE COMPUTER SYSTEM	Dentrix
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF DIFFERENT PATIENTS IN LAST 18 MONTHS	2,300
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	16
AVERAGE NUMBER PATIENTS TREATED PER DAY BY DENTIST(S)	10
AVERAGE NUMBER PATIENTS TREATED PER DAY BY HYGIENISTS	8
HOW FAR AHEAD IS DENTIST SCHEDULED?	1-2 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	5-6 Months
PRACTICE DATA	
% INCOME FROM CASH	100%
% OF PATIENTS PAYING CASH	100%
% INCOME FROM FEE FOR SERVICE INSURANCE	
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	
% INCOME FROM DISCOUNT FEE INSURANCE	
% OF PATIENTS WITH DISCOUNT FEE INSURANCE	
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
SCHEDULING DATA	
MONDAY	9 AM - 5 PM
TUESDAY	8 AM - 5 PM
WEDNESDAY	8 AM - 5 PM
THURSDAY	8 AM - 5 PM
FRIDAY	
SATURDAY	
OWNER HOURS WORKED PER WEEK	27
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	42
DENTIST PATIENT VISITS PER YEAR	2,703
HYGIENE PATIENT VISITS PER YEAR	1,973
NUMBER OF DAYS WORKED PER YEAR	170
NUMBER OF WEEKS WORKED PER YEAR	45
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	94%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$66,527
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$10,996
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$17,254
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$8,209
ACCOUNTS RECEIVABLE >90 DAYS	\$30,068

<b>WHAT PERCENTAGE OF THE PRACTICE INCOME IS:</b>	
HYGIENIST PRODUCTION	30%
OPERATIVE	31%
PEDODONTICS	9%
ORTHODONTICS	0%
IMPLANTS	3%
REMOVABLE PROSTHETICS	8%
FIXED PROSTHETICS	9%
ENDODONTICS	1%
PERIODONTICS	
ORAL SURGERY	2%
COSMETIC	
TMJ TREATMENT	1%
DIAGNOSTIC	
OTHER	6%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Complex Endo; OS; Ortho
<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	\$86
TWO SURFACE ANTERIOR COMPOSITE 02331	\$193
CORE BUILD-UP 02950	\$280
CROWN - GOLD/PORCELAIN 02750	\$1,035
ANTERIOR CANAL ROOT CANAL 03310	\$712
PANORAMIC X-RAY 00330	\$147
TWO SURFACE POSTERIOR COMPOSITE 02392	\$231
CROWN - PORCELAIN CERAMIC 02740	\$1,185
LABIAL PORCELAIN VENEER 02962	\$1,109
BICUSPID ROOT CANAL 03320	\$832
AVERAGE OF FEES	\$581
PERCENT OF FEE PARITY	107%
<b>DEMOGRAPHIC DATA</b>	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	7,500
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	25,000 - 30,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
WITHIN	
MAJOR EMPLOYERS IN AREA	Chemical plants, farmers, industry
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
YEAR BEGINNING PRACTICE IN CITY	1991
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	1991
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
FRONT OFFICE	2018	Yes		\$33,688		\$2,935
FRONT OFFICE	2023	Yes		\$21,444		
FRONT OFFICE						
FRONT OFFICE						
FRONT OFFICE						
ASSISTANT	2018	Yes		\$32,373		\$3,128
ASSISTANT						
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2021	Yes		\$61,109		\$5,404
HYGIENIST-PT	2010	Yes		\$14,149		
HYGIENIST-PT	2016	Yes		\$7,781		
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?						
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE						
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>1/1/2024 - 5/25/2024</b>	<b>2023</b>	<b>2022</b>
GROSS COLLECTIONS				\$243,720	\$672,061	\$619,053
OWNER COLLECTIONS				\$169,111	\$507,743	\$453,862
HYGIENIST COLLECTIONS				\$74,556	\$212,805	\$201,470
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	0%	
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	0%	

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 YOUR PRACTICE OF DENTISTRY?		None	
INSURANCE EXPLANATION			
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD		\$49,117	
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?		\$22,225	
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?			
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?		\$16,487	
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?		\$3,062	
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?		\$7,343	
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES		\$44,101	
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?		\$41,803	
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?		\$27,320	
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?		\$14,483	
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?		\$1,025	
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?		\$1,273	
PENSION EXPLANATION AND 401k COMBINED			
TOTAL EXPENSES FOR PENSION PLAN		\$7,652	
HOW MUCH OF TOTAL IS FOR STAFF		\$7,652	
HOW MUCH OF TOTAL IS FOR OWNER?			
BENEFITS EXPLANATION			
TOTAL EXPENSE FOR EMPLOYEE BENEFITS		\$11,467	
HOW MUCH OF TOTAL IS FOR STAFF?		\$11,467	
HOW MUCH OF TOTAL IS FOR OWNER?			
TEN HIGHEST INCOME SC		% OF PRX INCOME	% OF YOUR FEE
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE	FROM THIS PLAN	THIS PLAN PAYS	
Cigna			
Humana			
Careington Platinum CP			
UCCI Elite			
Sun Life			
Aetna			
Guardian			
Principal			
Ameritas			
Delta Pro			
MetLife			