

New Orleans, Louisiana	GENERAL DENTISTRY	Owner/Operator Purchase
FINANCIAL DATA SUMMARY FOR PRACTICE 9501		
<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		\$717,960
PURCHASER COMPENSATION AT 35% FOR PRODUCTION.		\$251,286
<div>NOW CONSIDER THE PRACTICE PROFIT. THIS IS AN AMOUNT OVER AND ABOVE PURCHASER'S PRODUCTION COMPENSATION .</div>		
<div>THE PROFIT IS A BENEFIT OF OWNERSHIP OF THE PRACTICE. ONLY PRACTICE OWNERS REALIZE THIS PRACTICE PROFIT.</div>		
IN THIS PRACTICE, THE PROFIT, AFTER ALL EXPENSES AND PURCHASER SALARY COMPENSATION HAVE BEEN PAID IS		\$122,724
THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, RESULTS IN A RATE OF		18%
<div>TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.</div>		
		SUBJECT PRACTICE
1. HOW DOES THE ALTERNATIVE COMPARE WITH AFTER DEBT SERVICE AND BEFORE TAX NET INCOME	\$285,013	
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	40%	
3. WHAT ARE EXPECTED TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$81,906	
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$366,919	
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	52%	

New Orleans, Louisiana GENERAL DENTISTRY		Owner/Operator Purchase	9501
FINANCIAL DATA FOR PRACTICE		9501	
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		\$809,026	100.0%
	HYGIENE COMPONENT	\$91,066	11.3%
	DENTIST COMPONENT	\$717,960	88.7%
	RETAINED SELLER		
	ASSOCIATE		
	PURCHASER	\$717,960	88.7%
VARIABLE EXPENSES		\$	%
	WAGES, PAYROLL TAX, ETC.	\$225,607	27.9%
	LABORATORY	\$8,204	1.0%
	CLINICAL SUPPLIES	\$56,856	7.0%
	OTHER VARIABLE EXPENSE	\$34,490	4.3%
TOTAL VARIABLE EXPENSE		\$325,157	40.2%
FIXED EXPENSES		\$	%
	RENT	\$84,672	10.5%
	PHONE, UTILITIES	\$4,265	0.5%
	LEGAL & ACCOUNTING	\$1,698	0.2%
	INSURANCE	\$7,725	1.0%
	OTHER FIXED EXPENSE	\$15,092	1.9%
TOTAL FIXED EXPENSE		\$113,452	14.0%
PRACTICE DEBT SERVICE		\$	%
	INTEREST	\$31,123	3.8%
	PRINCIPAL	\$54,281	6.7%
TOTAL DEBT SERVICE		\$85,404	10.6%
SUMMARY		\$	%
	EXPECTED COLLECTIONS	\$809,026	100.0%
	EXPECTED EXPENSES	\$438,609	54.2%
	PRACTICE DEBT SERVICE	\$85,404	10.6%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.		\$285,013	40%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:			
		\$	%
PRACTICE SALES PRICE & PERCENT OF GROSS		\$632,000	81%
WORKING CAPITAL		\$39,000	
TOTAL PRACTICE LOAN		\$671,000	
PRACTICE LOAN INTEREST RATE		5.00%	
PRACTICE LOAN TERM (MONTHS)		120	
MONTHLY PRACTICE PAYMENT		\$7,117	11%
MONTHLY PRACTICE PAYMENTS		\$7,117	11%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT		\$1,659	2%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION		\$251,286	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY		\$122,724	18%
PURCHASER TAX SAVINGS AND 1ST YEAR EQUITY INCREASE		\$81,906	
LESS PRACTICE DEBT SERVICE		(\$85,404)	
SALARY + PROFIT + TAX SAVINGS + EQUITY - DEBT SERVICE / % OF PERSONAL PRODUCTIO		\$370,512	52%

New Orleans, Louisiana		Owner/Operator Purchase
DATA	FOR PRACTICE NUMBER	9501
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	2,498	
EXPANDABLE FOOTAGE		
TOTAL MO. RENT EXP.	\$7,056	
PRICE PER SQUARE FOOT	\$33.90	
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes	
NUMBER OF PARKING SPACES	40+	
PROXIMITY OF PARKING PLACES	On premises and street parking	
# EQUIPPED OPS	6	
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES		
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	4	
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2	
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"	August 1, 2024	
DATE LEASE ENDS - i.e. "1/1/2020"	July 31, 2034	
IS THERE AN OPTION TO PURCHASE?	No	
RENEWAL OPTIONS	2 X Five Year	
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		
<b>WORK SCHEDULE</b>		
PLANS AFTER SALE OF PRACTICE	Will no longer be practicing dentistry but may consider offering her expertise	
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	Intermittent phone calls to schedule patients for pending treatment and/or
DESCRIBE EXTERNAL MARKETING	Primarily passive via word of mouth and engagement with our website and
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes, Diminished since mid-2022 primarily due to injuries
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	
WHAT TYPE COMPUTER SYSTEM	Dentrix 25.5.2
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF DIFFERENT PATIENTS IN LAST 18 MONTHS	628
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	6
AVERAGE NUMBER PATIENTS TREATED PER DAY BY DENTIST(S)	6
AVERAGE NUMBER PATIENTS TREATED PER DAY BY HYGIENISTS	5
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	3 weeks
PRACTICE DATA	
% INCOME FROM CASH	82%
% OF PATIENTS PAYING CASH	48%
% INCOME FROM FEE FOR SERVICE INSURANCE	18%
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	52%
% 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	8 AM - 5 PM
TUESDAY	8 AM - 5 PM
WEDNESDAY	8 AM - 5 PM
THURSDAY	8 AM - 5 PM
FRIDAY	
SATURDAY	
DAYS WORKED PER WEEK	4
OWNER HOURS WORKED PER WEEK	34
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	26
DENTIST PATIENT VISITS PER YEAR	1,216
HYGIENE PATIENT VISITS PER YEAR	809
NUMBER OF DAYS WORKED PER YEAR	200
NUMBER OF WEEKS WORKED PER YEAR	50
COLLECTION DATA	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$22,403
WHAT IS YOUR PATIENT CREDIT BALANCE	\$34,483
ACCOUNTS RECEIVABLES - CURRENT	\$11,154
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$900
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$3,119
ACCOUNTS RECEIVABLE >90 DAYS	\$7,229

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	16%
OPERATIVE	47%
PEDODONTICS	
ORTHODONTICS	2%
IMPLANTS	19%
REMOVABLE PROSTHETICS	2%
FIXED PROSTHETICS	8%
ENDODONTICS	1%
PERIODONTICS	
ORAL SURGERY	5%
COSMETIC	
TMJ TREATMENT	
DIAGNOSTIC	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Molar RCT and TMD Treatment
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	\$93
TWO SURFACE ANTERIOR COMPOSITE 02331	\$200
CORE BUILD-UP 02950	\$200
CROWN - GOLD/PORCELAIN 02750	
ANTERIOR CANAL ROOT CANAL 03310	\$800
PANORAMIC X-RAY 00330	\$103
TWO SURFACE POSTERIOR COMPOSITE 02392	\$200
CROWN - PORCELAIN CERAMIC 02740	\$1,100
LABIAL PORCELAIN VENEER 02962	\$1,100
BICUSPID ROOT CANAL 03320	\$900
AVERAGE OF FEES	\$522
PERCENT OF FEE PARITY	58%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	362,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	Unknown
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES WITHIN	
MAJOR EMPLOYERS IN AREA	Entergy, Tulane University, Audubon Institute, Ochsner Hospital and more
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Hurricane Ida directly impacted New Orleans in late 2021 with widespread
YEAR BEGINNING PRACTICE IN CITY	2007
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	2007
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	2007	No		\$75,500		\$4,863
FINANCIAL COORD.	2008	No		\$44,556		
FRONT OFFICE						
FRONT OFFICE						
FRONT OFFICE						
ASSISTANT	2020	Yes		\$35,099		
ASSISTANT	2021	Yes		\$44,163		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2023	Yes		\$62,203		
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
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 FAIR MARKET WAGE FOR THEIR JOB?						
ARE THERE ANY EMPLOYEES WHO ARE PAID MORE OR LESS						
THAN THE NORMAL SALARY FOR THEIR POSITION?				\$25,000 more than market		
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER						
COMPENSATION FOR EACH						
<b>COLLECTION CENTERS</b>						
GROSS COLLECTIONS				\$777,910	\$374,025	\$452,074
OWNER COLLECTIONS				\$652,666	\$363,045	\$385,469
HYGIENIST COLLECTIONS				\$125,244	\$10,980	\$66,605
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT						
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT					0%	



DESCRIBE YOUR PRACTICE, STAFF, PATIENTS, COMMUNITY, PRACTICE PHILOSOPHY AND ITS STRENGTHS AND WEAKNESSES:

I have served the people of Uptown New Orleans since acquiring my practice in 2007. Since day one, I have distinguished myself by (1) investing extensively in our on-site dental laboratory capabilities and (2) pursuing 2,500+ hours of interdisciplinary professional training. This has allowed me to do much and more for our patients in-house than would have otherwise been done, all for relatively competitive fees. We operate as a fee-for-service practice to prioritize the autonomy of my treatment recommendations as we do not tailor our practice to "what your plan covers". We have supported our patients in utilizing their "out-of-network" dental benefits for nearly 20 years.

Our patients primarily live in New Orleans, and over the years they remain diverse in age, ethnicity, background, means and priorities. While we are not an emergency-focused practice, we do try to accommodate new patients with urgent situations whenever possible. Mostly, we onboard new patients via exam/FMX alone or with a preventive cleaning if they've been in the regular care of a dentist. We always take the time to diagnose and educate to ensure that we are acting in the patient's long-term best interest. Our team is composed of mostly family members (manager, financial coordinator, and secondary dental assistant), apart from our dental hygienist and veteran dental assistant.

For the sake of both convenience and necessity, we say "no" to a lot of both new and existing patients. Friday appointments and some manner of participation with the ever-growing Medicare supplement market are just two prime examples of "no" that cost us many potentially good patient relationships. Apart from positive word of mouth and internet searches, we have a low profile in the local community due to lack of engagement. We do not have a reliable "recall/recare" system to keep our patients plugged into routine dental care.