

New Orleans, Louisiana	General Dentistry	Entrepreneurial Purchase								
FINANCIAL DATA SUMMARY FOR PRACTICE		9542								
<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> <div> <div>AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER</div> <div>\$2,851</div> </div> <div> <div>PURCHASER COMPENSATION AT 35% FOR PRODUCTION.</div> <div>\$998</div> </div> <div> <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 \$147,726</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 20%</p> </div>										
<p>TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS.</p> <table border="1"> <thead> <tr> <th></th> <th>SUBJECT PRACTICE</th> </tr> </thead> <tbody> <tr> <td>1. HOW DOES THE ALTERNATIVE COMPARE WITH AFTER DEBT SERVICE AND BEFORE TAX NET INCOME</td> <td>\$53,138</td> </tr> <tr> <td>3. WHAT ARE EXPECTED TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER</td> <td>\$89,056</td> </tr> <tr> <td>4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS</td> <td>\$142,194</td> </tr> </tbody> </table>				SUBJECT PRACTICE	1. HOW DOES THE ALTERNATIVE COMPARE WITH AFTER DEBT SERVICE AND BEFORE TAX NET INCOME	\$53,138	3. WHAT ARE EXPECTED TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$89,056	4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$142,194
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New Orleans, Louisiana General Dentistry Entrepreneurial Purchase			
FINANCIAL DATA FOR PRACTICE Entrepreneurial Purchase			
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		\$950,488	100.0%
	HYGIENE COMPONENT	\$354,779	37.3%
	DENTIST COMPONENT	\$595,709	62.7%
	RETAINED SELLER		
	ASSOCIATE	\$592,857	62.4%
	PURCHASER	\$2,851	0.3%
VARIABLE EXPENSES		\$	%
	WAGES, PAYROLL TAX, ETC.	\$289,574	30.5%
	LABORATORY	\$28,186	3.0%
	CLINICAL SUPPLIES	\$113,977	12.0%
	OTHER VARIABLE EXPENSE	\$230,559	24.3%
TOTAL VARIABLE EXPENSE		\$662,295	69.7%
FIXED EXPENSES		\$	%
	RENT	\$46,800	4.9%
	PHONE, UTILITIES	\$3,502	0.4%
	LEGAL & ACCOUNTING	\$9,785	1.0%
	INSURANCE	\$7,725	0.8%
	OTHER FIXED EXPENSE	\$71,657	7.5%
TOTAL FIXED EXPENSE		\$139,468	14.7%
PRACTICE DEBT SERVICE		\$	%
	INTEREST	\$34,834	3.7%
	PRINCIPAL	\$60,752	6.4%
TOTAL DEBT SERVICE		\$95,586	10.1%
SUMMARY		\$	%
	EXPECTED COLLECTIONS	\$950,488	100.0%
	EXPECTED EXPENSES	\$801,764	84.4%
	PRACTICE DEBT SERVICE	\$95,586	10.1%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.		\$53,138	1864%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:			
		\$	%
PRACTICE SALES PRICE & PERCENT OF GROSS		\$705,000	77%
WORKING CAPITAL		\$46,000	
TOTAL PRACTICE LOAN		\$751,000	
PRACTICE LOAN INTEREST RATE		5.00%	
PRACTICE LOAN TERM (MONTHS)		120	
MONTHLY PRACTICE PAYMENT		\$7,966	10%
MONTHLY PRACTICE PAYMENTS		\$7,966	10%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT		\$44,916	57%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION		\$998	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY		\$147,726	20%
PURCHASER TAX SAVINGS AND 1ST YEAR EQUITY INCREASE		\$89,056	
LESS PRACTICE DEBT SERVICE		(\$95,586)	
SALARY + PROFIT + TAX SAVINGS + EQUITY - DEBT SERVICE / % OF PERSONAL PRODUCTION		\$142,194	4987%

New Orleans, Louisiana		General Dentistry
DATA	FOR PRACTICE	NUMBER Entrepreneurial Purchase
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	1,850	
EXPANDABLE FOOTAGE		
TOTAL MO. RENT EXP.		
PRICE PER SQUARE FOOT		
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes	
NUMBER OF PARKING SPACES	12	
PROXIMITY OF PARKING PLACES	In front of office	
# EQUIPPED OPS	5	
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES		
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	3	
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	NO	
IF NOT APPRAISED, ESTIMATED BUILDING PRICE		
IF NOT SOLD, MONTHLY RENTAL AMOUNT	\$3,900	
ANNUAL REAL ESTATE TAXES	\$11,433	
ANNUAL REAL ESTATE INSURANCE COST	\$5,826	
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		
PURCHASER MORTGAGE INTEREST RATE	6.00%	
PURCHASER MORTGAGE TERM - YEARS	20	
PURCHASER MONTHLY PAYMENT		
PURCHASER CURRENT MONTHLY RENT		
PRICE PER SQUARE FOOT	\$25.30	
WORK SCHEDULE		
PLANS AFTER SALE OF PRACTICE	Continue working	
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?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Word of Mouth; \$20 Referral Credit
DESCRIBE EXTERNAL MARKETING	Website, Doctible Review Service, DexYP, Postcard Mania, Google, Facebook Ads
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	No
WHAT TYPE RECALL SYSTEM	SolutionReach
WHAT TYPE COMPUTER SYSTEM	PracticeWorks
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF DIFFERENT PATIENTS IN LAST 18 MONTHS	692
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	18
AVERAGE NUMBER PATIENTS TREATED PER DAY BY DENTIST(S)	6
AVERAGE NUMBER PATIENTS TREATED PER DAY BY HYGIENISTS	8
HOW FAR AHEAD IS DENTIST SCHEDULED?	1 1/2 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	2 1/2 Weeks
PRACTICE DATA	
% INCOME FROM CASH	49%
% OF PATIENTS PAYING CASH	51%
% INCOME FROM FEE FOR SERVICE INSURANCE	51%
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	49%
% 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	8:00 AM - 5:00 PM (No patients)
TUESDAY	8:00 AM - 5:00 PM
WEDNESDAY	8:00 AM - 5:00 PM
THURSDAY	8:00 AM - 5:00 PM
FRIDAY	8:00 AM - 5:00 PM
SATURDAY	Closed
DAYS WORKED PER WEEK	4
OWNER HOURS WORKED PER WEEK	32
ASSOCIATE HOURS WORKED PER WEEK	24
HYGIENIST HOURS WORKED PER WEEK	32
DENTIST PATIENT VISITS PER YEAR	983
HYGIENE PATIENT VISITS PER YEAR	578
NUMBER OF DAYS WORKED PER YEAR	192
NUMBER OF WEEKS WORKED PER YEAR	48
COLLECTION DATA	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$81,180
WHAT IS YOUR PATIENT CREDIT BALANCE	\$58,893
ACCOUNTS RECEIVABLES - CURRENT	\$16,491
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$7,908
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$15,999
ACCOUNTS RECEIVABLE >90 DAYS	\$40,782

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	35%
OPERATIVE	21%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	2%
REMOVABLE PROSTHETICS	3%
FIXED PROSTHETICS	14%
ENDODONTICS	3%
PERIODONTICS	6%
ORAL SURGERY	2%
COSMETIC	1%
TMJ TREATMENT	2%
DIAGNOSTIC	
OTHER	11%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Complicated Endo, Perio, OS and Ortho
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	\$113
TWO SURFACE ANTERIOR COMPOSITE 02331	\$245
CORE BUILD-UP 02950	\$324
CROWN - GOLD/PORCELAIN 02750	\$1,426
ANTERIOR CANAL ROOT CANAL 03310	\$969
PANORAMIC X-RAY 00330	\$137
TWO SURFACE POSTERIOR COMPOSITE 02392	\$279
CROWN - PORCELAIN CERAMIC 02740	\$1,461
LABIAL PORCELAIN VENEER 02962	\$1,532
BICUSPID ROOT CANAL 03320	\$1,093
AVERAGE OF FEES	\$758
PERCENT OF FEE PARITY	77%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	357,767
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	1,285,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
WITHIN	
MAJOR EMPLOYERS IN AREA	Touro Hospital
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
YEAR BEGINNING PRACTICE IN CITY	1986
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	2000
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	2000	Yes		\$41,090		
PATIENT COORDINATOR	2020	?		\$34,925		
FRONT OFFICE						
FRONT OFFICE						
FRONT OFFICE						
ASSISTANT	2025	Yes		\$28,288		
ASSISTANT	2025	Yes		\$36,608		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2002	Yes		\$103,470		
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?						
products)PTO(incremental for first 2 years),paid holidays, AFLAC Accidental & Vision is offered (Paid 100%)						
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?						
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER						
COMPENSATION FOR EACH						
COLLECTION CENTERS						
				2024	2023	2022
GROSS COLLECTIONS				\$944,531	\$988,731	\$925,976
OWNER COLLECTIONS				\$430,064	\$362,897	\$574,105
HYGIENIST COLLECTIONS				\$346,520	\$355,726	\$351,871
ASSOCIATE COLLECTIONS				\$167,947	\$270,108	
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$252/day plus Com		
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT					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		Yes but case was overturned. Patient was "doctor-shopping" and I was the 3rd or 4th dentist involved.	
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY?		Yes; Worsening eye problems	
INSURANCE EXPLANATION			
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD		\$24,771	
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?			
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?		\$1,666	
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?			
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?		\$5,784	
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?		\$5,901	
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES		\$144,261	
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?		\$81,450	
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?		\$81,450	
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?		\$44,948	
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?		\$5,350	
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?		\$11,598	
PENSION EXPLANATION AND 401k COMBINED			
TOTAL EXPENSES FOR PENSION PLAN		\$79,271	
HOW MUCH OF TOTAL IS FOR STAFF		\$55,690	
HOW MUCH OF TOTAL IS FOR OWNER?		\$23,581	
BENEFITS EXPLANATION			
TOTAL EXPENSE FOR EMPLOYEE BENEFITS			
HOW MUCH OF TOTAL IS FOR STAFF?			
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	
AlwaysCare/Unum (29 Patients use Unum)	1%	85%	
	1%		