

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	\$925,445
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF     35%	\$323,906
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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	\$378,574
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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	15%
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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 BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	\$378,574
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	41%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$169,860
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$548,435
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	59%

<b>New Bern, North Carolina General Dentistry</b>						
<b>FINANCIAL DATA FOR PRACTICE 9470</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.						
<b>PRACTICE INCOME</b>						
EXPECTED GROSS COLLECTIONS				\$1,201,877	100.0%	
HYGIENE COMPONENT				\$276,432	23.0%	
DENTIST COMPONENT				\$925,445	77.0%	
RETAINED SELLER						
ASSOCIATE						
PURCHASER				\$925,445	77.0%	
<b>VARIABLE EXPENSES</b>						
WAGES, PAYROLL TAX, ETC.				\$361,787	30.1%	
LABORATORY				\$47,549	4.0%	
CLINICAL SUPPLIES				\$72,810	6.1%	
OTHER VARIABLE EXPENSE				\$72,249	6.0%	
				<b>TOTAL VARIABLE EXPENSE</b>	<b>\$554,395</b>	<b>46.1%</b>
<b>FIXED EXPENSES</b>						
PHONE, UTILITIES				\$19,963	1.7%	
LEGAL & ACCOUNTING				\$6,695	0.6%	
INSURANCE				\$7,725	0.6%	
OTHER FIXED EXPENSE				\$47,252	3.9%	
				<b>TOTAL FIXED EXPENSE</b>	<b>\$81,635</b>	<b>6.8%</b>
<b>DEBT SERVICE FOR PRACTICE AND BULDING</b>						
INTEREST				\$68,674	5.7%	
PRINCIPAL				\$118,599	9.9%	
				<b>TOTAL DEBT SERVICE</b>	<b>\$187,273</b>	<b>15.6%</b>
<b>SUMMARY</b>						
EXPECTED COLLECTIONS				\$1,201,877	100.0%	
EXPECTED EXPENSES				\$636,030	52.9%	
PRACTICE DEBT SERVICE				\$187,273	15.6%	
<b>EXPCTD NET INCOME AFTER EXPENSES AND DEBT &amp; PERCENT OF PERSONAL PROD.</b>				<b>\$378,574</b>	<b>41%</b>	
PURCHASER PRODUCED PRODUCTION				\$925,445	77.0%	
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$118,599	12.8%	
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$51,261	5.5%	
<b>TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY &amp; % PERSONAL PROD.</b>				<b>\$548,435</b>	<b>59%</b>	
<b>THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:</b>						
PRACTICE SALES PRICE & PERCENT OF GROSS				\$916,000	79%	
WORKING CAPITAL				\$58,000		
TOTAL PRACTICE LOAN				\$974,000		
PRACTICE LOAN INTEREST RATE				3.60%		
PRACTICE LOAN TERM (MONTHS)				120		
MONTHLY PRACTICE PAYMENT				\$9,677	10%	
BUILDING PRICE				\$1,000,000		
MONTHLY BUILDING MORTGAGE PAYMENTS				\$5,929	6%	
<b>PURCHASER CASH FLOW CONSIDERATIONS</b>						
MONTHLY PRACTICE AND BUILDING PAYMENTS				\$15,606	16%	
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$14,650	15%	
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$323,906		
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$293,202	30%	
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$617,108		
<b>LESS DEBT SERVICE FOR PRACTICE AND BULDING</b>				<b>(\$187,273)</b>		
<b>PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE</b>				<b>\$429,836</b>		

New Bern, North Carolina	
DATA FOR PRACTICE NUMBER	9470
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	2,500
EXPANDABLE FOOTAGE	2,500
CURRENT MONTHLY RENTAL i.e. "1200"	
PRICE PER SQUARE FOOT	
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	15
PROXIMITY OF PARKING PLACES	At front door
# EQUIPPED OPS	6
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	3
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	3
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	\$1,000,000
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	
ANNUAL REAL ESTATE INSURANCE COST	
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	\$1,000,000
PURCHASER MORTGAGE INTEREST RATE	3.75%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$5,929
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$28.46
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Work part-time
DAYS/WEEK CURRENTLY WORKED	4.5
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	
COVID INFORMATION	
DATE CLOSED FOR COVID	March 20, 2020
DATE REOPENED FOR COVID	May 8, 2020
DATE OF LATEST PRACTICE REVENUE	December 31, 2020
AMOUNT OF LATEST PRACTICE REVENUES	\$1,029,085
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	\$1,188,658
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	

<b>PRACTICE DATA</b>	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	None
RESULTS	
DESCRIBE INTERNAL MARKETING	Patients get movie tickets for referrals
DESCRIBE EXTERNAL MARKETING	Website, YP, Church bulletin, Welcome Wagon
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	No
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	No
WHAT TYPE RECALL SYSTEM	
WHAT TYPE COMPUTER SYSTEM	Eaglesoft
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	2,400
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	16
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	15
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	9
HOW FAR AHEAD IS DENTIST SCHEDULED?	5 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	8 Months
<b>PRACTICE DATA</b>	
% INCOME FROM CASH	47%
% OF PATIENTS PAYING CASH	47%
% INCOME FROM INSURANCE	53%
% 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	
<b>SCHEDULING DATA</b>	
MONDAY	9 AM - 6 PM
TUESDAY	9 AM - 6 PM
WEDNESDAY	9 AM - 6 PM
THURSDAY	9 AM - 6 PM
FRIDAY	9 AM - 1 PM once per month
SATURDAY	
	43910
OWNER HOURS WORKED PER WEEK	35
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	56
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	220.5
NUMBER OF WEEKS WORKED PER YEAR	49
<b>COLLECTION DATA</b>	
WHAT IS YOUR COLLECTION PERCENTAGE	99%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	-\$6,921
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$34,505
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$588
ACCOUNTS RECEIVABLE - 61-90 DAYS	-\$24
ACCOUNTS RECEIVABLE >90 DAYS	-\$41,991

<b>WHAT PERCENTAGE OF THE PRACTICE INCOME IS:</b>	
HYGIENIST PRODUCTION	23%
OPERATIVE	23%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	2%
REMOVABLE PROSTHETICS	6%
FIXED PROSTHETICS	13%
ENDODONTICS	1%
PERIODONTICS	3%
ORAL SURGERY	3%
COSMETIC	
TMJ TREATMENT	
ADJ/GEN/ SERVICES	1%
DIAGNOSTIC	25%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Most molar endo,endo/crowns,ortho, third molar extr,
<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	\$82
TWO SURFACE ANTERIOR COMPOSITE 02331	\$161
CORE BUILD-UP 02950	\$241
CROWN - GOLD/PORCELAIN 02750	\$1,070
ANTERIOR CANAL ROOT CANAL 03310	\$560
PANORAMIC X-RAY 00330	\$101
TWO SURFACE POSTERIOR COMPOSITE 02392	\$195
CROWN - PORCELAIN CERAMIC 02740	\$1,070
LABIAL PORCELAIN VENEER 02962	\$1,013
BICUSPID ROOT CANAL 03320	\$647
AVERAGE OF FEES	\$514
PERCENT OF FEE PARITY	94%
<b>DEMOGRAPHIC DATA</b>	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	30,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	100,00
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
	WITHIN
MAJOR EMPLOYERS IN AREA	MCAS and NADEP Cherry Point, BSH Appliances, Moen, Carolina East Center, Hatteras Yachts, International Paper, Retirees
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	2018	Yes		\$26,400		
OFFICE MANAGER	1994	No		\$15,000		
INSURANCE	2004	Yes		\$45,600		
OTHER FRONT DESK	2019	Yes		\$32,400		
BOOKKEEPER						
ASSISTANT	2015	Yes		\$33,600		
ASSISTANT	2016	Yes		\$28,800		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2021	Yes		\$36,000		
HYGIENIST	2021	Yes		\$38,000		
HYGIENIST-TEMP				\$450/DAY		
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
	8					
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Paid sick days, Vacation, Free dental for family, some CE		
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						
<b>COLLECTION CENTERS</b>						
				1/1/21 - 11/14/2021	2020	2019
GROSS COLLECTIONS				\$1,004,880	\$1,040,800	\$1,235,100
OWNER COLLECTIONS				\$773,758	\$801,416	\$951,027
HYGIENIST COLLECTIONS				\$231,122	\$239,384	\$284,073
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	\$0	
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	No		
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?			
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?			
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?			
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?			
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?			
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?			
PENSION EXPLANATION AND 401k COMBINED			
TOTAL EXPENSES FOR PENSION PLAN			
HOW MUCH OF TOTAL IS FOR STAFF			
HOW MUCH OF TOTAL IS FOR OWNER?			
BENEFITS EXPLANATION			
TOTAL EXPENSE FOR EMPLOYEE BENEFITS			
HOW MUCH OF TOTAL IS FOR STAFF?			
HOW MUCH OF TOTAL IS FOR OWNER?			
	<b>% OF PRX INCOME</b>	<b>% OF YOUR FEE</b>	
<b>PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE</b>	<b>FROM THIS PLAN</b>	<b>THIS PLAN PAYS</b>	