

Sand Hills Area, NC		General Dentistry	Owner/Operator Purchase
FINANCIAL DATA SUMMARY FOR PRACTICE			9538
<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>			
PRACTICE FINANCIAL SUMMARY			
AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER		\$843,510	
PURCHASER COMPENSATION AT 35% FOR PRODUCTION.		\$295,228	
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 \$167,655			
THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, RESULTS IN A RATE OF 12%			
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			\$301,911
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME			36%
3. WHAT ARE EXPECTED TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER			\$131,222
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS			\$433,133
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION			51%

Sand Hills Area, NC General Dentistry Owner/Operator Purchase		
FINANCIAL DATA FOR PRACTICE General Dentistry		
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	\$1,092,649	100.0%
HYGIENE COMPONENT	\$249,139	22.8%
DENTIST COMPONENT	\$843,510	77.2%
RETAINED SELLER		
ASSOCIATE		
PURCHASER	\$843,510	77.2%
VARIABLE EXPENSES		
	\$	%
WAGES, PAYROLL TAX, ETC.	\$368,217	33.7%
LABORATORY	\$74,890	6.9%
CLINICAL SUPPLIES	\$76,604	7.0%
OTHER VARIABLE EXPENSE	\$26,581	2.4%
TOTAL VARIABLE EXPENSE		\$546,292 50.0%
FIXED EXPENSES		
	\$	%
MORTGAGE INCLUDED IN DEBT SERVICE		
PHONE, UTILITIES	\$11,032	1.0%
LEGAL & ACCOUNTING	\$9,785	0.9%
INSURANCE	\$6,040	0.6%
OTHER FIXED EXPENSE	\$56,616	5.2%
TOTAL FIXED EXPENSE		\$83,473 7.6%
DEBT SERVICE FOR PRACTICE AND BULDING		
	\$	%
INTEREST	\$72,265	6.6%
PRINCIPAL	\$88,708	8.1%
TOTAL DEBT SERVICE		\$160,973 14.7%
SUMMARY		
	\$	%
EXPECTED COLLECTIONS	\$1,092,649	100.0%
EXPECTED EXPENSES	\$629,765	57.6%
PRACTICE DEBT SERVICE	\$160,973	14.7%
EXPCYD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.	\$301,911	36%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:		
	\$	%
PRACTICE SALES PRICE & PERCENT OF GROSS	\$874,000	83%
WORKING CAPITAL	\$53,000	
TOTAL PRACTICE LOAN	\$927,000	
PRACTICE LOAN INTEREST RATE	5.00%	
PRACTICE LOAN TERM (MONTHS)	120	
MONTHLY PRACTICE PAYMENT	\$9,832	11%
BUILDING PRICE	\$500,000	
MONTHLY BUILDING MORTGAGE PAYMENTS	\$3,582	4%
MONTHLY PRACTICE AND BUILDING PAYMENTS	\$13,414	15%
ESTIMATED MONTHLY HYGIENE PROFIT	\$7,879	9%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION	\$295,228	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY	\$167,655	18%
PURCHASER TAX SAVINGS AND 1ST YEAR EQUITY INCREASE	\$131,222	
LESS DEBT SERVICE FOR PRACTICE AND BULDING	(\$160,973)	
SALARY + PROFIT +TAX SAVINGS + EQUITY - DEBT SERVICE / % OF PERSONAL PRODUCTIO	\$433,133	51%

Sand Hills Area, NC		Owner/Operator Purchase
DATA	FOR PRACTICE NUMBER	General Dentistry
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	1,740	
EXPANDABLE FOOTAGE	700	
TOTAL MO. RENT EXP.		
PRICE PER SQUARE FOOT		
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes	
NUMBER OF PARKING SPACES	Many	
PROXIMITY OF PARKING PLACES		
# EQUIPPED OPS	4	
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES		
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	2	
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	YES	
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$500,000	
IF NOT SOLD, MONTHLY RENTAL AMOUNT		
ANNUAL REAL ESTATE TAXES	\$2,000	
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	\$500,000	
PURCHASER MORTGAGE INTEREST RATE	6.00%	
PURCHASER MORTGAGE TERM - YEARS	20	
PURCHASER MONTHLY PAYMENT	\$3,582	
PURCHASER CURRENT MONTHLY RENT		
PRICE PER SQUARE FOOT	\$17.62	
WORK SCHEDULE		
PLANS AFTER SALE OF PRACTICE	Retirement	
DAYS/WEEK CURRENTLY WORKED	3.0	
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
DESCRIBE EXTERNAL MARKETING	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	No
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Appointments made at cleaning
WHAT TYPE COMPUTER SYSTEM	Dentrix
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF DIFFERENT PATIENTS IN LAST 18 MONTHS	3,636
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	11
AVERAGE NUMBER PATIENTS TREATED PER DAY BY DENTIST(S)	12
AVERAGE NUMBER PATIENTS TREATED PER DAY BY HYGIENISTS	14
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	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	8 AM - 4 PM
TUESDAY	8 AM - 4 PM
WEDNESDAY	8 AM - 4 PM
THURSDAY	
FRIDAY	
SATURDAY	
DAYS WORKED PER WEEK	3
OWNER HOURS WORKED PER WEEK	21
ASSOCIATE HOURS WORKED PER WEEK	21
HYGIENIST HOURS WORKED PER WEEK	21
DENTIST PATIENT VISITS PER YEAR	1,764
HYGIENE PATIENT VISITS PER YEAR	2,058
NUMBER OF DAYS WORKED PER YEAR	147
NUMBER OF WEEKS WORKED PER YEAR	49
COLLECTION DATA	
COLLECTION PERCENTAGE	99%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	
ACCOUNTS RECEIVABLES - 31-60 DAYS	
ACCOUNTS RECEIVABLE - 61-90 DAYS	
ACCOUNTS RECEIVABLE >90 DAYS	

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	31%
OPERATIVE	47%
PEDODONTICS	
ORTHODONTICS	1%
IMPLANTS	3%
REMOVABLE PROSTHETICS	4%
FIXED PROSTHETICS	7%
ENDODONTICS	2%
PERIODONTICS	2%
ORAL SURGERY	2%
COSMETIC	
TMJ TREATMENT	
DIAGNOSTIC	
OTHER	1%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	
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	\$128
TWO SURFACE ANTERIOR COMPOSITE 02331	\$308
CORE BUILD-UP 02950	\$401
CROWN - GOLD/PORCELAIN 02750	\$1,725
ANTERIOR CANAL ROOT CANAL 03310	\$1,171
PANORAMIC X-RAY 00330	\$176
TWO SURFACE POSTERIOR COMPOSITE 02392	\$344
CROWN - PORCELAIN CERAMIC 02740	\$1,580
LABIAL PORCELAIN VENEER 02962	\$1,871
BICUSPID ROOT CANAL 03320	\$1,321
AVERAGE OF FEES	\$903
PERCENT OF FEE PARITY	118%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	20,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	120,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
	WITHIN
MAJOR EMPLOYERS IN AREA	Pinehurst Resort
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
YEAR BEGINNING PRACTICE IN CITY	2016
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	2016
RIGHT OR LEFT HANDED	Right
PURCHASE OR SCRATCH START	Purchase

