

FINANCIAL DATA FOR PRACTICE # 9555		GENERAL DENTISTRY	
New Bern Area		Owner/Operator Purchase	
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		\$206,059	
PURCHASER COMPENSATION AT 35% FOR PRODUCTION.		\$72,121	
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 \$97,589			
THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, RESULTS IN A RATE OF 17%			
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			\$93,506
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME			45%
3. WHAT ARE EXPECTED TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER			\$72,940
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS			\$166,446
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION			81%

FINANCIAL DATA FOR PRACTICE # 9555		GENERAL DENTISTRY	
New Bern Area		Owner/Operator 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		\$743,512	100.0%
	HYGIENE COMPONENT	\$262,707	35.3%
	DENTIST COMPONENT	\$480,805	64.7%
	RETAINED SELLER	\$274,746	37.0%
	ASSOCIATE		
	PURCHASER	\$206,059	27.7%
VARIABLE EXPENSES		\$	%
	WAGES, PAYROLL TAX, ETC.	\$264,289	35.5%
	LABORATORY	\$23,869	3.2%
	CLINICAL SUPPLIES	\$78,016	10.5%
	OTHER VARIABLE EXPENSE	\$146,307	19.7%
TOTAL VARIABLE EXPENSE		\$512,481	68.9%
FIXED EXPENSES		\$	%
	RENT		
	PHONE, UTILITIES	\$24,847	3.3%
	LEGAL & ACCOUNTING	\$9,785	1.3%
	INSURANCE	\$7,725	1.0%
	OTHER FIXED EXPENSE	\$18,964	2.6%
TOTAL FIXED EXPENSE		\$61,321	8.2%
PRACTICE DEBT SERVICE		\$	%
	INTEREST	\$31,958	4.3%
	PRINCIPAL	\$44,247	6.0%
TOTAL DEBT SERVICE		\$76,204	10.2%
SUMMARY		\$	%
	EXPECTED COLLECTIONS	\$743,512	100.0%
	EXPECTED EXPENSES	\$573,802	77.2%
	PRACTICE DEBT SERVICE	\$76,204	10.2%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.		\$93,506	45%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:		\$	%
PRACTICE SALES PRICE & PERCENT OF GROSS		\$536,000	75%
WORKING CAPITAL		\$36,000	
TOTAL PRACTICE LOAN		\$572,000	
PRACTICE LOAN INTEREST RATE		6.00%	
PRACTICE LOAN TERM (MONTHS)		120	
MONTHLY PRACTICE PAYMENT		\$6,350	10%
MONTHLY PRACTICE PAYMENTS		\$6,350	10%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT		\$26,281	42%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION		\$72,121	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY		\$97,589	17%
PURCHASER TAX SAVINGS AND 1ST YEAR EQUITY INCREASE		\$72,940	
LESS PRACTICE DEBT SERVICE		(\$76,204)	
SALARY + PROFIT +TAX SAVINGS + EQUITY - DEBT SERVICE / % OF PERSONAL PRODUCTIO		\$166,446	81%

DATA FOR PRACTICE # 9555		PRICE: \$XXXX (ENTER A GIVEN PRICE OR DELETE CELL IF THERE'S A PRICE)
GENERAL DENTISTRY Owner/Operator 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	1,400	
EXPANDABLE FOOTAGE	2800+	
TOTAL MO. RENT EXP.		
PRICE PER SQUARE FOOT		
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes	
NUMBER OF PARKING SPACES	45	
PROXIMITY OF PARKING PLACES	Adjacent	
# EQUIPPED OPS	5	
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	1	
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	NO	
DO YOU WISH TO SELL THE BUILDING? YES OR NO	NO	
IF NOT APPRAISED, ESTIMATED BUILDING PRICE		
IF NOT SOLD, MONTHLY RENTAL AMOUNT	\$2,939	
ANNUAL REAL ESTATE TAXES		
ANNUAL REAL ESTATE INSURANCE COST		
DATE OF LEASE i.e. "6/1/2016"	Month to Month	
DATE LEASE ENDS - i.e. "1/1/2020"		
IS THERE AN OPTION TO PURCHASE?	Yes, entire building or partial	
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	\$25.19	
WORK SCHEDULE		
PLANS AFTER SALE OF PRACTICE	Personal time, attend to family affairs, locums near aging mother	
DAYS/WEEK CURRENTLY WORKED	3.5	
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER		
DESIRED WORK DAYS/WEEK 1ST YR	2.0	
DESIRED WORK DAYS/WEEK 2ND YR	2.0	
DESIRED WORK DAYS/WEEK 3RD YR	2.0	
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 referrals
DESCRIBE EXTERNAL MARKETING	Word of mouth referrals
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes, March 2025 I reduced clinical time for 4 days to 3.5 days
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	
WHAT TYPE RECALL SYSTEM	Appointments made at last appointment
WHAT TYPE COMPUTER SYSTEM	Eaglesoft
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF DIFFERENT PATIENTS IN LAST 18 MONTHS	1,106
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	14
AVERAGE NUMBER PATIENTS TREATED PER DAY BY DENTIST(S)	9
AVERAGE NUMBER PATIENTS TREATED PER DAY BY HYGIENISTS	14
HOW FAR AHEAD IS DENTIST SCHEDULED?	4-6 weeks plus scattered additional patients
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 months
PRACTICE DATA	
% INCOME FROM CASH	30%
% OF PATIENTS PAYING CASH	30%
% INCOME FROM FEE FOR SERVICE INSURANCE	20%
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	20%
% INCOME FROM DISCOUNT FEE INSURANCE	50%
% OF PATIENTS WITH DISCOUNT FEE INSURANCE	50%
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	50%
% OF PATIENTS WITH REDUCED FEE PLANS	50%
SCHEDULING DATA	
MONDAY	8:00 AM - 4:30 PM
TUESDAY	8:00 AM - 4:30 PM
WEDNESDAY	8:00 AM - 4:30 PM
THURSDAY	8:00 AM - 12:00 PM
FRIDAY	By appointment
SATURDAY	Closed
DAYS WORKED PER WEEK	3.5
OWNER HOURS WORKED PER WEEK	36
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	36
DENTIST PATIENT VISITS PER YEAR	2,662
HYGIENE PATIENT VISITS PER YEAR	1,872
NUMBER OF DAYS WORKED PER YEAR	190
NUMBER OF WEEKS WORKED PER YEAR	48
COLLECTION DATA	
	98%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$77,567
WHAT IS YOUR PATIENT CREDIT BALANCE	\$45,278
ACCOUNTS RECEIVABLES - CURRENT	\$45,278
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$12,176
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$12,557
ACCOUNTS RECEIVABLE >90 DAYS	\$7,556

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	36%
OPERATIVE	30%
PEDODONTICS	2%
ORTHODONTICS	
IMPLANTS	1%
REMOVABLE PROSTHETICS	1%
FIXED PROSTHETICS	3%
ENDODONTICS	1%
PERIODONTICS	8%
ORAL SURGERY	1%
COSMETIC	5%
TMJ TREATMENT	2%
SOFT TISSUE	2%
OTHER	8%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Endo, Implant Placement, 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	\$102
TWO SURFACE ANTERIOR COMPOSITE 02331	\$218
CORE BUILD-UP 02950	\$274
CROWN - GOLD/PORCELAIN 02750	\$1,297
ANTERIOR CANAL ROOT CANAL 03310	\$840
PANORAMIC X-RAY 00330	\$124
TWO SURFACE POSTERIOR COMPOSITE 02392	\$288
CROWN - PORCELAIN CERAMIC 02740	\$1,245
LABIAL PORCELAIN VENEER 02962	\$1,348
BICUSPID ROOT CANAL 03320	\$976
AVERAGE OF FEES	\$671
PERCENT OF FEE PARITY	88%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	35,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	50,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	17
WITHIN	5 mile radius
MAJOR EMPLOYERS IN AREA	Carolina East Hospital, Depart. Of Defense, Bosch-BSH Appliances, Moen, Inc., Craven County, Craven Community College, City of New Bern, International Paper, Hatteras Yachts, Pruitt Health, C
Products	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	New housing at least 715 single homes within 2 miles of office. Cherry Point Marine Base (Fleet Readiness Center East) new planes equaling 1,000+ employees
YEAR BEGINNING PRACTICE IN CITY	2015
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	2015
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/DA	2022	Yes		\$37,673		
FRONT OFFICE				\$18,240		
FRONT OFFICE						
FRONT OFFICE						
FRONT OFFICE						
ASSISTANT	2021	?		\$37,907		
ASSISTANT	2026	Yes		\$26,112		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2020	Yes		\$90,133		
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATES						
UNFILLED POSITIONS TO						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?						
supplies), 10-12 paid holidays, 2 wks paid vacation (prorated) 401k, Continuing Ed, Licensing fees						
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						
1/1/2026 - 5/31/2026				2025		2024
GROSS COLLECTIONS				\$298,446	\$593,432	\$833,856
OWNER COLLECTIONS				\$193,990	\$379,797	\$542,006
HYGIENIST COLLECTIONS				\$104,456	\$213,635	\$291,850
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT						
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT					0%	

