

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	\$1,373
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$480
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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	\$129,870
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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	19%
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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
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1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE)	\$129,870
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3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$96,530
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4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$226,400
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Ridgeland, South Carolina		General Dentistry			
FINANCIAL DATA SUMMARY FOR PRACTICE			8095	8/16/2018 11:38	
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				\$1,372,674	100.0%
	HYGIENE COMPONENT			\$274,747	20.0%
	DENTIST COMPONENT			\$1,097,927	80.0%
		RETAINED SELLER			
		ASSOCIATE		\$1,097,927	80.0%
		PURCHASER		\$1,373	0.1%
VARIABLE EXPENSES					
	WAGES, PAYROLL TAX, ETC.			\$366,841	26.7%
	LABORATORY			\$52,460	3.8%
	CLINICAL SUPPLIES			\$112,406	8.2%
	OTHER VARIABLE EXPENSE			\$445,381	32.4%
			TOTAL VARIABLE EXPENSE	\$977,088	71.2%
FIXED EXPENSES					
	RENT				
	PHONE, UTILITIES			\$27,824	2.0%
	LEGAL & ACCOUNTING			\$6,695	0.5%
	INSURANCE			\$7,725	0.6%
	OTHER FIXED EXPENSE			\$90,585	6.6%
			TOTAL FIXED EXPENSE	\$132,829	9.7%
DEBT SERVICE FOR PRACTICE AND BULDING					
	INTEREST			\$56,412	4.1%
	PRINCIPAL			\$76,475	5.6%
			TOTAL DEBT SERVICE	\$132,887	9.7%
SUMMARY					
EXPECTED COLLECTIONS				\$1,372,674	100.0%
EXPECTED EXPENSES				\$1,109,917	80.9%
DEBT SERVICE				\$132,887	9.7%
EXPCYD NET INCOME AFTER EXPENSES AND DEBT				\$129,870	
PURCHASER PRODUCED PRODUCTION				\$1,373	
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$76,475	
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$20,056	
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY				\$226,400	
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:					
PRACTICE SALES PRICE & PERCENT OF GROSS				\$725,000	54%
WORKING CAPITAL				\$67,000	
TOTAL PRACTICE LOAN				\$792,000	
PRACTICE LOAN INTEREST RATE				4.50%	
PRACTICE LOAN TERM IN MONTHS				120	
PRACTICE MONTHLY PAYMENT				\$8,208	7%
BUILDING PRICE				\$400,000	
BUILDING MONTHLY PAYMENT				\$2,866	3%
PURCHASER CASH FLOW CONSIDERATIONS					
MONTHLY PAYMENTS FOR PRACTICE AND BULDING				\$11,074	10%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$51,720	45%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$480	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$282,332	36%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$282,812	
LESS DEBT SERVICE FOR PRACTICE AND BULDING				(\$132,887)	
PURCHASER SALARY AND PROFIT AFTER DEBT SERVICE				\$149,926	

Ridgeland, South Carolina
DATA SUMMARY FOR PRACTICE NUMBER 8095

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	4,000
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	
PRICE PER SQUARE FOOT	
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	15
PROXIMITY OF PARKING PLACES	Close
TOTAL NUMBER OF EQUIPPED OPERATORIES	7
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	1
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	5
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	1
DO YOU OWN YOUR BUILDING?	Yes
DO YOU WISH TO SELL THE BUILDING?	Yes
WAS BUILDING APPRAISED?	Yes
WHEN?	
APPRAISED PRICE	\$400,000
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$4,000
IF NOT FOR SALE, MO. RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$4,000
ANNUAL REAL ESTATE INSURANCE COST	\$3,500
DATE OF LEASE i.e. "6/1/2016"	
DATE LEASE ENDS - i.e. "1/1/2020"	
RENEWAL OPTIONS	
IS THERE AN OPTION TO PURCHASE?	
BUILDING VALUE TO BE USED	\$400,000
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$2,866
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$8.60
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	
DAYS/WEEK CURRENTLY WORKED	5.0
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	Patients; staff
DESCRIBE EXTERNAL MARKETING	Magazine, phone book, web
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	Schedule when patient is leaving
WHAT TYPE COMPUTER SYSTEM	Eaglesoft
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	1,152
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	64
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	13
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	8
HOW FAR AHEAD IS DENTIST SCHEDULED?	Two weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	One month
PRACTICE DATA	
% INCOME FROM CASH	30%
% OF PATIENTS PAYING CASH	20%
% INCOME FROM FEE FOR SERVICE INSURANCE	10%
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	20%
% PRACTICE INCOME FROM REDUCED FEE PLANS	25%
% OF PATIENTS WITH REDUCED FEE PLANS	30%
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	35%
% OF PATIENTS WITH MEDICAID	30%
% PRACTICE INCOME FROM REDUCED FEE PLANS	60%
% OF PATIENTS WITH REDUCED FEE PLANS	60%
SCHEDULING DATA	
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
SATURDAY	
SUNDAY	
OWNER HOURS WORKED PER WEEK	16
ASSOCIATE HOURS WORKED PER WEEK	40
HYGIENIST HOURS WORKED PER WEEK	48
DENTIST PATIENT VISITS PER YEAR	16,000
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	196
NUMBER OF WEEKS WORKED PER YEAR	49
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	98%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$120,000
WHAT IS YOUR PATIENT CREDIT BALANCE	\$25,000
ACCOUNTS RECEIVABLES - CURRENT	\$2,000
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$4,700
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$3,500
ACCOUNTS RECEIVABLE >90 DAYS	

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	20%
OPERATIVE	30%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	20%
ENDODONTICS	10%
PERIODONTICS	
ORAL SURGERY	20%
COSMETIC	
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Molar endo, perio surgery and 3rd molar extraction
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	\$80
TWO SURFACE ANTERIOR COMPOSITE 02331	\$165
CORE BUILD-UP 02950	\$180
CROWN - GOLD/PORCELAIN 02750	\$975
ANTERIOR CANAL ROOT CANAL 03310	\$526
PANORAMIC X-RAY 00330	\$95
TWO SURFACE POSTERIOR COMPOSITE 02392	\$165
CROWN - PORCELAIN CERAMIC 02740	\$983
LABIAL PORCELAIN VENEER 02962	\$987
BICUSPID ROOT CANAL 03320	\$890
AVERAGE OF FEES	\$505
PERCENT OF FEE PARITY	85%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	2,500
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	25,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES WITHIN	
MAJOR EMPLOYERS IN AREA	School system; county government
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	New port on Savannah River 2025

STAFF DATA				
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY AND/OR COMMISSION PERCENT
RECEPTIONIST	2002	Yes	6000	\$38,000
OFFICE MANAGER				
INSURANCE	1992	Yes	6000	\$38,000
OTHER FRONT DESK	2016	Yes	2000	\$30,000
BOOKKEEPER				
ASSISTANT	2005	Yes	2000	\$38,000
ASSISTANT	2011	Yes	6000	\$28,000
ASSISTANT	2016	Yes	1000	\$26,000
ASSISTANT				
ASSISTANT				
HYGIENIST	2015	Yes		\$14,440
HYGIENIST	2016	Yes	2000	\$58,700
HYGIENIST				
HYGIENIST				
LAB TECHNICIAN				
LAB TECHNICIAN				
ASSOCIATE				
ASSOCIATE				
ASSOCIATE				
EFITS DO YOU PROVIDE FOR THE STAFF?				401K; health; dental; life; vacation; holidays
DO YOU HIRE ANY UNPAID FAMILY MEMBERS? No				
WHAT POSITION DO THEY HOLD?				
WHAT IS THE ESTIMATED MARKET VALUE OF THEIR JOB?				
THAN THE NORMAL SALARY FOR THEIR POSITION?				
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER				
COMPENSATION FOR EACH				
COLLECTION CENTERS				
PERIOD	1/1/2016 - 6/20/2016	2015	2014	
GROSS COLLECTIONS	\$593,900	\$997,800	\$949,800	
OWNER COLLECTIONS	\$219,000	\$614,300	\$535,000	
HYGIENIST COLLECTIONS	\$96,000	\$233,000	\$195,000	
ASSOCIATE COLLECTIONS	\$278,900	\$150,500	\$219,800	
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE COLLECTIONS				
ASSOCIATE SALARY IN DOLLARS OR COMMISSION PERCENT	35% of collections			
HYGIENIST SALARY IN DOLLARS OR COMMISSION PERCENT	\$35 an hour			

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	\$46,700
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?	\$2,100
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?	\$33,600
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?	\$6,000
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	\$1,500
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	\$3,500
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)?	\$3,800
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?	
PENSION EXPLANATION AND 401k COMBINED	
TOTAL EXPENSES FOR PENSION PLAN	\$3,000 for 2016
HOW MUCH OF TOTAL IS FOR STAFF	\$3,000
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?	
REDUCED FEE PLANS	
NAME OF PLAN	PAYS WHAT PERCENTAGE OF YOUR USUAL FEES
Medicaid	

DESCRIBE YOUR PRACTICE, STAFF, PATIENTS, COMMUNITY, AND PRACTICE PHILOSOPHY AND THE BEST STRENGTHS AND WORST WEAKNESSES OF YOUR PRACTICE:

[Empty text box for describing practice, staff, patients, community, and practice philosophy.]