

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	\$510,178
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$178,562
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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	\$249,082
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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	16%
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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)	\$249,082
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	49%
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$142,922
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$392,004
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	77%

**Charleston, South Carolir Maxillofacial
FINANCIAL DATA FOR PRACTICE**

9411

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				\$850,297	100.0%	
	HYGIENE COMPONENT					
	DENTIST COMPONENT			\$850,297	100.0%	
		RETAINED SELLER		\$340,119	40.0%	
		ASSOCIATE				
		PURCHASER		\$510,178	60.0%	
VARIABLE EXPENSES						
	WAGES, PAYROLL TAX, ETC.			\$162,812	19.1%	
	LABORATORY			\$81	0.0%	
	CLINICAL SUPPLIES			\$32,919	3.9%	
	OTHER VARIABLE EXPENSE			\$143,143	16.8%	
				TOTAL VARIABLE EXPENSE	\$338,955	39.9%
FIXED EXPENSES						
	PHONE, UTILITIES			\$20,660	2.4%	
	LEGAL & ACCOUNTING			\$6,695	0.8%	
	INSURANCE			\$21,307	2.5%	
	OTHER FIXED EXPENSE			\$52,071	6.1%	
				TOTAL FIXED EXPENSE	\$100,732	11.8%
DEBT SERVICE FOR PRACTICE AND BULDING						
	INTEREST			\$61,172	7.2%	
	PRINCIPAL			\$100,356	11.8%	
				TOTAL DEBT SERVICE	\$161,528	19.0%
SUMMARY						
EXPECTED COLLECTIONS				\$850,297	100.0%	
EXPECTED EXPENSES				\$439,688	51.7%	
PRACTICE DEBT SERVICE				\$161,528	19.0%	
EXPCID NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.				\$249,082	49%	
PURCHASER PRODUCED PRODUCTION				\$510,178	60.0%	
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$100,356	19.7%	
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$42,566	8.3%	
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.				\$392,004	77%	
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:						
PRACTICE SALES PRICE & PERCENT OF GROSS				\$729,000	88%	
WORKING CAPITAL				\$41,000		
TOTAL PRACTICE LOAN				\$770,000		
PRACTICE LOAN INTEREST RATE				3.60%		
PRACTICE LOAN TERM IN MONTHS				120		
PRACTICE MONTHLY PAYMENT				\$7,650	11%	
BUILDING PRICE				\$980,000		
MONTHLY BUILDING MORTGAGE				\$5,810	8%	
PURCHASER CASH FLOW CONSIDERATIONS						
MONTHLY PRACTICE AND BUILDING PAYMENTS				\$13,461	19%	
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT				\$13,669	19%	
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$178,562		
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$274,613	36%	
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$453,176		
LESS DEBT SERVICE FOR PRACTICE AND BULDING				(\$161,528)		
PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE				\$291,648		

Charleston, South Carolina	
DATA FOR PRACTICE NUMBER	9411
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	3,500
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$8,905
PRICE PER SQUARE FOOT	\$30.53
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	
PROXIMITY OF PARKING PLACES	Front/back Door
# EQUIPPED OPS	5
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	1
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	5
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	
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
	980,000
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT FOR SALE, MO. RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$11,000
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	\$980,000
PURCHASER MORTGAGE INTEREST RATE	3.75%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$5,810
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$19.92
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Work part-time
DAYS/WEEK CURRENTLY WORKED	5.0
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER	
DESIRED WORK DAYS/WEEK 1ST YR	2.0
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	
DESCRIBE EXTERNAL MARKETING	Website-DM Multimedia; direct in-person (before Covid); some educational, reputation based
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS, IV Sedation
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	N/A
WHAT TYPE RECALL SYSTEM	Computer based, procedure based
WHAT TYPE COMPUTER SYSTEM	Win OMS
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	1,500
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	100
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	18
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	
PRACTICE DATA	
% INCOME FROM CASH	40%
% OF PATIENTS PAYING CASH	20%
% INCOME FROM INSURANCE	20%
% OF PATIENTS WITH INSURANCE	20%
#REF!	#REF!
% PRACTICE INCOME FROM CAPTITATION	20%
% OF PATIENTS WITH CAPITATION	20%
% PRACTICE INCOME FROM MEDICAID	20%
% OF PATIENTS WITH MEDICAID	20%
% PRACTICE INCOME FROM REDUCED FEE PLANS	40%
% OF PATIENTS WITH REDUCED FEE PLANS	40%
SCHEDULING DATA	
MONDAY	8 AM - 5 PM
TUESDAY	8 AM - 5 PM
WEDNESDAY	8 AM - 2 PM
THURSDAY	8 AM - 5 PM
FRIDAY	8 AM - 3 PM
SATURDAY	
SUNDAY	
OWNER HOURS WORKED PER WEEK	32
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	240
NUMBER OF WEEKS WORKED PER YEAR	48
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	80%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
WHAT IS YOUR PATIENT CREDIT BALANCE	\$5,000
ACCOUNTS RECEIVABLES - CURRENT	\$62,988
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$24,344
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$26,665
ACCOUNTS RECEIVABLE >90 DAYS	

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
IMPLANTS	10%
ORAL SURGERY	80%
COSMETIC	5%
TMJ TREATMENT	5%
WHAT SERVICES ARE REFERRED OUT?	Only TMJ Open Surgery (scope, open joint)
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?	
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	1,000,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	1,000,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES WITHIN	
MAJOR EMPLOYERS IN AREA	Boeing, Volvo, MUSC, Bosch, Multiple Hotels/Restaurant Chains
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	North Charleston is 9th fastest growing city in the US; Charleston is 8th.

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	2018	Yes		\$27,713		
OFFICE MANAGER	2013	Yes		\$23,538		
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT	2000	Yes		\$44,332		
ASSISTANT	2016	Yes		\$30,744		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST						
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				None		
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						
COLLECTION CENTERS						
				1/1/2020-10/31/2020	2019	2018
GROSS COLLECTIONS				\$550,000	\$825,000	\$747,000
OWNER COLLECTIONS				\$550,000	\$825,000	\$747,000
HYGIENIST COLLECTIONS						
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		
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	One in 20+ years of practice. 2014 incide	
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY?	None	
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?		
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE	% OF PRX INCOME FROM THIS PLAN	% OF YOUR FEE THIS PLAN PAYS

