



<b>Parts Cost</b>	<b>Tech Labor</b>	<b>Owner</b>	<b>Marketing</b>
<b>Sales/Support /Supplies</b>	<b>Other Expenses</b>	<b>Rent</b>	<b>GM &amp; Sales Support</b>
<b>Credit Card Fees</b>	<b>Training &amp; Prof Development</b>	<b>Insurance</b>	<b>Customer Transportation</b>
<b>Sublet</b>	<b>Utilities</b>	<b>Uncle Sam</b>	<b>Net Profit</b>

Your choice on which envelope expense's you want to share. You can consolidate expenses to minimize the number of envelopes. Each envelope contains money that relates to the percent of \$100 sale.

<u>Account</u>	<u>Amount</u>	<u>% of Sales</u>
<b>SALES</b>	<b>\$100.00</b>	
Parts Costs	\$18.37	18.4%
<b>GROSS PROFIT</b>	<b>\$81.63</b>	<b>81.6%</b>
<b>EXPENSES</b>		
Tech Labor Cost	\$20.74	20.7%
Owners Pay	\$ 9.22	9.2%
Marketing	\$ 8.57	8.8%
Sales & Support Cost & Shop sup	\$ 8.50	8.5%
Other Expenses	\$ 6.87	6.9%
Rent	\$ 3.22	3.2%
GM and Sales Support	\$ 3.09	3.1%
Credit Card Fees	\$ 2.49	2.5%
Training & Prof Development	\$ 2.36	2.4%
Insurance	\$ 1.85	1.9%
Customer Transportation	\$ 1.79	1.8%
Sublet	\$ 1.39	1.4%
Utilities	\$ 1.00	1.0%
<b>TOTAL EXPENSES</b>	<b>\$71.09</b>	<b>71.0%</b>
Net Profit Before Taxes	\$10.54	10.5%
Taxes – State/Federal/Local	\$ 2.00	2.0%
<b>Net Profit After Taxes</b>	<b>\$ 8.54</b>	<b>8.5%</b>

Account	Amount	% of Sales		
<b>SALES</b>	<b>\$100.00</b>		<b>500,000</b>	<b>1,000,000</b>
Parts Costs	\$18.37	18.4%	91,850	183,700
<b>GROSS PROFIT</b>	<b>\$81.63</b>	<b>81.6%</b>	<b>408,150</b>	<b>816,300</b>
<b>EXPENSES</b>				
Tech Labor Cost	\$20.74	20.7%	103,700	207,400
Owners Pay	\$ 9.22	9.2%	46,100	92,200
Marketing	\$ 8.57	8.8%	42,850	85,700
Sales & Support Cost & Shop sup	\$ 8.50	8.5%	42,500	85,000
Other Expenses	\$ 6.87	6.9%	34,350	68,700
Rent	\$ 3.22	3.2%	16,100	32,200
GM and Sales Support	\$ 3.09	3.1%	15,450	30,900
Credit Card Fees	\$ 2.49	2.5%	12,450	24,900
Training & Prof Development	\$ 2.36	2.4%	11,800	23,600
Insurance	\$ 1.85	1.9%	9,250	18,500
Customer Transportation	\$ 1.79	1.8%	8,950	17,900
Sublet	\$ 1.39	1.4%	6,950	13,900
Utilities	\$ 1.00	1.0%	5,000	10,000
<b>TOTAL EXPENSES</b>	<b>\$71.09</b>	<b>71.0%</b>	<b>355,450</b>	<b>710,900</b>
Net Profit Before Taxes	\$10.54	10.5%	52,700	105,400
Taxes – State/Federal/Local	\$ 2.00	2.0%	10,000	20,000
<b>Net Profit After Taxes</b>	<b>\$ 8.54</b>	<b>8.5%</b>	<b>42,700</b>	<b>85,400</b>

Net Profit After Taxes

\$8.54

8.5%

- ✓ Security
- ✓ Livelihood
- ✓ Growth
- ✓ Disaster
- ✓ Salary Increases
- ✓ New Equipment
- ✓ Safety