

# Kim Foard, CPA & Company

Certified Public Accountant

401 North 31st Street, Box 7077  
Billings, Montana 59103  
[www.kimfoard.com](http://www.kimfoard.com)  
406.294.9392

January 1, 20XX

Your Business, Inc.

## The Magic Formula

Financial Information Measured In Dollars <b>[Money]</b>		
<b>The Source</b>		
Sales [To Customers]		
Direct Costs [Variable = "Materials"]	(minus)	
Net Sales [Your Value = "Time"]		
Overhead [Fixed]	(minus)	60,000.00
Net Income	*	
<b>The Destination</b>		
Taxes	[20%]	
Owner / Banker		40,000.00
Net Income	*	

\* This is the same number!

Productive Units <b>[Time]</b>	
Days	
Hours Each Day	
Billable Hours	

Rate Per Hour [Your Value / Billable Hours]	
---	--