

SageTalk, LLC

Building Your Dynamic Future

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January 1, 20xx

Your Business, Inc.

Better Business Plan

Financial Information Measured In Dollars [Money]		
The Source		
Sales [To Customers]		
Direct Costs [Variable = "Materials"]	(minus)	
Net Sales [Your Value = "Time"]		
Labor [Gross Wages** _____ x (minimum) of 1.25]	(minus)	
Overhead [Fixed]	(minus)	
Net Income	*	
The Destination		
Taxes	[30%]	A)
Banker		B)
Owner**		C)
Net Income is Equal to (B + C) / (100% - A%)		*

* This is the same number.

** Quick Formula: Direct Labor x 3 = Customer Pays for Value

Productive Units [Time]	
Days	
Hours Each Day	
Billable Hours	

Rate Per Hour [Your Value / Billable Hours]	
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