

SageTalk, LLC

Building Your Dynamic Future

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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"]		\$344,000
Labor [Gross Wages** _\$19,200_ x (minimum) of 1.25]	(minus)	24,000
Overhead [Fixed]	(minus)	120,000
Net Income	*	\$200,000
The Destination		
Taxes	[30%]	A) 60,000
Banker		B) 40,000
Owner**		C) 100,000
Net Income is Equal to (B + C) / (100% - A%)	*	\$200,000

* This is the same number.

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

Productive Units [Time]	
Days	
Hours Each Day	
Billable Hours	1,720

Rate Per Hour [Your Value / Billable Hours]	\$200
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