

SageTalk, LLC

Building Your Dynamic Future

2624 Minnesota Avenue
 Billings, Montana 59101
<https://kimfoard.com/>
 406.855.8384

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Success Unlimited, LLC

Better Business Plan

Financial Information Measured In Dollars [Money]		
The Source		
Sales [To Customers]		\$990,000.
Direct Costs [Variable = "Materials"]	(minus)	75,000.
Net Sales [Your Value = "Time"]		915,000.
Labor [Gross Wages** _____ x (minimum) of 1.25]	(minus)	
Overhead [Fixed]	(minus)	615,000.
Net Income	*	\$300,000.
The Destination		
Taxes	[20%]	A) 60,000.
Banker		B) 75,000.
Owner**		C) 165,000.
Net Income is Equal to (B + C) / (100% - A%)	*	\$300,000.

* This is the same number.

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

Productive Units [Time]		
Days	(50 Weeks per Year x 5 Productive Days per Week)	250
Hours Each Day		
Billable Hours		

Rate Per Hour [Your Value / Billable Hours]	(Per Day) \$3,660.
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