

MY BUSINESS

FINANCIAL SUCCESS FORMULA

$$R - E = P,$$

where $R = N * F * Q * U = \$$ _____

_____	R	= Revenue
_____	N	= Number of Customers
_____	F	= Frequency of Purchase
_____	Q	= Transaction Quantity
_____	U	= Unit Price

and, $E = SU + FC + VC + OB + AD + TF + CR = \$$ _____

_____	E	= Expenses
_____	SU	= Start-Up/Upgrade Costs
_____	FC	= Fixed Costs
_____	VC	= Variable Costs
_____	OB	= Optional Benefits
_____	AD	= Amortization/Depreciation
_____	TF	= Taxes and Fees
_____	CR	= Cash Reserves
_____	OS	= Owner/Operators' Salary

and, $P = \text{PROFIT} \quad \$$ _____

Money or financial gain remaining after all expenses are paid

To schedule a My Business Financial Success Formula workshop in your area call
Michael Harris at the Entrepreneur Center @ Mississippi Development Authority: 601-359-3420