

Where will all my money go ?

This is an example only!

Your expenses will vary depending on many factors

| Income | Estimated | Estimated | Income |
|--|-------------------|-------------------|--|
| | 47 hours per week | 63 hours per week | |
| Home Inspection Fees 250 inspections per year @ 425 | \$ 106,250 | \$ 170,000 | Home Inspection Fees 400 inspections per year @ 425 |
| Radon fees 200 inspections per year @ 80 | \$ 16,000 | \$ 24,000 | Radon fees 300 inspections per year @ 80 |
| Other services | | | Other services |
| Total Income | \$ 122,250 | \$ 194,000 | Total Income |
| | | | |
| | | | |
| Expense | | | Expense |
| | | | |
| <i>Advertising</i> | | | <i>Advertising</i> |
| Brochures to print 10,000 @ .30 | \$ 3,000 | \$ 3,600 | Brochures to print 12,000 @ .30 |
| Business cards 3,000 @ .07 | \$ 210 | \$ 280 | Business cards 4,000 @ .07 |
| Give a ways | \$ 1,000 | \$ 1,500 | Give a ways |
| Small yellow page ads in two local directories 400 month | \$ 6,600 | \$ 7,200 | Small yellow page ads in three local directories 600 month |
| Yellow page listing in adjoining areas 40 per month | \$ 480 | \$ 900 | Yellow page listing in adjoining areas 75 per month |
| Web site, maintenance, pay per click | \$ 1,500 | \$ 2,500 | Web site, maintenance, pay per click |
| Auto, .37 per mile @ 500 miles per week | \$ 9,620 | \$ 14,430 | Auto, .37 per mile @ 750 miles per week |
| Bad debt, assume .5 % of income | \$ 611 | \$ 970 | Bad debt, assume .5 % of income |
| Bank charges and check fees \$ 30 per month | \$ 360 | \$ 420 | Bank charges and check fees \$ 35 per month |
| Claims, assume 1% of income for refunds | \$ 1,223 | \$ 1,940 | Claims, assume 1% of income for refunds |
| Computer, software, on-line continual upgrades | \$ 1,000 | \$ 1,200 | Computer, software, on-line continual upgrades |
| Contributions to charity & events | \$ 500 | \$ 800 | Contributions to charity & events |
| Licenses, HI, Radon, Termite, Dues, prof assoc's etc. | \$ 1,000 | \$ 1,000 | Licenses, HI, Radon, Termite, Dues, prof assoc's etc. |
| Education, Conventions | \$ 1,000 | \$ 1,000 | Education, Conventions |
| Equipment, tools | \$ 600 | \$ 800 | Equipment, tools |
| | | | |
| <i>Insurance</i> | | | <i>Insurance</i> |
| Errors and omissions | \$ 4,500 | \$ 4,500 | Errors and omissions |
| Health | \$ 9,600 | \$ 9,600 | Health |
| Liability | \$ 550 | \$ 600 | Liability |
| Workers compensation | \$ 1,300 | \$ 1,300 | Workers compensation |
| | | | |
| Laser printer cartridges and paper \$ 200 per month | \$ 1,200 | \$ 1,200 | Laser printer cartridges and paper \$ 250 per month |
| Office Equipment upgrades and replacements | \$ 600 | \$ 800 | Office Equipment upgrades and replacements |
| Postage mail 600 marketing letters per month @ .75 | \$ 5,400 | \$ 9,000 | Postage mail 1.000 marketing letters per month @ .75 |
| Postage mail radon canisters 200 @ 3.00 | \$ 600 | \$ 900 | Postage mail radon canisters 300 @ 3.00 |
| Postage mail 250 reports x two @ 1.06 | \$ 530 | \$ 848 | Postage mail 800 reports @ 1.06 |
| Scheduling service @ 30 per inspection | \$ 7,500 | \$ 12,000 | Scheduling service @ 30 per inspection |
| Stationary & misc. \$ 100 per month | \$ 1,200 | \$ 1,800 | Stationary & misc. \$ 150 per month |
| | | | |
| <i>Professional Fees</i> | | | <i>Professional Fees</i> |
| Accountant-prepare taxes and quarterly reports | \$ 1,500 | \$ 1,500 | Accountant-prepare taxes and quarterly reports |
| Legal-consult on questions 5 hrs at @ 225 | \$ 1,125 | \$ 2,100 | Legal-consult on questions 10 hrs at @ 225 |
| Radon, lab fees @ \$ 15 | \$ 3,000 | \$ 4,500 | Radon, lab fees @ \$ 15 |
| | | | |
| <i>Communications</i> | | | <i>Communications</i> |
| Cellular phone assume \$ 150 * 12 | \$ 1,800 | \$ 2,160 | Cellular phone assume \$ 180 * 12 |
| One business line , one fax line assume \$ 125 *12 | \$ 1,500 | \$ 2,280 | One business lines, tone fax line assume \$ 190 *12 |
| | | | |
| Utilities, gas and electric \$ 50 * 12 | \$ 600 | \$ 900 | Utilities, gas and electric \$ 75 * 12 |
| Total Expense | \$ 71,209 | \$ 94,528 | Total Expense |
| | | | |
| Profit | \$ 51,041 | \$ 99,472 | |
| | | | |
| Deduct 9% SS and other taxes | \$ 45,937 | \$ 89,525 | |
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| Dollars per hour worked 45 hours per week * 50 | \$ 19.14 | \$ 28.42 | Dollars per hour worked 63 hours per week *50 |