

ACTIVE Transformation Plan Budget

Product Plan	ABP exc VAT	ABP inc VAT	Enrolments	per Year	Yearly \$
Private Session (PS)	100	100	1	100	10,000
Regular Class (RC)	12	12	10	300	36,000
Workshop Retreat (WR)	680	680	10	25	170,000
Teacher Training (TT)	4,000	4,000	15	2	120,000
Online Course (OC)	240	240	1	100	24,000

Total **360,000**

Financial Plan	Monthly \$	%	Yearly \$
1 Product Revenue (PR)	30,000		360,000
2 Cost of Sale (CoS)	18,000	60%	216,000
3 Paid Advertising Budget inc. in CoS as % of PR (from D.PIn)	2,400	8%	28,800
4 Gross Margin % \$ (1 - 2)	12,000	40%	144,000
5 Overheads (OH)	7,500	25%	90,000
6 Operating Profit (4 - 5)	4,500	15%	54,000
7 Tax Estimate (% x 6)	900	20.00%	10,800
8 Net Profit % \$ (6 - 7)	3,600	12%	43,200

Salary Plan (change details in Business Overheads tab)	Monthly \$	%	Yearly \$
Personal Overhead Budget suggested Salary	5,000		60,000
1 Annual Salary Aspiration (from Business Overhead Budget)	5,000		60,000
2 Other Net Income (job, investments, interest, etc.)	0		0
3 Product Delivery Fee currently allocated to you *	2,396		28,750
Salary Aspiration shortfall (1 - 2 - 3)	2,604		31,250
% shortfall covered by Overhead	2,604	100.00%	31,250
% shortfall paid as an annual bonus if OPT reached	0	0.00%	0

* Allocations are changed in each product tab (i.e. P. XX)

Time Plan	Hours / Week	Weeks / Year	Hours / Year
Available working hours	40	52	2,080
Holiday and leave	40	-8	-320
Training and craft study	40	-8	-320
Average hours remaining to work 'in' and 'on' the business	40	36	1,440
Product Delivery Hours allocated to you *	15	36	531
Remaining hours to manage and work 'on' the Business	25	36	909

* Allocations are changed in each product tab (i.e. P. XX)

Wealth Plan	YoY % +/-	Jan 20 1 Year	Jan 22 3 Year	Jan 24 5 Year	Jan 29 10 Year
Product Revenue (PR)	0.00%				
Cost of Sale (CoS)	0.00%				
Overhead (OH)	0.00%				
Profit Retained In Business	50.00%				
Net Worth (Cumulative)	% Interest				
Business Profit Retained (Cumulative)		21,600	64,800	108,000	216,000
Business Profit Invested	2.00%	21,600	66,105	112,407	236,514
Savings, Investments, Pension (SIP)	2.00%	12,000	36,725	62,448	131,397
Total		55,200	167,629	282,856	583,911