

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) | 10 | 10 | 10 | 240 | 24,000 |
| Workshop Retreat (WR) | 500 | 500 | 10 | 4 | 20,000 |
| Teacher Training (TT) | 4,000 | 4,000 | 15 | 0 | 0 |
| Online Course (OC) | 240 | 240 | 1 | 0 | 0 |

Total **54,000**

| Financial Plan | Monthly \$ | % | Yearly \$ |
|---------------------------------------------------------------|------------|------------|---------------|
| 1 Product Revenue (PR) | 4,500 | | 54,000 |
| 2 Cost of Sale (CoS) | 2,700 | 60% | 32,400 |
| 3 Paid Advertising Budget inc. in CoS as % of PR (from D.PIn) | 270 | 6% | 3,240 |
| 4 Gross Margin % \$ (1 - 2) | 1,800 | 40% | 21,600 |
| 5 Overheads (OH) | 1,125 | 25% | 13,500 |
| 6 Operating Profit (4 - 5) | 675 | 15% | 8,100 |
| 7 Tax Estimate (% x 6) | 135 | 20.00% | 1,620 |
| 8 Net Profit % \$ (6 - 7) | 540 | 12% | 6,480 |

| Salary Plan (change details in Business Overheads tab) | Monthly \$ | % | Yearly \$ |
|------------------------------------------------------------|------------|---------|---------------|
| Personal Overhead Budget suggested Salary | 3,333 | | 40,000 |
| 1 Annual Salary Aspiration (from Business Overhead Budget) | 2,917 | | 35,000 |
| 2 Other Net Income (job, investments, interest, etc.) | 0 | | 0 |
| 3 Product Delivery Fee currently allocated to you * | 1,708 | | 20,500 |
| Salary Aspiration shortfall (1 - 2 - 3) | 1,208 | | 14,500 |
| % shortfall covered by Overhead | 1,208 | 100.00% | 14,500 |
| % 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 * | 16 | 36 | 590 |
| Remaining hours to manage and work 'on' the Business | 24 | 36 | 850 |

* 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) | | 3,240 | 9,720 | 16,200 | 32,400 |
| Business Profit Invested | 2.00% | 3,240 | 9,916 | 16,861 | 35,477 |
| Savings, Investments, Pension (SIP) | 2.00% | 3,600 | 11,017 | 18,735 | 39,419 |
| Total | | 10,080 | 30,653 | 51,796 | 107,296 |