

Are you Budgeting for Profit?



	Your Existing	Your Projected	Your BMD
Enter Your Desired Profit:	\$ 50,000	\$ 150,000	\$ 500,000
Enter Your Fixed Costs (Incl. Your Salary):	\$ 100,000	\$ 180,000	\$ 320,000
Total Gross Profit:	\$ 150,000	\$ 330,000	\$ 820,000
Enter Your Target Gross Margin	15%	23%	23%
Your Required Annual Sales (Gross Profit÷Gross Margin)	\$ 1,000,000	\$ 1,434,783	\$ 3,565,217
Enter Your Average Sale Value (total sales ÷ no. of jobs done):	\$ 220,000	\$ 400,000	\$ 550,000
Number of Projects You Need to Complete each Year	4.55	3.6	6.5
Enter Your Conversion Rate (no. of jobs won ÷ no. of quotes done)	40%	50%	66%
Number of jobs You Require to quote Year: <i>If working for 10 months</i>	11.4	7.2	9.8
Number of Leads You Require Each Month:	1.1	0.7	1.0
Time taken to price project in Hrs	20	15	10
Time spent pricing Monthly in Hrs	22.73	10.76	9.82



Plug your numbers in yellow boxes



This is the number you want annually or your desired



Is your margin enough to reach your desired profit