

The Journey To Mastery™

Pro Forma

	Actual	Actual	1	
New Agents	76	94	150	
<i>Listings Taken</i>				
<i>Company A</i>	120	313	532	433
<i>Company B</i>	n/a	n/a		
<i>Transactions</i>				
<i>Company A</i>	96	351	474	447
<i>Company B</i>	n/a	n/a		
Income (Company Dollar)				
<i>Company A</i>	220,021	925,616	1,249,582	1,145,637
<i>Company B</i>	237,110	1,096,554	1,480,348	1,333,664
Expenses Company B				
<i>Salary & Wages</i>				
<i>Trainer(s)</i>	79,000	165,300		
<i>Recruiter</i>	54,000	60,000		
<i>Admin</i>	35,000	35,000		
<i>Payroll Related</i>	14,000	30,000		
<i>Bus. Promo. & Adv</i>	20,000	42,000		
<i>Building & Equip</i>	10,000	10,000		
<i>Office Operating</i>	5,000	5,000		
<i>Other Operating</i>	68,000	79,000		
<i>Overhead Allocation</i>	24,000	24,000		
Total Expenses "B"	309,000	450,300		759,300
License Fees	24,480	137,764		
Net Income "B"	-113,459	337,552		574,364

Actual Data Taken from Two Companies