JTM Office

Proforma Statements - Year One

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Totals
Associations	7	10	10	10	10	10	10	10	10	10	10	10	117
Dis-Associations								2.8	4	4	4	4	18.8
Graduations								4.2	6	6	6	6	28.2
Total in Program	7	17	27	37	47	57	67	70	70	70	70	70	70
Total Closings	0	0	0	2.1	3.7	8.2	12.1	17.2	21.8	27.2	31.8	37.2	161.3
Income													
GCI	-	-	-	10,500	18,500	41,000	60,500	86,000	109,000	136,000	159,000	186,000	806,500
Commission Exp	-	-	-	4,725	8,325	18,450	27,225	38,700	49,050	61,200	71,550	83,700	362,925
Franchise Fee	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Commission Exp	-	-	-	4,725	8,325	18,450	27,225	38,700	49,050	61,200	71,550	83,700	362,925
Company Dollar	-	-	-	5,775	10,175	22,550	33,275	47,300	59,950	74,800	87,450	102,300	443,575
Retained %	0%	0%	0%	55%	55%	55%	55%	55%	55%	55%	55%	55%	55%
Expenses													
JTM Manager	**7,000**	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	84,000
JTM Recruiter	**3,333**	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	40,000
Recruiting Bonus	**700**	700	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	11,400
Office Administrator	**-**	-	-	-	-	-	-	-	-	-	-	-	-
JTM Licensing Fee	**-**	-	-	-	-	-	-	-	-	-	-	-	-
JTM Implementation	**-**	-	-	-	-	-	-	-	-	-	-	-	-
Recruiting Ads	**1,000**	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
Marketing Ads	**2,000**	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
Signs	**2,000**	2,000	-	-	2,000	-	-	-	2,000	-	-	-	8,000
Licensing Sponsorship	**693**	693	990	990	990	990	990	990	990	990	990	990	11,286
Allocated Services	**5,000**	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Total Expenses	**21,726**	**21,726**	**20,323**	**20,323**	**22,323**	**20,323**	**20,323**	**20,323**	**22,323**	**20,323**	**20,323**	**20,323**	**250,686**
Net Income	**(21,726)**	**(21,726)**	**(20,323)**	**(14,548)**	**(12,148)**	**2,227**	**12,952**	**26,977**	**37,627**	**54,477**	**67,127**	**81,977**	**192,889**

Assumptions:	
New Hires JTM	**10**
GCI per Deal	**$ 5,000.00**
Agents Starting Split	**45%**
Graduation rate	**60%**
Fail Rate	**40%**
Franchise Fee	**0%**
Licensing Costs	**$ 300.00**
Rec. Bonus per person	**$ 100.00**

*Average Graduate will finish the program in 8 months & provide 6 closings

*Average Fail will remain in program 8 months and provide 1 closing

*Graduates close 1 deal in 3rd to 8th Months

*Fails Close 1 deal in 4th Month

JTM Licensing Fee	$ -