JTM Office

Proforma Statements - Year Two

	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24	Totals
Associations	10	10	10	10	10	10	10	10	10	10	10	10	120
Dis-Associations	4	4	4	4	4	4	4	4	4	4	4	4	48
Graduations	6	6	6	6	6	6	6	6	6	6	6	6	72
Total in Program	70	70	70	70	70	70	70	70	70	70	70	70	70
Total Closings	39	39	39	39	39	39	39	39	39	39	39	39	468
Income													
GCI	195,000	195,000	195,000	195,000	195,000	195,000	195,000	195,000	195,000	195,000	195,000	195,000	2,340,000
Commission Exp	87,750	87,750	87,750	87,750	87,750	87,750	87,750	87,750	87,750	87,750	87,750	87,750	1,053,000
Franchise Fee	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Commission Exp	87,750	87,750	87,750	87,750	87,750	87,750	87,750	87,750	87,750	87,750	87,750	87,750	1,053,000
Company Dollar	107,250	107,250	107,250	107,250	107,250	107,250	107,250	107,250	107,250	107,250	107,250	107,250	1,287,000
Retained %	55%	55%	55%	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	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
Office Administrator	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	35,000
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	-	-	-	6,000
Licensing Sponsorship	990	990	990	990	990	990	990	990	990	990	990	990	11,880
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	25,240	23,240	23,240	23,240	25,240	23,240	23,240	23,240	25,240	23,240	23,240	23,240	284,880
Net Income	82,010	84,010	84,010	84,010	82,010	84,010	84,010	84,010	82,010	84,010	84,010	84,010	1,002,120

Assumptions:	
GCI per Deal	$ 5,000.00
Agents Starting Split	$ 0.45
Graduation rate	$ 0.60
Fail Rate	$ 0.40
Franchise Fee	$ -
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 6 months and provide 1 closing

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

*Fails Close 1 deal in 4th Month

JTM Licensing Fee	$ -