JTM Office

Proforma Statements - Year Three

	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36	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	97,500	97,500	97,500	97,500	97,500	97,500	97,500	97,500	97,500	97,500	97,500	97,500	1,170,000
Franchise Fee	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Commission Exp	97,500	97,500	97,500	97,500	97,500	97,500	97,500	97,500	97,500	97,500	97,500	97,500	1,170,000
Company Dollar	97,500	97,500	97,500	97,500	97,500	97,500	97,500	97,500	97,500	97,500	97,500	97,500	1,170,000
Retained %	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
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	7,800	7,800	7,800	7,800	7,800	7,800	7,800	7,800	7,800	7,800	7,800	7,800	93,600
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	33,040	31,040	31,040	31,040	33,040	31,040	31,040	31,040	33,040	31,040	31,040	31,040	378,480
Net Income	64,460	66,460	66,460	66,460	64,460	66,460	66,460	66,460	64,460	66,460	66,460	66,460	791,520

Assumptions:	
GCI per Deal	$ 5,000.00
Agents Starting Split	50%
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 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	$ 200.00