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Your Business, Inc.

The Magic Formula

| Financial Information Measured In Dollars [Money] | | |
|------------------------------------------------------------|---------|-----------|
| The Source | | |
| Sales [To Customers] | | |
| Direct Costs [Variable = "Materials"] | (minus) | |
| Net Sales [Your Value = "Time"] | | |
| Overhead [Fixed] | (minus) | 60,000.00 |
| Net Income | * | |
| The Destination | | |
| Taxes | [20%] | |
| Owner / Banker | | 40,000.00 |
| Net Income | * | |

* This is the same number!

| Productive Units [Time] | |
|----------------------------------|--|
| Days | |
| Hours Each Day | |
| Billable Hours | |

| Rate Per Hour [Your Value / Billable Hours] | |
|---------------------------------------------|--|
|---------------------------------------------|--|