



MONEY MANAGEMENT BREAK EVEN BLUEPRINT

“I CAN SEE CLEARLY NOW
THE RAIN HAS GONE”

BREAKING EVEN

PROFIT AND LOSS STATEMENT (PNL)

	NAMES	INTERNET	UPG	LINES	BROUGHT ON	PAY	TAXES	PROFIT
1	Owner			8	1920		\$0	\$1,920
2	New person				0	450	54	-504
3	Trainee				0	90	10.8	-100.8
4					0		0	0
5					0		0	0
6					0		0	0
7					0		0	0
8					0		0	0
9					0		0	0
10					0		0	0
11					0		0	0
12					0		0	0
					0	0	0	0
	Cellphones				0	20	0	-20
	Office Internet				0	30	0	-30
	Adds/Add Posting (recruiting)				0	300	0	-300
	Office				0	300	0	-300
	Paycheck Invoice				0	50	0	-50
	Hotel/Entertainment				0	0	0	0
	Sterling(backgrounds)				0	50	0	-50
	Estream(ownerville)				0	75	0	-75
	Recruiter/Media				0	300	0	-300
	Herb Joy(Insurance)				0	55	0	-55
	Accounting Fee				0	37	0	-37
	HUB(Book Keeper)				0	115	0	-115
	Total	0	0	8	1920	\$1,872	\$65	-\$17

AVERAGE COSTS WEEKLY

AVERAGE COST OF A REP FULL WEEK W/TAX \$500

AVERAGE COST OF A TRAINEE/NEW START W/TAX \$100

ACCOUNTING FEE \$37.50 WEEKLY

HUB FEES \$115/WEEKLY

PAYROLL FEES \$75/WEEKLY

RECRUITING FEES \$250 WEEKLY

ADVERTISEMENT \$300 WEEKLY

OFFICE RENT \$300 WEEKLY

INTERNET/PHONE \$50 WEEKLY

- ▶ TOTAL WEEKLY EXPENSE WITH 1 FULLTIME REP/ 1 TRAINEE = \$1872
- ▶ BREAK EVEN $\$1872 / \$240 = 8$ NEW LINES W/ NEXT UP WEEKLY
- ▶ BREAK EVEN \$-17
- ▶ PROFIT LINE BEGINS ON ACTIVATED NEW LINES 9 AND UP

BLUEPRINT WEEK 1- PERSONAL CHALLENGE

STRATEGY

- BE A REP PUSHING THEIR 2ND WEEK FOR LEADERSHIP
- MINIMUM SALES 10 NEW LINES 10 NEXT UP
- STAFF YOUR STORE 7 DAYS SOLO/PRODUCE EVERYDAY

FINANCIAL BREAKDOWN

- 10 NEW LINE ACTIVATIONS BY OWNER = **\$2400**
 - SOLO OWNER PROFIT – WEEKLY COST = **\$463**
- OWNER PROFIT

	PROFIT AND LOSS STATEMENT (PNL)							
	NAMES	INTERNET	UPG	LINES	BROUGHT ON	PAY	TAXES	PROFIT
1	Owner			10	2400		\$0	\$2,400
2	New person				0	450	54	-504
3	Trainee				0	90	10.8	-100.8
4					0		0	0
5					0		0	0
6					0		0	0
7					0		0	0
8					0		0	0
9					0		0	0
10					0		0	0
11					0		0	0
12					0		0	0
					0	0	0	0
	Cellphones				0	20	0	-20
	Office Internet				0	30	0	-30
	Adds/Add Posting (recruiting)				0	300	0	-300
	Office				0	300	0	-300
	Paycheck Invoice				0	50	0	-50
	Hotel/Enterteinment				0	0	0	0
	Sterling(backgrounds)				0	50	0	-50
	Estream(ownerville)				0	75	0	-75
	Recruiter/Media				0	300	0	-300
	Herb Joy(Insurance)				0	55	0	-55
	Accounting Fee				0	37	0	-37
	HUB(Book Keeper)				0	115	0	-115
	Total	0	0	10	2400	\$1,872	\$65	\$463

BLUEPRINT WEEK 2 - DEVELOPMENT

STRATEGY

- MONDAY – THURSDAY DRIVE YOUR PERSONAL SALES MINIMUM 4-6 NEW LINES
- STAFF STORE 7 DAYS
- TRAIN 1 NEW REP
FRIDAY-MONDAY(FOLLOWING WEEK)
4 DAYS IN FIELD
- HAVE REP DO ALL SALES WITH THEIR SARA PLUS FOR THE FIRST 4 LINES
- ▶ GOALS FOR FRIDAY- SUNDAY 12 NEW LINES (3-5 NEW REP/6-4 OWNER)

FINANCIAL BREAKDOWN

- 12NEW LINE ACTIVATIONS 1/REP AND 1 OWNER = **\$3600**
- ADD 2 NEW STARTS COST = **\$200**
- TOTAL PROFIT – WEEKLY COSTS = **\$722**

PROFIT AND LOSS STATEMENT (PNL)

	NAMES	INTERNET	UPG	LINES	BROUGHT ON	PAY	TAXES	PROFIT
1	Owner			10	2400		\$0	\$2,400
2	In field Rep			2	480	450	54	-24
3	Trainee				0	90	10.8	-100.8
4	Trainee				0	90	10.8	-100.8
5	Trainee				0	90	10.8	-100.8
6					0		0	0
7					0		0	0
8					0		0	0
9					0		0	0
10					0		0	0
11					0		0	0
12					0		0	0
					0	0	0	0
	Cellphones				0	20	0	-20
	Office Internet				0	30	0	-30
	Adds/Add Posting (recruiting)				0	300	0	-300
	Office				0	300	0	-300
	Paycheck Invoice				0	50	0	-50
	Hotel/Enterteinment				0	0	0	0
	Sterling(backgrounds)				0	50	0	-50
	Estream(ownerville)				0	75	0	-75
	Recruiter/Media				0	300	0	-300
	Herb Joy(Insurance)				0	55	0	-55
	Accounting Fee				0	37	0	-37
	HUB(Book Keeper)				0	115	0	-115
	Total	0	0	12	2880	\$2,052	\$86	\$742

BLUEPRINT WEEK 3 - INVESTMENT

STRATEGY

- MONDAY WRAP UP FIELD TRAINING WITH 1ST NEW REP
- TUESDAY NEW REP OFF
- WEDNESY NEW REP IN FOR TRAINING (NO STAFFING)
 - PREPARE NEW REP FOR 1ST DAY SOLO
- THURSDAY LAUNCH NEW REP SOLO
- FRIDAY-SUNDAY SPLIT SHIFT 2 NEW REPS IN 2ND STORE
- ALL SALES DONE BY 2 NEW REPS UP TO 4 NEW LINES EACH
- GOAL FOR THE WEEK 20 NEW LINES

FINANCIAL BREAKDOWN

- 17 NEW LINE ACTIVATIONS BY REPS/OWNERS = **\$4080**
- 3 REPS IN TRAINING = **\$300**
- ADDITIONAL 2 30 HOUR REPS = **\$650**
- TOTAL PROFIT – REPS/EXPENSES = **\$1,382**
- **\$500 Saved**

PROFIT AND LOSS STATEMENT (PNL)

	NAMES	INTERNET	UPG	LINES	BROUGHT ON	PAY	TAXES	PROFIT
1	Owner			10	2400		\$0	\$2,400
2	In field Rep			5	1200	500	60	640
3	Trainee			2	480	450	54	-24
4	Trainee				0	90	10.8	-100.8
5	Trainee				0	90	10.8	-100.8
6	Trainee				0	90	10.8	-100.8
7					0		0	0
8					0		0	0
9					0		0	0
10					0		0	0
11					0		0	0
12					0		0	0
					0	0	0	0
	Cellphones				0	20	0	-20
	Office Internet				0	30	0	-30
	Adds/Add Posting (recruiting)				0	300	0	-300
	Office				0	300	0	-300
	Paycheck Invoice				0	50	0	-50
	Hotel/Enterteinment				0	0	0	0
	Sterling(backgrounds)				0	50	0	-50
	Estream(ownerville)				0	75	0	-75
	Recruiter/Media				0	300	0	-300
	Herb Joy(Insurance)				0	55	0	-55
	Accounting Fee				0	37	0	-37
	HUB(Book Keeper)				0	115	0	-115
	Total	0	0	17	4080	\$2,552	\$146	\$1,382

BLUEPRINT WEEK 4 - WHEELS IN MOTION

STRATEGY

- STAFFING 2 STORES
- LEAD FROM THE FRONT
- NEVER WORK ALONE/WORK WITH SOME ONE EVERY DAY
- SET GOALS FOR ALL REPS ON MONDAY
- STAFF STORES 7 DAYS 3 REPS + REP OWNER (4 REPS)
- MAXIMIZE PERFORMANCE
- GOALS FOR THE WEEK 25-30 NEW LINES
- PROMOTE 1ST LEADER
- TEAM NOT NEEDED
- 24 NEW LINE ACTIVATIONS BY REPS/OWNERS = \$5760
- 4 REPS IN TRAINING = \$400
- 2 ADDITIONAL FULL TIME REPS = \$1000
- SHOULD HAVE COMMISSIONS = \$500
- TOTAL PROFIT – REPS/EXPENSES = \$2737
- Saved \$2,000 Plus \$500 : \$2500 Owner paying themselves(\$700)

PROFIT AND LOSS STATEMENT (PNL)

	NAMES	INTERNET	UPG	LINES	BROUGHT ON	PAY	TAXES	PROFIT
1	Owner			10	2400		\$0	\$2,400
2	In field Rep			7	1680	700	84	896
3	Trainee			5	1200	500	54	696
4	Trainee			2	480	90	10.8	379.2
5	Trainee				0	90	10.8	-100.8
6	Trainee				0	90	10.8	-100.8
7	Trainee				0	90	10.8	-100.8
8					0		0	0
9					0		0	0
10					0		0	0
11					0		0	0
12					0		0	0
					0	0	0	0
	Cellphones				0	20	0	-20
	Office Internet				0	30	0	-30
	Adds/Add Posting (recruiting)				0	300	0	-300
	Office				0	300	0	-300
	Paycheck Invoice				0	50	0	-50
	Hotel/Entertainment				0	0	0	0
	Sterling(backgrounds)				0	50	0	-50
	Estream(ownerville)				0	75	0	-75
	Recruiter/Media				0	300	0	-300
	Herb Joy(Insurance)				0	55	0	-55
	Accounting Fee				0	37	0	-37
	HUB(Book Keeper)				0	115	0	-115
	Total	0	0	24	5760	\$2,842	\$181	\$2,737

BLUEPRINT WEEK 5 - OUT OF THE RUTT

STRATEGY

- RUN CONTESTS MONDAY – THURSDAY
- RUN CONTESTS FRIDAY - SUNDAY
- NEGOTIATE NEXT LEADER PROMOTIONS
- PROMOTE 2ND LEADER
- GOALS TO HIT 30-40 LINES AND STAFF 3RD LOCATION

▶ RINSE AND REPEAT WEEKS 2 AND 3

FINANCIAL BREAKDOWN

- 30 NEW LINE ACTIVATIONS BY REPS/OWNER = **\$7,200**
- 4 REPS IN TRAINING = **\$400**
- 3 ADDITIONAL FULL TIME REPS = **\$1500**
- SHOULD HAVE COMMISIONS = **\$800**
- TOTAL PROFIT – REPS/EXPENSES = **\$3,150**
- **Saved \$2450 plus \$2500 currently saved : \$4950**

	PROFIT AND LOSS STATEMENT (PNL)							
	NAMES	INTERNET	UPG	LINES	BROUGHT ON	PAY	TAXES	PROFIT
1	Owner			10	2400		\$0	\$2,400
2	Leader			7	1680	700	84	896
3	Leader			7	1680	700	84	896
4	In field Rep			5	1200	500	60	640
5	In field Rep			2	480	450	54	-24
6	Trainee			2	480	450	54	-24
7	Trainee				0	90	10.8	-100.8
8	Trainee				0	90	10.8	-100.8
9	Trainee				0	90	10.8	-100.8
10					0		0	0
11					0		0	0
12					0		0	0
					0	0	0	0
	Cellphones				0	20	0	-20
	Office Internet				0	30	0	-30
	Adds/Add Posting (recruiting)				0	300	0	-300
	Office				0	300	0	-300
	Paycheck Invoice				0	50	0	-50
	Hotel/Enterteinment				0	0	0	0
	Sterling(backgrounds)				0	50	0	-50
	Estream(ownerville)				0	75	0	-75
	Recruiter/Media				0	300	0	-300
	Herb Joy(Insurance)				0	55	0	-55
	Accounting Fee				0	37	0	-37
	HUB(Book Keeper)				0	115	0	-115
	Total	0	0	33	7920	\$4,402	\$368	\$3,150

BLUEPRINT WEEK 6 - GAS PETAL

STRATEGY

- PREPARE TO LAUNCH 4TH LOCATION
- RINSE AND REPEAT WEEKS 2 AND 3
- TEACH LEADERS HOW TO DO THE BLUEPRINT
- FOCUS ON LEADERSHIP DEVELOPMENT

FINANACIAL BREAKDOWN

- 45 NEW LINE ACTIVATIONS BY REPS/OWNER = **\$10,800**
- 6 REPS IN TRAINING = **\$600**
- 4 ADDITIONAL FULL TIME REPS = **\$2000**
- SHOULD HAVE COMMISSIONS = **\$1200**
- INCREASE AD BUDGET = **\$300**
- TOTAL PROFIT – REPS/EXPENSES = **\$4,612**

Saved 3912 + 4950 : **8862**

PROFIT AND LOSS STATEMENT (PNL)										
	NAMES	INTERNET	UPG	LINES	BROUGHT ON	PAY	TAXES	PROFIT	Personal	
1	Owner			10	2400	\$700	\$84	\$1,616	\$36,400	
2	Leader			7	1680	700	84	896		
3	Leader			7	1680	700	84	896		
4	Leader			7	1680	700	84	896		
5	In field Rep			5	1200	500	60	640		
6	In field Rep			5	1200	500	60	640		
7	In field Rep			2	480	450	54	-24		
8	In field Rep			2	480	450	54	-24		
9	In field Rep			2	480	450	54	-24		
10	Trainee				0	90	10.8	-100.8		
11	Trainee				0	90	10.8	-100.8		
12	Trainee				0	90	10.8	-100.8		
					0	0	0	0		
	Cellphones				0	20	0	-20		
	Office Internet				0	30	0	-30		
	Adds/Add Posting (recruiting)				0	350	0	-350		
	Office				0	300	0	-300		
	Paycheck Invoice				0	50	0	-50		
	Hotel/Enterteinment				0	0	0	0		
	Sterling(backgrounds)				0	50	0	-50		
	Estream(ownerville)				0	75	0	-75		
	Recruiter/Media				0	300	0	-300		
	Herb Joy(Insurance)				0	55	0	-55		
	Accounting Fee				0	37	0	-37		
	HUB(Book Keeper)				0	115	0	-115	Business	
	Total	0	0	47	11280	\$6,802	\$650	\$3,828	\$199,035	
				6.14285714					\$235,435	Total

10 Key Points & QUESTIONS?

The background of the slide features abstract, overlapping geometric shapes in various shades of blue, ranging from light sky blue to deep navy blue. These shapes are primarily located on the right side and bottom of the frame, creating a modern, dynamic aesthetic.

Link to (PNL)

https://docs.google.com/spreadsheets/d/1NydnQ5eC5SMYvrwfrhgUI_xQy9WW-2Uf/edit?usp=share_link&ouid=114507265237601803921&rtpof=true&sd=true