

60/40 Split Worksheet

Notes: Column 1 is retail product taken off your shelf that needs to be replenished. Column 2: Discounts or Free product given reduce your profit that you get to keep, so be careful. Column 4 is your state sales tax. I tax the full retail if I give a discount because you PRE-PAY sales tax to your state. Or give a lesser discount. Column 4 is the amount of money collected on product after you have giving discount. Column 5 is total cash from your sale including sales tax. Column 6 is 50% of column 1 to be able to order back the full retail taken off your shelf. Column 7 is recommended to pay for section 2 at 10% of retail. Column 8 is in savings to reinvest in your business, Column 9 & 10 can be other expenses and column 10 is your net profit to do with as you wish

60% to reinvest in business

	1	2	3	4	5	60% to reinvest in business		8	9	10
CUSTOMER NAME	Total Retail w/o tax & B4 Discount ¹	Any Discount or Free Product Given Retail \$	Sales Tax Column 1 Retail X state tax rate	Retail w/o tax W/Discount Column 1 - 2	Money Collected Columns 3 + 4	50% to Replenish W/ Product Column 1 X 50%	10% for Section 2 Business supplies Column 1 X 10%	Amount in your savings account to reinvest in biz. Column 3 + 6 + 7	EX. Loan Payback 5% of Column 4	Gross Profit Column
1. Suzie Q Example with a 15% discount	\$100	\$15	\$6.88	\$85	\$91.88	\$50	\$10	\$66.88	\$4.25	\$20.75
2. Suzie Q Example Without Discount	\$100	\$0	\$6.88	\$100	\$106.88	\$50	\$10	\$66.88	\$4.25	\$35.70
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These 2 = your 40%

