

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 can be other expenses and column 10 is your net profit to do with as you wish

# 60/40 Split Worksheet

60% to reinvest in business

	1	2	3	4	5	6	7	8	9	10
CUSTOMER NAME	Total Retail w/o tax & B4 Discount	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 5 - 8 - 9
1.										
2.										
3.										
4.										
5.										
6.										
7.										
8.										
9.										
10.										
11.										
12.										
13.										
14.										
15.										
16.										
17.										
18.										
19.										
20.										

60/40 split is before any discounts are given.

When you offer discounts you DO NOT MAKE 40%. Suggested split options are for Loan Payback if you borrowed to get started, other business expenses like postage, utility, workshops/education, Travel expense and to take an income.

