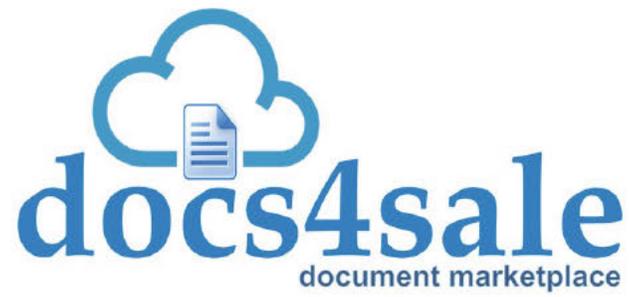
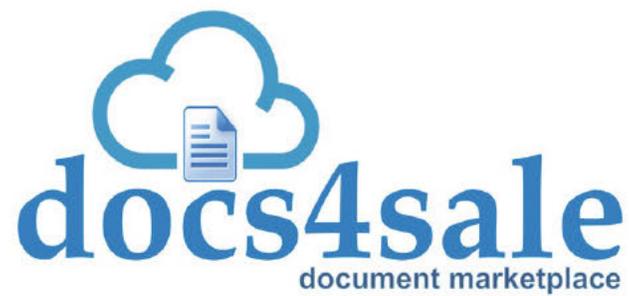


Business Plan for Used Cars Dealership

This Business Plan for a Used Car Dealership allows entrepreneurs or business owners to create a comprehensive and professional business plan. This template form allows a business to outline the company's objectives and detail both current company information as well as any past performance. Companies should include a complete market analysis in their plan to help showcase why their business strategy will be effective in the market. Future company plans, including production targets, management strategy, and financial forecasting, should be used to demonstrate and confirm that the company's short-term and long-term objective can and will be met. This model plan can be customized to best fit the unique needs of any entrepreneur or owner that is seeking to create a strong business plan.



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Confidentiality Agreement

The undersigned reader acknowledges that the information provided by **COMPANY NAME** in this business plan is confidential; therefore, reader agrees not to disclose it without the express written permission of **COMPANY NAME**.

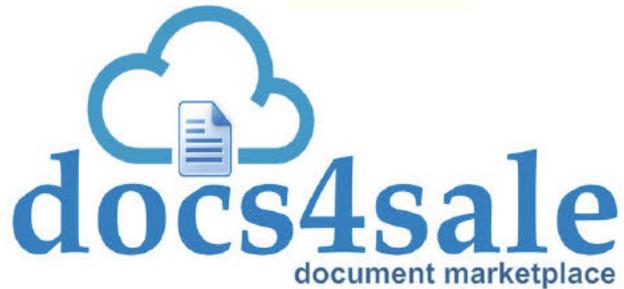
It is acknowledged by reader that information to be furnished in this business plan is in all respects confidential in nature, other than information which is in the public domain through other means and that any disclosure or use of same by reader may cause serious harm or damage to **COI**.

Upon request, this

Signature

Name (typed or printed)

Date



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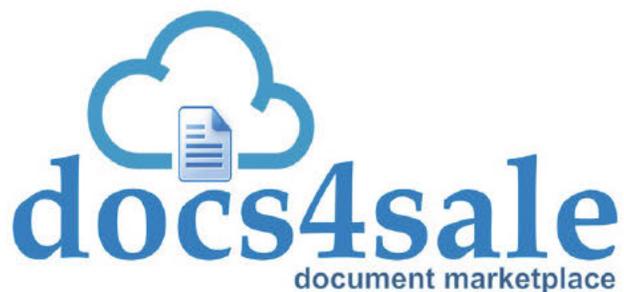
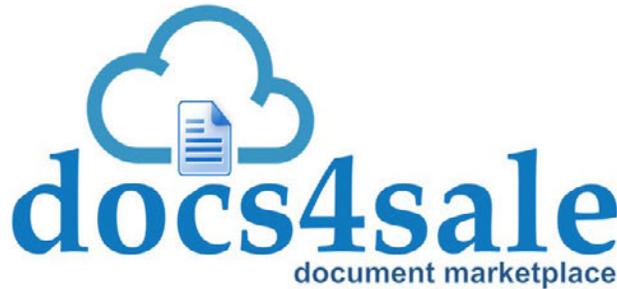
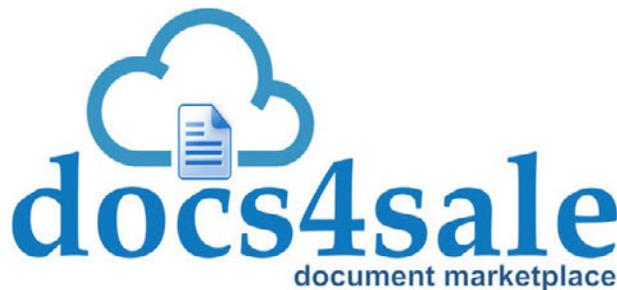


Table of Contents

1.0 Executive Summary.....	1
1.1 Objectives	2
1.2 Mission.....	2
1.3 Keys to Success.....	2
2.0 Company Summary.....	2
2.1 Company Ownership.....	2
2.2 Company iii	2
Table: Pa	3
3.0 Products ...	4
4.0 Market Ana	4
4.1 Market S	4
Table: Ma	5
4.2 Target M	5
4.3 Industry	6
4.3.1 Cor	6
5.0 Strategy ar	6
5.1 Competi	6
5.2 Marketir	6
5.3 Sales St	6
5.3.1 Sale	7
Table:	7
5.4 Mileston	9
Table: Mi	9
6.0 Manageme	9
6.1 Personn	10
Table: Pe	10
7.0 Financial P	10
7.1 Importar	10
7.2 Break-ev	10
Table: Bre	11
7.3 Projecte	12
Table: Pro	12
7.4 Projecte	15
Table: Ca	15
7.5 Projecte	17
Table: Ba	17
7.6 Busines	18
7.6 Busines	18
Table: Ra	18



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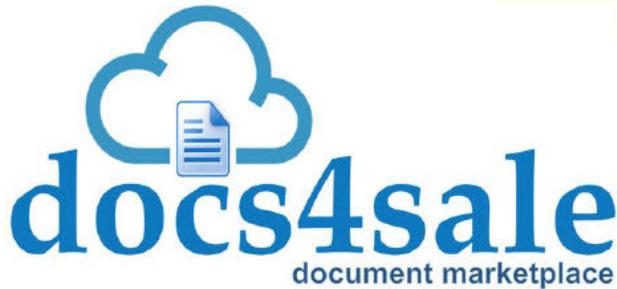
1.0 Executive Summary

There is a need in [INSERT TOWN] for a large selection of quality used cars, and COMPANY NAME will sell these top-quality used vehicles at a competitive price. COMPANY NAME will continue to develop its excellent working relationship with local dealers and auctions to bring the savings to the customer.

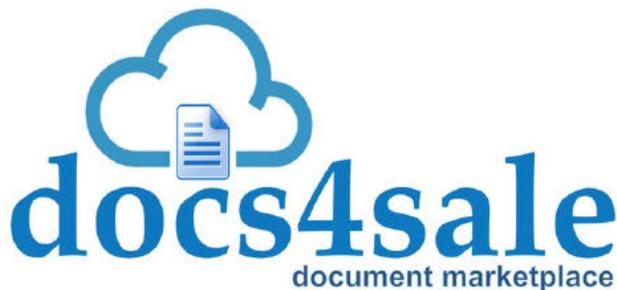
COMPANY NAME will be successful because the company offers something different; a pleasant car buying experience. COMPANY NAME will also selling a professional service and company est ng friends and family. The excellent team successful because of the

The purpose company's or

pany vehicle, increase the



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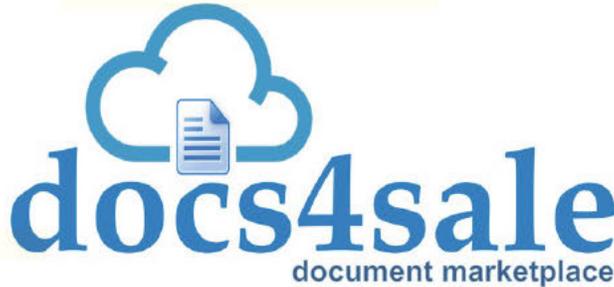
1.1 Objectives

1. 100% customer satisfaction, measured through repeat customers, referrals and surveys.
2. To achieve and surpass the industry average profit margin within the first two-years.
3. To achieve a respectable net profit by year two.

1.2 Mission

COMPANY NAME and the surrounding area under the name COMPANY NAME provide the customer with the best product.

COMPANY NAME will make sales. It will provide performance and growth for owners, employees and customers.



located in [INSERT COUNTY] and the surrounding area. Our goal is to provide customer satisfaction first, COMPANY NAME'S goal is to provide the best product to meet your transportation needs with a quality product.

Our goal is to make a profit by generating sales for our owners. Hard work and dedication are important for employees and customers.

1.3 Keys to Success

To succeed in business, you must:

- Have a competitive price.
- Maintain a competitive price.
- Ensure customer satisfaction.
- Create high quality products.

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quality, at a competitive price.

2.0 Company Summary

COMPANY NAME is a [INSERT] company located in [INSERT] the [INSERT] area.

Our goal is to provide customer experience for customers in the [INSERT] competitive price.

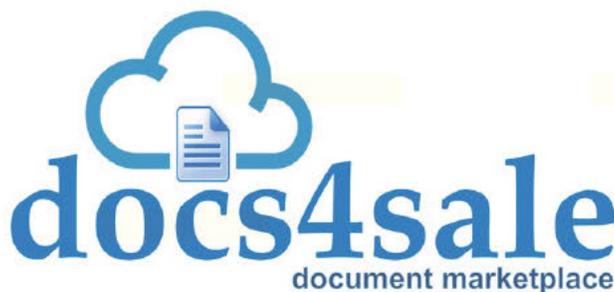
2.1 Company Ownership

COMPANY NAME is owned by [INSERT] and [INSERT].

2.2 Company History

COMPANY NAME was successfully established in [INSERT].

The company was founded by [INSERT].

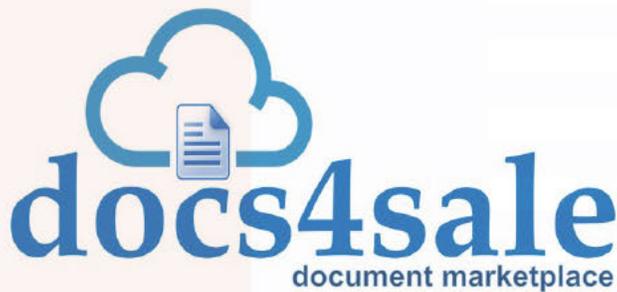


COMPANY NAME. The company has run as a [INSERT] car company in town.

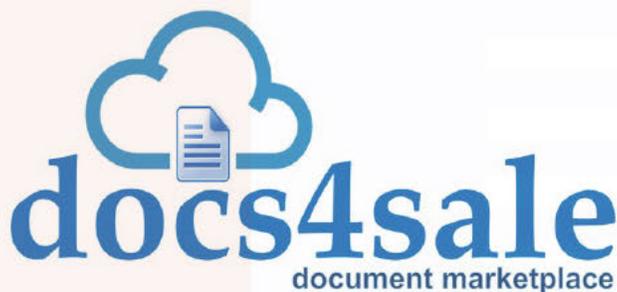
located [INSERT] [OWNER'S NAME].

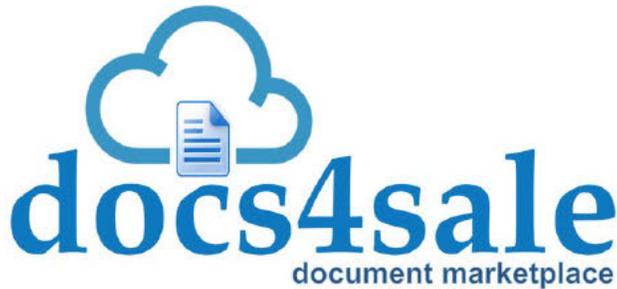
Table: Past Performance

Past Performance			
	FY 2008	FY 2009	FY 2010
Sales	\$1,547,015	\$1,418,248	\$1,207,862
Gross Margin	\$620,937	\$492,170	\$281,784
Gross Margin %	40.14%	34.70%	23.33%
Operating Expenses			\$290,929
Balance Sheet			
			FY 2010
Current Assets			
Cash			\$7,752
Other Current Assets			\$926,078
Total Current Assets			\$933,830
Long-term Assets			
Long-term Assets			\$108,640
Accumulated Depreciation			\$39,421
Total Long-term Assets			\$69,219
Total Assets			\$1,003,049
Current Liabilities			
Accounts Payable			\$0
Current Borrowings			\$0
Other Current Liabilities			\$0
Total Current Liabilities			\$0
Long-term Liabilities			
Total Liabilities			\$0
Paid-in Capital			
Retained Earnings			\$1,139,726
Earnings			(\$136,677)
Total Capital			\$1,003,049
Total Capital and Liabilities			\$1,003,049
Other Inputs			
Payment Days			0



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3.0 Products

COMPANY I
from well kno
widest select

spected vehicles wholesale
ck of vehicles, providing the

4.0 Market Analys

Almost every
market, there

cent success of the new car

The market
vehicles for n

s look to previously owned

New car sale
will get worse
through this s

008. And it looks like things
customers to help them get

4.1 Market Segme

COMPANY M

Students wil
flashy looks,
buy cars mor

l singles.

oup is concerned with price,
for less car. They will also

The **retired**
nicely equipp

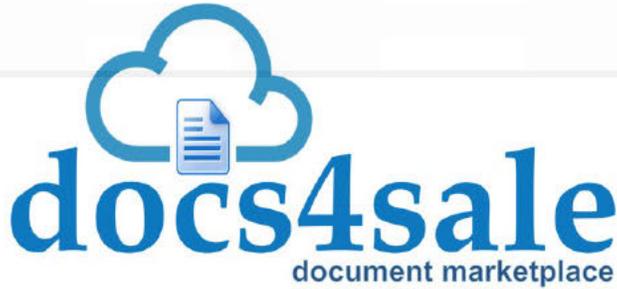
s group wants comfortable,

Families will focus on safe, practical vehicles. Something that will last for years, can fetch groceries, carry the kids, and perform long trips. Many will be on a budget, and price may be a big factor. They will shop around and educate themselves on vehicles, shopping for a specific make or model.

The last group is the **singles**. They are similar to the students in that they want flashy cool cars, but may be a working professional who can afford to pay more for a higher-quality vehicle.

Table: Market Analysis

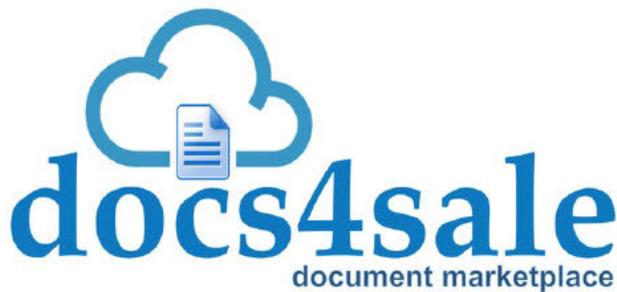
Market Analysis							
		2010	2011	2012	2013	2014	
Potential Customers	Growth						CAGR
Students	10%	45,000	49,500	54,450	59,895	65,885	10.00%
Retired Families	12%	60,000	67,200	75,264	84,296	94,412	12.00%
Singles						12,820	10.00%
Other						9,282	10.00%
Total						18,039	10.17%



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4.2 Target Market

COMPANY NAME
 low-end, low-
 COMPANY NAME
 potential repr



those most likely to purchase
 different needs and wants.
 every customer as a

4.3 Industry Analysis

- The used car sales industry is continuing to grow at or above population increases. Vehicles are the second largest purchase most consumers make, and more people are buying new and used vehicles than ever.
- Relatively good margins have resulted in some success in the local used car industry.

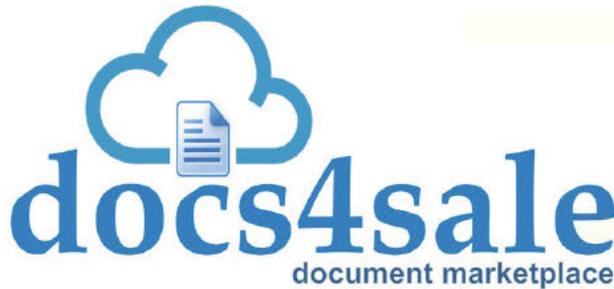
4.3.1 Competition and Buying Patterns

Used car dealerships are a major source of competition for [COMPANY NAME]. [COMPANY NAME] will provide excellent work

...isting as a result. The more employees of [COMPANY NAME] we hire, the more we can help up and ensure customer satisfaction. This company will build an

5.0 Strategy and Implementation

[COMPANY NAME] is located in [COUNTY] and



which is located in [INSERT]

The other competitors in the area are [COMPANY NAME] and [COMPANY NAME]. In the current market, [COMPANY NAME] is a local leader in customer satisfaction. Therefore, [COMPANY NAME] is in a position to generate additional

...as a local leader in customer satisfaction. Therefore, [COMPANY NAME] is in a position to generate additional

5.1 Competitive Edge

As previously mentioned, [COMPANY NAME] is a specialty in [COMPANY NAME]

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to the company's clients. Therefore, the company's

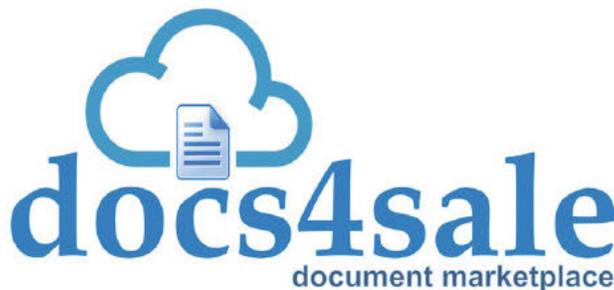
In the current market, the sales of [COMPANY NAME] transportation services are

g. As previously mentioned, [COMPANY NAME] is a specialty in [COMPANY NAME] and [COMPANY NAME] is a specialty in [COMPANY NAME]. Therefore, the company's

5.2 Marketing Strategy

Marketing programs will include:

- a.
- b.
- c.



5.3 Sales Strategy

Sales compensation will be a member of the sales team. Good performance

resources into training each salesperson. Salary based on commission. Customer satisfaction is sacrificed for sales. Customer

satisfaction will continue to be a top priority. All potential sales will be attended to in a timely fashion and long-term salesperson-customer relationships will take precedence over sales closure.

5.3.1 Sales Forecast

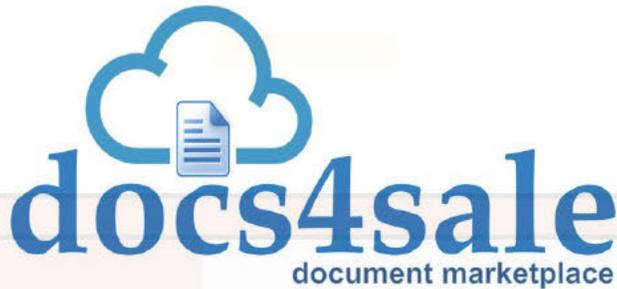
The following table and charts give a run-down on forecasted sales. COMPANY NAME expects sales to increase at a slow rate per month for each product in the first year. From June through September COMPANY NAME expects minimal growth due to the depressed economy. October through December COMPANY NAME expects decreased sales due to historical trends, and a depreciation in value based on less demand. February through August we expect increased sales growth again. In 2011 and 2012 COMPANY NAME expects solid steady sales growth as Integrity Auto Sales claims a larger market share. COMPANY NAME expects increased sales and a higher profit margin.

The risks involved in selling used cars tend to not be found and from selling

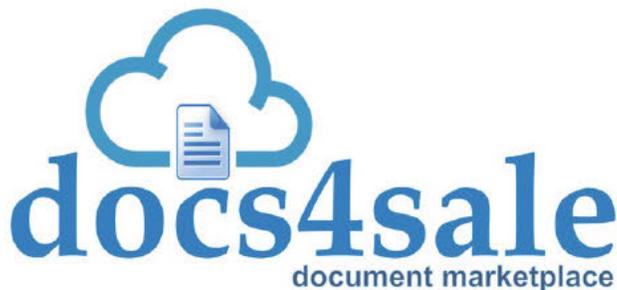
transportation. Older used cars tend to have a higher price, and car makers have been selling extended warranties

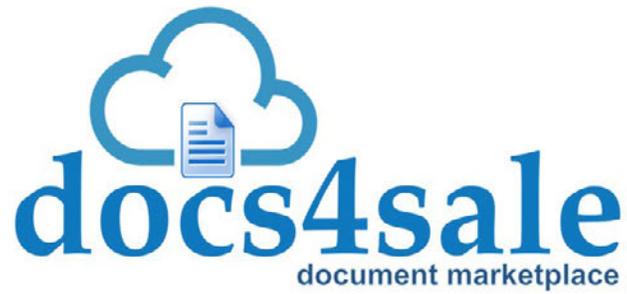
Table: Sales Forecast

Sales Forecast		FY 2013
Sales		
Low-end vehicles		\$306,655
Average vehicles		\$536,910
High-end vehicles		\$591,663
Loan sales		\$47,334
Warranty sales		\$7,938
Other/consignment		\$259,088
Total Sales		\$1,749,588
Direct Cost of Sales		FY 2013
Purchase of Vehicles		\$1,053,949
Delete		\$0
Subtotal Direct Cost		\$1,053,949

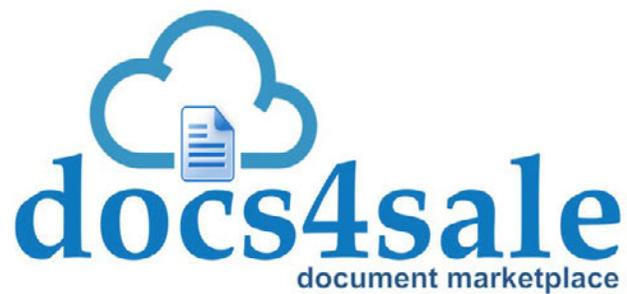


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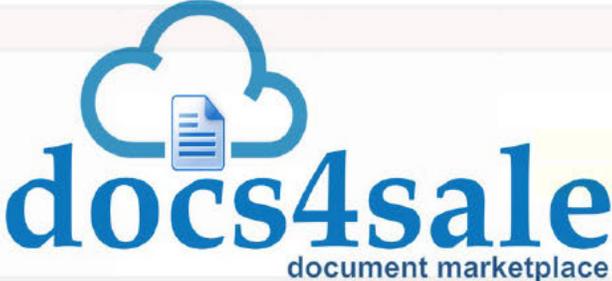


5.4 Milestones

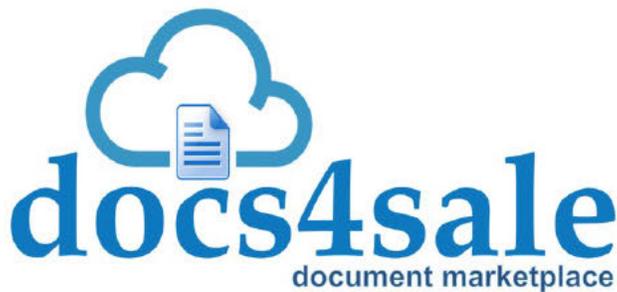
The accompanying table lists important program milestones with dates and budgets for each. The milestone schedule indicates our emphasis on planning for implementation.

What the table doesn't show is the commitment behind it. **COMPANY NAME** business plan includes complete provisions for plan-vs.-actual analysis, and the company will hold follow-up meetings every month to discuss the variance and course corrections.

Table: Milestones

Milestones			
Milestone Inventory New Staff Salary Totals			Department General Manager General Manager

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6.0 Management :

COMPANY I manage all b , , , and the sales manager will

Once the gross margin and cash flow will support it, **COMPANY NAME** will hire an additional salesman.

6.1 Personnel Plan

The personnel plan and monthly salary is included in the following table. Bonuses will be paid for monthly sales that exceed forecasted sales to all employees. As the business grows, additional salesmen will be added.

Table: Personnel

Personnel Plan		FY 2013
Owner/Manager		\$0
Sales Manager		\$33,418
Salesman		\$22,279
Total People		5
Total Payroll		\$55,697

7.0 Financial Plan

1. Growth
 2. Future m
 3. The com
- COMPAN

7.1 Important Assu

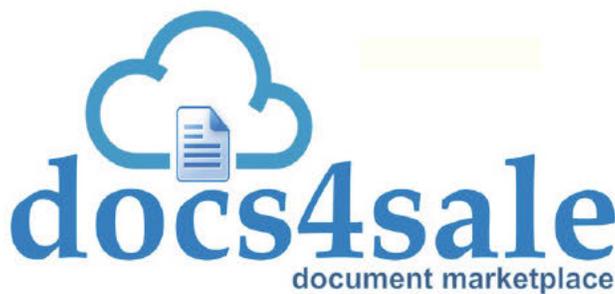
COMPANY N

The other as
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7.2 Break-even Ar

The following
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and customer satisfaction for

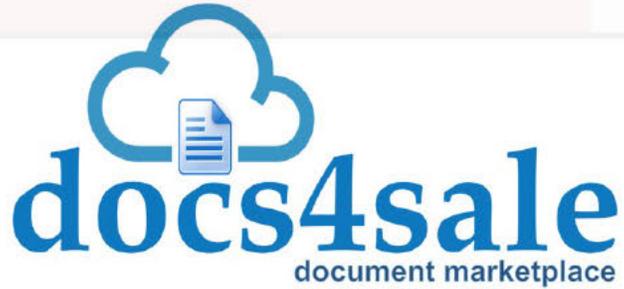
made.

v rates will have a positive

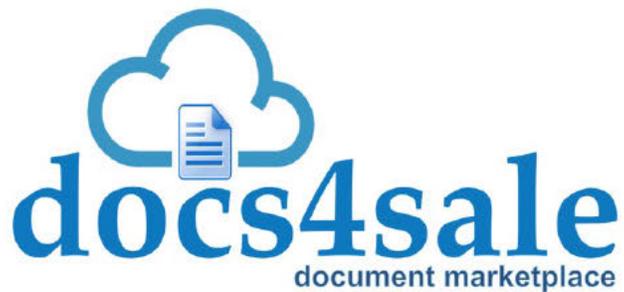
average per unit sold costs
nth, or sell in units, to break

Table: Break-even Analysis

<i>Break-even Analysis</i>	
Monthly Revenue Break-even	\$43,091
Assumptions:	
Average Percent	62%
Estimated Month	\$16,530



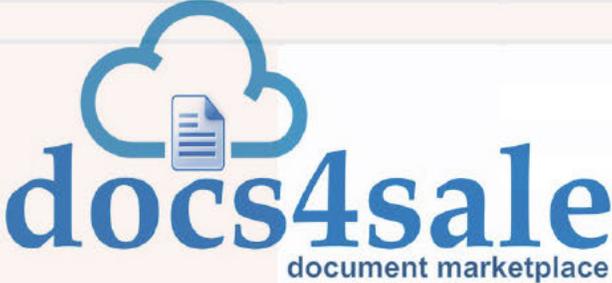
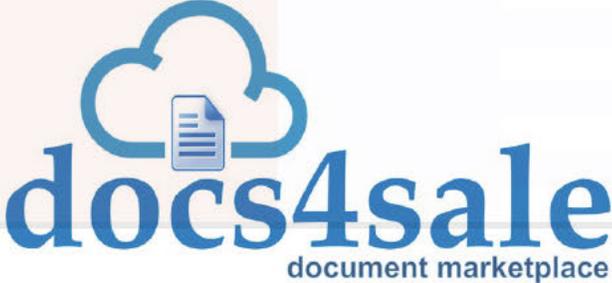
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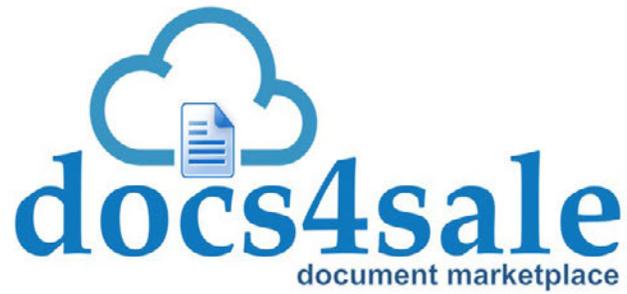


7.3 Projected Profit and Loss

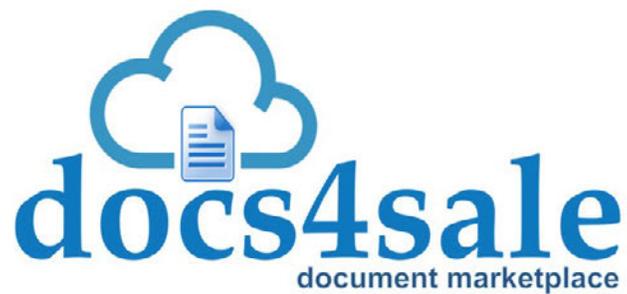
The key to increasing overall sales is to focus on acquiring vehicles at, or below, wholesale price. Operating, advertising and consulting costs will increase at a slower rate than sales and profit in the next three years. COMPANY NAME predicts a positive gross margin during 2011, increasing modestly to 2012. This optimistic projection is based on the sales strategy and market analysis. Projected sales will support continued operations, and final success will be based on actual sales and an increasing gross margin.

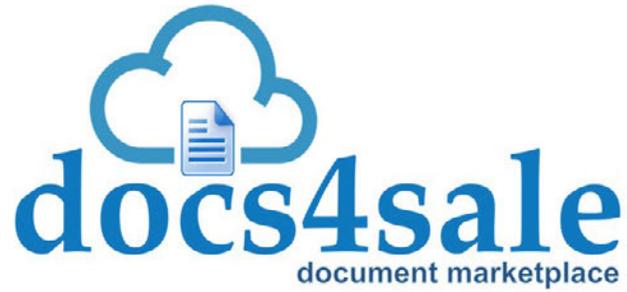
Table: Profit and L

Pro Forma Profit		FY 2013
Sales	 <p>DO NOT COPY COPYRIGHTED MATERIAL DOCS4SALE, INC. WWW.DOCS4SALE.COM</p> 	\$1,749,588
Direct Cost of Sale		\$1,053,949
Other Production		\$0
Total Cost of Sale		\$1,053,949
Gross Margin		\$695,639
Gross Margin %		39.76%
Expenses		
Payroll		\$55,697
Sales and Marke		\$0
Depreciation		\$600
Delete	\$0	
Office Operation	\$154,323	
Total Operating	\$210,620	
Profit Before Inte	\$485,019	
EBITDA	\$485,619	
Interest Expens	\$0	
Taxes Incurred	\$145,506	
Net Profit	\$339,513	
Net Profit/Sales	19.41%	

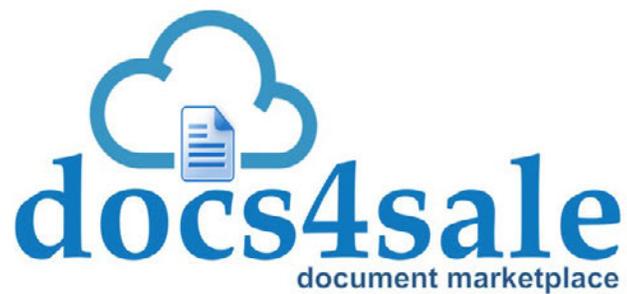


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7.4 Projected Cash Flow

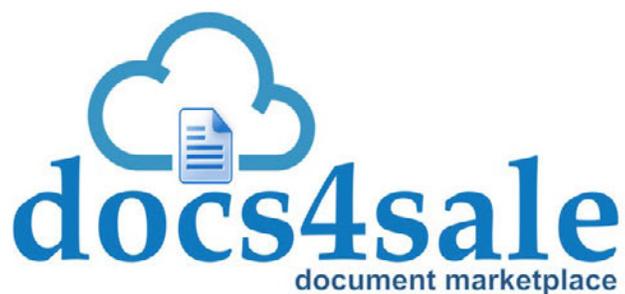
COMPANY NAME is positioning the company in the market as a medium risk concern with steady cash flows. All cash flow over 50% will be re-invested into the company with at least 10% of which will be invested in long-term assets. COMPANY NAME will reserve up to 5% for bonuses, sales awards, and professional training.

Table: Cash Flow

Pro Forma Cash		FY 2013	
Cash Received			
Cash from Operations			
Cash Sales		\$1,749,588	
Subtotal Cash from Operations		\$1,749,588	
Additional Cash			
Sales Tax, VAT, Etc.		\$0	
New Current Borrowings		\$0	
New Other Liabilities		\$0	
New Long-term Liabilities		\$0	
Sales of Other Current Assets		\$0	
Sales of Long-term Assets		\$0	
New Investment		\$0	
Subtotal Cash Received		\$1,749,588	
Expenditures			
Expenditures from Operations			
Cash Spending		\$55,697	
Bill Payments		\$1,350,126	
Subtotal Spent on Operations		\$1,405,823	
Additional Cash			
Sales Tax, VAT, Etc.		\$0	
Principal Repayments		\$0	
Other Liabilities		\$0	
Long-term Liabilities		\$0	
Purchase Other Current Assets		\$0	
Purchase Long-term Assets		\$0	
Dividends		\$0	
Subtotal Cash Spent		\$1,405,823	
Net Cash Flow	\$518,586	\$301,826	\$343,765
Cash Balance	\$526,338	\$828,164	\$1,171,929



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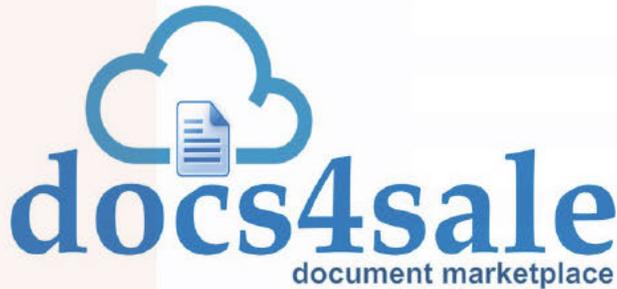


7.5 Projected Balance Sheet

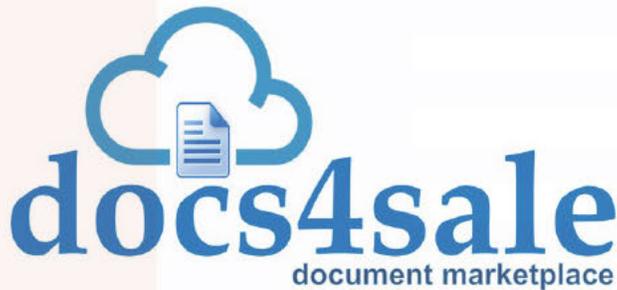
As you can see in the projected balance sheet, **COMPANY NAME** net worth will rise steadily each month and year. This is an increase in working capital and will fund future projects and expansion.

Table: Balance Sheet

Pro Forma Balance Sheet		FY 2013
Assets		
Current Assets		
Cash		\$1,171,929
Other Current Assets		\$1,076,078
Total Current Assets		\$2,248,007
Long-term Assets		
Long-term Assets		\$358,640
Accumulated Depreciation		\$40,921
Total Long-term Assets		\$317,719
Total Assets		\$2,565,726
Liabilities and Capital		
Current Liabilities		
Accounts Payable		\$111,269
Current Borrowings		\$0
Other Current Liabilities		\$0
Subtotal Current Liabilities		\$111,269
Long-term Liabilities		\$0
Total Liabilities		\$111,269
Paid-in Capital		\$500,000
Retained Earnings		\$1,614,944
Earnings		\$339,513
Total Capital		\$2,454,457
Total Liabilities and Capital		\$2,565,726
Net Worth		\$2,454,457



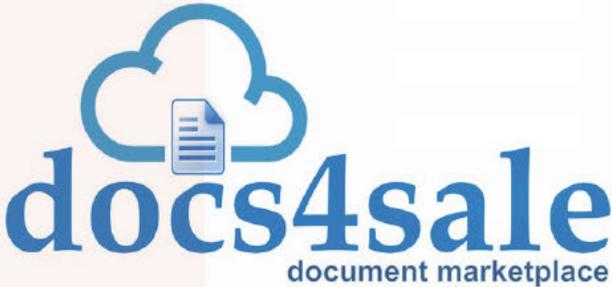
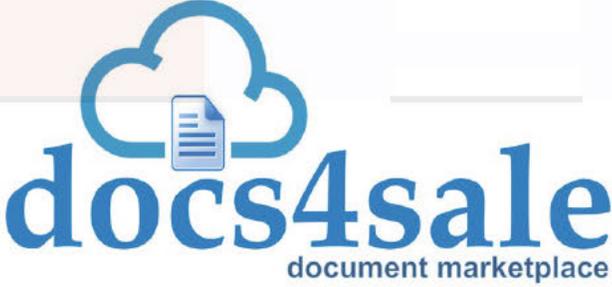
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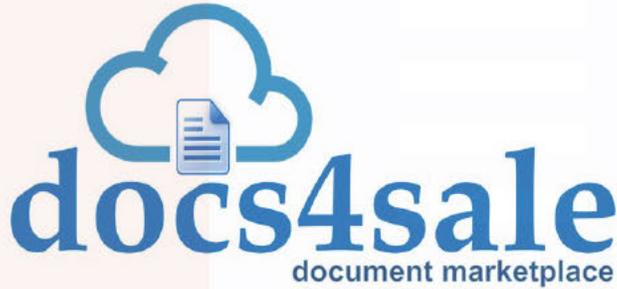
7.6 Business Ratios

Business ratios for the years of this plan are shown below. Industry profile ratios based on the Standard Industrial Classification (SIC) code 5521, (NAICS 441120) Used Car Dealers, are shown for comparison.

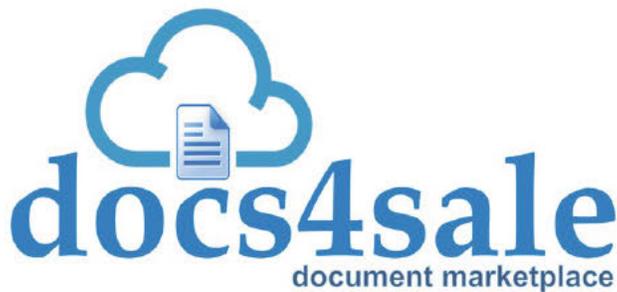
Table: Ratios

Ratio Analysis		Industry Profile
Sales Growth	 <p style="text-align: center;">DO NOT COPY COPYRIGHTED MATERIAL DOCS4SALE, INC. WWW.DOCS4SALE.COM</p> 	2.91%
Percent of Total Other Current Assets		28.07%
Total Current Assets		84.50%
Long-term Assets		15.50%
Total Assets		100.00%
Current Liabilities		38.53%
Long-term Liabilities		15.81%
Total Liabilities		54.34%
Net Worth		45.66%
Percent of Sales		100.00%
Gross Margin		19.38%
Selling, General & Administrative Expenses		6.40%
Advertising Expense		1.10%
Profit Before Interest		2.30%
Main Ratios		
Current	1.84	
Quick	0.80	
Total Debt to Total Assets	60.32%	
Pre-tax Return on Assets	17.42%	
Pre-tax Return on Equity	6.91%	

Additional Ratios	FY 2011	FY 2012	FY 2013	
Net Profit Margin	18.24%	18.90%	19.41%	n.a
Return on Equity	16.36%	15.03%	13.83%	n.a
Activity Ratios				
Accounts Payable Turnover	10.48	12.17	12.17	n.a
Payment Days				n.a
Total Asset Turn				n.a
Debt Ratios				
Debt to Net Worth				n.a
Current Liab. to				n.a
Liquidity Ratios				
Net Working Cap				n.a
Interest Coverag				n.a
Additional Ratios				
Assets to Sales				n.a
Current Debt/Tot				n.a
Acid Test				n.a
Sales/Net Worth				n.a
Dividend Payout				n.a



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Appendix

Table: Sales Forecast

Sales Forecast													
		Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Sales													
Low-end vehicles	0%	\$20,000	\$20,600	\$21,218	\$21,855	\$22,511	\$23,186	\$23,882	\$24,598	\$25,336	\$26,096	\$26,879	\$27,685
Average vehicles	0%	\$30,000	\$31,000	\$32,000	\$33,000	\$34,000	\$35,000	\$36,000	\$45,108	\$47,814	\$50,683	\$53,724	\$56,947
High-end vehicles	0%	\$30,000	\$32,000	\$34,000	\$36,000	\$38,000	\$40,000	\$42,000	\$48,174	\$51,546	\$55,154	\$59,015	\$63,146
Loan sales	0%	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400	\$3,854	\$4,124	\$4,413	\$4,722	\$5,053
Warranty sales	0%	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600
Other/consignments	0%	\$10,000	\$25,000	\$30,000	\$35,000	\$40,000	\$45,000	\$50,000	\$20,000	\$20,000	\$20,000	\$25,000	\$25,000
Total Sales		\$93,000	\$112,000	\$122,000	\$132,000	\$142,000	\$152,000	\$162,000	\$142,334	\$149,420	\$156,946	\$169,940	\$178,431
Direct Cost of Sales													
Purchase of Vehicles for Resale	0%	\$70,000	\$72,000	\$74,000	\$76,000	\$78,000	\$80,000	\$82,000	\$86,092	\$88,675	\$91,335	\$94,075	\$96,897
Delete	0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal Direct Cost of Sales		\$70,000	\$72,000	\$74,000	\$76,000	\$78,000	\$80,000	\$82,000	\$86,092	\$88,675	\$91,335	\$94,075	\$96,897



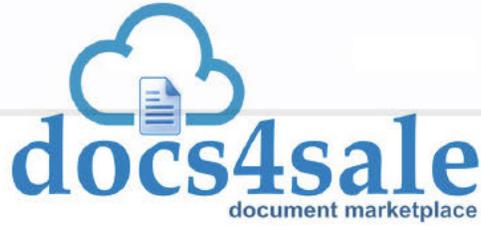
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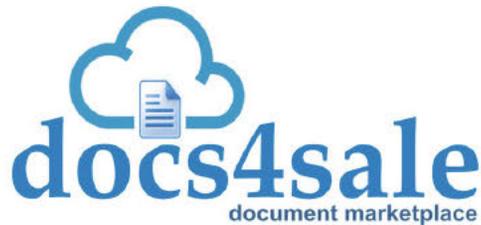
Appendix

Table: Personnel

Personnel Plan													
		Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Owner/Manager	0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales Manager	0%	\$2,625	\$2,625	\$2,625	\$2,625	\$2,625	\$2,625	\$2,625	\$2,625	\$2,625	\$2,625	\$2,625	\$2,625
Salesman	0%	\$1,750	\$1,750	\$1,750	\$1,750	\$1,750	\$1,750	\$1,750	\$1,750	\$1,750	\$1,750	\$1,750	\$1,750
Total People		2	2	2	2	2	2	2	2	3	3	3	3
Total Payroll		\$4,375	\$4,375	\$4,375	\$4,375	\$4,375	\$4,375	\$4,375	\$4,375	\$4,375	\$4,375	\$4,375	\$4,375



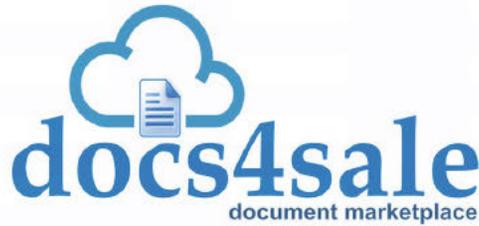
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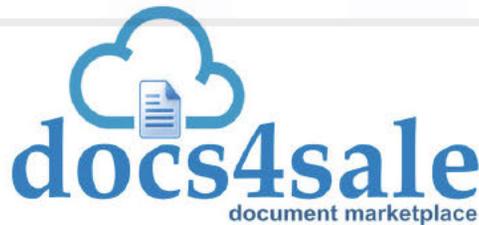
Appendix

Table: Profit and Loss

Pro Forma Profit and Loss												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Sales	\$93,000	\$112,668	\$117,621	\$122,876	\$123,455	\$119,375	\$125,661	\$142,334	\$149,420	\$156,946	\$169,940	\$178,431
Direct Cost of Sales	\$70,000	\$72,100	\$74,263	\$76,491	\$78,786	\$81,150	\$83,584	\$86,092	\$88,675	\$91,335	\$94,075	\$96,897
Other Production Expenses	\$0							\$0	\$0	\$0	\$0	\$0
Total Cost of Sales	\$70,000							\$86,092	\$88,675	\$91,335	\$94,075	\$96,897
Gross Margin	\$23,000							\$56,242	\$60,745	\$65,611	\$75,865	\$81,534
Gross Margin %	24.73%							39.51%	40.65%	41.80%	44.64%	45.69%
Expenses												
Payroll	\$4,375							\$4,375	\$4,375	\$4,375	\$4,375	\$4,375
Sales and Marketing and Other Expenses	\$0							\$0	\$0	\$0	\$0	\$0
Depreciation	\$100							\$0	\$0	\$100	\$0	\$0
Delete	\$0							\$0	\$0	\$0	\$0	\$0
Office Operations	\$12,122							\$12,122	\$12,122	\$12,122	\$12,122	\$12,122
Total Operating Expenses	\$16,597							\$16,497	\$16,497	\$16,597	\$16,497	\$16,497
Profit Before Interest and Taxes	\$6,403							\$39,745	\$44,248	\$49,014	\$59,368	\$65,037
EBITDA	\$6,503							\$39,745	\$44,248	\$49,114	\$59,368	\$65,037
Interest Expense	\$0							\$0	\$0	\$0	\$0	\$0
Taxes Incurred	\$1,921							\$11,924	\$13,274	\$14,704	\$17,810	\$19,511
Net Profit	\$4,482							\$27,822	\$30,974	\$34,310	\$41,558	\$45,526
Net Profit/Sales	4.82%							19.55%	20.73%	21.86%	24.45%	25.51%



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Appendix

Table: Cash Flow

<i>Pro Forma Cash Flow</i>												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Cash Received												
Cash from Operations												
Cash Sales	\$93,000						1	\$142,334	\$149,420	\$156,946	\$169,940	\$178,431
Subtotal Cash from Operations	\$93,000						1	\$142,334	\$149,420	\$156,946	\$169,940	\$178,431
Additional Cash Received												
Sales Tax, VAT, HST/GST Received	0.00% \$0						0	\$0	\$0	\$0	\$0	\$0
New Current Borrowing	\$0						0	\$0	\$0	\$0	\$0	\$0
New Other Liabilities (interest-free)	\$0						0	\$0	\$0	\$0	\$0	\$0
New Long-term Liabilities	\$0						0	\$0	\$0	\$0	\$0	\$0
Sales of Other Current Assets	\$0						0	\$0	\$0	\$0	\$0	\$0
Sales of Long-term Assets	\$0						0	\$0	\$0	\$0	\$0	\$0
New Investment Received	\$500,000						0	\$0	\$0	\$0	\$0	\$0
Subtotal Cash Received	\$593,000						1	\$142,334	\$149,420	\$156,946	\$169,940	\$178,431
Expenditures	Nov						y	Jun	Jul	Aug	Sep	Oct
Expenditures from Operations												
Cash Spending	\$4,375						5	\$4,375	\$4,375	\$4,375	\$4,375	\$4,375
Bill Payments	\$2,801						9	\$103,576	\$110,269	\$114,208	\$118,356	\$124,158
Subtotal Spent on Operations	\$7,176						4	\$107,951	\$114,644	\$118,583	\$122,731	\$128,533
Additional Cash Spent												
Sales Tax, VAT, HST/GST Paid Out	\$0						0	\$0	\$0	\$0	\$0	\$0
Principal Repayment of Current Borrowing	\$0						0	\$0	\$0	\$0	\$0	\$0
Other Liabilities Principal Repayment	\$0						0	\$0	\$0	\$0	\$0	\$0
Long-term Liabilities Principal Repayment	\$0						0	\$0	\$0	\$0	\$0	\$0
Purchase Other Current Assets	\$150,000						0	\$0	\$0	\$0	\$0	\$0
Purchase Long-term Assets	\$0						0	\$0	\$0	\$0	\$0	\$0
Dividends	\$0						0	\$0	\$0	\$0	\$0	\$0
Subtotal Cash Spent	\$157,176	\$88,665	\$345,918	\$98,922	\$101,985	\$103,749	\$104,284	\$107,951	\$114,644	\$118,583	\$122,731	\$128,533
Net Cash Flow	\$435,824	\$24,003	(\$228,297)	\$23,954	\$21,470	\$15,626	\$21,377	\$34,383	\$34,776	\$38,363	\$47,209	\$49,898
Cash Balance	\$443,576	\$467,579	\$239,282	\$263,236	\$284,706	\$300,332	\$321,709	\$356,092	\$390,868	\$429,231	\$476,440	\$526,338



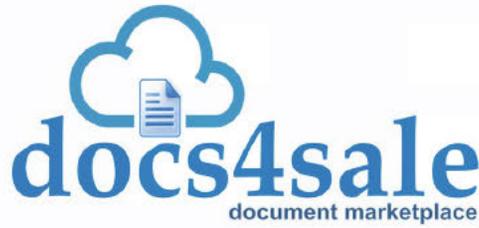
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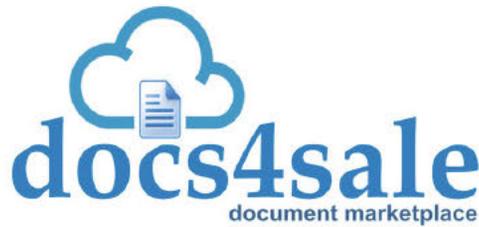
Appendix

Table: Balance Sheet

Pro Forma Balance Sheet														
	Starting Balances	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	
Assets														
Current Assets														
Cash	\$7,752	\$443,576	\$467,579	\$					\$56,092	\$390,868	\$429,231	\$476,440	\$526,338	
Other Current Assets	\$926,078	\$1,076,078	\$1,076,078	\$1,					\$76,078	\$1,076,078	\$1,076,078	\$1,076,078	\$1,076,078	
Total Current Assets	\$933,830	\$1,519,654	\$1,543,657	\$1,					\$132,170	\$1,466,946	\$1,505,309	\$1,552,518	\$1,602,416	
Long-term Assets														
Long-term Assets	\$108,640	\$108,640	\$108,640	\$					\$58,640	\$358,640	\$358,640	\$358,640	\$358,640	
Accumulated Depreciation	\$39,421	\$39,521	\$39,521						\$39,721	\$39,721	\$39,821	\$39,821	\$39,821	
Total Long-term Assets	\$69,219	\$69,119	\$69,119	\$					\$18,919	\$318,919	\$318,819	\$318,819	\$318,819	
Total Assets	\$1,003,049	\$1,588,773	\$1,612,776	\$1,					\$751,089	\$1,785,865	\$1,824,128	\$1,871,337	\$1,921,235	



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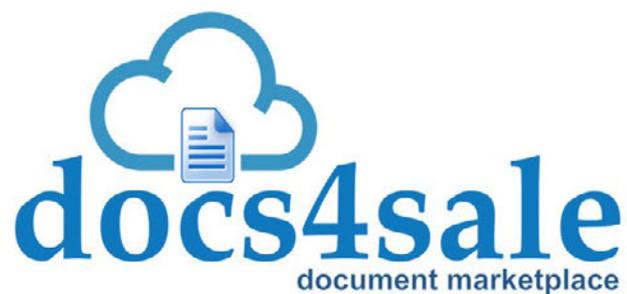
Appendix

	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Liabilities and Capital												
Current Liabilities												
Accounts Payable	\$0	\$81,241	\$88,395					106,466	\$110,269	\$114,222	\$119,874	\$124,246
Current Borrowing	\$0	\$0	\$0					\$0	\$0	\$0	\$0	\$0
Other Current Liabilities	\$0	\$0	\$0					\$0	\$0	\$0	\$0	\$0
Subtotal Current Liabilities	\$0	\$81,241	\$88,395					106,466	\$110,269	\$114,222	\$119,874	\$124,246
Long-term Liabilities	\$0	\$0	\$0					\$0	\$0	\$0	\$0	\$0
Total Liabilities	\$0	\$81,241	\$88,395					106,466	\$110,269	\$114,222	\$119,874	\$124,246
Paid-in Capital	\$0	\$500,000	\$500,000	\$				500,000	\$500,000	\$500,000	\$500,000	\$500,000
Retained Earnings	\$1,139,726	\$1,003,049	\$1,003,049	\$1,				003,049	\$1,003,049	\$1,003,049	\$1,003,049	\$1,003,049
Earnings	(\$136,677)	\$4,482	\$21,332					141,574	\$172,547	\$206,857	\$248,415	\$293,941
Total Capital	\$1,003,049	\$1,507,531	\$1,524,381	\$1,				344,623	\$1,675,596	\$1,709,906	\$1,751,464	\$1,796,990
Total Liabilities and Capital	\$1,003,049	\$1,588,773	\$1,612,776	\$1,				751,089	\$1,785,865	\$1,824,128	\$1,871,337	\$1,921,235
Net Worth	\$1,003,049	\$1,507,531	\$1,524,381	\$1,				344,623	\$1,675,596	\$1,709,906	\$1,751,464	\$1,796,989



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