

Where Does The Money Go?

PROFIT IS NOT A DIRTY WORD!

Tail=
Profits



Body=
Expenses



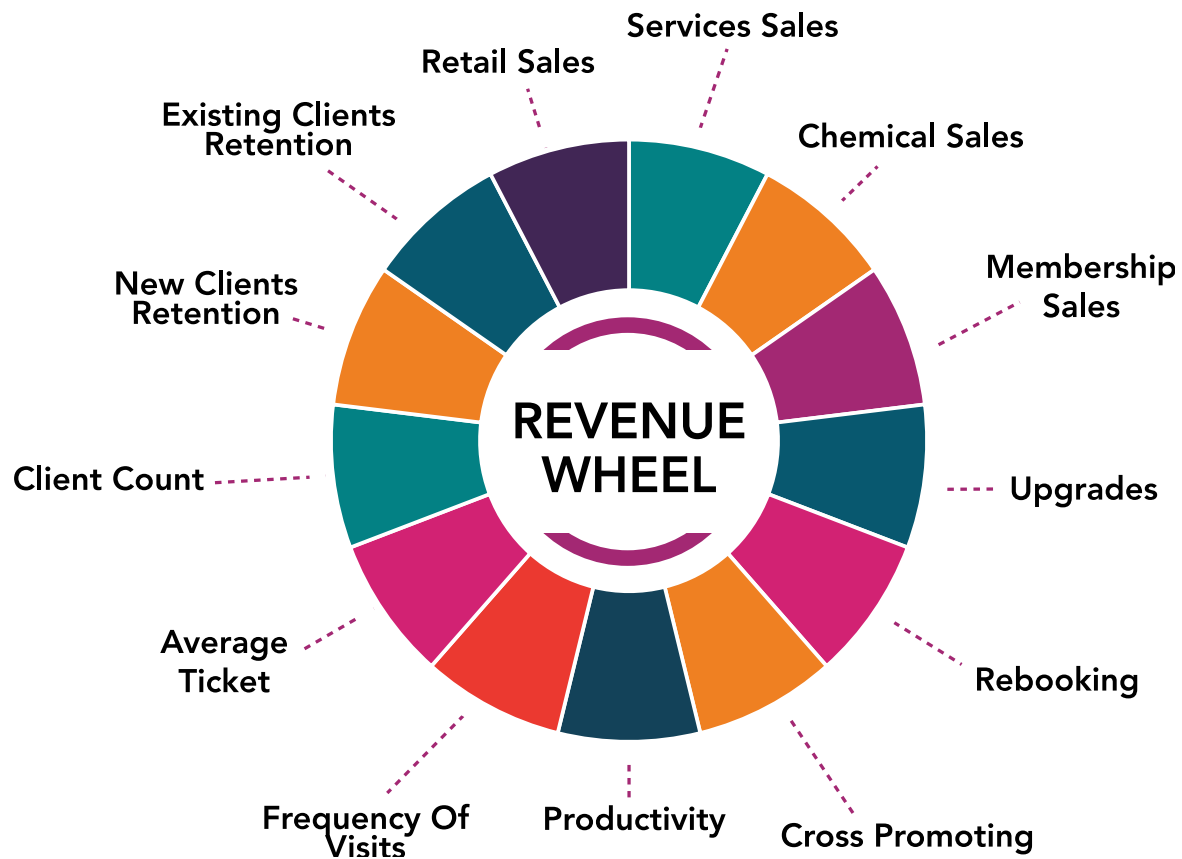
Head=
Income



What Do You Need to Produce:

- Gross services
- Gross retail
- Average service \$
- Average retail \$
- # Clients
- % Pre-booked
- Productivity

Where Does The Money Go?



Where Do You Need to Focus?

Actions to Take

- Fill in your personal budget sheet
- Work your revenue wheel daily!
- Track your successes daily
- Take time and strategically plan how everyone can play a part in having a profitable and thriving business for all