

My Company, PC
Expansion - Arizona vs. California
January through March 2016

	Arizona (HUB)		California		TOTAL	
	Jan - Mar 16	% of Income	Jan - Mar 16	% of Income	Jan - Mar 16	% of Income
Ordinary Income/Expense						
Income						
Commission Income	261,564.15	99.0%	62,455.00	100.0%	324,019.15	99.2%
Operating Income	2,700.00	1.0%	0.00	0.0%	2,700.00	0.8%
Total Income	264,264.15	100.0%	62,455.00	100.0%	326,719.15	100.0%
Cost of Goods Sold						
Commissions Paid Out	67,885.82	25.7%	11,744.73	18.8%	79,630.55	24.4%
Commission Reductions	7,253.00	2.7%	700.00	1.1%	7,953.00	2.4%
Total COGS	75,138.82	28.4%	12,444.73	19.9%	87,583.55	26.8%
Gross Profit	189,125.33	71.6%	50,010.27	80.1%	239,135.60	73.2%
Expense						
Salaries/Benefits	20,680.49	7.8%	5,434.40	8.7%	26,114.89	8.0%
Lead Generation	27,683.95	10.5%	1,046.60	1.7%	28,730.55	8.8%
Occupancy	1,275.00	0.5%	570.00	0.9%	1,845.00	0.6%
Communication/Technology	2,400.24	0.9%	0.00	0.0%	2,400.24	0.7%
Education/Dues	11,031.97	4.2%	4,090.86	6.6%	15,122.83	4.6%
Automobile	2,149.65	0.8%	0.00	0.0%	2,149.65	0.7%
Equipment/Furnishings	142.84	0.1%	0.00	0.0%	142.84	0.0%
Supplies/Office Expense	2,493.20	0.9%	0.00	0.0%	2,493.20	0.8%
Professional Services	2,415.00	0.9%	0.00	0.0%	2,415.00	0.7%
Total Expense	70,272.34	26.6%	11,141.86	17.8%	81,414.20	24.9%
Net Ordinary Income	118,852.99	45.0%	38,868.41	62.2%	157,721.40	48.3%
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