

Illustrated Properties LLC
3 Yr Projection - Delray Beach
06/12/18

Year Period:	1 1/1-12/31/18	2 1/1-12/31/19	3 1/1-12/31/20
REVENUE			
Sales Commission Income	\$1,243,898	\$1,281,215	\$1,319,652
Misc. Income	\$59,484	\$61,269	\$63,107
Total Sales	<u>\$1,303,382</u>	<u>\$1,342,484</u>	<u>\$1,382,758</u>
TOTAL REVENUE	\$1,303,382	\$1,342,484	\$1,382,758
 <u>Cost of Goods Sold</u>			
Sales Commission Exp	\$931,058	\$958,990	\$987,759
O/B Sales Comm. Exp	\$86,842	\$89,447	\$92,130
Total Cost of Goods Sold	<u>\$1,017,900</u>	<u>\$1,048,437</u>	<u>\$1,079,890</u>
GROSS PROFIT	\$285,483	\$294,047	\$302,869
 EXPENSES			
<u>Salaries & Wages</u>			
Employee Salary & Wages	\$22,008	\$22,668	\$23,348
Total Salaries & Wages	<u>\$22,008</u>	<u>\$22,668</u>	<u>\$23,348</u>
 <u>Advertising</u>			
Total Advertising	<u>\$21,570</u>	<u>\$22,217</u>	<u>\$22,883</u>
 <u>Office Expense</u>			
Total Office Expense	<u>\$54,052</u>	<u>\$55,674</u>	<u>\$57,344</u>
 <u>Administrative Expense</u>			
Total Admin. Expense	<u>\$150,866</u>	<u>\$155,392</u>	<u>\$160,054</u>
TOTAL EXPENSES	\$248,497	\$255,952	\$263,630
NET INCOME (LOSS)	<u>\$36,986</u>	<u>\$38,096</u>	<u>\$39,239</u>