



The Financials Worksheet



Category	How to Determine	Your Answer
The bare minimum	The minimum amount you need to survive	
Your income goal	The amount you'd like to make	
Estimated monthly expenses	The average amount you spend in one month	
Estimated yearly expenses	Multiply your monthly expenses by 12 and add in any expenses that occur only once per year	
Percentage of income you need to save for taxes	Ask your CPA or accountant for this number	
Average number of appointments per week	Select your ideal number and assume that at least 1 person will cancel per week	
Average number of appointments per year	Multiply your weekly average by the number of weeks you plan to work per year	

How to calculate...



Amount you need to earn per year, NOT accounting for taxes (state and federal)	GOAL + YEARLY OVERHEAD
Amount you need to earn per year, accounting for taxes	GOAL + YEARLY OVERHEAD X 1.3 (this is the number for a 30% tax bracket, which should be adjusted if you are in a different tax bracket)
Your ideal fee	AMOUNT YOU NEED TO EARN PER YEAR, ACCOUNTING FOR TAXES / YOUR AVERAGE NUMBER OF APPOINTMENT PER YEAR