

# WORKSHEET 12.3



Profit Potential: Assume 30 day lag from sale to revenue

Month	Activity	Revenue by Month
January	Hire, Train, Sell, Rev Rec	OTC or MRR
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		
January		

## Is this a Reasonable Scenario?

Map to Spreadsheet  
Provided in Your  
Phase 3 Team Folder

Over 12 months  
-Hire, Train, Sell, Manage

Then close xx? deals/month @ 12 months

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Investments: (GIVE?)

Half a Sales Rep

\$0 YOUR EXISTING SALES CAN SELL

Tech Education  
Opp Cost

\$

Marketing

\$