

Chapter 7:

WORKSHEET: Calculate Your Net Worth

<u>ASSETS</u>	<u>LIABILITIES</u>
CASH:	DEBTS:
_____ Checking Accounts	_____ Mortgage (s)
_____ Savings Accounts	_____ Other Loans
_____ Cash Value of Insurance	_____ Credit Card Balances
_____ Cash on Hand	_____ Medical Debts
_____ Other	_____ Personal Debts
_____ Total Cash	_____ Other
	_____ Total Liabilities
INVESTMENTS (Market value):	
_____ Certificates of Deposit	
_____ Stocks	
_____ Annuities	
_____ Bonds	
_____ IRAs	
_____ 401Ks	
_____ Other	
_____ Total Investments	

REAL ESTATE/PROPERTY (Market value):	
_____ Home(s)	
_____ Land	
_____ Other	
_____ Total Real Estate Value	
PERSONAL PROPERTY:	
_____ Autos/Boats	
_____ Furnishings/Collections/ Jewels	<u>CALCULATE</u>
_____ Other	
_____ Total Property Value	_____ TOTAL ASSETS –
	_____ <u>TOTAL LIABILITIES</u>
_____ Total Cash +	
_____ Total Investments +	_____ YOUR NET WORTH
_____ Total Real Estate +	
_____ <u>Total Personal Property</u>	
= _____ TOTAL ASSETS	

CHAPTER 7:

WORKSHEET: Lender Comparison

Use the chart below to provide a single-glance assessment of your borrowing options.

	LENDER #1	LENDER #2	LENDER #3	LENDER #4
LOAN OR LINE OF CREDIT?				
AMOUNT AVAILABLE				
TERM				
FEES				
INTEREST RATE				
FIXED OR ADJUSTABLE?				
COLLATERAL				
DOWNPAYMENT?				

Want to learn more about potential funding sources for franchising?

Let's talk about it.

E-mail me at _____ or call _____.

Pete Gilfillan

Franchise Consultant and Author of *HIRE YOURSELF*

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SAMPLE: Financial Pro Forma

A financial pro forma is a living document, and a great mystery to many a first-time business owner. In essence, this document is the most accurate *projection* you can create of the costs and revenues of your proposed business. The numbers you'll rely on to create this document should come from reliable sources—primarily the Franchise Disclosure Document and the information you gather during your validation calls. On rare occasions, I've encountered franchisees who are willing to share an existing pro forma with a prospective franchisee, but in most cases, you'll be expected to create your own.

The level of detail required for a pro forma varies widely, and the form it takes differs from one industry to the next. Below you'll find a sample of a basic and functional 6-month pro forma to get you started. As you fine-tune your understanding of the business you are exploring, I encourage you to add more detail, including an indication of how revenue is calculated and what actual expenses are relevant to your candidate franchise.

	MONTH 1	MONTH 2	MONTH 3	MONTH 4	MONTH 5	MONTH 6
Total Revenue						
Expenses:						
--Supplies						
--Lease						
--Utilities						
--Payroll						
--Royalty						
--Marketing						
--Taxes						

--Insurance						

Total Expenses						
Total Revenue - <u>Total Expenses</u> = Net Income						

Want to learn more about creating a financial pro forma?

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