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In-Class Reflection Exercise

Please take a few moments to think through and write down your answers to the following questions:

Why am I here?
What do I see as my greatest financial challenge?

Starting Point: Monthly Profit & Loss

Revenue (gross income)

- Expenses (cost)

Profit or Loss (net income)

Determining Average Monthly Expenses

Using the tool you find most comfortable (app / software, spreadsheet, pen(cil) and paper)...

- 1. Gather 6 months of statements from ALL accounts.
- 2. Review categories list and cross out any that don't apply.
- 3. Record the individual amounts spent in each category.
 - Start with the first category. Go through all 6 months of statements and record (on a separate sheet) the amount from every time you spent in that category. Cross out the transaction on your statement as you record it.
 - Add up the total, write it down, and divide by 6 to calculate the average monthly amount you spent in that category.
 - Write that number next to the category name.
 - Continue this process until you have a number next to every category you did not cross out.
- 4. Calculate the total and average for each category.
- 5. Total all categories to determine your average monthly expenses.

Remember!

- Go through each transaction.
- There are no shortcuts.
- This is the most important work you will do in this process.

Determining Average Monthly Revenue

Non-Industry (past 6 months)

- 1. Cross out any categories that don't apply
- 2. Review bank statements and/or check stubs
- 3. Calculate total earned per source
- 4. Divide by 6
- 5. Record average monthly amount per source

Industry (past 5 years)

- Review tax returns and/or bank statements
- Record total industry earnings for each year

Categories & Expenses List

These categories and expenses are suggestions. You should feel free to personalize and/or add titles as makes sense for you.

BUSINESS COSTS: Parking / Tolls (Business) Accompanist Accountant / Bookeeper Passport Photo Shoot / Attorney / Legal Fees Reproduction / Lithos PO Box / Safe Deposit / \$ Books / Scripts / Music Storage \$ Professional Registries Business Bank Fees **Business Interest** Casting Business Cards / Props Stationery / Postcards **Business Gifts** Publicist **Business License Business License** Rental Theatre Space / Commissions (Agent) Rehearsal Hall Resume Service & Commissions (Manager) Reproduction Costume Repair / \$ Sides Cleaning / Maintenance \$ Software Demo (Audio, Video) \$ Travel (Business) Dining (Business) Uniforms / Dues (Unions / \$ Professional Societies) Professional Costumes Web Site / Equipment (Purchase / Rental) Domain Web Hosting Equipment (Maintenance) Graphic Design Instrument Tuning TOTAL = \$

Debt:			
Credit Card Minimum #1	\$	Taxes	\$
Credit Card Minimum #2	\$		\$
Credit Card Minimum #3	\$		\$
Credit Card Minimum #4	\$		\$
Personal Loans	\$		
Second Morgage	\$		
Student Loan	\$	TOTAL = \$	
Education / Professional D	evelopment		
Books / Scripts	\$	Subscriptions (Trade Publications)	\$
Classes / Workshops / Seminars	\$		\$
Coaching	\$		\$
Research (Tickets, Movies, etc.)	\$		\$
School Tuition	\$	TOTAL = \$	
Food			
Food Coffee	\$		\$
	\$		\$
Coffee	\$ \$		\$
Coffee Dining Out	\$ \$ \$		\$
Coffee Dining Out Groceries	\$ \$ \$ \$	TOTAL = \$	\$ \$
Coffee Dining Out Groceries Snacks	\$ \$ \$ \$	TOTAL = \$	\$ \$
Coffee Dining Out Groceries Snacks Takeout Delivery Health / Beauty	\$ \$ \$ \$ \$	TOTAL = \$ Prescriptions	\$ \$ \$
Coffee Dining Out Groceries Snacks Takeout Delivery Health / Beauty	\$ \$ \$ \$ \$ \$ \$		\$ \$ \$
Coffee Dining Out Groceries Snacks Takeout Delivery Health / Beauty Acupuncture / Chiropractor	₫	Prescriptions	\$ \$ \$ \$ \$ \$ \$
Coffee Dining Out Groceries Snacks Takeout Delivery Health / Beauty Acupuncture / Chiropractor Beauty	\$	Prescriptions Psychotherapy	\$ \$ \$ \$ \$ \$ \$ \$ \$
Coffee Dining Out Groceries Snacks Takeout Delivery Health / Beauty Acupuncture / Chiropractor Beauty Dental	\$	Prescriptions Psychotherapy	\$ \$
Coffee Dining Out Groceries Snacks Takeout Delivery Health / Beauty Acupuncture / Chiropractor Beauty Dental Fitness	\$	Prescriptions Psychotherapy	\$
Coffee Dining Out Groceries Snacks Takeout Delivery Health / Beauty Acupuncture / Chiropractor Beauty Dental Fitness Massage	\$	Prescriptions Psychotherapy	\$ \$ \$

Insurance		
Earthquake	\$ Umbrella	\$
Homeowner	\$	\$
Life	\$	\$
Medical	\$	\$
Renters	\$	
	TOTAL = \$	
Living		
Alimony / Child Support	\$ Housekeeping / Laundry	\$
Amazon	\$ Netflix / Hulu	\$
Babysitting	\$ Pets	\$
Bank Fees	\$ Property Tax	\$
Cash	\$ Rent / Mortgage / Condo Fees	\$
Clothing	\$ Storage	\$
Entertainment / Recreation	\$	\$
Furniture / Appliances	\$	\$
Gardener	\$	\$
Gifts Household Repairs /	\$ TOTAL - ¢	
Maintenence	\$ TOTAL = \$	
Office Expense		
Batteries	\$ Printer Supplies (Ink, paper, Toner, etc.)	\$
Copy Service	\$ 	\$
Fax Service	\$	\$
Office Supplies	\$	\$
Postage / Courier	\$ TOTAL = \$	

Telephone / Utilities		
Burglar Alarm	\$ Phone (Landline)	\$
Cable / Satellite	\$ Voicemail	\$
Cell Phone	\$ Water / Sewer / Garbage	\$
Electric	\$	\$
Fax	\$	\$
Gas Bills	\$	\$
Internet	\$ TOTAL = \$	
Transportation		
Bus / Subway	\$ Repair	\$
Car Loan / Lease	\$ Taxi / Car Service	\$
Gasoline	\$	\$
Insurance	\$	\$
Parking / Tolls	\$	\$
	TOTAL = \$	
Travel		
Airfare	\$	\$
Lodging	\$	\$
Transportation (Car Rental, Taxi, Bus, Parking, Tolls, etc.)	\$	\$
Parking, Tolls, etc.)	TOTAL = \$	
Wealth Building		
Savings / Investments	\$ Donations / Charitable Giving	\$
	TOTAL = \$	

Revenue Worksheet

Use this worksheet to compute your average current monthly income. Feel free to personalize and/or add titles as makes sense for you.

Non-Industry Income (past 6+ months)

Sideline Employment Source #1	\$
Sideline Employment Source #2	\$
Unemployment Insurance Benefits	\$
Residuals / Royalties	\$
Food Stamps / SNAP	\$
Public Assistance	\$
State Disability	\$
Social Security / SSD	\$
Supplemental Security Income	\$
Pension	\$
Worker's Compensation	\$
Alimony / Child Support (Received)	\$
Spouse / Family Support	\$
Interest / Investment Income	\$
Other	\$
Other	\$
Other	\$

Average Total Monthly Income = \$

Industry (past 5 years)

Year 1:	\$
Year 2:	\$
Year 3:	\$
Year 4:	\$
Year 5:	\$

My Commitment Please use this space to record your own statement(s) of commitment.

"Unless a commitment is made, there are only promises and hopes; but no plans."

—Peter F. Drucker