

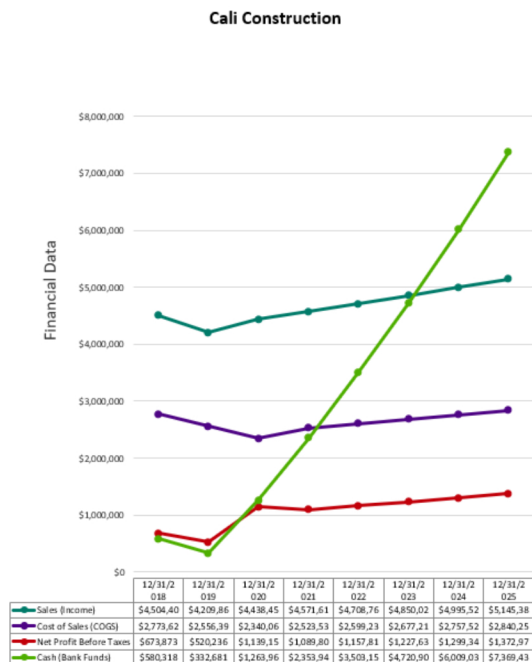


## HOW TO PRESENT THE PROJECTIONS REPORT

The Projections report is a tool used to extend your service offerings and plans. There are many features of the Projections report, which allow for you to create hypothetical business strategies that can positively affect financial conditions in both the short-term and long term. Identifying these tactics and working through scenarios will allow you to develop a deeper connection with your clients.

### PRESENTING TIPS:

- Discuss where to be rigid in budgeting, and where there is leniency
- Create a start-up plan or budget expansion using the “what-if” capabilities and cash-flow analysis
- Work with an expanding portfolio, and model out future asset purchases
- Produce monthly or quarterly reports to continue face time with your client(s)
- Bookend the year with a before and after of the company’s trajectory
- Plan the next steps for the company, whether it be an exit strategy or succession planning



### Projection Control Panel

Projection Type	Projection Dials	Account Projections	Formatting	Log A Purchase
Sales Growth (Annual)	<input type="text" value="3"/> %	Industry Averages		14.16%
Gross Profit Margin	<input type="text" value="44.80"/> %			42.54%
Gross Profit	<input type="text" value="\$ 2,048,082"/>			
Overhead Growth (Annual)	<input type="text" value="-0.67"/> %			
Net Profit Before Taxes	<input type="text" value="\$ 1,089,805"/>			
Accounts Receivable Days	<input type="text" value="30.3"/> days			61.99 days
Accounts Payable Days	<input type="text" value="14.3"/> days			25.02 days
Inventory Days	<input type="text" value="75.7"/> days			2.00 days
<input type="button" value="Start Over"/>		<input type="button" value="Ok"/>		

### About ProfitCents:

ProfitCents is a financial information company that provides accounting, risk management, financial analysis and business valuation technology solutions to financial services firms and financial institutions. Our mission is to make complicated financial information easier to understand and analyze. Thousands of accounting firms, banks, credit unions, valuation firms and private companies use our applications and information to analyze private-company performance, determine the value of businesses, understand industry trends and assess the credit risk of borrowers. ProfitCents provides the largest real-time database of private-company financial statement information in the United States.

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