
Annual Business Plan Worksheet

Dr. Sample

$$\frac{\$350,000}{\text{Net Compensation}} \text{ /yr} + \frac{\$700,000}{\text{Annual Overhead}} \text{ /yr} = \frac{\$1,050,000}{\text{Net Collections}} \text{ /yr}$$

$$\frac{\$1,050,000}{\text{Net Collections}} \text{ /yr} \times \frac{1\%}{\text{Collection Shortfall \%}} \text{ /yr} = \frac{\$10,500}{\text{Annual Collection Shortfall}} \text{ /yr}$$

$$\frac{\$1,050,000}{\text{Net Collections}} \text{ /yr} + \frac{\$10,500}{\text{Annual Collection Shortfall}} \text{ /yr} = \frac{\$1,060,500}{\text{Annual Net Production}} \text{ /yr}$$

$$\frac{\$1,060,500}{\text{Annual Net Production}} \text{ /yr} + \frac{\$100,000}{\text{Estimated Production Adjustments}} \text{ /yr} = \frac{\$1,160,500}{\text{Annual Gross Production}} \text{ /yr}$$

$$\frac{\$1,160,500}{\text{Annual Gross Production}} \text{ /yr} \div \frac{175}{\text{Total Days Worked/Year}} \text{ days/yr} = \frac{\$6,631}{\text{Gross Production Objective}} \text{ /day}$$

$$\frac{\$6,631}{\text{Gross Production Objective}} \text{ /day} - \frac{\$5,487}{\text{Current Daily Average}} \text{ /day} = \frac{\$1,144}{\text{Current Difference}} \text{ /day}$$