

Gross Margin + Gross Profit Worksheet

Business Name: _____

Product/Service Name (What): _____

Designed for IDEAL Client Name (Who): _____

| | | |
|----------|--------------------|-----------|
| A | Sale Price: | \$ |
|----------|--------------------|-----------|

| | Costs of Sale or Goods (COS) - Description | Cost |
|-------------|---|-------------|
| COS1 | | Cost - \$ |
| COS2 | | Cost - \$ |
| COS3 | | Cost - \$ |
| COS4 | | Cost - \$ |
| COS5 | | Cost - \$ |
| COS6 | | Cost - \$ |
| COS7 | | Cost - \$ |

| | | |
|----------|---|-----------|
| B | Total Costs of Sale or Goods (COS1 + COS2 + COS3 + COS4 etc) | \$ |
|----------|---|-----------|

| | | |
|----------|-----------------------------|-----------|
| C | Gross Margin = A - B | \$ |
|----------|-----------------------------|-----------|

| | | |
|----------|---|--|
| | Period of Time (<i>month, quarter, year etc</i>) | <input type="checkbox"/> Month <input type="checkbox"/> Quarter <input type="checkbox"/> Year <input type="checkbox"/> _____ |
| D | Target Quantity of Units to Sell in Period | |
| E | Total Revenue ($A \times D$) | \$ |
| F | Total Costs of Sale or Goods ($B \times D$) | \$ |
| G | Gross Profit for Period of Time ($E - F$) | \$ |

If this product was the ONLY product you sold for the 'Period of Time' stated, then your Gross Profit for this period cannot be less than your Expenses in order for you to break-even or make a Net Profit.