

Financial Assumptions Formulas (Sales) 1999

Personal Training

<u>Month</u>	<u>#Sessions/Day</u>	<u># Work Days/Month</u>	<u>Session Fee</u>	<u>Total</u>
Jan-99	20	22	\$55.00	\$24,200.00
Feb-99	14	22	\$55.00	\$16,940.00
Mar-99	15	24	\$55.00	\$19,800.00
Apr-99	18	24	\$55.00	\$23,760.00
May-99	23	23.5	\$55.00	\$29,727.50
Jun-99	21	24	\$55.00	\$27,720.00
Jul-99	26	25	\$55.00	\$35,750.00
Aug-99	29	23.5	\$55.00	\$37,482.50
Sep-99	31	24	\$55.00	\$40,920.00
Oct-99	28	24.5	\$55.00	\$37,730.00
Nov-99	34	23	\$55.00	\$43,010.00
Dec-99	25	22	\$55.00	\$30,250.00
Gross Profit Personal Training				<u>\$367,290.00</u>

Membership

<u>Month</u>	<u># Memberships</u>	<u>Membership Fee</u>	<u>Total</u>
Jan-99	10	\$75.00	\$750.00
Feb-99	15	\$75.00	\$1,125.00
Mar-99	20	\$75.00	\$1,500.00
Apr-99	30	\$75.00	\$2,250.00
May-99	40	\$75.00	\$3,000.00
Jun-99	55	\$75.00	\$4,125.00
Jul-99	70	\$75.00	\$5,250.00
Aug-99	85	\$75.00	\$6,375.00
Sep-99	110	\$75.00	\$8,250.00
Oct-99	130	\$75.00	\$9,750.00
Nov-99	145	\$75.00	\$10,875.00
Dec-99	170	\$75.00	\$12,750.00
Gross Profit Membership			<u>\$66,000.00</u>

Spa Services

<u>Month</u>	<u>#Sessions/Month</u>	<u>Session Fee</u>	<u>Total</u>
Jan-99	6	\$60.00	\$360.00
Feb-99	12	\$60.00	\$720.00

Pro Shop

<u>Month</u>	<u>#Items</u>	<u>Item Price</u>	<u>Total</u>
Jan-99	30	\$30.00	\$900.00
Feb-99	30	\$30.00	\$900.00
Mar-99	35	\$30.00	\$1,050.00
Apr-99	35	\$30.00	\$1,050.00
May-99	40	\$30.00	\$1,200.00
Jun-99	40	\$30.00	\$1,200.00
Jul-99	45	\$30.00	\$1,350.00
Aug-99	50	\$30.00	\$1,500.00
Sep-99	50	\$30.00	\$1,500.00
Oct-99	55	\$30.00	\$1,650.00
Nov-99	55	\$30.00	\$1,650.00
Dec-99	60	\$30.00	\$1,800.00

Gross Profit Pro Shop \$15,750.00

Group Classes

<u>Month</u>	<u>#Classes/Month</u>	<u># Clients/Class</u>	<u>Class Fee</u>	<u>Total</u>
Jan-99	15	2	\$10.00	\$300.00
Feb-99	30	2	\$10.00	\$600.00
Mar-99	45	4	\$10.00	\$1,800.00
Apr-99	60	4	\$10.00	\$2,400.00
May-99	75	6	\$10.00	\$4,500.00
Jun-99	90	6	\$10.00	\$5,400.00
Jul-99	90	7	\$10.00	\$6,300.00
Aug-99	105	7	\$10.00	\$7,350.00
Sep-99	105	8	\$10.00	\$8,400.00
Oct-99	120	8	\$10.00	\$9,600.00
Nov-99	120	9	\$10.00	\$10,800.00
Dec-99	135	10	\$10.00	\$13,500.00

Gross Profit Group Classes \$70,950.00

Gross Profit 1999 \$548,070.00