DIRECT SELLERS WORKSHEET

Income

Personal Retail Sales: $_____

Refunds/Adjustments to Customers Accounts: $_____

Wholesale cost of goods sold: $_____

Awards: $_____ (from contests that originate from a drawing- shopping spree, dialing contests, booking blitz)

Promotional Programs: $_____ (Incentive trips, profit plus, bonuses, starter kits, contests, rewards)

Expenses

Samples given to customers: $_____

Advertising: . . . . . $_____

Auto mileage expense (all blanks must be completed)

Business miles: _____miles

Commuting to work miles: _____miles

Personal/Pleasure miles: _____miles

Interest on auto loan: . . . . . $_____

Interest on business loan: . . . $_____

Office Supplies/Postage: . . . . $_____

Selling Supplies (order blanks/bags/etc): $_____

Travel (lodging, airfare, auto rentals): $_____

Meals/Entertainment while away from home: $_____

Meals/Entertainment with clients: $_____

Recognition Party for Demonstrators: $_____

Other: _____ $_____

Other: _____ $_____

Business Telephone: $_____

(only long-distance business charges on 1st [personal] phone + all charges on 2nd phone used for business only)

Direct Selling Seminars: $_____

Bank Charges: . . . . . $_____

Business Association Dues: $_____

Business Subscriptions: $_____

Catalogue costs: . . . . . $_____

Promotional Party Kits: $_____

Hostess Gifts: . . . . . $_____

Booking Gifts: . . . . . $_____

Demonstrator Rewards: $_____

Bingo, etc.: . . . . . $_____

Other: _____: $_____

Other: _____: $_____

Other: _____: $_____

Equipment purchased this year for business with a life expectancy of more than one year:

Date of Purchase	Cost	Description of Item
_____	$_____	_____
_____	$_____	_____
_____	$_____	_____
_____	$_____	_____
_____	$_____	_____
_____	$_____	_____
_____	$_____	_____
_____	$_____	_____