

Sample Full Time Sales Representative Financial Statement

Painting Services Revenue		\$300,000	\$400,000	\$500,000	\$600,000	\$700,000
Independent Sales Rep Commission	27%	\$81,000	\$108,000	\$135,000	\$162,000	\$189,000
Business Expenses						
Customer Advertising* (Direct Mail, Sinage, TV, Radio, etc.)	7%	\$21,000	\$28,000	\$35,000	\$42,000	\$49,000
Cost/Estimating Over runs - Paid to Subcontractors	1%	\$3,000	\$4,000	\$5,000	\$6,000	\$7,000
Office Supplies/Phone/Internet/Etc.*	1%	\$3,000	\$4,000	\$5,000	\$6,000	\$7,000
Total Sales Rep Expenses	9%	\$27,000	\$36,000	\$45,000	\$54,000	\$63,000
**Sales Rep Income		\$54,000	\$72,000	\$90,000	\$108,000	\$126,000

*These are optional expenses that a Sales Rep decides whether or not to incur in their operation.

**Actual Revenue & Expenses vary and the company represents no level of revenue or income will be obtained.

The information above is presented for explanatory purposes only and does not depict actual or anticipated results.