



FINANCIAL FORECASTING

FOR THE ENTREPRENEUR AND CFO

LIVE DEMO



1. Review the form of the financials that will be imported

- Standard side by side months
- Account numbers AND descriptions
- Trial Balance style

Standard side by side months

- Two files: Income Statement AND Balance Sheet
- Either Excel or CSV is fine

	A	B	C	D	E	F	G	H	I	J	K	L
1		4/1/2011	5/1/2011	6/1/2011	7/1/2011	8/1/2011	9/1/2011	10/1/2011	11/1/2011	12/1/2011	1/1/2012	2/1/2012
2	Uncategorized Income	0	0	0	0	0	0	0	0	0	0	0
3	Freight charged to customers	-9.9	-18.98	-10.5	0	0	-20	-189.88	-462.91	-17.5	-35	-805.39
4	Sales	127,814.30	128,229.47	116,037.52	118,281.93	190,131.92	204,269.42	142,953.55	115,853.10	87,904.03	129,438.36	175,140.49
5	Total Income	127,804.40	128,210.49	116,027.02	118,281.93	190,131.92	204,249.42	142,763.67	115,390.19	87,886.53	129,403.36	174,335.10
6	Cost of Goods Sold											
7	Import Duty	0	0	0	0	0	0	0	0	0	0	1,333.88
8	Discounts earned	0	0	0	0	0	-5.03	-92.84	-20.57	-928.41	-3.79	-616.16
9	Wages-W2											
10	Sales Commission	3,995.79	0	1,726.26	1,908.44	604.39	3,500.00	7,176.31	0	266.68	0	0
11	Wages-Production worker 1	0	-350	0	0	0	0	0	1,629.29	902.16	6,938.62	1,968.54
12	Wages-Production worker 2	14,447.22	9,167.79	8,433.00	7,835.50	7,852.10	9,907.00	15,047.55	8,033.10	9,791.79	9,505.71	7,635.40
13	Total Wages-W2	18,443.01	8,817.79	10,159.26	9,743.94	8,456.49	13,407.00	22,223.86	9,662.39	10,960.63	16,444.33	9,603.94
14	Purchase Order	8,429.52	3,065.83	4,902.31	3,805.58	1,645.63	1,612.88	2,129.83	2,680.46	1,950.99	3,159.02	1,763.79
15	Discounts	699.29	216.5	2,112.59	407.12	1,019.53	1,817.79	498.3	1,065.54	1,031.18	868.41	939.72
16	Installation	0	0	0	0	0	0	0	0	0	-235	0
17	Cost of Goods Sold	60,025.00	59,924.03	60,502.14	49,144.44	88,459.76	105,225.73	68,953.92	46,368.86	33,849.43	52,932.79	64,908.82
18	Materials											
19	MATERIALS - Prod 1	64.93	272.46	177.95	34.71	82.3	0	0	21.56	16.96	208.44	406.88
20	MATERIALS - Prod 2	201.99	428.12	280.48	489.96	349.37	789.92	1,347.89	1,794.55	780.89	249.05	1,868.99
21	Materials - Other	0	0	0	0	0	0	0	0	0	0	0
22	Total Materials	266.92	700.58	458.43	524.67	431.67	789.92	1,347.89	1,816.11	797.85	457.49	2,275.87
23	Shipping cost to us	687.24	75.76	97	11.5	324.75	-151.5	0	10.22	0	17.31	3,000.00
24	Contract labor & referrals-1099											
25	Sales Commissions	3,232.50	2,894.13	2,599.18	1,803.96	9,698.63	2,269.12	8,203.57	12,537.66	5,553.04	898.16	3,233.70
26	Prod 1 - Wages	991.2	0	225	430	858	2,140.76	1,086.00	646.65	300	0	2,573.45
27	Prod 2 - WAGES	0	1,373.00	1,322.60	1,847.90	1,631.10	1,854.20	2,387.46	0	0	628	0
28	Contract labor & referrals-1099 - Other	0	0	0	0	0	0	0	0	0	0	0
29	Total Contract labor & referrals-1099	4,223.70	4,267.13	4,146.78	4,081.86	12,187.73	6,264.08	11,677.03	13,184.31	5,853.04	1,526.16	5,807.15

Account Numbers and Descriptions – one month at a time

	A	B	C	D	E	F	G	H	I
1									
2									
3		ACME Income Statement							
4									
5	Account Number	Description							
6									
7									
8	120000	Sales	1692			19913			
9	120010	Sales - Timber	362371	441999	422941	3503377	3720994	3891061	
10	120020	Sales - Frame & Truss		31910	27712	219408	250100	254948	
11	120025	Sales - Engineered Products	12189	15647	32857	155172	292803	302285	
12	120030	Sales - Building Supplies	96233	167515	127300	940239	1102915	1171160	
13	120040	Sales - Hardware	40666	49520	50851	432958	439104	467830	
14	120050	Sales - Sundry	2792	8592	11226	43023	94604	103283	
15	120055	Sales - Cartage	8453		12195	90733		112196	
16	120060	Sales - House Purchases	375	583	841	4124	7870	7733	
17	123600	Discount Allowed				-2	-118		
18		NET SALES	524771	715766	685923	5408945	5908272	6310496	
19	123700	Discount Received	-1371	-1033		-15527	-11299		
20	122300	Fibro							
21	122310	Pyneboard							
22	122320	Doors							
23	122321	Door Hardware							

Trial Balance style

- Negative numbers for Sales, Liabilities, and Equity
- One big file

	A	B	C	D	E	F	G	
138	21650	Accrued Franchise Tax	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
139	21680	Accrued Commercial Activity Tax	\$ (7,864.58)	\$ (3,741.86)	\$ (6,033.89)	\$ (7,203.51)	\$ (4,628.49)	\$
140	21700	Accrued Fed Corp Inc Tax	\$ (30,020.00)	\$ (30,020.00)	\$ -	\$ -	\$ -	\$
141	21800	Deferred Taxes	\$ (200,803.00)	\$ (200,803.00)	\$ (200,803.00)	\$ (200,803.00)	\$ (200,803.00)	\$
142	21810	Deferred Compensation	\$ (268,677.47)	\$ (268,677.47)	\$ (268,677.47)	\$ (268,677.47)	\$ (268,677.47)	\$
143	21900	Accrued Interest Expense	\$ (3,234.46)	\$ (3,234.46)	\$ (3,234.46)	\$ (3,234.46)	\$ (3,234.46)	\$
144	22000	Accrued Health Insurance	\$ (6,576.22)	\$ (6,576.22)	\$ (6,576.22)	\$ (6,713.42)	\$ (6,713.42)	\$
145	22100	Accrued Child Support	\$ (373.59)	\$ (373.59)	\$ (373.59)	\$ (331.29)	\$ (331.29)	\$
146	22200	Accrued Court Poundage	\$ -	\$ -	\$ -	\$ -	\$ -	\$
147	22300	Accrued Director's Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$
148	22400	Other Accruals	\$ 528.15	\$ (982.12)	\$ (612.10)	\$ (612.10)	\$ (612.10)	\$
149	22500	Marsh Investment Account	\$ -	\$ -	\$ -	\$ -	\$ -	\$
150	22550	Interest Rate Swap Liability	\$ (52,672.16)	\$ (52,672.16)	\$ (45,311.44)	\$ (45,311.44)	\$ (45,311.44)	\$
151	22600	Notes Payable - Long Term	\$ (1,074,660.75)	\$ (1,061,144.42)	\$ (1,047,628.09)	\$ (1,034,111.76)	\$ (63,333.43)	\$
152	22700	Capital Stock-Issued	\$ (277,100.00)	\$ (277,100.00)	\$ (277,100.00)	\$ (277,100.00)	\$ (277,100.00)	\$
153	22800	Capital Stock-Unissued	\$ 150,000.00	\$ 150,000.00	\$ 150,000.00	\$ 150,000.00	\$ 150,000.00	\$
154	22825	Treasury Stock	\$ 1,638,468.00	\$ 1,638,468.00	\$ 1,638,468.00	\$ 1,638,468.00	\$ 1,638,468.00	\$
155	22900	Capital Surplus	\$ (937.67)	\$ (937.67)	\$ (937.67)	\$ (937.67)	\$ (937.67)	\$
156	23100	Profit & Loss	\$ -	\$ -	\$ -	\$ -	\$ -	\$
157	23103-28	Profit & Loss on Capital Asset	\$ -	\$ -	\$ -	\$ -	\$ -	\$
158	23120-28	Profit & Loss on Fixed Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$
159	23130-28	Profit & Loss on Capital Asset	\$ -	\$ -	\$ -	\$ -	\$ -	\$
160	23200	Retained Earnings	\$ (4,971,675.01)	\$ (4,971,675.01)	\$ (4,971,675.01)	\$ (4,971,675.01)	\$ (4,971,675.01)	\$
161	23300	Dividends Payable	\$ -	\$ -	\$ -	\$ -	\$ 810,358.99	\$
162	30000-01	Sales--Green Lumber	\$ -	\$ -	\$ -	\$ -	\$ -	\$
163	30100-01	Sales--Liquidation	\$ -	\$ -	\$ -	\$ -	\$ -	\$

Coming up next..

1. Mapping and importing the financials
2. Using the import check feature
3. Reviewing the historical results using the data grid and the visualization features
4. The different methods for forecasting sales and the factors to consider
5. Forecast revenues and expenses
6. Using Days Sales Outstanding (DSO) to forecast accounts receivable
7. Using Days Inventory Outstanding to forecast inventory
8. Forecasting accounts payable
9. Forecasting borrowings and repayment of debt
10. Forecasting capital expenditures
11. Forecasting other drivers of cash
12. Reviewing the results and ensuring we have considered all the necessary factors
13. Reports
14. Report packages available
15. How to create different forecast scenarios



Now, for the Live demo..

Your Next Steps

- Create your first forecast

“A business, like an automobile, has to be driven in order to get results.”

- B C Forbes

- Be the driver, not the passenger!

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