

Business Profit & Loss Statement

For month of _____

| Income | |
|-------------------|--|
| Gross Commissions | |
| Referral Fees | |
| Other | |
| Total Income | |

| Expenses | |
|-----------------------------------|--|
| Salaries/Payroll | |
| Auto Expenses | |
| Commission Split and/or Desk Fees | |
| Rent | |
| Office Expenses | |
| Phones and/or Cell Phones | |
| Taxes (Business) | |
| Insurance - Health and Disability | |
| Legal and Professional | |
| Entertainment | |
| Marketing/Advertising | |
| Other | |
| Total Expenses | |

Net Income

(Subtract total expenses from total income)

Gross Sales Volume

(Gross commission divided by rate of commission)