



Business Plan

TABLE OF CONTENTS

Executive Summary	3-5	The Strategy	12-14
The Story		Growth Strategy	
Market Opportunity		Exit Strategy	
Industry Statistics		Marketing Strategy	
Keys to Success		Employer Marketing	
Business Model		Employee Marketing	
Financial Highlights			
Use of Proceeds		Competitive Analysis	15
The Company	6	Competition	
Company Summary		Comparison Chart	
Objectives		Competitive Advantage	
Company Ownership			
Mission Statement		Financials	16-24
Product & Services	7-9	Sales Strategy	
Patent		Break-Even Analysis	
Website		Profit and Loss	
Website Phase 1		Cash Flow Analysis	
Website Phase 2		Balance Sheet	
Pricing		Investment Analysis	
Market Analysis	10-11	Appendix	25-29
Target Market			
General Market			



EXECUTIVE SUMMARY

THE STORY

This is the story of an experienced business man who discovered the frustrations of trying to switch careers and decided to do something about it. After applying for numerous jobs online and not being rewarded the chance to interview with potential employers, Ed Sturgess came up with the idea of a video cover letter. With a video cover letter (VCL) he could pitch himself to potential employers, explain his career switch and how he would be a benefit to their team. Thus, the YOUR JOB QUEST business was born!

MARKET NEED

In today's world the subject of employment is on everyone's mind. As the process of hiring has become more digitally streamlined, it has become increasingly difficult to "win an interview" or "find the right applicant." The connection between the applicant and the employer has been lost since the days of handing in paper applications **in person**.

Almost all employment today is handled online. What this means is, an applicant will go to an employer's website or a job search engine (Monster.com, Careerbuilder.com, etc.) and apply for a position. Once the applicant has found their desired position, they apply by submitting a Cover Letter and Resume. In return they are given a reference number or confirmation email regarding the position they applied for. Many times, for most, this is where it ends.

This poses a problem for the employer when choosing the best candidate. Just because everything looks good on a document, does not necessarily mean that person is the best person for an interview or for that position. This, in turn, can cause the wrong candidate to be hired. First impressions mean everything for both the employers and the applicants, and with today's hiring process (online) there is no first impression.

YOUR JOB QUEST
offers a patent-
pending unique
video-recorded
cover letter (VCL)
that sets it apart
from its
competition!

APPLICANTS
want to stand out
& EMPLOYERS
want to save time
and money!

EXECUTIVE SUMMARY

KEYS TO SUCCESS

- Patent-pending video cover letter technology. This technology will be used for YOUR JOB QUEST and if found to be a good strategy, it can be licensed out to companies directly in the future.
- Strategic relationships with employers and colleges in the New York area who will be the early adopters.
- Strong management that can build cohesive and effective teams.
- Low overhead costs so that the majority of funds raised can go toward marketing and business development.
- Core company values of putting the customer first and catering to their wants and needs.

BUSINESS MODEL

The company's business model is primarily based on two sources of revenue: employers paying to post open job positions, and potential employees looking for consulting help with their applications. Employers will have the opportunity to post a job on the YOUR JOB QUEST website for intervals of 30 days. Package pricings will vary, averaging \$100-\$200 per posting for a 30 day time period. Employers will also have the option to search our database of "VCL's" and resumes for a set fee per day.

YOUR JOB QUEST will also generate revenue from applicants. Applicants will have the **option** of submitting their "VCL," written cover letter and resume to YOUR JOB QUEST for review. A specialist will review the material and make suggestions. This will be set at a low rate of \$100 per applicant. This portion of revenue is by no means a main source of revenue, just an added feature available to applicants if the need assistance.

YOUR JOB QUEST will also openly solicit advertisements from complimentary companies. This will be charged at a monthly rate.

INDUSTRY STATISTICS

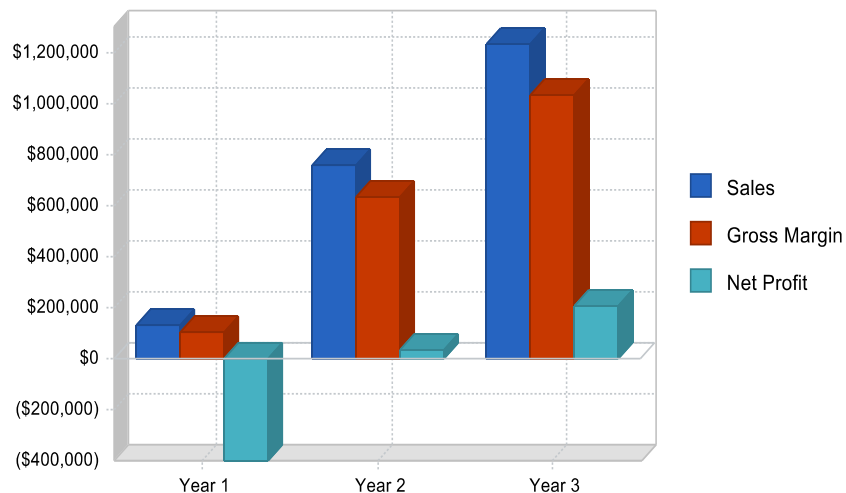
- ✓ \$59 Billion Dollar Per Year Industry
- ✓ Forecasted Market Growth of 5% per Year
- ✓ Payrolls are currently rising by about 150,000 new jobs per month in the U.S.
- ✓ Unemployment is holding steady at 8.3%, which does not account for the people who are underemployed or who have given up looking.

EXECUTIVE SUMMARY

FINANCIAL HIGHLIGHTS

YOUR JOB QUEST will have quick yet controlled growth. The company will be financed through investment funding. **YOUR JOB QUEST** is currently seeking an equity investor to invest \$500,000 into the overall growth of the company. Once the business begins to grow, sales will quickly exceed daily expenses in year two. Revenue projections are considered conservative and are expected to start in the first month of operation. **YOUR JOB QUEST** projects the following financials:

Highlights



USE OF PROCEEDS

Startup	
Requirements	
Startup Expenses	
Legal	\$15,000
Payroll	\$180,000
Advertising & Marketing	\$250,000
Technology & Infrastructure	\$10,000
Rent	\$3,000
Utilities	\$1,000
Insurance	\$1,000
Equipment	\$20,000
Total Startup Expenses	\$480,000
Startup Assets	
Cash Required	\$20,000
Other Current Assets	\$0
Long-term Assets	\$0
Total Assets	\$20,000
Total Requirements	\$500,000

For an initial \$500,000 investment, YOUR JOB QUEST predicts a payout of \$3,000,000 in 7 years!

COMPANY SUMMARY

COMPANY SUMMARY

Your Job Quest LLC aims to reconnect applicants with employers by providing the tools needed to recreate a first impression atmosphere that has long since been lost in the online employment process. Its patent-pending product will give applicants the ability to sell themselves to the employer with a Video Cover Letter. This will give the applicant the ability to create a first impression with the hopes of leaving a lasting impression on the employer.

OBJECTIVES

- ✓ Begin BETA testing by Q4 2012;
- ✓ Enroll 1,000 businesses in the first year of operating;
- ✓ Enroll at least 100,000 Job Seekers within the first fully operational year;
- ✓ Enroll 100 college's seeking career-pathing in to this system by the end of 2013;
- ✓ Form a relationship and incorporate the Department of Labor's unemployment list in to our data base of job seekers by the end of 2013;
- ✓ Enroll all chamber of commerce factions and Work Force Task Development system by 2014.

COMPANY OWNERSHIP

YOUR JOB QUEST is fully owned and operated by Ed Sturgess. It is a Limited Liability Company located in New York. Ed is a seasoned businessman with over a decade of experience under his belt. Due to this knowledge, he understands that the most important aspect of business is building a great team, so he has built an amazing board of advisors.

Currently, YOUR JOB QUEST is in the midst of working with an incubator program at Sage University in Troy, NY. The company is working with the Director of the Investment department Thomas Keane.

Ed is also consulting with Frank De Meao. Frank is a Manager for Key Banks Corporate Offices. He has years of experiencing working in a corporate atmosphere. He is a problem solver and works well in difficult situations. He is a valuable asset as a corporate advisor to YOUR JOB QUEST.

COMPANY INFORMATION

Limited Liability Company

FOUNDED: 2012

INDUSTRY: Internet

SEEKING FUNDING: \$500k

WEBSITE:

www.yourjobquest.com

MISSION STATEMENT

YOUR JOB QUEST aims to bring a new ease to the online hiring process, both for employer and employees. By offering a patent-pending video cover letter the website helps applicants make a great first impression!

PRODUCTS AND SERVICES

THE PATENT

YOUR JOB QUEST's video cover letter technology is patent pending. This secures a large advantage over any other competitor and also detracts from competitors mimicking the service offering. The video cover letter truly makes YOUR JOB QUEST unique! All patent information is available upon request.

THE WEBSITE

Currently, YOUR JOB QUEST has a fully functioning website that can be seen at:

<http://www.yourjobquest.com>,
and a screenshot can be seen to the right.

The website is ready to launch as soon as the company secures funding for sales and marketing.

The first two phases of the functionalities of the website development can be seen on the next pages.



PRODUCTS AND SERVICES

THE WEBSITE PHASE ONE

Employer Services:

- Employers will be offered a platform to post jobs to applicants at competitive rates.
- Employers will have the option to browse through a database of resumes if this package is chosen. Employers will have the ability save potential candidates via website servers.
- Employers will have the ability to view Video Cover Letters with all applicants.
- Employers will have their own profile where all applications and account access will be managed.
- Employers will have the ability to post jobs two different ways, with either "Job Post Builder" or by linking their companies' respective employment portal to the site for that particular job.

Employer Paid Services:

- Employers will chose from one of many job posting packages to post a job for 30 days or greater.
- Employers will pay to review resumes on the website database.
- Employers also will pay if they choose to advertise on the website.

Job Seeker's Services:

- Applicants will have the ability to create a profile.
- Applicants will have the ability to create *Video Cover Letter's*, *Written Cover letter's* and *Resume's*.
- Applicants will have the ability to upload a previously made written cover letter.
- Applicants will have the ability to create Cover Letters using the Cover Letter & Resume Builder.
- When creating a *Video Cover Letter (VCL)* using the patented website system, the applicant will have the ability to record a *VCL* directly from the website. They will not need an external application.
- Applicants will have the ability to create their winning portfolio and apply to jobs all in one place.

Job Seeker's Paid Services:

- Applicants will have the ability to pay to have their *VCL's*, *Written Cover Letter's*, and *Resumes* critiqued by a YOUR JOB QUEST HR specialist. This is the only paid service for applicants.

CREATE PROFILE

POST JOBS

SEARCH RESUMES
&
VCLS

CREATE PROFILE

MAKE VCLS &
RESUME

APPLY TO JOBS

PRODUCTS & SERVICES

THE WEBSITE PHASE TWO

(One year after launch date)

- Upgrade website, make any major migrations or changes needed to support clients and services;
- Create a mobile app for all Operating Systems (Apple, Android, Windows etc...);
- Develop Job Board for open prescreening communication between employers and applicants;
- Employ more staff if needed (programmers, network engineers, HR specialists, and more sales and marketing staff;
- Begin expansion plans;
- Develop plug in for licensing purposes on other job search engines.

PRICING LEVELS

JOB POSTINGS

- 1 Job Posting for 30 Days - \$200.00
- 2 Job Postings for 30 Days - \$180.00
- 5 Job Postings for 30 Days - \$150.00
- 10 Job Postings for 30 Days & 14 Day YJQ Resume Search - \$100.00
- 1 Job Posting for 60 Days - \$300.00
- 2 Job Postings for 60 Days - \$275.00
- 5 Job Postings for 60 Days- \$200.00
- 10 Job Postings for 60 Days & 30 Day YJQ Resume Search - \$150.00
- 30 Day YOUR JOB QUEST Resume Search – \$300.00
- 90 Day YOUR JOB QUEST Resume Search - \$500.00

APPLICANTS AND ADVERTISING

Applicant Consulting (Resume Review) - \$100.00 per applicant.

Advertising will vary but starts at \$500 per month

In addition, if someone needs more than what is offered we will cater to their needs for a consulting cost. Contact us @ sales@yourjobquest.com

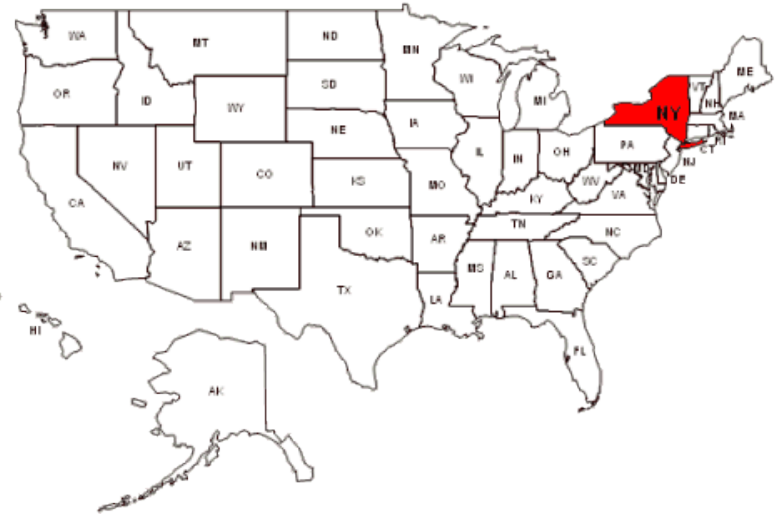
MARKET ANALYSIS

TARGET MARKET

YOUR JOB QUEST will eventually cater to all employers and employees nationwide, but during its first phase of business it will strategically focus on the state of New York.

Currently, New York is the home to almost 2 million medium to large business, ranging in number of employees from 25 to thousands. New York is also home to more than 800,000 unemployed workers, close to 200,000 college students that graduate every year, and tens of thousands of people who are underemployed or looking to change careers.

By confining itself to a smaller market in the beginning, YOUR JOB QUEST will appear heavily populated and all users will have a gainful experience. After fully immersing the state of New York, the company will slowly and calculatedly launch other regions based on demand.



Market Analysis							
		Year 1	Year 2	Year 3	Year 4	Year 5	
Potential Customers	Growth						CAGR
Medium to Large Businesses in New York	1%	1,956,733	1,976,300	1,996,063	2,016,024	2,036,184	1.00%
Unemployed in New York	1%	870,086	878,787	887,575	896,451	905,416	1.00%
People Graduating College in New York	2%	181,300	184,926	188,625	192,398	196,246	2.00%
Total	1.06%	3,008,119	3,040,013	3,072,263	3,104,873	3,137,846	1.06%

MARKET ANALYSIS

MARKET ANALYSIS

Once YOUR JOB QUEST reaches beyond its initial target market of the state of New York, it will enter into the general market. This general market for job search engines can be broken down in to four different segments: the un employed, college graduates, current employees wanted to switch jobs and potential businesses hiring in the next one to two years. These are the four main segments that will bring users or applicants to the website which will, in turn, draw in businesses who are looking to post jobs. Below are the current and estimated future market projections:

Market Analysis		2012	2013	2014	2015	2016	
Potential Customers	Growth						CAGR
Unemployed Americans	0%	13,097,000	13,097,000	13,097,000	13,097,000	13,097,000	0.00%
2012-2013 College Graduates (All degree types)	10%	2,738,800	2,998,986	3,283,890	3,595,860	3,937,467	9.50%
Current employee's	5%	21,000,000	22,050,000	23,152,500	24,310,125	25,525,631	5.00%
Potential Businesses Hiring	10%	2,000,000	2,200,000	2,420,000	2,662,000	2,928,200	10.00%
Total	4.03%	38,835,800	40,345,986	41,953,390	43,664,985	45,488,298	4.03%

As is evident from the above information, the economy appears to be improving. The US is currently maintaining a 8.3% unemployment rate. The fact is this number will drop over the years leaving less unemployed. This will, in turn, cause a rise in college graduates looking for jobs and an increase in the amount of employees looking to make a move to a different position or company for advancement or change. With the economy getting better, business will start spending again, hiring more frequently and more jobs will become available for these applicants looking for work.

THE STRATEGY

GROWTH STRATEGY

YOUR JOB QUEST will focus its resources first in the state of New York, where owner and CEO, Ed Sturgess currently resides. The company will capitalize on Ed's network of relationships including the following three strategic relationships: Tom Keane, Director of the INVEST Incubator from Russell Sage College, Hopeton Smalling, Dean of ITT Technical Institute of Albany, and Richard Fraiser, President & CEO of Miracle Ear East Coast Franchises.

Miracle Ear has offered to BETA test the product when it is ready to launch, while ITT Tech is working with Mr. Sturgess to offer YOUR JOB QUEST tutorials to all graduating students. The end goal is to work with ITT Tech on a national level. Russell Sage College (www.sage.edu) and their incubator, INVEST has agreed to allow the company to use their students for testing. Mr. Sturgess will be providing seminars for students and also hiring interns from the student body.

Mr. Sturgess understands the importance of networking and will continue to build strategic alliances to ensure the quick growth of YOUR JOB QUEST.

MARKETING STRATEGY

YOUR JOB QUEST's marketing strategy boils down to the fact that if employers use the website, job seekers will follow suit. That is why YOUR JOB QUEST's primary focus in the first year of operations will be on obtaining job postings from medium to large corporations and businesses. Once YOUR JOB QUEST has enough interested employers to launch its product, it will aggressively market to job seekers.

The full, first year marketing plan can be seen on the following two pages.

STRATEGIC RELATIONSHIPS:

- ✓ Miracle Ear
- ✓ ITT Tech College
- ✓ Russell Sage College
- ✓ INVEST Incubator

EXIT STRATEGY

YOUR JOB QUEST is poised to exit when the time is right. The company is open to proposals for mergers, acquisitions and complete buy-outs. Currently, the company is focused on launching and growing, but is also dedicated to creating a thriving business that will be desirable to potential buyers.

THE STRATEGY

MARKETING TO EMPLOYERS

Promotions & Offerings

In the beginning phases of YOUR JOB QUEST, the company will offer promotions to new businesses that sign up to use its services. Depending on the size of the company, the human resources department will be extended an offer of 25%-50% off their first listings.

Networking

Mr. Sturgess is currently a member of many networking groups and will leverage these relationships in order to gain clients for his website.

Direct Mail

YOUR JOB QUEST will send information about its company through the mail, targeted directly to Human Resources managers in large corporations. The direct mailings will begin in the New York area and then expand strategically, nationwide.

Human Resources Conventions

Every year there are dozens of conferences that host the decision makers in the human resources industry. YOUR JOB QUEST will be at several of these events every year in order to gain new employers for the website. A sampling of these events can be seen to the right.

Industry Publications & Newsletters

YOUR JOB QUEST will publish advertisements in human resources industry publications such as; HR Magazine, HR.com, HRFishBowl.Com, Fast Company, Fistfulloftalent.com, etc.

Public Relations

YOUR JOB QUEST will hire a public relations firm in order to obtain write-ups, industry articles and interviews with Mr. Sturgess about YourJobQuest.Com. The public relations consultant will be paid a small monthly stipend of around \$1500 for their services.

National Association of Personnel Services Conference



San Antonio, TX
1500 Attendees

ISBA Fall Conference



Indianapolis, IN
1500 Attendees

HR Technology Conference



Chicago, IL
2200 Attendees

THE STRATEGY

MARKETING TO EMPLOYEES



Craigslist

YOUR JOB QUEST will hire a full-time, outsourced Craigslist assistant that will post job links daily to the appropriate categories of Craigslist. Craigslist.org currently host 49.4 million unique monthly visitors in the United States alone, and the site receives over 2 million new job postings each months. This is why it is imperative to use Craigslist as a way to reach job seekers and get them signed up to become active members of the website.

Campus Representatives

YOUR JOB QUEST will hire campus representatives from universities across the United States. These business development interns will work with their school's career centers to ensure that they are recommending YourJobQuest.Com to graduating students. YOUR JOB QUEST will build strategic alliances with universities from across the U.S., whose goals are immediate job placement, using this method.

SEO & SMO

YOUR JOB QUEST will market each of its open job positions through keyword SEO and SMO. YOUR JOB QUEST's goal is to be on the first page of Google results for the keywords directly related to each position. YOURJOBQUEST.COM will outsource this job to an experienced SEO and SMO company or individual. The company will promote its open positions through such social media outlets as Twitter and Facebook.



hotos



Likes

YOUR JOB QUEST already has almost 4,000 likes on Facebook. This is unheard of buzz for a website that has yet to launch!

COMPETITIVE ANALYSIS

COMPETITION

YOUR JOB QUEST does not deny that it has strong competition for the purchasing dollar of the employer needed to fill a position. Currently Monster.com, CareerBuilder.com and Indeed.com are industry leaders. These sites average 1.5 million job postings posted every day. The only way to compete with these companies is to bring a new service layer that is desirable both to the employees and the employers. Streamlining the process creates a new niche in the market. A basic competitor analysis can be seen below.

	VIDEO COVER LETTER	JOB POSTING COST	# OF DAYS POSTING IS ACTIVE	INDUSTRIES
YOUR JOB QUEST	Yes	\$100 - \$200	30	All
MONSTER	No	\$225	30	All
CRAIGSLIST	No	\$25	30	All
CAREERBUILDER	No	\$419	30	All
INDEED	No	\$0	30	All
SIMPLY HIRED	No	\$199	30	All

COMPETITIVE ADVANTAGE

YOUR JOB QUEST will compete through its patent-pending, state-of-the-art video cover letters (VCL). No other company is pursuing this method of first step introduction. The VCLs will save employer time and resources and will benefit the potential employee by giving them an opportunity to stand out right off the bat.

FINANCIALS

SALES STRATEGY

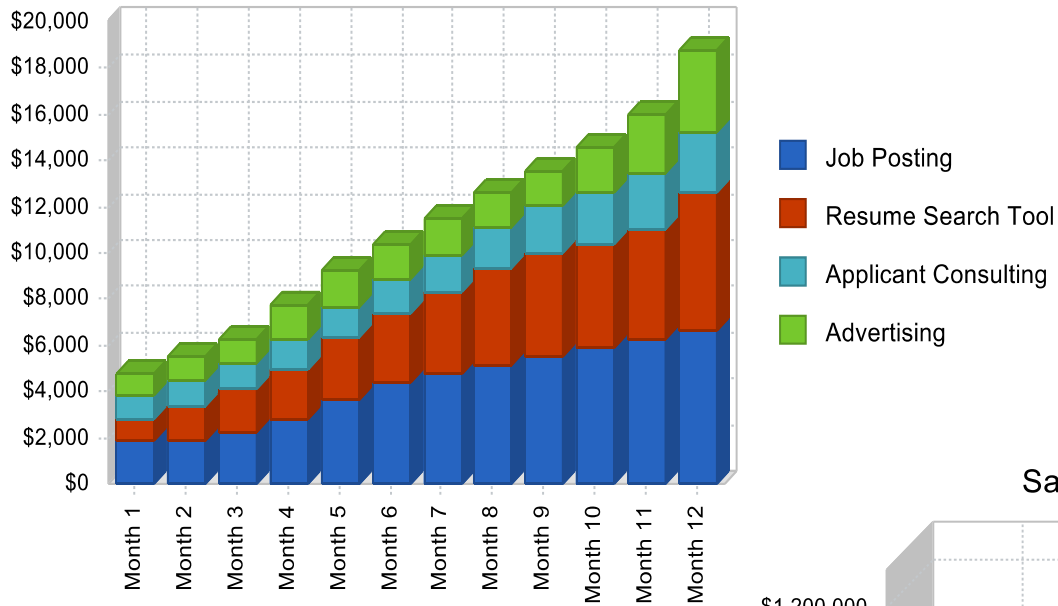
With the competitors listing up to 1.5 million postings at any given time there is room to move in on that number and gain market share from employers who are not fully satisfied with these services. In switching to YOUR JOB QUEST, employers will find multiple packages all roughly at \$200 per posting. If our goal to start is simply 200 postings per month that would equal out to \$40,000 in revenue per month. Ultimately our goal is to produce much higher posting PER DAY amount, just as the competitors are, but realistically that may take time to accomplish. There is plenty of room for growth, opportunity and profit with this business. Considering the competitors are charging \$300 to \$500 per posting within 1.5 million adds posted at any given time, YOUR JOB QUEST can definitely capitalize on this market.

YOUR JOB QUEST is fully aware that over time, as the company expands, it will need to increase pricing to stay competitive and offset costs. As of right now, the overhead is manageable.

<i>Sales Forecast</i>	Year 1	Year 2	Year 3
Unit Sales			
Job Posting	269	3,490	5,678
Resume Search Tool	132	120	240
Applicant Consulting	201	335	450
Advertising	40	60	80
Total Unit Sales	642	4,005	6,448
Unit Prices	Year 1	Year 2	Year 3
Job Posting	\$190.00	\$190.00	\$190.00
Resume Search Tool	\$300.00	\$300.00	\$300.00
Applicant Consulting	\$100.00	\$100.00	\$100.00
Advertising	\$500.00	\$500.00	\$500.00
Sales			
Job Posting	\$51,110	\$663,100	\$1,078,820
Resume Search Tool	\$39,600	\$36,000	\$72,000
Applicant Consulting	\$20,100	\$33,500	\$45,000
Advertising	\$20,000	\$30,000	\$40,000
Total Sales	\$130,810	\$762,600	\$1,235,820
Direct Unit Costs	Year 1	Year 2	Year 3
Job Posting	\$28.50	\$28.50	\$28.50
Resume Search Tool	\$45.00	\$45.00	\$45.00
Applicant Consulting	\$40.00	\$40.00	\$40.00
Advertising	\$75.00	\$75.00	\$75.00
Direct Cost of Sales			
Job Posting	\$7,667	\$99,465	\$161,823
Resume Search Tool	\$5,940	\$5,400	\$10,800
Applicant Consulting	\$8,040	\$13,400	\$18,000
Advertising	\$3,000	\$4,500	\$6,000
Subtotal Direct Cost of Sales	\$24,647	\$122,765	\$196,623

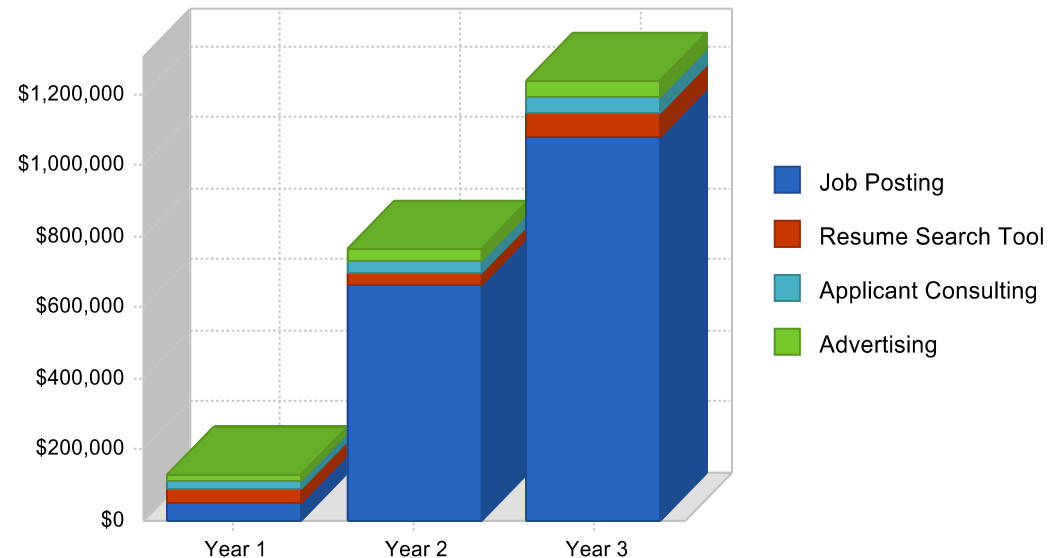
FINANCIALS

Sales Monthly



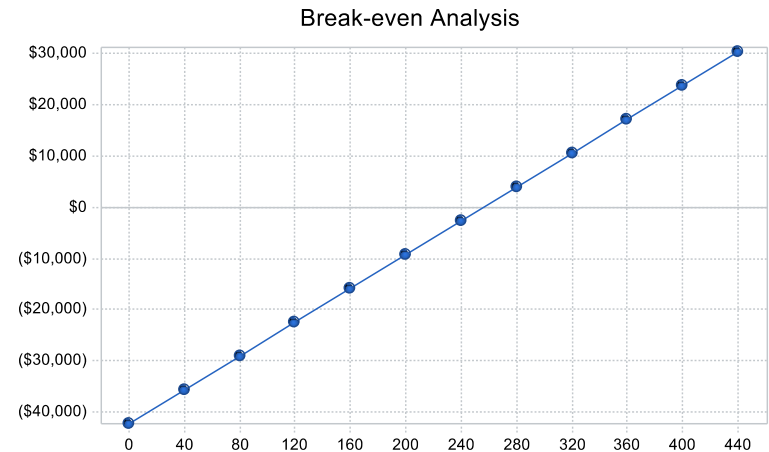
YOUR JOB QUEST will focus on the sales of job postings primarily and other sales as secondary sales. The **15% COGS** will be used as a commission incentive to account managers.

Sales by Year



FINANCIALS – BREAK-EVEN

Break-even Analysis	
Monthly Units Break-even	256
Monthly Revenue Break-even	\$52,118
Assumptions:	
Average Per-Unit Revenue	\$203.75
Average Per-Unit Variable Cost	\$38.39
Estimated Monthly Fixed Cost	\$42,298



FINANCIALS – PERSONNEL

Personnel Plan	Year 1	Year 2	Year 3
CEO	\$30,000	\$30,000	\$32,500
Account Manager	\$30,000	\$30,000	\$32,500
Network Administrator	\$30,000	\$30,000	\$32,500
Webmaster / Programmer	\$30,000	\$30,000	\$32,500
Director of Marketing	\$30,000	\$30,000	\$32,500
HR Specialist	\$30,000	\$30,000	\$32,500
Assistant Account Manager	\$0	\$18,000	\$24,000
Total People	6	7	7
Total Payroll	\$180,000	\$198,000	\$219,000

YOUR JOB QUEST
will keep overhead
low by keeping staff
to a necessary
minimum during
years 1-3.

FINANCIALS

<i>Pro Forma Profit and Loss</i>			
	Year 1	Year 2	Year 3
Sales	\$130,810	\$762,600	\$1,235,820
Direct Cost of Sales	\$24,647	\$122,765	\$196,623
Other Costs of Sales	\$1,593	\$1,750	\$2,100
Total Cost of Sales	\$26,240	\$124,515	\$198,723
Gross Margin	\$104,571	\$638,085	\$1,037,097
Gross Margin %	79.94%	83.67%	83.92%
Expenses			
Payroll	\$180,000	\$198,000	\$219,000
Marketing/Promotion	\$250,000	\$300,000	\$400,000
Depreciation	\$1,134	\$500	\$200
Rent & Utilities	\$3,000	\$3,000	\$3,000
Insurance	\$1,440	\$1,500	\$1,500
Payroll Taxes	\$27,000	\$29,700	\$32,850
Legal Fees	\$12,000	\$12,000	\$12,000
Hosting	\$600	\$1,200	\$1,800
Technology R&D	\$18,000	\$24,000	\$36,000
Travel	\$9,600	\$15,000	\$25,000
Supplies	\$1,200	\$1,500	\$1,800
Equipment	\$3,600	\$6,000	\$10,000
Total Operating Expenses	\$507,574	\$592,400	\$743,150
Profit Before Interest and Taxes	(\$403,004)	\$45,685	\$293,947
EBITDA	(\$401,870)	\$46,185	\$294,147
Interest Expense	\$0	\$0	\$0
Taxes Incurred	\$0	\$13,706	\$88,184
Net Profit	(\$403,004)	\$31,980	\$205,763
Net Profit/Sales	-308.08%	4.19%	16.65%

PROFIT & LOSS

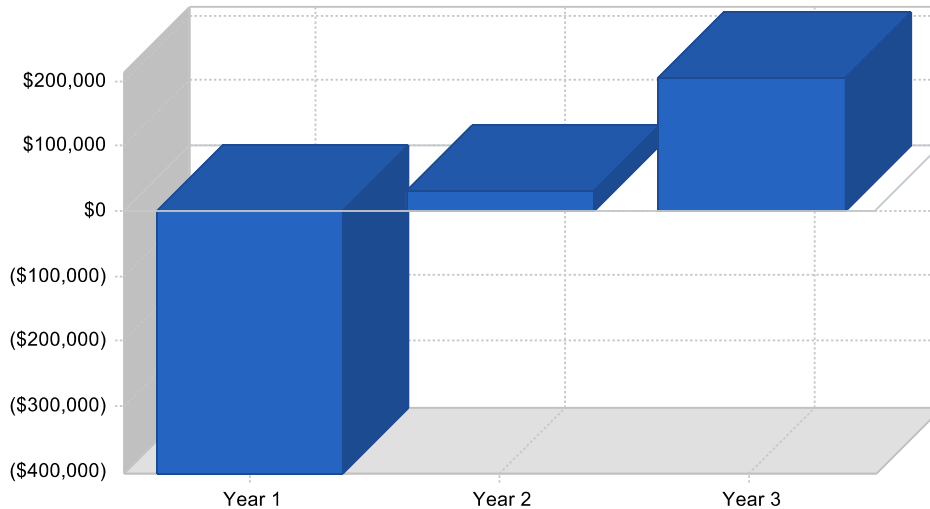
YOUR JOB QUEST will be able to build a solid profit structure during the first year of operation.

Profits will stay above 30% for all years, excluding year one. Operating expenses will gradually grow as revenue increases. The company will focus marketing expenses as a percent of sales in order to raise brand awareness and help capture market share. This percent will stay consistent at close to 40% during the first three years.

Cost of Goods Sold (COGS) includes everything that goes into selling the product including commissions.

FINANCIALS

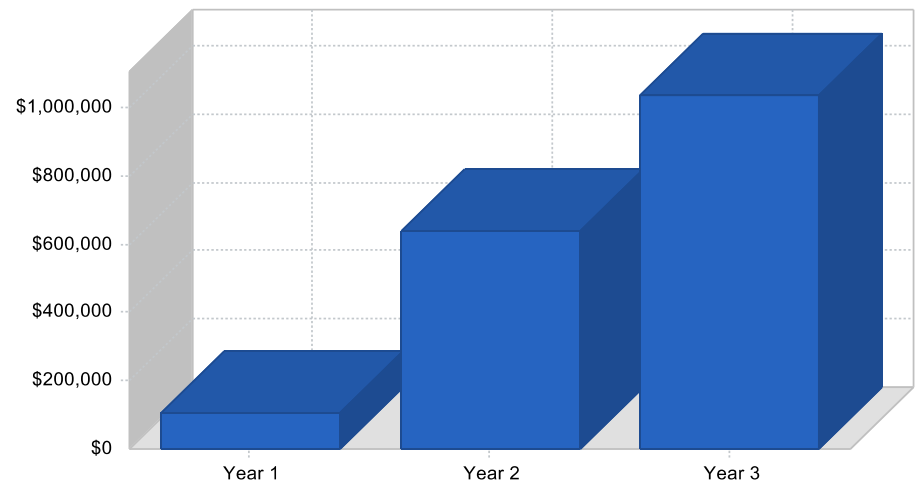
Profit Yearly



While YOUR JOB QUEST will lose money in the first year of operation, it will become profitable in year two, which is one year sooner than most startups.

YOUR JOB QUEST's gross margins will increase year over year, which is cornerstone in create a successful business. These large increases will help with the overall final valuation of the company at time of exit.

Gross Margin Yearly



FINANCIALS

<i>Pro Forma Cash Flow</i>	Year 1	Year 2	Year 3
Cash Received			
Cash from Operations			
Cash Sales	\$130,810	\$762,600	\$1,235,820
Subtotal Cash from Operations	\$130,810	\$762,600	\$1,235,820
Additional Cash Received			
Sales Tax, VAT, HST/GST Received	\$0	\$0	\$0
New Current Borrowing	\$0	\$0	\$0
New Other Liabilities (interest-free)	\$0	\$0	\$0
New Long-term Liabilities	\$0	\$0	\$0
Sales of Other Current Assets	\$0	\$0	\$0
Sales of Long-term Assets	\$0	\$0	\$0
New Investment Received	\$500,000	\$0	\$0
Subtotal Cash Received	\$630,810	\$762,600	\$1,235,820
Expenditures	Year 1	Year 2	Year 3
Expenditures from Operations			
Cash Spending	\$180,000	\$198,000	\$219,000
Bill Payments	\$323,676	\$517,388	\$787,947
Subtotal Spent on Operations	\$503,676	\$715,388	\$1,006,947
Additional Cash Spent			
Sales Tax, VAT, HST/GST Paid Out	\$0	\$0	\$0
Principal Repayment of Current Borrowing	\$0	\$0	\$0
Other Liabilities Principal Repayment	\$0	\$0	\$0
Long-term Liabilities Principal Repayment	\$0	\$0	\$0
Purchase Other Current Assets	\$0	\$0	\$0
Purchase Long-term Assets	\$10,000	\$20,000	\$25,000
Dividends	\$0	\$10,000	\$20,000
Subtotal Cash Spent	\$513,676	\$745,388	\$1,051,947
Net Cash Flow	\$117,134	\$17,212	\$183,873
Cash Balance	\$137,134	\$154,346	\$338,219

CASH FLOW ANALYSIS

In 2012, the first year of the business plan, the company expects to raise \$500,000 in working capital by December. With the infusion of investment funds, more capital will be available to ensure wages are paid, expenses are covered, and milestones are achieved.

The Cash Flow projections are based on revenue, less cash spending and bill payments. These projections are educated assumptions with revenue generation factors carrying the most significant weight in the outcome.

FINANCIALS

<i>Pro Forma Balance Sheet</i>			
	Year 1	Year 2	Year 3
Assets			
Current Assets			
Cash	\$137,134	\$154,346	\$338,219
Other Current Assets	\$0	\$0	\$0
Total Current Assets	\$137,134	\$154,346	\$338,219
Long-term Assets			
Long-term Assets	\$10,000	\$30,000	\$55,000
Accumulated Depreciation	\$1,134	\$1,634	\$1,834
Total Long-term Assets	\$8,866	\$28,366	\$53,166
Total Assets	\$146,000	\$182,712	\$391,385
Liabilities and Capital	Year 1	Year 2	Year 3
Current Liabilities			
Accounts Payable	\$29,003	\$43,736	\$66,646
Current Borrowing	\$0	\$0	\$0
Other Current Liabilities	\$0	\$0	\$0
Subtotal Current Liabilities	\$29,003	\$43,736	\$66,646
Long-term Liabilities	\$0	\$0	\$0
Total Liabilities	\$29,003	\$43,736	\$66,646
Paid-in Capital	\$1,000,000	\$1,000,000	\$1,000,000
Retained Earnings	(\$480,000)	(\$893,004)	(\$881,024)
Earnings	(\$403,004)	\$31,980	\$205,763
Total Capital	\$116,997	\$138,976	\$324,739
Total Liabilities and Capital	\$146,000	\$182,712	\$391,385
Net Worth	\$116,997	\$138,976	\$324,739

BALANCE SHEET

The company will experience a solid growth advantage for all three years and beyond due to the huge market and focus on value for money.

Earnings will consistently meet the company's expectations.

Detailed monthly projections are available in the appendix section of this business plan.

FINANCIALS

<i>Investment Offering</i>	<i>Seed</i>	<i>Round 1</i>	<i>Round 2</i>	<i>Exit</i>
Proposed Year:	1	2	3	7
Valuation, Investment, Shares				
Investment Amount	\$500,000	\$0	\$0	
Equity Share Offering Percentage	15.00%	0.00%	0.00%	
Valuation	\$3,333,333	\$0	\$0	\$20,000,000
Investor Exit Payout	\$3,000,000	\$0	\$0	
Investor Years Until Exit	6	5	4	
Investor IRR	34.80%	0.00%	0.00%	
Share Ownership	Year 1	Year 2	Year 3	Year 7
Founders' Shares	100,000	100,000	100,000	100,000
Stock Split Multiple		0	0	0
Stock Options Issued	0	0	0	0
Investor Shares Issued	17,647	0	0	
Price per share	\$28.33	\$0.00	\$0.00	\$170.00
Options Holders' Shares	0	0	0	0
Year 1 Investors' Shares	17,647	17,647	17,647	17,647
Year 2 Investors' Shares		0	0	0
Year 3 Investors' Shares			0	0
Total Shares Outstanding	117,647	117,647	117,647	117,647
Equity Ownership Percentage	Year 1	Year 2	Year 3	Year 7
Founders' Equity	85.00%	85.00%	85.00%	85.00%
Option Holders' Equity	0.00%	0.00%	0.00%	0.00%
Year 1 Investors' Equity	15.00%	15.00%	15.00%	15.00%
Year 2 Investors' Equity		0.00%	0.00%	0.00%
Year 3 Investors' Equity			0.00%	0.00%
Total Equity	100.00%	100.00%	100.00%	100.00%
Investors' Equity	15.00%	15.00%	15.00%	15.00%
Founders' & Employees' Equity	85.00%	85.00%	85.00%	85.00%

INVESTMENT ANALYSIS

YOUR JOB QUEST is looking for a long-term, hands-on investor that shares in the company's enthusiasm for service and value. For the \$500,000 raised, the investing party will receive roughly 15% of the company.

The preferred shares will include anti-dilution provisions as negotiated. The proceeds from the raise will be committed to the overall growth of the company. The majority of the money will go toward marketing the products.

**PREDICTED
INVESTOR PAYOUT OF
\$3,000,000
in 7 YEARS!**

FINANCIALS

Investment Analysis		Start	Year 1	Year 2	Year 3
Investment	\$500,000	\$500,000	\$0	\$0	
Dividends	\$0	\$0	\$10,000	\$20,000	
Ending Valuation	\$0	\$0	\$0	\$864,500	
Combination as Income Stream	(\$500,000)	(\$500,000)	\$10,000	\$884,500	
Percent Equity Acquired	35%				
Net Present Value (NPV)	(\$256,130)				
Internal Rate of Return (IRR)	-4%				
Assumptions					
Discount Rate	10.00%				
Valuation Earnings Multiple		10	10	10	
Valuation Sales Multiple		2	2	2	
Investment (calculated)	\$500,000	\$500,000	\$0	\$0	
Dividends		\$0	\$10,000	\$20,000	
Calculated Earnings-based Valuation		\$0	\$320,000	\$2,060,000	
Calculated Sales-based Valuation		\$260,000	\$1,530,000	\$2,470,000	
Calculated Average Valuation		\$130,000	\$925,000	\$2,265,000	

YOUR JOB QUEST
is forecasting a 3
year valuation of
over \$2mm and a 7
year valuation of
\$20mm.

<i>Payback</i>		Investment	Year 1	Year 2	Year 3	Year 4	Year 5
Projected Payback Calculation							
Investment	\$500,000						
Cash Returns by Year		\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	
Combination as Income Stream	(\$500,000)	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	
Cumulative Net Cash Flow to Investors	(\$500,000)	(\$400,000)	(\$300,000)	(\$200,000)	(\$100,000)		\$0
Payback Period	5 years						

APPENDIX

Sales Forecast		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Unit Sales													
Job Posting		10	10	12	15	19	23	25	27	29	31	33	35
Resume Search Tool		3	5	6	7	9	10	12	14	15	15	16	20
Applicant Consulting		10	11	12	13	14	15	16	18	20	22	24	26
Advertising		2	2	2	3	3	3	3	3	3	4	5	7
Total Unit Sales		25	28	32	38	45	51	56	62	67	72	78	88
Unit Prices		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Job Posting		\$190.00	\$190.00	\$190.00	\$190.00	\$190.00	\$190.00	\$190.00	\$190.00	\$190.00	\$190.00	\$190.00	\$190.00
Resume Search Tool		\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00
Applicant Consulting		\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00
Advertising		\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Sales													
Job Posting		\$1,900	\$1,900	\$2,280	\$2,850	\$3,610	\$4,370	\$4,750	\$5,130	\$5,510	\$5,890	\$6,270	\$6,650
Resume Search Tool		\$900	\$1,500	\$1,800	\$2,100	\$2,700	\$3,000	\$3,600	\$4,200	\$4,500	\$4,500	\$4,800	\$6,000
Applicant Consulting		\$1,000	\$1,100	\$1,200	\$1,300	\$1,400	\$1,500	\$1,600	\$1,800	\$2,000	\$2,200	\$2,400	\$2,600
Advertising		\$1,000	\$1,000	\$1,000	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$2,000	\$2,500	\$3,500
Total Sales		\$4,800	\$5,500	\$6,280	\$7,750	\$9,210	\$10,370	\$11,450	\$12,630	\$13,510	\$14,590	\$15,970	\$18,750
Direct Unit Costs		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Job Posting	15.00%	\$28.50	\$28.50	\$28.50	\$28.50	\$28.50	\$28.50	\$28.50	\$28.50	\$28.50	\$28.50	\$28.50	\$28.50
Resume Search Tool	15.00%	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00
Applicant Consulting	40.00%	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Advertising	15.00%	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
Direct Cost of Sales													
Job Posting		\$285	\$285	\$342	\$428	\$542	\$656	\$713	\$770	\$827	\$884	\$941	\$998
Resume Search Tool		\$135	\$225	\$270	\$315	\$405	\$450	\$540	\$630	\$675	\$675	\$720	\$900
Applicant Consulting		\$400	\$440	\$480	\$520	\$560	\$600	\$640	\$720	\$800	\$880	\$960	\$1,040
Advertising		\$150	\$150	\$150	\$225	\$225	\$225	\$225	\$225	\$225	\$300	\$375	\$525
Subtotal Direct Cost of Sales		\$970	\$1,100	\$1,242	\$1,488	\$1,732	\$1,931	\$2,118	\$2,345	\$2,527	\$2,739	\$2,996	\$3,463

APPENDIX

Personnel Plan	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
CEO	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Account Manager	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Network Administrator	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Webmaster / Programmer	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Director of Marketing	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
HR Specialist	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Assistant Account Manager	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total People	6	6	6	6	6	6	6	6	6	6	6	6
Total Payroll	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000

APPENDIX

Pro Forma Profit and Loss		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Sales		\$4,800	\$5,500	\$6,280	\$7,750	\$9,210	\$10,370	\$11,450	\$12,630	\$13,510	\$14,590	\$15,970	\$18,750
Direct Cost of Sales		\$970	\$1,100	\$1,242	\$1,488	\$1,732	\$1,931	\$2,118	\$2,345	\$2,527	\$2,739	\$2,996	\$3,463
Other Costs of Sales		\$100	\$105	\$110	\$116	\$122	\$128	\$134	\$141	\$148	\$155	\$163	\$171
Total Cost of Sales		\$1,070	\$1,205	\$1,352	\$1,604	\$1,854	\$2,059	\$2,252	\$2,486	\$2,675	\$2,894	\$3,159	\$3,634
Gross Margin		\$3,730	\$4,295	\$4,928	\$6,147	\$7,357	\$8,312	\$9,199	\$10,145	\$10,836	\$11,697	\$12,812	\$15,117
Gross Margin %		77.71%	78.09%	78.47%	79.31%	79.88%	80.15%	80.34%	80.32%	80.20%	80.17%	80.22%	80.62%
Expenses													
Payroll		\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
Marketing/Promotion		\$30,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000
Depreciation		\$100	\$99	\$98	\$97	\$96	\$95	\$94	\$93	\$92	\$91	\$90	\$89
Rent & Utilities		\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250
Insurance		\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120
Payroll Taxes	15%	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250
Legal Fees	15%	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Hosting	15%	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50
Technology R&D	15%	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Travel	15%	\$800	\$800	\$800	\$800	\$800	\$800	\$800	\$800	\$800	\$800	\$800	\$800
Supplies	15%	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100
Equipment		\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300
Total Operating Expenses		\$51,470	\$41,469	\$41,468	\$41,467	\$41,466	\$41,465	\$41,464	\$41,463	\$41,462	\$41,461	\$41,460	\$41,459
Profit Before Interest and Taxes EBITDA		(\$47,740)	(\$37,174)	(\$36,540)	(\$35,321)	(\$34,110)	(\$33,154)	(\$32,266)	(\$31,319)	(\$30,627)	(\$29,765)	(\$28,649)	(\$26,343)
Interest Expense		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Taxes Incurred		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Profit		(\$47,740)	(\$37,174)	(\$36,540)	(\$35,321)	(\$34,110)	(\$33,154)	(\$32,266)	(\$31,319)	(\$30,627)	(\$29,765)	(\$28,649)	(\$26,343)
Net Profit/Sales		-994.58%	-675.89%	-581.85%	-455.75%	-370.35%	-319.71%	-281.79%	-247.97%	-226.70%	-204.01%	-179.39%	-140.49%

APPENDIX

Pro Forma Cash Flow		MONTH 1	MONTH 2	MONTH 3	MONTH 4	MONTH 5	MONTH 6	MONTH 7	MONTH 8	MONTH 9	MONTH 10	MONTH 11	MONTH 12
Cash Received													
Cash from Operations													
Cash Sales		\$4,800	\$5,500	\$6,280	\$7,750	\$9,210	\$10,370	\$11,450	\$12,630	\$13,510	\$14,590	\$15,970	\$18,750
Subtotal Cash from Operations		\$4,800	\$5,500	\$6,280	\$7,750	\$9,210	\$10,370	\$11,450	\$12,630	\$13,510	\$14,590	\$15,970	\$18,750
Additional Cash Received													
Sales Tax, VAT, HST/GST Received	0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Current Borrowing		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Other Liabilities (interest-free)		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Long-term Liabilities		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales of Other Current Assets		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales of Long-term Assets		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Investment Received		\$500,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal Cash Received		\$504,800	\$5,500	\$6,280	\$7,750	\$9,210	\$10,370	\$11,450	\$12,630	\$13,510	\$14,590	\$15,970	\$18,750
Expenditures		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Expenditures from Operations													
Cash Spending		\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
Bill Payments		\$1,248	\$37,111	\$27,580	\$27,730	\$27,982	\$28,230	\$28,435	\$28,629	\$28,862	\$29,052	\$29,272	\$29,544
Subtotal Spent on Operations		\$16,248	\$52,111	\$42,580	\$42,730	\$42,982	\$43,230	\$43,435	\$43,629	\$43,862	\$44,052	\$44,272	\$44,544
Additional Cash Spent													
Sales Tax, VAT, HST/GST Paid Out		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Principal Repayment of Current Borrowing		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Liabilities Principal Repayment		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Long-term Liabilities Principal Repayment		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Purchase Other Current Assets		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Purchase Long-term Assets		\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

APPENDIX

Pro Forma Balance Sheet		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Assets	Starting Balances												
Current Assets													
Cash	\$20,000	\$498,552	\$451,941	\$415,641	\$380,661	\$346,889	\$314,028	\$282,043	\$251,044	\$220,692	\$191,231	\$162,928	\$137,134
Other Current Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Current Assets	\$20,000	\$498,552	\$451,941	\$415,641	\$380,661	\$346,889	\$314,028	\$282,043	\$251,044	\$220,692	\$191,231	\$162,928	\$137,134
Long-term Assets													
Long-term Assets	\$0	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Accumulated Depreciation	\$0	\$100	\$199	\$297	\$394	\$490	\$585	\$679	\$772	\$864	\$955	\$1,045	\$1,134
Total Long-term Assets	\$0	\$9,900	\$9,801	\$9,703	\$9,606	\$9,510	\$9,415	\$9,321	\$9,228	\$9,136	\$9,045	\$8,955	\$8,866
Total Assets	\$20,000	\$508,452	\$461,742	\$425,344	\$390,267	\$356,399	\$323,443	\$291,364	\$260,272	\$229,828	\$200,276	\$171,883	\$146,000
Liabilities and Capital													
Current Liabilities													
Accounts Payable	\$0	\$36,192	\$26,656	\$26,798	\$27,041	\$27,283	\$27,481	\$27,667	\$27,894	\$28,076	\$28,288	\$28,544	\$29,003
Current Borrowing	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal Current Liabilities	\$0	\$36,192	\$26,656	\$26,798	\$27,041	\$27,283	\$27,481	\$27,667	\$27,894	\$28,076	\$28,288	\$28,544	\$29,003
Long-term Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Liabilities	\$0	\$36,192	\$26,656	\$26,798	\$27,041	\$27,283	\$27,481	\$27,667	\$27,894	\$28,076	\$28,288	\$28,544	\$29,003
Paid-in Capital	\$500,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
Retained Earnings	(\$480,000)	(\$480,000)	(\$480,000)	(\$480,000)	(\$480,000)	(\$480,000)	(\$480,000)	(\$480,000)	(\$480,000)	(\$480,000)	(\$480,000)	(\$480,000)	(\$480,000)
Earnings	\$0	(\$47,740)	(\$84,914)	(\$121,454)	(\$156,775)	(\$190,884)	(\$224,038)	(\$256,303)	(\$287,622)	(\$318,248)	(\$348,013)	(\$376,661)	(\$403,004)
Total Capital	\$20,000	\$472,260	\$435,086	\$398,546	\$363,226	\$329,116	\$295,963	\$263,697	\$232,379	\$201,752	\$171,988	\$143,339	\$116,997
Total Liabilities and Capital	\$20,000	\$508,452	\$461,742	\$425,344	\$390,267	\$356,399	\$323,443	\$291,364	\$260,272	\$229,828	\$200,276	\$171,883	\$146,000
Net Worth	\$20,000	\$472,260	\$435,086	\$398,546	\$363,226	\$329,116	\$295,963	\$263,697	\$232,379	\$201,752	\$171,988	\$143,339	\$116,997