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Walkaway Joe's Profit Worksheet

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See how signing up Walkaway Joe can mean the difference between "just paying the bills" and prosperity.

Right now, you rely on High Flying Fred for 100% of your flight training revenue. Single-handedly, he has to cover all your fixed expenses, such as rent and utilities, and all your variable costs, such as instructor pay and fuel. Whatever is left over is your profit to enjoy or reinvest.

Walkaway Joe is business you cannot currently capture. If you could sign him up as a student, he would only affect your variable costs. This makes Joe a powerful guy. You will see that he is a lot more profitable to you than High Flying Fred!

WARNING: You will be shocked to learn the amount of profits going out your door every time Joe walks away.

Grab a pencil and fill in the arrowed boxes below to see exactly how much more profitable Walkaway Joe could be for you! We've inserted percentages from a sample school to show you how it is done. Use financial statements from last month or last year to get your numbers, showing expenses and profits as a percent of revenue.

	High Flying Fred		Walkaway Joe	
	Sample School	Your School	Sample School	Your School
Flight Training Revenue	100%	100%	100%	100%
Less:				
Fixed Expenses:	25%	<input type="text"/>	0%	0%
Variable Expenses:	70%	<input type="text"/>	70%	<input type="text"/>
Net Profit Before Taxes	5%	<input type="text"/>	30%	<input type="text"/>



Wow!