

Quarter	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Annual
Revenue	\$347,786	\$292,184	\$253,243	\$432,454	
Expenses	\$204,217	\$250,154	\$257,810	\$265,466	
Net Margin	\$143,569	\$42,030	-\$4,566	\$166,988	
AGI %	41.28%	14.38%	-1.80%	38.61%	
Profitable Quarter?	Yes	Yes	No	Yes	
Above AGI Target?	Yes	No	No	Yes	
Distributions					
<i>Tax Savings</i>	\$57,428	\$16,812		\$66,795	
<i>Business Continuity (Risk)</i>	\$21,535	\$12,609		\$25,048	
<i>Business Re-investment (Growth)</i>	\$21,535	\$12,609		\$25,048	
<i>Team Member profit pool</i>	\$21,535		-\$685	\$25,048	
<i>Shareholder profit pool</i>	\$21,535		-\$685	\$25,048	
Distribution Amount	\$143,569	\$42,030	-\$1,370	\$166,988	
Rolling Team Member profit pool	\$21,535	\$21,535	\$20,850	\$45,899	\$109,820
				Shares Count	324
				Share Price	\$338.95
				Role Level Profit Share	Annual Payout
				L0	\$169
				L1	\$339
				L2	\$678
				L3	\$1,017
				L4	\$1,356
				L5	\$1,695
				L6	\$2,034