

PRO-FORMA BASED ON TABASCO DEALER OPERATING 5 TO 40 RETAIL DISPLAY ACCOUNTS

This model is designed to show how number of locations relates to sales and profits. Please note these are examples only. Individual results will vary.

RETAIL LOCATIONS	TOTAL PROFIT* PER YEAR	
40	\$111,960	← Requires about 30 to 40 hours Per week
30	\$83,768	
25	\$69,806	
20	\$55,845	
15	\$41,884	← Requires about 6 to 10 hours Per week
10	\$27,923	
5	\$13,961	

*Profit figures listed represent GROSS PROFIT, **but they do include Costs of Goods Sold (the amount you paid for your product)**. Your other incidental business expenses must be deducted to arrive at total net profit.

Sales and profit information is based on an analysis using merchandise from your opening order. Your sales for each account may be higher or lower.

The initial order provides product and displays for five retail accounts. We recommend you add or rotate (change) accounts at reasonable intervals until income requirements are met. **Remember, our Expansion Program allows you to expand into new locations with no additional funds**— plus, you own the display and have an account that continues to pay you throughout the year.

We also recommend you consistently upgrade your product at each of your retail locations to maximize the price and profitability of your product mix, until income requirements are met.

The acquisition of new accounts is a vital element of this business. Your first five retail accounts may or may not provide an effective base for revenues. The addition of new accounts will increase your opportunity for higher revenue-producing accounts, as not every new account will automatically become a top revenue producer. It may well take more than 30 accounts to provide you with 20 high-quality accounts. (These numbers will vary).

***These are examples only. No representations or projections concerning sales, profits, or earnings potential are implied or guaranteed.**