

**The Paciello Group, LLC**  
2017 Quarterly Projections

	Q1	Q2	Q3	Q4	Total	% Rev.
<b>REVENUE</b>						
#REF!	1,135,000	1,211,000	1,257,000	1,312,000	4,915,000	74.5%
#REF!	105,000	105,000	105,000	105,000	420,000	6.4%
#REF!	30,000	30,000	40,000	45,000	145,000	2.2%
Training	75,000	125,000	100,000	100,000	400,000	6.1%
#REF!	170,000	170,000	190,000	190,000	720,000	10.9%
<b>TOTAL REVENUE</b>	1,515,000	1,641,000	1,692,000	1,752,000	6,600,000	
<b>COST OF GOODS</b>						
#REF!	45,400	48,440	50,280	52,480	196,600	3.0%
#REF!	3,150	3,150	3,150	3,150	12,600	0.2%
#REF!	2,400	2,400	3,200	2,400	10,400	0.2%
Training	3,000	5,000	4,000	4,000	16,000	0.2%
#REF!	3,400	3,400	3,800	3,800	14,400	0.2%
<b>TOTAL COST OF GOODS</b>	57,350	62,390	64,430	65,830	250,000	3.8%
<b>GROSS MARGIN</b>	1,457,650	1,578,610	1,627,570	1,686,170	6,350,000	96.2%
<b>EXPENSES</b>						
#REF!						
Salaries & Benefits	372,000	372,000	372,000	372,000	1,487,998	22.5%
Other	15,950	14,591	14,924	14,952	60,417	0.9%
<b>Total</b>	387,950	386,590	386,924	386,951	1,548,415	23.5%
#REF!						
Salaries & Benefits	424,408	440,408	434,408	426,408	1,725,631	26.1%
Other	52,642	45,204	73,763	51,098	222,708	3.4%
<b>Total</b>	477,050	485,612	508,171	477,506	1,948,339	29.5%
#REF!						
Salaries & Benefits	29,640	29,640	29,640	29,640	118,560	1.8%
Other	30	30	30	30	120	0.0%
<b>Total</b>	29,670	29,670	29,670	29,670	118,680	1.8%
#REF!						
Salaries & Benefits	268,022	271,802	273,332	275,132	1,088,288	16.5%
Advertising & Promotions	18,000	18,000	18,000	18,000	72,000	1.1%
Other	12,418	12,418	12,418	12,418	49,673	0.8%
<b>Total</b>	298,440	302,220	303,750	305,550	1,209,961	18.3%
#REF!						
Salaries & Benefits	130,176	130,176	130,176	130,176	520,705	7.9%
Other	42,254	42,153	42,153	50,153	176,714	2.7%
<b>Total</b>	172,431	172,330	172,330	180,330	697,419	10.6%
<b>TOTAL EXPENSE</b>	1,365,540	1,376,423	1,400,845	1,380,008	5,522,815	83.7%
<b>EBITDA</b>	92,110	202,187	226,725	306,162	827,185	0.0%
Deprec. & Amort.	1,167	1,500	1,972	2,000	6,639	0.1%
<b>EBIT</b>	93,276	203,687	228,697	308,162	833,824	12.6%
<b>INTEREST</b>	-	-	-	-		
Interest Income	-	-	-	-		
Interest - Short-term Notes	-	-	-	-		
Interest - Long-term Notes	-	-	-	-		
<b>TOTAL OTHER</b>	-	-	-	-		
<b>PROFIT/(LOSS) Before Tax</b>	92,110	202,187	226,725	306,162	827,185	12.5%
Taxes	20,742	60,656	68,018	91,849	241,264	3.7%
<b>PROFIT/(LOSS) After Tax</b>	71,368	141,531	158,708	214,314	585,921	8.9%