

Summary Income Statement & Seller's Net Discretionary Earnings

Three Words, LLC d/b/a EasyAgentPro

Enter Company Name, Contact Name & Address above

		<u>Full Year Projection²</u>	<u>1/1 to 4/30</u>	<u>YTD 2025</u>	<u>2024</u>	<u>2023</u>	<u>2022</u>	<u>Source</u>
1	Sales ¹			\$ 354,887	\$ 1,145,506	\$ 1,508,284	\$ 1,465,307	
2	Cost of Sales			85,914	231,217	260,109	271,148	
3	Operating Expenses			248,730	1,075,428	1,152,033	1,236,010	
4	Net Income / Unadjusted Pre-Tax Profit	SBA		\$ 20,243	\$ (161,139)	\$ 96,142	\$ (41,851)	
5	Depreciation	SBA		\$ -	\$ -	\$ -	\$ -	
6	Amortization	SBA		\$ -	133,333	133,334	133,333	
7	Interest on loans to business from all lenders	SBA		\$ -	\$ -	\$ -	\$ -	
8	EBITDA (Total of Lines 4+5+6+7)			\$ 20,243	\$ (27,806)	\$ 229,476	\$ 91,482	
9	Officer / Owner's salary	SBA		\$ 66,673	\$ 244,370	\$ 138,200	\$ 132,100	
10	SBA Adjusted Cash Flow (Total of Lines 8+9)	SBA		\$ 86,916	\$ 216,564	\$ 367,676	\$ 223,582	

Seller's Net Discretionary Earnings include the following additional fringe benefits/perks. These line items indicate "cash flowing" from the company to the owner³

11	Payroll taxes related to owner's salary	\$ 5,000	\$ 18,328	\$ 10,365	\$ 9,908	
12	Payroll: wages, payments or benefits to family members					
13	Payroll Other: employee benefits paid to owner	11,572	52,577	34,343	28,862	
14	Total Rent Expensed (Complete Lines 14 & 15)	\$ -	38,591	39,180	38,720	
15	Less: Fair Market Rent					
16	Auto for owner's personal use (consider type of auto)					
17	Auto insurance for owner's benefit					
18	Auto repairs & maintenance owner's personal use					
19	Contributions and donations					
20	Insurance premiums for owner's health, life, etc.					
21	Professional services (legal / accounting / tax)-non-business	1,660	19,135	2,197	4,752	
22	Retirement plan contributions					
23	T&E Meals & entertainment (personal)					
24	T&E Travel (personal)					
25	Telephone & cell Phone expense - non-business					
26	One time charges or income ⁴	50	4,787	22,044		
27						
28	Other Benefits (see instructions page) 5					
29	Discretionary employee incentives		10,300			
30	ERTC receipts			(192,873)		
31	Special development project	14,313				
32						
33						
34	Total Owner Discretionary Add-Backs	\$ 32,595	\$ 143,718	\$ (84,744)	\$ 82,242	
35	SBA Adjusted Cash Flow (line 10 above)	\$ 86,916	\$ 216,564	\$ 367,676	\$ 223,582	
36	Equals Total Seller Discretionary Earnings / Cash Flow	\$ 119,511	\$ 360,282	\$ 282,932	\$ 305,824	

The seller is responsible for proving the accuracy of any information provided to the buyer's satisfaction. Information contained in this statement is provided solely by the seller. No representations or warranties are provided by Apex Business Advisors, its agents, representatives, or subsidiaries as to the accuracy, completeness or validity of such information. Interested parties are encouraged to seek the counsel of their accountant, attorney and/or other business advisors.

Signature on file

Owner's Signature

Print Name

Title

Date