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@Codie_Sanchez

If you speak the language of money, you usually make more of it.

11 money-making basics they teach on day one of an MBA (in plain language):



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You can learn this stuff in **1 day** online.

**And it can literally change
your entire career trajectory.**

Understand these 11 basics and you'll
understand how to make money:



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- Arbitrage – when you take advantage of market inefficiencies

Aka, buy low to sell high.

Examples:

- Buy an undervalued, cashflowing biz
- Rent a house & list it on Airbnb for more
- Buy cheap wholesale trucks in one location & sell at market value in another



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- P&L – profit & loss sheet, a business owners lifeline

Shows your revenues, costs, and expenses. It's your report card and your map.

- Balance sheet – Shows assets (what you own) & liabilities (what you owe)

It's the biz's medical chart.



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- Profit – what you sold (revenue) minus your costs to produce it (expenses)
- Gross profit = rev – cost of product
- Operating profit = rev – all operating expenses (payroll, office A/C, the works)



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- Leverage – other people's money

Aka: debt. It's what you buy assets with instead of cash.

This is how people buy real estate & businesses. Debt is a good thing when you're financially literate.



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- Cash flow – Money coming in minus money going out. Always needs to be a positive number.
- Cash flow statement – Tracks cashflow over time. Know where every dollar goes



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- EBITDA – “Earnings Before Interest, Taxes, Depreciation & Amortization”

Whopper of an acronym.

Different from revenue & profit. This # helps decide what a biz is worth (and how healthy it is)



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Get excited by private equity, taxes,
metrics, finances.

Learn the bare essentials.

Then go put them into practice.

THAT'S the key to learning business.