

## KEY PERFORMANCE INDICATOR TABLES

Sales Amount	Profit Improvement due to Percentage Improvement in Gross Profit						
	5%	7.50%	10%	12.50%	15%	17.50%	20%
\$50,000	\$2,500	\$3,750	\$5,000	\$6,250	\$7,500	\$8,750	\$10,000
\$100,000	\$5,000	\$7,500	\$10,000	\$12,500	\$15,000	\$17,500	\$20,000
\$150,000	\$7,500	\$11,250	\$15,000	\$18,750	\$22,500	\$26,250	\$30,000
\$200,000	\$10,000	\$15,000	\$20,000	\$25,000	\$30,000	\$35,000	\$40,000
\$250,000	\$12,500	\$18,750	\$25,000	\$31,250	\$37,500	\$43,750	\$50,000
\$300,000	\$15,000	\$22,500	\$30,000	\$37,500	\$45,000	\$52,500	\$60,000
\$350,000	\$17,500	\$26,250	\$35,000	\$43,750	\$52,500	\$61,250	\$70,000
\$400,000	\$20,000	\$30,000	\$40,000	\$50,000	\$60,000	\$70,000	\$80,000
\$450,000	\$22,500	\$33,750	\$45,000	\$56,250	\$67,500	\$78,750	\$90,000
\$500,000	\$25,000	\$37,500	\$50,000	\$62,500	\$75,000	\$87,500	\$100,000
\$550,000	\$27,500	\$41,250	\$55,000	\$68,750	\$82,500	\$96,250	\$110,000
\$600,000	\$30,000	\$45,000	\$60,000	\$75,000	\$90,000	\$105,000	\$120,000
\$650,000	\$32,500	\$48,750	\$65,000	\$81,250	\$97,500	\$113,750	\$130,000
\$700,000	\$35,000	\$52,500	\$70,000	\$87,500	\$105,000	\$122,500	\$140,000
\$750,000	\$37,500	\$56,250	\$75,000	\$93,750	\$112,500	\$131,250	\$150,000
\$800,000	\$40,000	\$60,000	\$80,000	\$100,000	\$120,000	\$140,000	\$160,000
\$850,000	\$42,500	\$63,750	\$85,000	\$106,250	\$127,500	\$148,750	\$170,000
\$900,000	\$45,000	\$67,500	\$90,000	\$112,500	\$135,000	\$157,500	\$180,000
\$950,000	\$47,500	\$71,250	\$95,000	\$118,750	\$142,500	\$166,250	\$190,000
\$1,000,000	\$50,000	\$75,000	\$100,000	\$125,000	\$150,000	\$175,000	\$200,000

*This displays the power of making improvements to Key Financial Indicators in your Business.*

*You should obtain advice on any price changes you make due to the effect this may have on your customers and other segments of your business*

*The above assumes no increase in overhead costs are necessary to achieve the relevant increase. This will not be the case in a number of circumstances.*

*It is to provide a guide only, we only recommend making 5% increases to each Key Performance Indicator in your business - Gross Profit is one of 4 or 5 of these Indicators.*