

[M/S -9] -The Service Based Revenue Forecast Calculator -The calculation in the cell [R46] below is carried over to [M/S -1] cell [R9] as the Future Revenue Forecast.

To include "What-if" planning employees in the Future Revenue Forecast created in [M/S -9] go to [M/S -13]. In column [C] enter the names and the dollar payroll estimates in columns [I, K and Q]. The planning service-based employees added are reflected below in each respective [Service Work Group] in the same manner as the actual employees for calculating the [Service Based Revenue Forecast]. (See instructions below for utilizing the [optional] yellow cell [R6] Historical Discount Factor functionality feature.)

The [16-Columns] of [Statistics] given below are presented in a Graphical Format in [M/S -10 & 11]:

<http://fastbooks.solutions/website-tutorial-ss-9>

[Optional] - Enter the [Incentive Parameters] in cells [AH7-10] to generate an [Incentive Plan Calculation]:

Statistics Col. No.'s	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16				
Statistics [1 2 3] are taken from [M/S-12]:	Enter the # of Mo's to use for a Historical Evaluation Period in [M/S -1] cell [J18]:			Payroll Statistics:		Historical Discount Factor-->		[Incentive Plan Matrices Statistics]:			All [M/S -1] Forecast include any Incentive \$ Payout in the cell [AH11]:									
# of Mo's in the Historical Period:	I	II	III	Payroll Exp. per Person as a % of Revenue in Historical Period:	Payroll Exp. as a % of the Total Workgroup Payroll Exp. in Period:	Revenue Dollars Billed per Person in Historical Period:	Enter a "What-if" Revenue Forecast Per Person:	Discounted Calculation of Column 7 "What-if" Goal per Person:	[A]: Average Revenue Billed per # of Hours Worked:	[B]: % of Total Revenue Generated by Service Employee:	[C]: Average \$ Amount of Total Customer Billings:	Enter First Month [#] to Begin the Incentive Calculation:	Enter First Month [#] to End the Incentive Calculation:	Enter the [\$ Incentive Pool] for Service Work Group -1:	Enter the [\$ Incentive Pool] for Service Work Group -2:	Evaluation Ranking #:	Evaluation Score:	Incentive Calculation:	Management Adjustments:	\$0 Payout
Service Group #1																				
1																				
2																				
3																				
4																				
5																				
6																				
7																				
8																				
9																				
10																				
11																				
12																				
13																				
14																				
15																				
Total S/G #1	0	0	0	0.0%	0.0%	0	0	0	0	0.0%	0									0
Service Group #2																				
1																				
2																				
3																				
4																				
5																				
6																				
7																				
8																				
9																				
10																				
11																				
12																				
13																				
14																				
15																				
Total S/G #2	0	0	0	0.0%	0.0%	0	0	0	0	0.0%	0									0
Total:	0	0	0	0.0%	0.0%	0	0	0	0	0.0%	0									0

Instructions for using the Historical Discount Factor. The [optional] functionality feature provided when populating a percentage in the cell [R6] discounts the individual Future Revenue Forecasts entered in the yellow highlighted cells in column [7]. If a Discount Factor percentage is not entered in cell [R6] column [8] will reflect the same individual and total Future Revenue Forecast entered in column [7]. If the total dollar amount of services provided to customers in a month is different from the total revenue recorded in the month, a discount factor is calculated in the cell [J4] in [M/S -12]. (Reviewing the dental client example in the Practice Model provides a good illustration of this calculation.) To apply the discount factor against the Future Revenue Forecast, enter the =sign in the cell [R6] then point to cell [J4] in [M/S -12]. The discount factor in the cell [J6] in [M/S -12] carries over to cell [R6], and the formula [=12!J4] is then reflected in the formula bar at the top of the sheet tab.