

[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]:										
12	# of Mo's in the Historical Period:	I	II	III	Payroll Exp. per Person	Payroll Exp. as a % of Revenue in Historical 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	Dr. O	174	1,218	360,991	7.6%	22.2%	360,991	360,996	360,996	2,075	7.6%	296										
2	Dr. B	180	1,215	425,249	2.4%	7.1%	425,249	425,250	425,250	2,362	9.0%	350							0			0
3	Dr. C	186	1,209	423,150	2.4%	7.1%	423,150	423,150	423,150	2,275	8.9%	350							0			0
4	Dr. D	192	1,200	420,000	2.4%	7.1%	420,000	420,000	420,000	2,188	8.8%	350							0			0
5	Dr. E	198	1,188	415,800	2.4%	7.1%	415,800	415,800	415,800	2,100	8.8%	350							0			0
6	Dr. F	204	1,173	410,550	2.4%	7.1%	410,550	410,550	410,550	2,013	8.6%	350							0			0
7	Dr. G	210	1,155	404,250	2.4%	7.1%	404,250	404,250	404,250	1,925	8.5%	350							0			0
8	Dr. H	216	1,134	396,900	2.4%	7.1%	396,900	396,900	396,900	1,838	8.4%	350							0			0
9	Dr. I	222	1,110	388,500	2.4%	7.1%	388,500	388,500	388,500	1,750	8.2%	350							0			0
10	Dr. J	228	1,083	379,050	2.4%	7.1%	379,050	379,050	379,050	1,663	8.0%	350							0			0
11	Dr. K	234	1,053	368,550	2.4%	7.1%	368,550	368,550	368,550	1,575	7.8%	350							0			0
12	Dr. L	240	1,020	357,000	2.4%	7.1%	357,000	357,000	357,000	1,488	7.5%	350							0			0
13																						
14																						
15																						
Total S/G #1		2,484	13,758	4,749,990	34.2%	100.0%	4,749,990	4,749,996	4,749,996	23,250	100.0%	4,146							0	0	0	0
Service Group #2																						
1	EH -A	174	1,044	124,711	4.6%	8.3%	124,711	124,704	124,704	717	10.0%	119							0			0
2	EH -B	180	1,035	113,850	4.6%	8.3%	113,850	113,850	113,850	633	9.1%	110							0			0
3	EH -C	186	1,023	112,530	4.6%	8.3%	112,530	112,530	112,530	605	9.0%	110							0			0
4	EH -D	192	1,008	110,880	4.6%	8.3%	110,880	110,880	110,880	578	8.9%	110							0			0
5	EH -E	198	990	108,900	4.6%	8.3%	108,900	108,900	108,900	550	8.7%	110							0			0
6	EH -F	204	969	106,590	4.6%	8.3%	106,590	106,590	106,590	523	8.5%	110							0			0
7	EH -G	210	945	103,950	4.6%	8.3%	103,950	103,950	103,950	495	8.3%	110							0			0
8	EH -H	216	918	100,980	4.6%	8.3%	100,980	100,980	100,980	468	8.1%	110							0			0
9	EH -I	222	888	97,680	4.6%	8.3%	97,680	97,680	97,680	440	7.8%	110							0			0
10	EH -J	228	855	94,050	4.6%	8.3%	94,050	94,050	94,050	413	7.5%	110							0			0
11	EH -K	234	819	90,090	4.6%	8.3%	90,090	90,090	90,090	385	7.2%	110							0			0
12	EH -L	240	780	85,800	4.6%	8.3%	85,800	85,800	85,800	358	6.9%	110							0			0
13																						
14																						
15																						
Total S/G #2		2,484	11,274	1,250,011	55.7%	100.0%	1,250,011	1,250,004	1,250,004	6,162	100.0%	1,329							0	0	0	0
Total:		4,968	25,032	6,000,001	38.7%	200.0%	6,000,001	6,000,000	6,000,000	29,411		5,476							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.