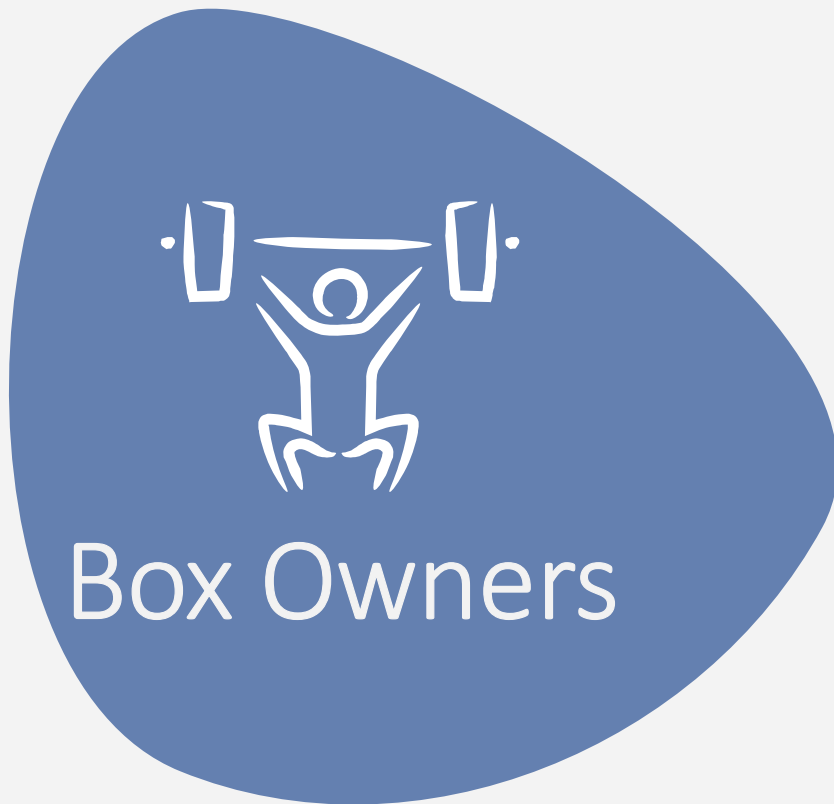


# Revenue



 CASH IS KING UNIVERSITY



# Total Revenue

“TOTAL REVENUE IS THE NUMBER THAT REPRESENTS ALL THE MONEY YOU COLLECTED FROM MEMBERS”



## QUESTION FOR TOMORROW

Is a business that collects \$1 million in revenue a \$1 million dollar business?

# Where Do I Find Revenue?

Where	DETAILS	
<b>Profit and Loss Statement</b> Aka Income Statement	<p>This is a standard report than any accounting software should have as an option.</p> <p>On the Profit and Loss report, it will be labeled as “Total Income” or “Total Revenue”</p>	<b>BEST</b>
<b>Customer Deposits</b> You'll need your bank statements	<p>Get your bank statements ready. Most banks make these available to you online.</p> <p>Add up all deposits that are from members. Some deposits could be from you personally or loans, so only add up the deposits from members.</p>	<b>OK OPTION</b>
<b>CRM</b> i.e. wodify, mindbody, zenplanner, etc	<p>Just to be safe, don't go off what your CRM says.</p> <p>We have noticed discrepancies in what the CRMs show as income and what was actually deposited.</p>	<b>DON'T</b>