



## **Year End Profit & Loss Statement**

Use your yearly P&L Statement to look for an increase of 10% in your sales and a 10% decrease in your overhead to create a 20% spread in your net profits

Areas To Increase Income	Areas To Reduce Overhead
1. Raising your fees	1. Too Much Staff
2. Point of Sales	2. Rent
3. Care Plans	3. Extra Space
4. Ancillary Services	4. Marketing ROI
5.	5.
6.	6.
7.	7.
8.	8.
9.	9.
10.	10.