

REVENUE AND COST

Labor sales	Parts sales
Parts cost	Tech wages

FIXED COSTS

Rent	Insurance
Software	Utilities
Other	Owner draw

FIGURE THE PROFIT

LINE	HOW TO FIGURE IT	YOUR NUMBER
Gross profit on labor	Labor sales – tech wages	
Gross profit on parts	Parts sales – parts cost	
Total gross profit	Gross profit on labor + gross profit on parts	
Fixed costs, total	Rent + insurance + software + utilities + other	
Net before owner draw	Total gross profit – fixed costs	
Net after owner draw	Net before owner draw – owner draw	

SIX NUMBERS TO WATCH THIS MONTH

1. Labor sales		4. Billable hours per tech	
2. Parts sales		5. Tickets open more than 14 days	
3. Profit on labor and parts		6. Receivables over 30 days	