
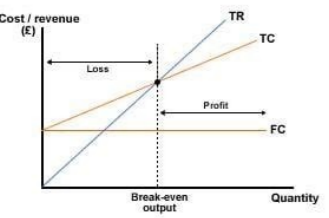
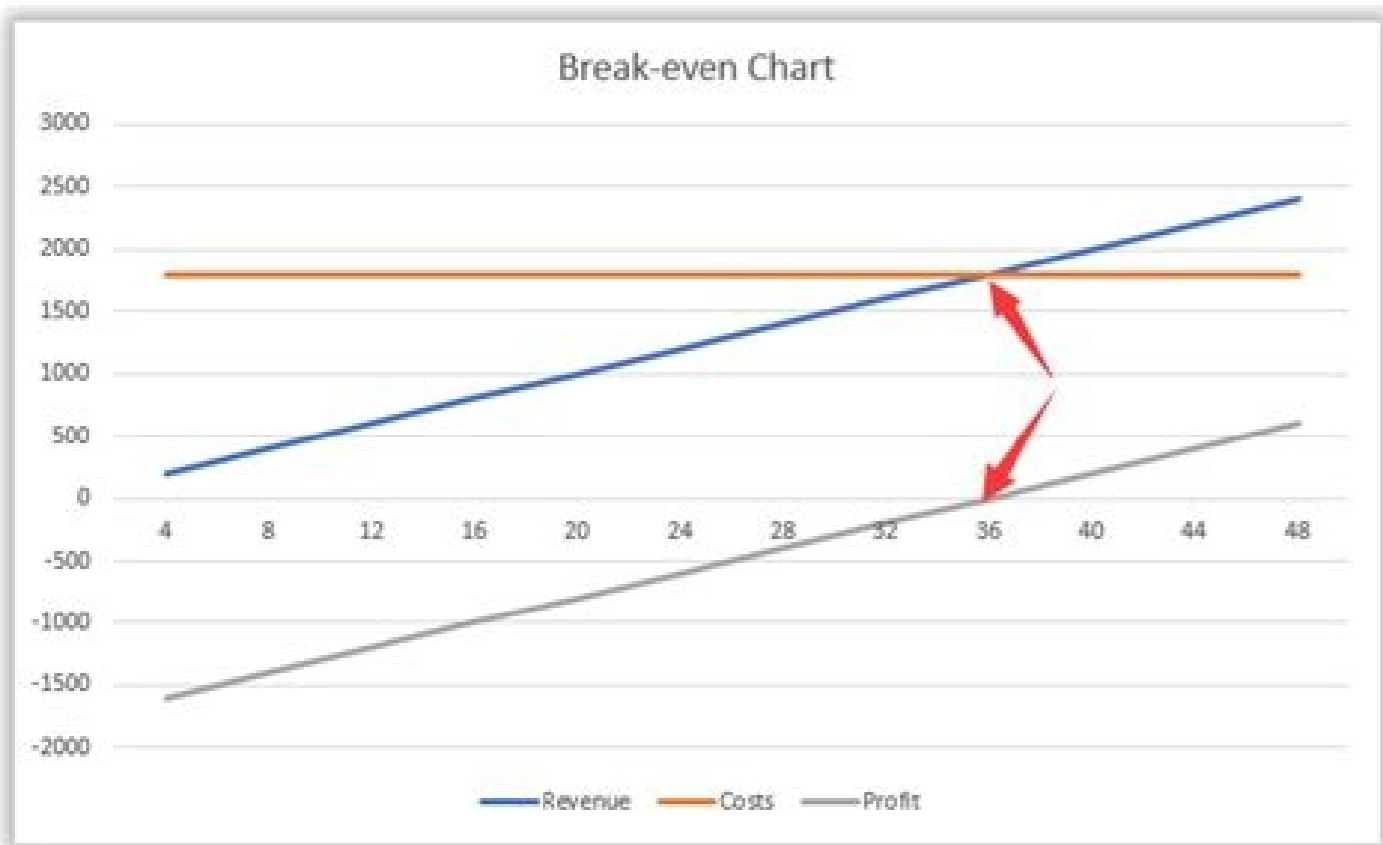


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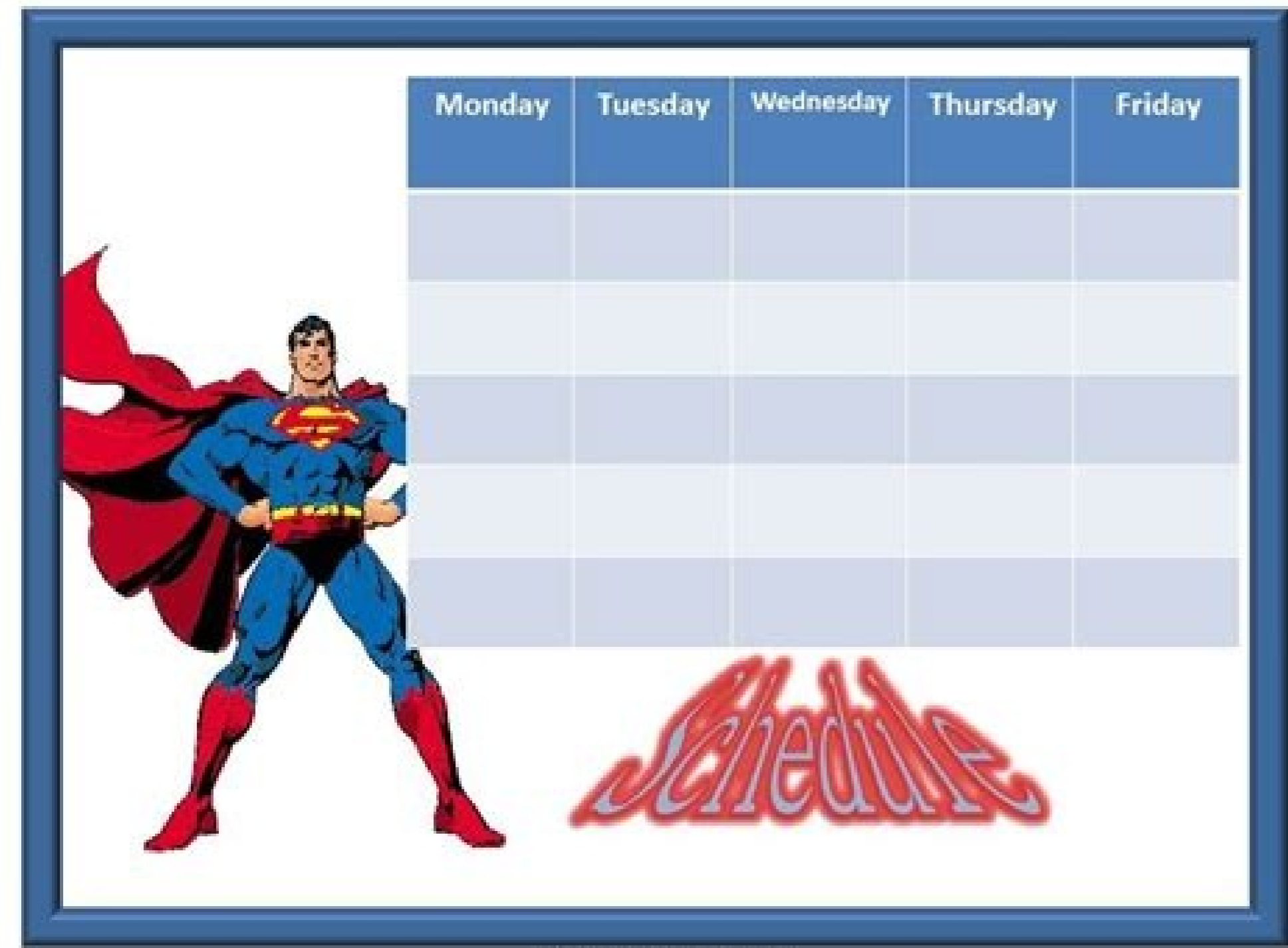


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R.A.C.E.S: A Writing Strategy

1. Restate the question.
"I think..." or "I believe..."
2. Answer the question
"I think..." BECAUSE
"I believe..." BECAUSE
3. Cite evidence to support answer
"In the reading passage..." Or
"In the story..."
4. Expand/Explain
How does it all fit together?
5. Sum it up.
Closing statement but you do not restate what you have already said.

Period	Revenue	Monthly Production Cost	Monthly Variable Cost	Monthly Fixed Cost	Monthly Profit	Monthly Break-Even Point
1	100,000	100,000	50,000	50,000	50,000	100,000
2	200,000	200,000	100,000	100,000	100,000	200,000
3	300,000	300,000	150,000	150,000	150,000	300,000
4	400,000	400,000	200,000	200,000	200,000	400,000
5	500,000	500,000	250,000	250,000	250,000	500,000
6	600,000	600,000	300,000	300,000	300,000	600,000
7	700,000	700,000	350,000	350,000	350,000	700,000
8	800,000	800,000	400,000	400,000	400,000	800,000
9	900,000	900,000	450,000	450,000	450,000	900,000
10	1,000,000	1,000,000	500,000	500,000	500,000	1,000,000



Increase your prices if you increase prices, you will not have to sell all the units to break. It will be very easier to decide when you put the job and you have useful data in front of you. Starting costs could change significantly and this helps you understand if prices must change. How does it affect fixed costs? It helps a company to know when profitable. Start of a new activity if you are thinking of starting a new activity, a draw analysis is a must. Instead, if you lower the price and sell more, the variable costs could decrease because you have more purchasing power or you are able to work in a more efficient way. Lis Sintha, the importance of a breakage of an analysis of the draw points is a powerful tool for planning and the decision-making process and to highlight critical information such as costs, quantities sold, prices and much more. In general, you should aim to break even in six -8 months after the launch of your activity. It is the distance measured by a non-profitable. These costs must be part of the draw analysis. Step 3: make the adjustments free to experience different numbers. Dependent on reliable data sometimes the costs fall into fixed and variable categories. Help you avoid failures and limit the financial balance that negative decisions can have on your activity. They could change their prices, which could affect the demand for your product, making you change the prices. By adding a new sales channel every time you add a new sales channel, your costs will change - even if your prices do not do it. Further information: the accounting advantages for small businesses of the analysis of the draw many and medium -sized enterprises never perform financial analyzes. M.B. Ndaliman, an economic model for the analysis of the draw when you broke too, you are not losing neither earning money, but all your costs have been covered. For example, if you are thinking thinking Open a retail shop and the numbers do not train, consider instead to sell online. Subsequently, mathematics automatically warn. The lower variable costs that reduce variable costs are often the most difficult option, especially if you are going into business. It is a duty. Or how many hours of service you have to sell to pay your office space. The accuracy of your tie depends on accurate data. But it's not the only search you need to do before starting or making changes to a company. As you feel it is important, but it's not enough. You still need to cover fixed costs, such as insurance or web development taxes. After the tie, any additional sale of the genre profits. You will not have to sell all the units, but you will still have to sell enough - and if charged more, buyers could expect a better product or better customer service. Download your free draw analysis model, do not forget to take your free draw analysis model. Instead, you can be realistic on potential results. In the end, it's just an esteem. This helps you to set more concrete sales goals for you and your team. Basically, you have to understand what your net profit is for unit sold and divide the fixed costs with that number. Cíc could include things such as materials, commissions, processing of payments and labor. There are some definitions that you need to know to understand the analysis of the tie: fixed costs: expenses that remain the same, no matter how much you sell. Creation of a new product if you have a company already, you should still make a tie analysis before engaging in a new product-proposed if that product add significant expenses. Your activity is "also" does not make a profit but not losing money. Step 2: connect your data now it is time to connect the data. For example, Add another employee to the payroll, as like Will dollars of extra sale be needed to recover that additional expense? The period of time depended on the period used to calculate the fixed costs (monthly is more common). In this situation, an analysis of the tie can help you calculate how the different scenarios could perform financially. Some costs can go to both categories, depending on your activity. It is a financial calculation used to determine the number of products or services necessary to cover at least the production costs. If you have salary staff, they will go to fixed costs. You may not do it well the first time, so it makes changes as you go. Variable costs: expenses that float on and already with the volume of production or sales. 1. ATTENTION: Do not forget any expenses The most common trap of the analysis of the breaking point is forgetting the variable costs-in-in. Existing companies can also benefit from a draw analysis. To save your modifiable version of the calculation sheet, click on file à ç à € 'Create a copy. The more intelligent price find your drawing point helps you better evaluate your products. Keep in mind that this is the average price. When should you use a draw analysis? A tie analysis is a fundamental part of the financial projections in the corporate plan for a new activity. Even if you see how many units you need to sell over the month, you will not see how things change if your sales float from a week to week or seasonally over the course of a year. The calculation sheet is the total of the fixed cost and variable cost in calculating the draw. If the raw materials cost double the next year, your drawing point will be very high, unless you increase prices. The next step is to divide costs into fixed costs and variable costs. Because of this, rely on a good management of the cash flow and possibly a solid sales forecast. You don't tell you what your sales will be or as how People will want what you are selling. It is not a predictor of the question, it is important to note that a draw analysis is not a predictive factor of the application. Cover fixed costs when most people think about prices, think about how much their product costs create - these are considered variable costs. It is calculated by dividing the total fixed costs associated with the production of the product based on the sale price for unit less the total variable costs for unit. In this case, it is better to perform some different scenarios to be better prepared. If you offer some customer discounts, lower the average price. Here you help you plan the quantity of launch capital you need and determine how long you have to last that capital. Make more intelligent decisions, entrepreneurs often make business decisions based on emotion. Ignore competitors as a new competitor on the market, you will influence competitors and vice versa. The marginal contribution for unit sold will be higher. For example, a tie analysis could help you determine how many cases of mobile phone you have to sell to cover deposit costs. For example, you may have a basic job cost regardless of which, not an additional labor cost that could float based on the number of product you sell. To use this model of draw analysis, collect information on the fixed and variable costs of your company, as well as the 12-month sales forecasts. If they grow rapidly and a raw material that both use it becomes more scarce, the cost may increase. The number that is calculated in the cell at the top right in a tie unit is the number of units you need to sell to equalize. The analysis of the draw only looks here and now. These are variable costs that must be included. The drawing point is the point where the revenues of your company are equivalent to its total expenses. Connect with a mentor or online score or in your community today. The contribution contribution The safety margin of the method refers to the difference between the tie and the sales made. After making a copy, you will be able to change the model and make your calculations. A tie analysis tells you how many sales you have to do to cover total production costs. Ignore the time the analysis of the tie ignores fluctuations over time. Add everything. How to calculate the drawing point before calculating the tie, we discuss how the drawing formula works. Don't worry if you're not yet ready to engage at a final price. What is a tie analysis? Step 1: Collect your data The first step is to list all the costs to do business - everything, including the cost of the product, rent and bank costs. Your drawing point is equal to fixed costs, divided by the average sale price, less variable costs. You must prove that your plan is practicable. In the costs of the costs, the tie point is the place where the total revenue of your company are equivalent to total costs. But if you pay the part-time timetable employees who only work when it is occupied, variable costs will be considered. If you are thinking through your events configuration, you may remember that you will have to provide napkins together with the food you are selling. It finances a tie analysis to your company is a key component of any corporate plan. It is worth trying to reduce costs by negotiating with your suppliers, modifying suppliers or changing the process. Making a tie analysis helps you to do it. This tells you how many units you need to sell before starting to earn a profit. The analysis of the tie is a way to discover the minimum volume of sales so that a company does not undergo losses. But more scales, more it is more easy to reduce variable costs. If you do not need good data in one draw, you will not get a reliable result. For example, you can calculate a monthly, weekly or even daily newspaper Analysis to give your sales team a goal to focus on. Otherwise, the financial tension could put the rest of your activity at risk. You can change it later. Average price finally, decide a price. Any entrance you take above your drawing point is considered the safety margin. The remaining profit is known as the contribution ratio of contribution because it contributes with the fixed sales costs. For example, if you have sold online and you are thinking of making a pop-up store, you will want to make sure you break. This can make the calculations complicated and you will probably have to fit them into one or the other. The formula of the tie is simplistic is simplistic. If you think through your packaging and -commerce experience, you may remember that you have to order the brand's fabric card and that an order lasts 200 shipments. It is a crucial activity to make important commercial decisions and financial planning. Change your business model if you are thinking of changing your business model, for example, going from the dropshipping products to the transport of inventory, you should make a tie analysis. More at the bottom you can get them, less units you will have to sell to sell. Furthermore, he does not take into account the future. If you need further help, use a draw calculator to help you determine financial analysis. Only you will tell you the amount of sales you need to do to operate in a profitable way. If they feel good with a new business, they try. In most cases, you can list total expenses as monthly amounts, unless you are considering an event with a shorter period of time, like a three -day festival. Make a list of everything that you have to pay for no matter which one. Many companies have more products with more prices. When you have a clear number in mind, it will be very Easy to follow. Cíc also applies to the addition of new online sales channels, online. Articles that can be purchased on Instagram. Lists the price for unit sold and adds all costs. The sources of financing will want to see when you expect to break even in order to know when your activity becomes profitable. Find out what happens if you lower fixed or variable costs or try to change the price. Tips to lower the tie what happens if your tie analysis is complete and find out that the number of units you need to sell is too high? The draw point refers to a measure of the safety margin. Read more: 7 ways in which small businesses can save money in their first year of draw analysis analysis, the analysis of the tie plays an important role in accounting and making corporate decisions, but is limited in the type of information which can provide. But even if you are not looking for external loans, you should know when your activity breaks. As you now know, the sales of your products have to pay more than the costs for their production. Before starting, get your free copy of the wall analysis model here. 3. You can also save him as a Microsoft Excel sheet. If you borrow money, how necessary to cover monthly capital and interest payments? Variable costs The variable costs are the costs that float based on the quantity of product you sell. As the prices float, even costs. You have to make sure you can pay the bills. If you are using the spreadsheet of the draw analysis, do the accounts for teaching automatically. The greater the safety margin, more low is the risk of transforming a loss. Capturing the missing expenses, it is easy to forget the expenses when you are thinking through an idea of a small business. Not only do you help you decide if your commercial idea is practicable, but forcing you to do research and be realistic Costs and make you think through your price strategy. You will probably have to work with one product at a time or estimate an average price based on all the You could sell. Limiting the financial deformation by making a tie analysis, it helps to mitigate the risk by showing when avoiding a commercial idea. They don't know how many sales units should be made to get a return to their capital. 4. Ultimately, a tie analysis gives you a very solid understanding of the basic conditions to be successful. Even if the fixed costs, as a lease per office, remain unchanged, you will have to process the variable costs relating to your new product and set prices before starting to sell. The tie theory is based on the fact that there is a minimum level of product to which a company does not profit or loss. Now that you know what it is, how it works and because it is important, we drop how to calculate your tie. Think about everything that you have to pay and write it. Will you plan additional costs to promote the channel, like Instagram ads? It will not be able to collect that nuance. Much psychology deepens an effective price, but knowing how to influence your gross profit margins is equally important. This delicate balance is always evolving. If you are an entrepreneur-o you think you become one-downs you know how to make a draw analysis. If your analysis of the tie shows that you have to revisit the costs and the price strategy so you can increase the margins and break in a certain sense. This model assumes that only one thing changes at a time. Drawing analyzes are an important step to make important business decisions. A tie analysis can also be used as a motivational tool. To make sure not to lose all costs, think about all your operations from start to finish. If you increase prices, you may lose customers. When you make a tie analysis, you have to establish all your financial commitments Understanding your tie. For example, maybe maybe Find out that the packing peanuts are cheap of the bubble band for the shipment of fragile products. When you think of increasing prices, be aware of that the market is willing to pay and the expectations that have a price. That's why you have to make sure your data is the most precise possible. If the number seems unrealistic or unattainable, do not panic. 2. Make a list of all costs that float depending on how much you sell. Successful entrepreneurs make their decisions based on the facts. Fixed costs, fixed costs are the costs that remain the same, regardless of how much you sell. Do you need help to complete your draw analysis? The analysis of the tie is a process of accounting of small businesses to determine a company at a point of view, or a new product or service, it will be profitable. To help you find inspiration to start, we have completed a list of over 100 business ideas required, divided into categories such as fitness, clothing and game. The next time you are thinking of starting a new activity or make changes to your existing activity, make a draw analysis, so you will be better prepared. Cíc limiter the number of surprises along the way. All you need to do is fill in the average price in the appropriate cell. In the example of drawing analysis above, the drawing point is 92.5 units. Examples of draw analysis: when using it there are four common scenarios when it helps to make a tie analysis. Set the objectives of the revenue of sales after completing an analysis of the tie, you know exactly how much you have to sell to be profitable. Cíc could include things such as rent, software season tickets, insurance and work. A tie analysis tells you exactly what you need to do to break and recover your initial investment. Ci osta that you sell beyond your drawing point add profit. What is a tie analysis? It is usually a requirement if you want to take on hiring or other debts to finance your activity. You will be able to make some changes to lower the tie. Understanding the picture of the following formula helps to determine the profitable and potential of future profits. Furthermore, if the analysis has a nice appearance, you will feel more comfortable in asking the burden of financing. Making a tie analysis is essential for making intelligent business decisions. The lower fixed costs see if there is the opportunity to reduce fixed costs. costs.

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