

## Retailers Financial Growth Guide

	<i>Last Year</i>	<i>Current Year</i>	<i>Next Year TARGETS</i>
<b>INCOME STATEMENT</b>	<b>1</b>	<b>3</b>	<b>9</b>
<b>SALES</b>	_____	_____	_____
(-) Cost of Goods Sold	_____	_____	_____
<b>= GROSS MARGIN \$</b>	_____	_____	_____
Gross Margin Percent	_____	_____	_____
<b>(-)TOTAL OPERATING EXPS</b>	_____	_____	_____
<b>= NET PROFIT</b>	_____	_____	_____
<b>BALANCE SHEET</b>	<b>2</b>	<b>4</b>	<b>8</b>
<b>ASSETS</b>			
Cash	_____	_____	_____
Inventory	_____	_____	_____
<b>TOTAL CURRENT ASSETS</b>	_____	_____	_____
<b>TOTAL FIXED ASSETS</b>	_____	_____	_____
<b>TOTAL ASSETS</b>	_____	_____	_____
<b>LIABILITIES</b>			
<b>TOTAL CURRENT LIABILITIES</b>	_____	_____	_____
<b>TOTAL LONG-TERM LIABILITIES</b>	_____	_____	_____
<b>TOTAL LIABILITIES</b>	_____	_____	_____
<b>TOTAL NET WORTH</b>	_____	_____	_____
<b>TOTAL LIAB. + NET WORTH</b>	_____	_____	_____
<b>RATIOS</b>	<b>5</b>	<b>6</b>	<b>7</b>
Current Ratio <sup>1</sup>			
Working Capital <sup>1</sup>			
Debt-to-Worth Ratio <sup>2</sup>			
Inventory Turnover <sup>1</sup>			
GMROI <sup>1</sup>			
<sup>1</sup> Higher=Better <sup>2</sup> Lower=Better			