

Some tips for using this spreadsheet:

- **Wholesale Amount:** When you click on the box that has the wholesale amount number in it, an arrow will appear to the right. Click on the arrow and a listing of wholesale level amounts will appear. Highlight the wholesale level you want, and click on it to select it. From here, the New Consultant Bonus amount will automatically fill in.
- **Shipping and Handling:** never changes
- **Enter the State Sales Tax:** You must manually enter the state tax for the state to which your consultant will have the product shipped. EXAMPLE: You can enter .0625 or 6.25 and the spreadsheet will automatically format it and know you want 6.25% sales tax (for MA tax).
- **Total Investment:** This will be automatically calculated for you.
- **Select Pay Back Period:** When you click on the box that has the number of months in it, an arrow will appear to the right. Click on the arrow and a listing ranging from 1 - 24 will appear. Highlight the number of months you want, and click on it to select it.
- **Enter Interest Rate of Loan/Credit Card:** You must manually enter the interest rate on the loan/credit card for your consultant. EXAMPLE: You can enter .1399 or 13.99 and the spreadsheet will automatically format it and know you want a 13.99% interest rate.
- Once these are all valued, the remaining numbers will all self-calculate.