

# Honest Body

## Profit and Loss

### January - December 2021

	JAN 2021	FEB 2021	MAR 2021	APR 2021	MAY 2021	JUN 2021	JUL 2021	AUG 2021	SEP 2021	OCT 2021	NOV 2021	DEC 2021	TOTAL
<b>Income</b>													
Affiliate Sales	91.00	126.00	169.50	385.04	703.18	224.50	112.00	173.29	127.50	53.19	44.53	116.63	\$2,326.36
Consulting Income	8,859.52	11,215.70	8,400.82	6,047.36	3,269.24	6,159.36	5,870.27	6,856.74	1,916.64				\$58,595.65
GAPS Consulting	116.27						250.00		1,729.31	3,385.57	2,401.85	1,729.31	\$9,612.31
GMS Consulting									2,327.19				\$2,327.19
<b>Total Consulting Income</b>	<b>8,975.79</b>	<b>11,215.70</b>	<b>8,400.82</b>	<b>6,047.36</b>	<b>3,269.24</b>	<b>6,159.36</b>	<b>6,120.27</b>	<b>6,856.74</b>	<b>5,973.14</b>	<b>3,385.57</b>	<b>2,401.85</b>	<b>1,729.31</b>	<b>\$70,535.15</b>
GAPS Class		518.21	0.01	1,145.61									\$1,663.83
GAPS Dinner Club				35.63	35.26		35.26			178.15	35.63	71.26	\$391.19
Interest Income	0.22	0.12	0.04	0.07	0.11	0.09	0.04	0.09	0.04	0.04		0.02	\$0.88
Lab Test Income				2,172.13	640.64	524.68	408.43	1,514.99	190.58			239.74	\$5,691.19
Mothers Probiotic Guide			9.45			-14.80			14.26	11.35			\$20.26
Puttering Sessions				95.84									\$95.84
Sales of Product Income				11.35									\$11.35
Services									1,000.00	1,500.00	800.00	1,000.00	\$4,300.00
Supplement Commission	958.35	1,191.32	1,146.89	1,250.14	785.43	521.08	513.11	833.65	776.13	248.30	667.10	628.77	\$9,520.27
Supplement Sales				73.16									\$73.16
<b>Total Income</b>	<b>\$10,025.36</b>	<b>\$13,051.35</b>	<b>\$9,726.71</b>	<b>\$11,216.33</b>	<b>\$5,433.86</b>	<b>\$7,414.91</b>	<b>\$7,189.11</b>	<b>\$9,378.76</b>	<b>\$8,081.65</b>	<b>\$5,376.60</b>	<b>\$3,949.11</b>	<b>\$3,785.73</b>	<b>\$94,629.48</b>
<b>Cost of Goods Sold</b>													
GAPS Class Expenses			374.99										\$374.99
Lab Test Expenses	1,988.00	1,768.50	1,465.50	1,032.50	830.50	759.00	1,926.00	365.50	567.00	315.50	120.00	313.50	\$11,451.50
Supplement Expense			78.02	112.00						67.75		96.75	\$354.52
<b>Total Cost of Goods Sold</b>	<b>\$1,988.00</b>	<b>\$1,768.50</b>	<b>\$1,918.51</b>	<b>\$1,144.50</b>	<b>\$830.50</b>	<b>\$759.00</b>	<b>\$1,926.00</b>	<b>\$365.50</b>	<b>\$567.00</b>	<b>\$383.25</b>	<b>\$120.00</b>	<b>\$410.25</b>	<b>\$12,181.01</b>
<b>GROSS PROFIT</b>	<b>\$8,037.36</b>	<b>\$11,282.85</b>	<b>\$7,808.20</b>	<b>\$10,071.83</b>	<b>\$4,603.36</b>	<b>\$6,655.91</b>	<b>\$5,263.11</b>	<b>\$9,013.26</b>	<b>\$7,514.65</b>	<b>\$4,993.35</b>	<b>\$3,829.11</b>	<b>\$3,375.48</b>	<b>\$82,448.47</b>
<b>Expenses</b>													
Advertising										640.20			\$640.20
Bank Service Charges		2.00	4.00	18.26	8.00	8.00	6.01		4.00		4.00	1.50	\$55.77
Business Coaching Expense	1,590.00	1,590.00						2,084.00	2,041.14	2,084.00	2,084.00	2,084.00	\$13,557.14
Charitable Contributions		26.55		55.70	52.23			116.71		91.71		50.15	\$393.05
Customer Refunds								500.00					\$500.00
Dues & subscriptions	117.60	20.00	55.00	134.99	125.99	156.99	125.99	125.99	27.99	218.64	145.61	139.99	\$1,394.78
Entertainment Meals		97.54	115.55	95.79								20.00	\$328.88
Graphic Design Expense			220.00										\$220.00
Insurance						280.00			18.55				\$298.55
Legal & Professional Fees			99.00					564.00		414.00		207.00	\$1,284.00
Market Research	196.39	1.14	69.02	57.03	38.97		20.00	25.93	49.25	180.42	37.00	165.24	\$840.39
Miscellaneous Expense	7.99		2.05										\$10.04
Office Supplies	128.40	42.78	349.60	140.48	27.05	58.82	13.90	129.42	13.90	32.59	13.90	13.77	\$964.61
Officers Medical						500.00							\$500.00

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	JAN 2021	FEB 2021	MAR 2021	APR 2021	MAY 2021	JUN 2021	JUL 2021	AUG 2021	SEP 2021	OCT 2021	NOV 2021	DEC 2021	TOTAL
Overdraft Protection Withdraw					291.07	268.78	108.84		1.31		6.47		\$676.47
Postage and Delivery	45.95	7.95					7.95	41.20	19.65	1.10	48.68	22.19	\$194.67
Professional Development	30.00	148.56	622.00	224.99	22.00		32.09	300.00	720.00	1,207.24		47.00	\$3,353.88
QuickBooks Payments Fees									43.00	51.75	27.70	34.50	\$156.95
Repair & Maintenance			12.00										\$12.00
Telephone Expense	180.59	239.30	157.18	180.52	180.54	180.53	155.54	155.50	155.50	155.50	155.36	155.58	\$2,051.64
Travel Expense	2.40		334.84	14.37	171.07	25.00	13.10		10.00	90.59			\$661.37
Utilities	54.97	54.97	54.97	54.97	54.97								\$274.85
Virtual Assistant Expense		405.46	199.61	340.46	242.23	133.80			381.48	244.80	93.00	359.40	\$2,400.24
Website Expenses	558.91	423.92	418.57	467.87	435.91	429.91	463.82	435.95	449.90	1,565.30	589.63	633.94	\$6,873.63
<b>Total Expenses</b>	<b>\$2,913.20</b>	<b>\$3,060.17</b>	<b>\$2,713.39</b>	<b>\$1,785.43</b>	<b>\$1,650.03</b>	<b>\$2,041.83</b>	<b>\$947.24</b>	<b>\$4,478.70</b>	<b>\$3,935.67</b>	<b>\$6,977.84</b>	<b>\$3,205.35</b>	<b>\$3,934.26</b>	<b>\$37,643.11</b>
<b>NET OPERATING INCOME</b>	<b>\$5,124.16</b>	<b>\$8,222.68</b>	<b>\$5,094.81</b>	<b>\$8,286.40</b>	<b>\$2,953.33</b>	<b>\$4,614.08</b>	<b>\$4,315.87</b>	<b>\$4,534.56</b>	<b>\$3,578.98</b>	<b>\$ -1,984.49</b>	<b>\$623.76</b>	<b>\$ -558.78</b>	<b>\$44,805.36</b>
<b>NET INCOME</b>	<b>\$5,124.16</b>	<b>\$8,222.68</b>	<b>\$5,094.81</b>	<b>\$8,286.40</b>	<b>\$2,953.33</b>	<b>\$4,614.08</b>	<b>\$4,315.87</b>	<b>\$4,534.56</b>	<b>\$3,578.98</b>	<b>\$ -1,984.49</b>	<b>\$623.76</b>	<b>\$ -558.78</b>	<b>\$44,805.36</b>