How many orders you need to break even

A monthly calculation and a check of where the money goes.

Calculation

	WHAT WE COUNT	HOW	AMOUNT
1	All monthly expenses, including my salary	from the expense sheet	
2	Average order price		
3	Materials, notions and delivery per order		
4	What one order leaves me	2 – 3	
5	**Orders needed to break even**	1 : 4	
6	Orders I can finish in a month	from the order log	

- ◯ 6 is more than 5: a cushion for a quiet month
- ◯ 6 is less than 5: review the price, the expenses or get a helper

Check

- ☐ My salary is part of the studio expenses
- ☐ I know what one order leaves me
- ☐ I count the month without days off and holidays
- ☐ I know how many days an order really takes
- ☐ I don't spend deposits before the order is delivered
- ☐ I buy expensive materials only for a specific order
- ☐ My terms state how many fittings and changes are included
- ☐ I set money aside for taxes from every payment
- ☐ I don't give discounts without a reason
- ☐ Business and personal money are kept separate

What I change this month

1. _____
2. _____
3. _____