



**OWNER’S DISCRETIONARY INCOME CHECKLIST**

	<b>2022</b>
1) OWNER’S SALARIES INCLUDING TAXES	
2) FAMILY AND FRIENDS SALARIES INCLUDING TAXES	
3) CORPORATE PROFITS	
4) PENSION & PROFIT SHARING / SHAREHOLDERS DISTRIBUTION	
5) DEPRECIATION	
6) AMORTIZATION	
7) PERSONAL LOAN PAYMENTS AND INTEREST	
8) HEALTH INSURANCE	
9) AUTO INSURANCE	
10) ANY OTHER PERSONAL INSURANCE	
11) PERSONAL VEHICLE CHARGES	
12) PERSONAL VEHICLE REPAIRS	
13) VEHICLES LEASED FOR FAMILY MEMBERS	
14) TELEPHONE AND PERSONAL COMMUNICATIONS	
15) TRAVEL & ENTERTAINMENT	
16) ANY OTHER MISCELLANEOUS NON-BUSINESS EXPENSES	
17) ANY 1 X NON-RECURRING EXPENSES	
18) EMPLOYEES NOT NECESSARY OR OVERPAID	
<b><i>This Total Represents Available Cash Flow To A New Owner</i></b>	

When you have completed filling out this form place all your invoices, receipts and proof of payment in separate folders titled as above. Buyers will want proof of your discretionary income during the due diligence phase.  
**The more organized a business is the easier it is to sell!**