

Powerful Medicine

Lesson Handout

Sample #1, the last 5 invoices issued:

Invoice #	Type	Sale	Materials	Gross profit	Hours	GP / hour
409	C	\$400	\$200	\$200	2	\$100
400	R	\$1,218	\$650	\$568	2	\$284
390	R	\$1,285	\$500	\$785	4	\$196
389	R	\$220	\$0	\$220	3	\$73
387	R	\$645	\$210	\$435	5	\$87
Total		\$3,768	\$1,560	\$2,208	16	\$138*

**Gross Profit per hour of total. Average of "GP/ hour" \$148. C= Commercial R = Residential*

Sample #2, 5 invoices selected as representative:

Invoice #	Type	Sale	Materials	Gross profit	Hours	GP / hour
372	R	\$1,090	\$550	\$540	2	\$270
371	R	\$2,817	\$1,198	\$1,619	20	\$81
328	R	\$8,258	\$3,493	\$4,765	32	\$149
566	C	\$1,650	\$300	\$1,350	23	\$59
315	C	\$1,726	\$800	\$926	5	\$185
Total		\$15,541	\$6,341	\$9,200	82	\$112*

**Gross Profit per hour of total. Average of "GP/ hour" \$149. C= Commercial R = Residential*