

Practice Development Series

Module 1: Business Planning / Activity 4: Business Financial Forecasting

Aligned with the PFA™ Designation Program

Instructions: Determine your business revenue sources, business expenses and any sources of additional capital to create a business financial forecast for your advisor business using the template that follows.

Note: You can create section headings in your completed activity to represent each topic area.

Business Financial Forecasting			
A. Identify sources of business income and expected amounts from each			
Revenue	Current Year (\$)	Future Year (\$)	Future Year (\$)
Commissions			
Trailing Commissions			
Fee for Service			
Investment Management Fee			
Other Income			
Total			



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B. Identify sources of business expenses and expected amounts from each			
Expenses	Current Year (\$)	Future Year (\$)	Future Year (\$)
Advisor Income			
Staff Income			
Rent			
Office Expenses			
Advertising			
Professional Development – courses, CE			
Telecommunication Expenses			
Transportation Costs – car lease, gas			
Client Events - meetings, appreciation			
Conference/Meetings - registration, travel			
Bank Charges			
Loan Repayment Costs			
Insurance Costs			
Other Expenses			
Total			
Revenue Less Expenses			



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C. Identify the capital available for investment and expected amounts for each			
Capital Available for Investment	Current Year (\$)	Future Year (\$)	Future Year (\$)
Lines of Credit			
Bank Loans			
Other Sources			
Total			

