

FOUNDER OS

Sales Team Monthly Projections (March)

Goal - \$650,000 Cash Collected

Closes - 61

Jordan

Month Projection - 15

Week	Projection	Actual	Notes
1 March 1st - 7th (7 Days)	3	0	
2 March 8th - 14th (7 Days)	6	2	4 this week from the pipeline
3 March 15th - 21st (7 Days)	3	1	Financial DQs (6) ~12 live calls
4 March 22nd - 28th (7 Days)	3		
5 March 29th - 31st (3 Days)	3		

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Jon

Month Projection - 12

Week	Projection	Actual	Notes
1 March 1st - 7th (7 Days)	3	0	
2 March 8th - 14th (7 Days)	6	1	3 follow-ups this wk he's feeling confident on.
3 March 15th - 21st (7 Days)	4	2	
4 March 22nd - 28th (7 Days)	2		
5 March 29th - 31st (3 Days)	2		

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Daniel

Monthly Projections

90 Sets Monthly

75% Show Rate

100% Offer Rate

Week	Projection (Sets)	Actual (Sets)	Projection (SUR)	Actual (SUR)	Projection (OR)	Actual (OR)	Notes
1 March 1st - 7th (7 Days)	20	9	75%	74%	100%	89%	
2 March 8th - 14th (7 Days)	20	21	75%	77%	100%	90%	
3 March 15th - 21st (7 Days)	20	19	75%	86%	100%	91%	
4 March 22nd - 28th (7 Days)	20	5	75%		100%		
5 March 29th - 31st (3 Days)							

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Kaz

Monthly Projections

80 Sets Monthly

75% Show Rate

100% Offer Rate

Week	Projection (Sets)	Actual (Sets)	Projection (SUR)	Actual (SUR)	Projection (OR)	Actual (OR)	Notes
1 March 1st - 7th (7 Days)	20		75%		100%		
2 March 8th - 14th (7 Days)	20	1	75%	N/A	100%	N/A	
3 March 15th - 21st (7 Days)	20		75%		100%		
4 March 22nd - 28th (7 Days)	20		75%		100%		
5 March 29th - 31st (3 Days)							

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Luis

Monthly Projections

45 Upsell Sets Monthly

90% Upsell Call Show Up Rate

Week	Proj. (Sets)	Actual (Sets)	Proj. (SUR)	Actual (SUR)	Notes
1 March 1st - 7th (7 Days)	15		90%		
2 March 8th - 14th (7 Days)	10		90%		
3 March 15th - 21st (7 Days)	10		90%		
4 March 22nd - 28th (7 Days)	10		90%		
5 March 29th - 31st (3 Days)					

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Sales Team Monthly Projections (February)

Goal - \$800,000 Revenue Generated

Closes - 37

Jordan

Month Projection - 15

Week	Projection	Actual	Notes
1 Feb 1st - 7th (7 Days)	4	1	
2 Feb 8th - 14th (7 Days)	3	4	
3 Feb 15th - 21st (7 Days)	3	0	
4 Feb 22nd - 28th (7 Days)	4		

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Parm

Month Projection - 15

Week	Projection	Actual	Notes
1 Feb 1nd - 7th (7 Days)	3	1	
2 Feb 8th - 14th (7 Days)	3	1	A transfer is on the way
3 Feb 15th - 21st (7 Days)	3	0	Sent out 2 PandaDocs
4 Feb 22nd - 28th (7 Days)	3		

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Jon

Month Projection - 15

Week	Projection	Actual	Notes
1 Feb 1nd - 7th (7 Days)	6	5	
2 Feb 8th - 14th (7 Days)	3	0	In negotiations with 3
3 Feb 15th - 21st (7 Days)	3		
4 Feb 22nd - 28th (7 Days)	3		

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Kaz

Monthly Projections - 8

Week	Projection	Actual	Notes
1 Feb 1nd - 7th (7 Days)	2	1	
2 Feb 8th - 14th (7 Days)	2	1	
3 Feb 15th - 21st (7 Days)	2	0	
4 Feb 22nd - 28th (7 Days)	2		

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Daniel

Monthly Projections

90 Sets Monthly

75% Show Rate

100% Offer Rate

Week	Projection (Sets)	Actual (Sets)	Projection (SUR)	Actual (SUR)	Projection (OR)	Actual (OR)	Notes
1 Feb 1st - 7th (7 Days)	30	23	75%	89%	100%	89%	
2 Feb 8th - 14th (7 Days)	20	19	75%	81%	100%	88%	
3 Feb 15th - 21st (7 Days)	20	5	75%		100%		
4 Feb 22nd - 28th (7 Days)	20		75%		100%		

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Ben

Monthly Projections

80 Sets Monthly

75% Show Rate

100% Offer Rate

Week	Projection (Sets)	Actual (Sets)	Projection (SUR)	Actual (SUR)	Projection (OR)	Actual (OR)	Notes
1 Feb 1nd - 7th (7 Days)	20		75%		100%		
2 Feb 8th - 14th (7 Days)	20	7	75%	N/A	100%	N/A	
3 Feb 15th - 21st (7 Days)	20		75%		100%		
4 Feb 22nd - 28th (7 Days)	20		75%		100%		

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Luis

Monthly Projections

45 Upsell Sets Monthly

90% Upsell Call Show Up Rate

Week	Proj. (Sets)	Actual (Sets)	Proj. (SUR)	Actual (SUR)	Notes
1 Feb 1nd - 7th (7 Days)	15	0	90%	X	
2 Feb 8th - 14th (7 Days)	10	2	90%		Has 6 roadmap calls this week,
3 Feb 15th - 21st (7 Days)	10	0	90%		
4 Feb 22nd - 28th (7 Days)	10		90%		

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Alek

500 New Convos/wk

1,000 Follow-Up Convos/wk

30 Sets/wk

75%+ Show Up Rate

90%+ Offer Rate

Week	Proj New Convos	Actual New Convos	Proj FUC	Actual FUC	Proj Sets	Actual Sets	Proj SUR	Actual SUR	Proj OR	Actual OR	Notes
1 Feb 1nd - 7th (7 Days)	500		200		30		75%		90%		
2 Feb 8th - 14th (7 Days)	500		200		30		75%		90%		
3 Feb 15th - 21st (7 Days)	500		200		30		75%		90%		
4 Feb 22nd - 28th (7 Days)	500		200		30		75%		90%		

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Sales Team Monthly Projections (January)

Goal - \$530k Rev Generated

Founder OS - 5 Units

OS+ - 15 Units

OS+ Split Pay - 5 Units

Jordan

Month Projection - **13//7**

Week	Projection	Actual	Notes
1 Jan 1st - 4th (4 Days)	3	2	
2 Jan 5th - 11th (7 Days)	3	2	
3 Jan 12th - 18th (7 Days)	3	2	Should have 1 more on Sat
4 Jan 19th - 25th (7 Days)	4	2	Has an upsell coming in Friday

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5 Jan 26th - 31st (6 Days)	4	1	Waiting on payments (3)
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Parm

Month Projection - 15//9

Week	Projection	Actual	Notes
1 Jan 1st - 4th (4 Days)	1	0	
2 Jan 5th - 11th (7 Days)	3	4	Upsell coming through this week
3 Jan 12th - 18th (7 Days)	3	5	
4 Jan 19th - 25th (7 Days)	4	1	Payments on the way, healthy pipeline, pushing hard for next week
5 Jan 26th - 31st (6 Days)	4	2	Looking to get one more across the line today (Aussie lady)

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Jon

Month Projection - 15//8

Week	Projection	Actual	Notes
1 Jan 1st - 4th (4 Days)	3	3	
2 Jan 5th - 11th (7 Days)	3	1	Has a MasterMind client that will likely drop, FU Tuesday Has 2 agreements signed, people transferring \$ One lady at a resort getting back on Wed of next week
3 Jan 12th - 18th (7 Days)	3	3	2-3 in the pipe for this week.
4 Jan 19th - 25th (7 Days)	3	4	Is shooting for 2 more, could come in early next week
5 Jan 26th - 31st (6 Days)	3	3	Waiting on 2 payments via ACH, 2 more FUs in the pipeline

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Kaz

Monthly Projections

22 Sets

3 Closes

Week	Projection (Sets)	Actual (Sets)	Projection (Closes)	Actual (Closes)	Notes
1 Jan 1st - 4th (4 Days)					
2 Jan 5th - 11th (7 Days)					
3 Jan 12th - 18th (7 Days)	4	3	1	0	
4 Jan 19th - 25th (7 Days)	9	2	1	1	Has 2-3 people he wants to get in before the bootcamp
5 Jan 26th - 31st (6 Days)	7	2	2	2	Has a couple verbal commitments that he needs to push across

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Daniel

Monthly Projections

87 Sets Monthly

75% Show Rate

100% Offer Rate

Week	Projection (Sets)	Actual (Sets)	Projection (SUR)	Actual (SUR)	Projection (OR)	Actual (OR)	Notes
1 Jan 1st - 4th (4 Days)	20	9	75%	83%	100%	100%	
2 Jan 5th - 11th (7 Days)	20	28	75%	84%	100%	87%	2 not offered
3 Jan 12th - 18th (7 Days)	25	21	75%	77%	100%	94%	1 not offered
4 Jan 19th - 25th (7 Days)	20	18	75%	75%	100%	75%	3 not offered
5 Jan 26th	7		75%		100%		

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- 31st (6 Days)							
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Ben

Monthly Projections

87 Sets Monthly

75% Show Rate

100% Offer Rate

Week	Projection (Sets)	Actual (Sets)	Projection (SUR)	Actual (SUR)	Projection (OR)	Actual (OR)	Notes
1 Jan 1st - 4th (4 Days)	20		75%		100%		
2 Jan 5th - 11th (7 Days)	20		75%		100%		
3 Jan 12th - 18th (7 Days)	25		75%		100%		
4 Jan 19th - 25th (7 Days)	20	14	75%	100%	100%	100%	
5	7	7	75%	86%	100%	67%	3 non-offers

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Jan 26th - 31st (6 Days)							
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Luis

Monthly Projections

125 New Founders Contacted Weekly

110 Upsell Sets Monthly

90% Upsell Call Show Up Rate

Week	Proj. (Contacts)	Actual (Contacts)	Proj. (Sets)	Actual (Sets)	Proj. (SUR)	Actual (SUR)	Notes
1 Jan 1st - 4th (4 Days)	125	X	10	X	90%	X	
2 Jan 5th - 11th (7 Days)	125	125	25	3	90%	N/A	
3 Jan 12th - 18th (7 Days)	125	125	25	5	90%	100%	
4 Jan 19th - 25th (7 Days)	125	125	25	4	90%	100%	Possibly 3 more by EOD Friday

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5 Jan 26th - 31st (6 Days)	44	21	25	2	90%	100%	
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Sales Team Monthly Projections (December)

Goal - \$500k Rev Generated

Founder OS - 5 Units

OS+ - 15 Units

OS+ Split Pay - 2 Units

Jordan

Month Projection - X

Week	Projection	Actual	Notes
1		2	
2		2	
3		1	
4	6	4	
5	4	2	

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Month Projection - X

Week	Projection	Actual	Notes
1	1	2	
2	5	6	
3	3	2	
4	4	1	
5	2		Some people paying on the 1st for income tax reasons.

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			3 slated for tomorrow
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Jon

Month Projection - X

Week	Projection	Actual	Notes
1		2	
2		0	
3		2	
4	3	1	
5	3		I have 2 OS+ on the books today (1 to discuss next steps on \$14.5K offer & the other to discuss PIF option post-PB sprint)

Daniel

Monthly Projections

87 Sets Monthly

75% Show Rate

100% Offer Rate

Week	Projection (Sets)	Actual (Sets)	Projection (SUR)	Actual (SUR)	Projection (OR)	Actual (OR)	Notes
1	20	15	75%		100%		
2	20	19	75%		100%		
3	20	20	75%		100%		
4	20	8	75%		100%		
5	7	5	75%		100%		

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Luis

Monthly Projections

125 New Founders Contacted Weekly

110 Upsell Sets Monthly

90% Upsell Call Show Up Rate

Week	Proj. (Contacts)	Actual (Contacts)	Proj. (Sets)	Actual (Sets)	Proj. (SUR)	Actual (SUR)	Notes
1	125		25		90%		
2	125		25		90%		
3	125		25		90%		
4	125		25		90%		
5	44		10		90%		

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Sales Team Monthly Projections (Feb)

GOAL: $\$127,600 / \$5,800 = 22$ units sold per Closer per month

\$127,600 new revenue at \$5,800 price - we're at \$39,100

- Jordan: X7 sales

Mastermind sales:

Pacing:

Units: # / 22 → #

JORDAN

Monthly: Close \$162,400 (28 units at \$5,800), I'm at X7 (Units Sold)

Previous month carryovers:

Week 1: 1 deals → 1

Week 2: 6 deals → 6

Week 3: 6 deals →

Week 4: 6 deals →

Week 5: 4 deals →

Payment Terms Distribution

Payment Terms	Units	%
1 pay	3	

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2 pay	2	
3 pay	2	
4 pay		
5 pay- 6 pay		
Total		100%

CHRIS MARTIN

Monthly: Close \$98,600 (17 units at \$5,800), I'm at 15 (Units Sold)

Previous month carryovers:

Week 1: 0 deals → 0

Week 2: 3 deals → 1

Week 3: 5 deals → 5

Week 4: 6 deals → 5

Week 5: 3 deals → 4

Payment Terms Distribution

Payment Terms	Units	%
1 pay	4	
2 pay	1	
3 pay	5	
4 pay	2	
5 pay- 6 pay	3	
Total		100%

Sales Team Monthly Projections (Jan)

GOAL: $\$127,600 / \$5,800 = 22$ units sold per Closer per month

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\$127,600 new revenue at \$5,800 price - we're at \$213,600

- Jordan: X18 sales

Mastermind sales:

Pacing:

Units: # / 22 → #

JORDAN

Monthly: Close \$162,400 (28 units at \$5,800), I'm at X18 (Units Sold)

Previous month carryovers:

Week 1: 6 deals → 3

Week 2: 6 deals → 2

Week 3: 6 deals → 4

Week 4: 6 deals → 5

Week 5: 4 deals → 4

Payment Terms Distribution

Payment Terms	Units	%
1 pay	5@ (24k) 4@ (5800)	
2 pay	1	
3 pay	5	
4 pay	1	
5 pay- 6 pay	8-pay (24K) 1	
Total		100%

CHRIS MARTIN

Monthly: Close \$98,600 (17 units at \$5,800), I'm at 15 (Units Sold)

Previous month carryovers:

Week 1: 0 deals → 0

Week 2: 3 deals → 1

Week 3: 5 deals → 5

Week 4: 6 deals → 5

Week 5: 3 deals → 4

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Payment Terms Distribution

Payment Terms	Units	%
1 pay	4	
2 pay	1	
3 pay	5	
4 pay	2	
5 pay- 6 pay	3	
Total		100%

CHRISTOPHER

Monthly: Close 12 closed sets, I'm at X 19 (Units Sold)

Previous month carryovers:

Week 1: 12 sets / 70% closer show rate / 60% offer rate on sets & confirms → 11 sets / 50% offer rate /

Week 2: 20 sets / 70% show rate / 60% offer rate → 21 sets/ 84% show rate (11/13 on my sets)/82%offer rate (9/11 on my sets).

Week 3: 20 sets/ 70% show rate / 60% offer rate → 22 sets/ 82% show rate (14/17 on my sets)/92%offer rate (13/14 on my sets).

Week 4: 25 sets / 70% show rate / 60% offer rate → 25 sets/ 85% show rate (17/20 on my sets)94% offer rate (16/17 on my sets).

Week 5:

Skill Focus	Execution Plan (measured progress/practice)

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Sales Team Monthly Projections (DEC)

GOAL: \$127,600 / \$5,800 = 22 units sold per Closer per month

\$127,600 new revenue at \$5,800 price - we're at \$98,130

- Jordan: X12 sales

Mastermind sales:

Pacing:

Units: # / 22 → #

JORDAN

Monthly: Close \$127,600 (22 units at \$5,800), I'm at X12 (Units Sold)

Previous month carryovers:

Week 1: 6 deals → 5

Week 2: 6 deals → 1

Week 3: 6 deals → 3

Week 4: 6 deals → 3

Payment Terms Distribution

Payment Terms	Units	%
1 pay	4 (4060) 3 (5800) 1(4800)	
2 pay		
3 pay	2 (24,000) 1(5800)	
4 pay		
5 pay- 6 pay	1 (5800)	
Total		100%

54,500 CC

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74,040 REV

NEW CLOSER

Monthly: Close \$127,600 (22 units at \$5,800), I'm at X (Units Sold)

Previous month carryovers:

Week 1: 6 deals →

Week 2: 6 deals →

Week 3: 6 deals →

Week 4: 6 deals →

Payment Terms Distribution

Payment Terms	Units	%
1 pay		
2 pay		
3 pay		
4 pay		
5 pay- 6 pay		
Total		100%

CHRISTOPHER

Monthly: Close 12 closed sets, I'm at X1 (Units Sold)

Previous month carryovers:

Week 1: # completed calls, 3 closed sets → # completed calls, # closed sets

Week 2: # completed calls, 3 closed sets → # completed calls, # closed sets

Week 3: total dials 385, 59 completed calls, 22 total sets → 8 completed calls, 2 closed sets

Week 4: total dials 375, completed calls 34, 20 total sets → 23 completed calls, 7 closed sets

Skill Focus	Execution Plan (measured progress/practice)

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Sales Team Monthly Projections (Nov)

GOAL: $\$127,600 / \$5,800 = 22$ units sold per Closer per month

\$127,600 new revenue at \$5,800 price - we're at \$78,300

- Jordan: x17 sales

Mastermind sales:

Pacing:

Units: # / 22 → #

JORDAN

Monthly: Close \$127,600 (22 units at \$5,800), I'm at x17 (Units Sold)

Previous month carryovers:

Week 1: 6 deals →

Week 2: 6 deals → 3

Week 3: 6 deals → 6

Week 4: 6 deals → 8

Payment Terms Distribution

Payment Terms	Units	%
1 pay	1 (5800) 11 (4060)	
2 pay	4 (4060)	
3 pay		
4 pay		
5 pay- 6 pay	2 (5800)	

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Total		100%
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60,900 CC

78,300 Rev

NEW CLOSER

Monthly: Close \$127,600 (22 units at \$5,800), I'm at X (Units Sold)

Previous month carryovers:

Week 1: 6 deals →

Week 2: 6 deals →

Week 3: 6 deals →

Week 4: 6 deals →

Payment Terms Distribution

Payment Terms	Units	%
1 pay		
2 pay		
3 pay		
4 pay		
5 pay- 6 pay		
Total		100%

CHRISTOPHER

Monthly: Close 12 closed sets, I'm at X 9 (Units Sold)

Previous month carryovers:

Week 1: # completed calls, 3 closed sets → # completed calls, # closed sets

Week 2: # completed calls, 3 closed sets → # completed calls, # closed sets

Week 3: total dials 385, 59 completed calls, 22 total sets → 8 completed calls, 2 closed sets

Week 4: total dials 375, completed calls 34, 20 total sets → 23 completed calls, 7 closed sets

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	Skill Focus	Execution Plan (measured progress/practice)

Sales Team Monthly Projections (Oct)

GOAL: $\$127,600 / \$5,800 = 22$ units sold per Closer per month

\$127,600 new revenue at \$5,800 price - we're at \$50,200

- Jordan: 9X sales
- Jeff:

Mastermind sales: \$17,000

Pacing: \$44,000

Units: # / 22 → #

JORDAN

Monthly: Close \$127,600 (22 units at \$5,800), I'm at 9 (Units Sold)

Previous month carryovers:

Week 1: 6 deals → 1

Week 2: 6 deals → 4

Week 3: 6 deals →

Week 4: 6 deals → 4

Payment Terms Distribution

Payment Terms	Units	%
1 pay	2 (4800) 3 (5800)	
2 pay	4 (5800)	

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3 pay		
4 pay		
5 pay- 6 pay		
Total		100%

JEFF

Monthly: Close \$127,600 (22 units at \$5,800), I'm at 2 (Units Sold)

Previous month carryovers:

Week 1: 6 deals →

Week 2: 6 deals →

Week 3: 6 deals → 2

Week 4: 6 deals →

Payment Terms Distribution

Payment Terms	Units	%
1 pay	2 (5800)	
2 pay		
3 pay		
4 pay		
5 pay- 6 pay		
Total		100%

SETTERS

Example

Monthly: 60 completed calls scheduled, 12 closed sets of Founder OS @ \$5,800 → I'm at x calls scheduled

Week 1: # completed calls, # closed sets → # completed calls, # closed sets

Week 2: # completed calls, # closed sets → # completed calls, # closed sets

Week 3: # completed calls, # closed sets → # completed calls, # closed sets

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Week 4: # completed calls # closed sets, → # completed calls, # closed sets

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EXAMPLE MICHAEL

Monthly: 60 completed calls scheduled, 12 closed sets of Founder OS @ \$5,800 → I'm at 48 completed calls for October, 12 closed sets

Week 1: 15 completed calls, 3 closed sets → 15 completed calls, 4 closed sets

Week 2: 15 completed calls, 3 closed sets → 20 completed calls, 5 closed sets

Week 3: 15 completed calls, 3 closed sets → 13 completed calls, 3 closed sets

Week 4: 15 completed calls, 3 closed sets → # completed calls, # closed sets

	Skill Focus	Execution Plan (measured progress/practice)
	Become better at handling common objections	
	Set up all systems for setting - get to 280 warm sets per month	

Sales Team Monthly Projections (Sept)

\$105,600 new revenue we're at \$ 69,400

- Matt 0 sales

- Jordan 13 sales

Mastermind sales: Matt:

Pacing: 69,400

Units: # / 22 → 2

$\$105,600 / \$4,800 = 22$ units sold per Closer per month

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JORDAN

Monthly: Close \$105,600 (22 units at \$4,800), I'm at 13 (Units Sold)

Previous month carryovers:

Week 1: 6 deals → 3

Week 2: 6 deals → 3

Week 3: 6 deals →

Week 4: 6 deals → 7

Payment Terms Distribution

Payment Terms	Units	%
1 pay	5 (3 @5800)	
2 pay		
3 pay	2 (5,800)	
4 pay	3 (all 4,800)	
5 pay- 6 pay	3 (2 @ 5,800)	
Total		100%

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Sales Team Monthly Projections (August)

\$105,600 new revenue we're at \$ 153,600

- Matt 0 sales

- Jordan 32 sales

Mastermind sales: Matt:

Pacing: 153,600

Units: # / 22 → 2

$\$105,600 / \$4,800 = 22$ units sold per Closer per month

JORDAN

Monthly: Close \$105,600 (22 units at \$4,800), I'm at 32 (Units Sold)

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Previous month carryovers:

Week 1: 6 deals → 3

Week 2: 6 deals → 3

Week 3: 6 deals → 8

Week 4: 6 deals → 16

Payment Terms Distribution

Payment Terms	Units	%
1 pay	13 (1 sale for 3800, 1 for 3000)	
2 pay	3	
3 pay	5	
4 pay	2	
5 pay- 6 pay	7 (1 deal is a 12 pay)	
Total		100%

MATT

Monthly: Close \$96,000 (20 units at \$4,800), I'm at \$K (# Units Sold)

Week 1: 5 deals →

Week 2: 5 deals → 2

Week 3: 5 deals → 1

Week 4: 5 deals →

3 MM = \$18,000 x 3 = \$54,000

Payment Terms	Units	%
1 pay		
2 pay		
3 pay		

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4 pay		
5 pay		
Total		100%

TEMPLATE:

GOAL: $\$127,600 / \$5,800 = 22$ units sold per Closer per month

\$127,600 new revenue we're at \$XXX jordan@founderos.com fill this area out

- Jordan
- Jeff

Mastermind sales:

Matt:

Pacing:

Units: # / 22 → #

Monthly: Close \$127,600 (22 units at \$5,800), I'm at X (Units Sold)

Previous month carryovers:

Week 1: 6 deals →

Week 2: 6 deals →

Week 3: 6 deals →

Week 4: 6 deals →

Payment Terms Distribution

Payment Terms	Units	%
1 pay		
2 pay		
3 pay		
4 pay		

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5 pay- 6 pay		
Total		100%

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Sales Team Monthly Projections (July)

\$105,600 new revenue we're at \$

- Matt 1 sale \$4,800

- Jordan 13 sale \$62,400

Mastermind sales: Matt: 1 @ \$18,000

Pacing: 85,200

Units: # / 22 → 2

$\$105,600 / \$4,800 = 22$ units sold per Closer per month

JORDAN

Monthly: Close \$105,600 (22 units at \$4,800), I'm at \$62,400 (13 Units Sold)

Previous month carryovers: Matthew Bergvinson ,

Week 1: 6 deals → 4 closed

Week 2: 6 deals → 4 closed

Week 3: 6 deals → 2 closed

Week 4: 6 deals → 3 closed - Alan bachers (\$3300)

Payment Terms Distribution

Payment Terms	Units	%
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1 pay	7	
2 pay	1	
3 pay	4	
4 pay		
5 pay- 6 pay	1	
Total		100%

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MATT

Monthly: Close \$96,000 (20 units at \$4,800), I'm at \$K (# Units Sold)

Week 1: 5 deals →

Week 2: 5 deals →

Week 3: 5 deals →

Week 4: 5 deals →

Payment Terms	Units	%
1 pay		
2 pay		
3 pay		
4 pay		
5 pay		
Total		100%

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Sales Team Monthly Projections (June)

\$105,600 new revenue we're at \$28,800

Mastermind sales:

Pacing:

Units: # / 22 → 6

$\$105,600 / \$4,800 = 22$ units sold per Closer per month

JORDAN

Monthly: Close \$105,600 (22 units at \$4,800), I'm at \$K (# Units Sold)

Week 1: 4 deals → 6 calls- 2 closed

Week 2: 6 deals → 21 calls booked- 6 DQ's - 5 closed

Payment Terms Distribution

Payment Terms	Units	%
1 pay	1	
2 pay	1	
3 pay	2	
4 pay	1	
5 pay- 6 pay	1	
Total		100%

FOUNDER OS

MATT

Monthly: Close \$96,000 (20 units at \$4,800), I'm at \$K (# Units Sold)

Week 1: 5 deals →

Week 2: 5 deals →

Week 3: 5 deals →

Week 4: 5 deals →

Payment Terms	Units	%
1 pay		
2 pay		
3 pay		
4 pay		
5 pay		
Total		100%

FOUNDER OS

Payment Terms Distribution Template

Payment Terms	Units	%
1 pay		
2 pay		
3 pay		
4 pay		
5 pay		
Total		100%

CLOSER PROJECTION TEMPLATE

Monthly: Close \$105,600 (22 units at \$4,800), I'm at \$K (# Units Sold)

Week 1: 6 deals →

Week 2: 6 deals →

Week 3: 6 deals →

Week 4: 6 deals →

[Sept] 2023

Ad Spend: \$

Availability *open slots to take calls: 7 slots open

Leads:

Scheduled Consults: 85

Live Consults: 37

Show % 43

Offers - 26

Closes (not deposits) - 13

Close % 50

Price Point \$ 5 so far at \$4800/5800

New Contracted Revenue \$ 69,400

Upfront Cash Collected \$ 40,798

Back-End Ascensions / Upgrades

FE → BE Upgrade %

Total Cash \$

FOUNDER OS

Net Operating Profit

[October] 2023

Ad Spend: \$

Availability *open slots to take calls: 7 slots open

Leads:

Scheduled Consults: 121

Live Consults: 66

Show % 54

Offers - 33

Closes (not deposits) - 9

Close % 23

Price Point \$ 5 so far at \$4800/5800

New Contracted Revenue \$ 50,200

Upfront Cash Collected \$ 38,600

Back-End Ascensions / Upgrades

FE → BE Upgrade %

Total Cash \$

Net Operating Profit