

# DEVELOP YOUR BUSINESS MODEL

Answer the following questions to help develop your business model:

1. List all of the ways you can generate income through your business and how much customers would be willing to pay.

MONTHLY INCOME	AMOUNT
	R
	R
	R
<b>TOTAL</b>	<b>R</b>

2. List all of the things you'll need to pay for in order to deliver your product or service to your customers.

MONTHLY INCOME	AMOUNT
	R
	R
	R
<b>TOTAL</b>	<b>R</b>

3. Deduct your cost of sales from your income to work out how much your gross profit would be.

<b>INCOME</b>	<b>R</b>
<b>EXPENSES</b>	<b>R</b>
<b>GROSS PROFIT</b> = Income minus expenses	<b>R</b>