

| This is the template |
| :--- |
| Template text and calculations |
| Leads |
| Number of Leads |
| X |


| Conversion rate |
| :--- |
| Conversion Rate |
| $=$ |
| Conversion rate is the number of times you |
| approach / Contact a lead that converts into |
| a sale. |
| I.E: 100 Contacts / 10 sales $=10 \%$ |



Get the result and take this result and
Multiply ( $X$ ) it with the next.

## Number of transactions

Number of transactions
X
Number of transactions as a number



## Margins

Margin
What is your margin on the product in the
funnel?

## Profit

Total profit for you in the Business
Backbone®

| Insert your normal numbers here | Number of customers (copy) |
| :---: | :---: |
| Here you insert your numbers and calcul- | Insert number above |
|  |  |
|  | Number of transactions (copy) (copy) |
| Leads |  |
|  | X |
| insert number above | Insert number above |
| Conversion rate | Average dollar sale (copy) (copy) |
| Insert Conversion rate above | = |
| Number of customers | Insert number above |
| Insert number here | Total dollar turnover (copy) (copy) |
| Calculate the conversion number |  |
|  | X |
| Number of customers | Insert number above |
| Insert number above | Margins (copy) (copy) |
| Number of transactions (COPY) | Margin |
| Number of transactions (copy) | Insert number above |
| X | Profit (copy) (copy) |
| Insert number above |  |
| Average dollar sale (copy) | Total profit for you in the Business Backbone© |


| Insert number above |
| :--- | :--- |
| Margins (copy) |
| Margin |
| Insert number above |
| Total dollar turnover (copy) |
| X |
| Insert number above |
| Profit (copy) |
| Total profit for you in the Business |
| Backbone® |

[^0]| You can use this system to automate |
| :--- |
| pipeline |
| ActiveCampaign $\quad$ Free 14 day trial <br> https://www.activecampaign.com/?_r=8- <br> 4T4E78A |

Here you can test and compare your growth
potentail here and see your end result.
Leads (copy)
insert number above
Conversion rate (copy)

| Insert Conversion rate above |
| :--- |
| Number of customers (copy) |
| Insert number here |
| Calculate the conversion number |

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[^0]:    Test your exponential potential

