

Use this worksheet to calculate the amount of income your business needs to generate annually to step away from it and provide your dream lifestyle. Find more blog post titled [How Big Do You Need to Grow Your Business for Self-Sustainability?](#) This is a 3-step process:

1. How much do you want your business to pay you even when you're not there?
2. On average, what is your business' annual net profit margin?
3. Calculate how much revenue your business must generate to create your needed income.

1. How much do you want your business to pay you even when you're not there?

You get this from Step 1 of the SPARC Business Growth process. If you know what you want from your life, how much does it cost annually to live this life. If you have a financial planner, he/she helped you figure out how much you need to retire.

This is the same process but the beauty here is your business get you there in 3 years or less. It will take a decade or more to save this amount of money necessary using paper securities! This the reason we recommend a business self-sustainability strategy.

Your Desired Annual Income = \$

2. On average, what is your business' annual net profit margin?

You may want to estimate this by looking at the past 3 years. Or, look at your best years and make this the profit requirement for your business going forward. Note: whatever you come up with becomes the performance requirement for the person managing your business from this point forward.

Your Annual Profit Margin =

%

3. Calculate your business' Annual Revenue Requirement

Using the numbers from the previous two steps you can now calculate how much you need to grow your topline revenue in order to step away from your business with the life you dream. Divide *Your Desired Annual Income* by *Your Annual Profit Margin* to calculate your *Required Annual Revenue*.

Required Annual Revenue

=

Your Desired
Annual Income

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Your Annual
Profit Margin