

# IRL Social Skills

## Profit and Loss

January - December 2023

	TOTAL
Income	
Sales	
Advocacy Retainer	800.00
Cognitive Skills Training	4,800.00
Masterclasses	298,318.00
Presentations	1,000.00
Workshops	667.00
<b>Total Sales</b>	<b>305,585.00</b>
Sales Customer Refunds/Discounts	
Customer Discounts	-31,339.55
Customer Refunds	-3,379.30
Customer Scholarships	-6,018.00
<b>Total Sales Customer Refunds/Discounts</b>	<b>-40,736.85</b>
Unapplied Cash Payment Income	0.00
<b>Total Income</b>	<b>\$264,848.15</b>
Cost of Goods Sold	
Contractors	95,653.00
<b>Total Cost of Goods Sold</b>	<b>\$95,653.00</b>
<b>GROSS PROFIT</b>	<b>\$169,195.15</b>
Expenses	
Advertising & Marketing	650.00
Client Events	1,522.69
Client Gifts	89.95
Marketing	12,759.87
Social Media	29,132.63
Website	496.49
<b>Total Advertising &amp; Marketing</b>	<b>44,651.63</b>
Building & Property Rent	9,814.95
Contributions to Charities	467.00
Insurance	88.20
Business Insurance	1,655.52
Renters Insurance	184.00
Travel Insurance	58.11
<b>Total Insurance</b>	<b>1,985.83</b>
Interest paid	
Business Loan Interest	1,786.93
<b>Total Interest paid</b>	<b>1,786.93</b>
Learning System Contractor	28,634.50
Learning Systems Consultant	20,000.00
Legal & Professional Services	99.00
Accounting Fees	13,230.00

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	TOTAL
Business Coach	4,100.00
Legal Fees	578.00
Professional Services	1,040.00
<b>Total Legal &amp; Professional Services</b>	<b>19,047.00</b>
Meals	
Meals - Pantry	854.63
Meals - Restaurants	1,769.91
<b>Total Meals</b>	<b>2,624.54</b>
Office Expenses	
Furniture & Decor	49.50
Office Supplies	1,316.05
Shipping & Postage	429.30
Small Tools & Equipment	95.18
<b>Total Office Expenses</b>	<b>1,890.03</b>
Other Business Expenses	
Bank Fees & Service Charges	1,435.60
Business Licenses	915.00
Contractor Gifts	1,154.36
Education/Training	5,298.67
Factoring Fees	5,200.00
Memberships & Subscriptions	958.97
Merchant Account Fees	7,188.33
Parking & Tolls	19.60
Software & Apps	7,381.58
Team Events	1,451.30
<b>Total Other Business Expenses</b>	<b>31,003.41</b>
Payroll - Employee Benefits	
Dental Insurance	390.00
<b>Total Payroll - Employee Benefits</b>	<b>390.00</b>
Travel	
Travel Expenses	5,389.45
Travel Meals	275.05
<b>Total Travel</b>	<b>5,664.50</b>
Unapplied Cash Bill Payment Expense	0.00
Utilities	
Electric/Gas	638.13
Phone Service & Internet	974.25
<b>Total Utilities</b>	<b>1,612.38</b>
<b>Total Expenses</b>	<b>\$169,572.70</b>
<b>NET OPERATING INCOME</b>	<b>\$ -377.55</b>

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January - December 2023

	TOTAL
Other Income	
Cash Back Rewards	191.37
Dividends	4.03
Other Income	1,235.00
<b>Total Other Income</b>	<b>\$1,430.40</b>
Other Expenses	
Bad Debt	2,100.00
<b>Total Other Expenses</b>	<b>\$2,100.00</b>
NET OTHER INCOME	<b>\$ -669.60</b>
NET INCOME	<b>\$ -1,047.15</b>

# IRL Social Skills

## Balance Sheet

As of December 31, 2023

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
Beneficial State (335)	13,762.36
Cash	0.00
OnPoint Business Checking (7511)	490.79
OnPoint Business Savings	36.06
<b>Total Bank Accounts</b>	<b>\$14,289.21</b>
Other Current Assets	
Undeposited Funds	0.00
<b>Total Other Current Assets</b>	<b>\$0.00</b>
<b>Total Current Assets</b>	<b>\$14,289.21</b>
Fixed Assets	
Learning System	45,500.00
<b>Total Fixed Assets</b>	<b>\$45,500.00</b>
<b>TOTAL ASSETS</b>	<b>\$59,789.21</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Credit Cards	
Capital One - 0991	0.00
Capital One - 2549	0.00
Capital One - 8819	8,690.90
Citi - 6462	0.00
Upgrade - 8591	0.00
<b>Total Credit Cards</b>	<b>\$8,690.90</b>
Other Current Liabilities	
Forward Finance A/R Loan	12,602.50
MESO Loan	4,474.76
Micro Enterprise Loan	0.00
Stripe Loan	73.33
WebBank Loans	0.00
<b>Total Other Current Liabilities</b>	<b>\$17,150.59</b>
<b>Total Current Liabilities</b>	<b>\$25,841.49</b>
Long-Term Liabilities	
BSB Line of Credit (905)	18,250.00
Owner Loan	25,000.00
SBA/EIDL Loan	20,500.00
<b>Total Long-Term Liabilities</b>	<b>\$63,750.00</b>
<b>Total Liabilities</b>	<b>\$89,591.49</b>

# IRL Social Skills

## Balance Sheet

As of December 31, 2023

	TOTAL
Equity	
Opening balance equity	0.00
Owner's Equity	
Estimated Taxes Paid	-8,553.00
Mara - Owner Draws	-49,845.26
Mara - Owner Investments	47,348.56
Mara - Personal Expenses	-9,765.55
<b>Total Owner's Equity</b>	<b>-20,815.25</b>
Retained Earnings	-7,939.88
Net Income	-1,047.15
<b>Total Equity</b>	<b>\$ -29,802.28</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$59,789.21</b>

**IRL Social Skills**  
**Statement of Cash Flows**  
January - December 2023

	TOTAL
<b>OPERATING ACTIVITIES</b>	
Net Income	1,818.37
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Accounts Receivable (A/R)	-2,870.50
Accounts Payable (A/P)	0.00
Capital One - 0991	0.00
Capital One - 2549	0.00
Capital One - 8819	8,690.90
Citi - 6462	0.00
Upgrade - 8591	0.00
Forward Finance A/R Loan	12,602.50
MESO Loan	4,474.76
Stripe Loan	73.33
WebBank Loans	0.00
<b>Total Adjustments to reconcile Net Income to Net Cash provided by operations:</b>	<b>22,970.99</b>
<b>Net cash provided by operating activities</b>	<b>\$24,789.36</b>
<b>INVESTING ACTIVITIES</b>	
Learning System	-45,500.00
<b>Net cash provided by investing activities</b>	<b>\$ -45,500.00</b>
<b>FINANCING ACTIVITIES</b>	
BSB Line of Credit (905)	18,250.00
Owner Loan	25,000.00
Opening balance equity	3,125.45
Owner's Equity:Estimated Taxes Paid	-8,553.00
Owner's Equity:Mara - Owner Draws	-25,368.59
Owner's Equity:Mara - Owner Investments	27,059.15
Owner's Equity:Mara - Personal Expenses	3,369.18
Retained Earnings	-12,262.09
<b>Net cash provided by financing activities</b>	<b>\$30,620.10</b>
<b>NET CASH INCREASE FOR PERIOD</b>	<b>\$9,909.46</b>
Cash at beginning of period	4,374.77
<b>CASH AT END OF PERIOD</b>	<b>\$14,284.23</b>