

National Resume Writers Association
Profit & Loss
 January through September 2015

	Jan - Sep 15
Ordinary Income/Expense	
Income	
CERTIFICATION INCOME	
Certification Testing NCRW	
Testing NCRW - \$250	2,500.00
Testing NCRW-Retake Part 1 \$50	50.00
Testing NCRW-Retake Part 2 \$150	150.00
Total Certification Testing NCRW	2,700.00
Online Training Programs	
Online Training-Member \$30/\$130	11,601.00
Online Training-Non-Mem \$55/200	660.00
Online Training-Retakes \$15 ea	510.00
Total Online Training Programs	12,771.00
Sample Submissions	
Sample Submissions - \$75	1,425.00
Total Sample Submissions	1,425.00
Total CERTIFICATION INCOME	16,896.00
CONFERENCE INCOME	
2015 Registrations	
Breakout Speaker 50% off \$249	3,486.00
Staff Registration \$249	747.00
CC Regis Half Price \$347	259.50
Early Bird Prev Attend \$399	5,237.00
Early Bird Registration \$449	8,157.00
Early Bird Regis Nonmember \$624	1,872.00
Early Bird 2-Pay Prev Attd \$202	1,212.00
Early Bird 3-Pay 3x\$151=\$453	1,963.00
Early Bird 6-Pay 6x\$76=\$456	1,520.00
Regular Registration \$519	9,342.00
Regular Regis NonMem \$694	2,776.00
Regular Reg 2-Pay 2x\$261=\$522	261.00
Late Registration \$549	2,745.00
Thursday Only Registration \$395	790.00
Thursday Only Regis NonMem \$570	570.00
Friday Only Registration \$395	-395.00
Cancellation Fees	149.50
Total 2015 Registrations	40,692.00
Conference Sponsors	
Presenting Sponsor \$1,750	2,823.00
Gold Sponsor \$1,250	1,250.00
Silver Sponsor \$750	500.00
Supporting Sponsor \$650	500.00
Speaker Table \$100	100.00
Coupon Sponsor \$27	81.00
Total Conference Sponsors	5,254.00
Pre-Conference Workshops	
2015 PDI #1 Member \$119	2,737.00
2015 PDI #1 Non-Member \$273	273.00
Total Pre-Conference Workshops	3,010.00
Tours, Activities, Food Only	
2015 Activity Charlotte \$25	540.00
Wednesday Reception Guest \$25	125.00
Total Tours, Activities, Food Only	665.00
Total CONFERENCE INCOME	49,621.00

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 Accrual Basis

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EDUCATION PROGRAMS INCOME	
Webinar Regis Member \$19.99	2,820.10
Webinar Regis Non-member \$29.99	1,259.58
Total EDUCATION PROGRAMS INCOME	4,079.68
INTEREST INCOME	55.63
MEMBERSHIP INCOME	
Affiliate	
Affiliate Member-New \$350	700.00
Affiliate Member-Renew \$350	350.00
Total Affiliate	1,050.00
Associate	
Associate Member-New \$95	1,805.00
Associate Member-Renewal \$95	190.00
Total Associate	1,995.00
New Members-General	
New Member-3 Pay \$52.50x3	10,290.00
New Member-Regular \$150	21,150.00
New Members-General - Other	500.00
Total New Members-General	31,940.00
Renewals-General	
Regular Renewals \$150	29,250.00
Renewals 3-Pay \$52.50 x 3	5,355.00
Volunteer Renewal \$75	0.00
Total Renewals-General	34,605.00
Total MEMBERSHIP INCOME	69,590.00
REFERRAL INCOME	
Amazon Affiliate	127.48
Total REFERRAL INCOME	127.48
ROAR RESUME WRITING CONTEST	
ROAR Member Submission \$20	1,018.00
ROAR Nonmember Submission \$30	120.00
Total ROAR RESUME WRITING CONTEST	1,138.00
Total Income	141,507.79
Gross Profit	141,507.79
Expense	
BANKING EXPENSES	
Authorize.net Gateway	282.70
Bank Service Charges	105.00
Merchant Account Fees	5,049.51
Total BANKING EXPENSES	5,437.21
CERTIFICATION CHAIR EXPENSES	
Grader Fee	2,100.00
Total CERTIFICATION CHAIR EXPENSES	2,100.00
CONFERENCE EXPENSES	
Pre-Con Workshop Expenses	
Pre-Con Workshop Presenters	700.00
Supplies/Shipping/Printing	43.01
Total Pre-Con Workshop Expenses	743.01

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Recurring Conference Expenses	
Giveaways/Awards	6,699.42
Materials/Supplies/Printing	2,191.47
Postage & Shipping	35.24
Speaker Fees	500.00
Travel (Hotel/Air/Ground/Tips)	779.29
Total Recurring Conference Expenses	10,205.42
Total CONFERENCE EXPENSES	10,948.43
EDUCATION CHAIR EXPENSES	
Webinar/Teleseminar Commissions	2,604.65
Total EDUCATION CHAIR EXPENSES	2,604.65
GENERAL ORGANIZATIONAL EXPENSES	
Administrative Manager	
Impact Virtual Services	
Impact Banking	204.60
Impact Certification	
CEU Administration	1,322.20
NCRW Testing	1,439.53
Online Training Program	2,103.20
Sample Submission	547.07
Study Guide	15.40
Impact Certification - Other	305.07
Total Impact Certification	5,732.47
Impact Conference	3,560.34
Impact E-list	723.08
Impact Emails	6,274.40
Impact Ethics	68.21
Impact General Admin	7,529.10
Impact Industry Reps	1,182.14
Impact Membership	4,110.13
Impact Merchant Account	1,980.74
Impact ROAR Competition	555.13
Impact Social Media	67.46
Impact Teleseminars/Webinars	1,476.08
Impact Website	
Certification	41.07
Conference	430.46
Membership	129.07
Teleseminars/Webinars	921.40
Wild Apricot	648.26
Impact Website - Other	164.26
Total Impact Website	2,334.52
Total Impact Virtual Services	35,798.40
Total Administrative Manager	35,798.40
Dropbox	99.00
Fax Line	53.91
Office Equipment/Software	153.00
Postage & Shipping	603.95
Professional Fees	
Jerry Laird & Asso. Accountant	700.00
Liz's Bookkeeping Services	2,475.00
Total Professional Fees	3,175.00
Supplies	3.52
Telephone (Cell)	270.00
Telephone 800#	104.47
Total GENERAL ORGANIZATIONAL EXPENSES	40,261.25

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MARKETING CHAIR EXPENSES	
Advertising	2,549.00
Constant Contact / MailChimp	270.00
Social Media	100.00
Total MARKETING CHAIR EXPENSES	2,919.00
PAST PRESIDENT EXPENSES	
Ethics Chair Expenses	
Voting Software	320.00
Total Ethics Chair Expenses	320.00
Resume Writing Contest	125.00
Total PAST PRESIDENT EXPENSES	445.00
WEBSITE EXPENSES	
Domain Name Registration	127.82
Web Development/Maintenance	281.25
Web Hosting	93.00
Wild Apricot Software	2,160.00
Total WEBSITE EXPENSES	2,662.07
Total Expense	67,377.61
Net Ordinary Income	74,130.18
Other Income/Expense	
Other Income	
LOST INCOME OFFSET	
Proofreaders Free Member Offset	150.00
Volunteer Membership \$75	75.00
Total LOST INCOME OFFSET	225.00
Total Other Income	225.00
Other Expense	
LOST INCOME OPPORTUNITIES	
Proofreaders Free Membership	150.00
Volunteer Membership \$75	75.00
Total LOST INCOME OPPORTUNITIES	225.00
Total Other Expense	225.00
Net Other Income	0.00
Net Income	74,130.18