



## "Pay YOURSELF, not the IRS"

In 2017 our big news was the release of our Cosmetics Business tax education video, available for purchase at our website, which put an extended version of our tax instruction to Units in a replay able format. The next year the news was even bigger.

For 2018 we are releasing a re-usable Cosmetics Business Spreadsheet in Excel that is a contemporaneous book-keeping system, similar in purpose to Quicken, but already customized to your M-K cosmetics business. This unique spreadsheet is designed to flow into our Cosmetics Business worksheet where you enter the tax data we use to prepare the M-K portion of your individual income tax return. By retaining a master copy, you can re-use the spreadsheet every year by creating a new one each year and simply changing the year within the spreadsheet and its file name to match the new tax year.

It has a separate sub-sheet for virtually each category of data on our Cosmetics Business worksheet. In addition, because we had more space in which to type, there are much more specific descriptions of categories than what are shown on our Cosmetics Business worksheet, making it clearer as to what items or activity are tax deductible. In 2019 we released version 2.0 wherein the pre-entered formulas in all the cells have been perfected so that once you enter the tax year in cell A11, upon entering data for a particular category on its separate sub-sheet, the spreadsheet will automatically carry the amount to the proper month on the SUMMARY sheet without you having to adjust the cell ranges from which to carry the sum to the destination cell.

No more adding up everything at the end of the year; instead, you can enter your activity as you incur it and have the computer total it for you on the spot. Think of all the time that will save you. Also, you will have a summary of the entire year at-a-glance on one page so that you can see where your income and expenses stand at any given time.

I have wanted to do this for several years, but knowing it would be a serious investment of time to customize the spreadsheet to meet my approval, I made the .pdf fillable versions of our worksheets, and then the Cosmetics Business tax training video, a higher priority. Indeed, we have invested approximately 100 hours formatting the SUMMARY sheet and the 64 sub-sheets, labeling the 64 categories and writing a description for each, and inputting all 1,293 formulas in the individual cells. [We feel this resource is probably worth \\$100 to those who will use it, yet we are offering it at the ONE-TIME, LOW INTRODUCTORY PRICE OF \\$25, plus 8.25% sales tax for Texas residents. Use the order form below.](#) After using it, let us know what you think of this spreadsheet.

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4. Upon receipt of your Purchase Order, we will process your debit/credit card payment and share the spreadsheet and instructions with you to a dropbox folder accessible via your email address. You will receive an email notification with a link to the dropbox folder. Simply click on the link to either or both the spreadsheet and the instructions, download them to the device on which you are operating Microsoft Excel™ and Microsoft Word™; read the instructions, and start watching your totals automatically update as you enter data into the categories. HINT: Before you begin entering data into the spreadsheet, save an empty version for use in future years and then simply edit the year each new year on the SUMMARY and Net Sales sheets.