

Name:	
Principal Business/Product Sold:	
Business Name and Address (if different than residence):	
Date Business Started (if started this year):	
Part 1 - Inventory (at your cost)	
Inventory at Beginning of the Year (Should match "Cost of Inventory for Sale at Year-End" from last year's organizer)	
Total Purchases During the Year	
Purchase Returns and Allowances	
Cost of Items Taken for Personal Use - DO NOT INCLUDE BUSINESS GIFTS	
Cost of Inventory for Sale at Year-End	
Part 2 - Income (attach any Forms 1099s received)	
Total Retail Sales	
Commissions Received	
Prizes Won	
Other Income (attach detail)	
Part 3 - Deductions	
Advertising (posters, Yellow Pages, booth rental, retail display products, etc.) *	
Bad Debts (uncollectable debts if the related sale is included in "Total Retail Sales," above)	
Bank Service Charges	
Classes, Workshops and Seminars	
Commissions Paid	
Demonstrators (not for sale)	
Hostess Gifts, Flowers	
Interest on Business Loans	
Magazines, Books, Tapes, Educational Aids	
Meals and Entertainment	
Meeting Room Rent	
Membership Fees	
Office Supplies	
Other Gifts (list recipients and amounts) *	
Postage	
Prizes Given to Customers and other Direct Sellers	
Product Replacement Insurance	
Professional Fees (legal, tax preparation, accounting, etc)	
Salaries	
Sales Aids From the Direct Selling Company	
Start-Up Kit (if started this year)	
Part 3 - Deductions (continued)	
Telephone (long distance for business, cost of separate line used only for business, cell phone, etc.)	

