

# PROFIT FIRST QUICK START GUIDE FOR AMAZON SELLERS

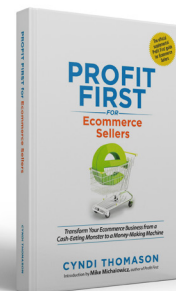
Are you new to ecommerce?  
Not great with numbers?  
Feeling overwhelmed?

Our easy Quick Start Guide can set you on the Profit First path. Sometimes the best way to start is just to start, so let's do it!



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Financial Strategy & Solutions



Refer to Chapter Four of **Profit First for Ecommerce Sellers** for more information on each of the steps below.

## ONE

**Create a checking account for inventory and a savings account for profit.** If you do nothing else, just having these two accounts in addition to your operating expense account will start you on the right path.

## TWO

**Move money into the inventory account you just created.** The cycle for moving money will be the 10th and 25th of each month or the day you receive your Amazon biweekly payout. Determine the costs of the products you just sold and transfer that amount into your inventory account. This account will be used to pay for replenishment inventory.

## THREE

**Move one percent (1%) of your biweekly payout into your profit account.** By doing this, you will be profitable with your very next Amazon settlement.

## FOUR

**Each quarter, try to reduce operating expenses by one percent (1%).** Move that savings into your profit account. These gradual but consistent increases will add up quickly.

## FIVE

**Reward yourself!** Each quarter, take 50% of what you added to your profit account and do something special for yourself! If you have debt in your business, then take 10% of your reward amount for you and apply the balance towards debt repayment.

*Commit to these five simple steps and you will build a profitable business!*

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Contact bookskeep for more information about implementing Profit First in your Ecommerce business.