

**Income Statement**  
**Years Ended December 31, 2003 and 2004**

	2003	2004
<b>Sales</b>		
Client Service Revenue..... \$	256,651	\$ 279,156
Book sales.....	3,725	3,410
Professional Consultation.....	42,127	56,924
<b>Total Sales.....</b>	<b><u>302,503</u></b>	<b><u>339,490</u></b>
<b>Expenses</b>		
Wages	185,000	197,000
Marketing and Advertising	20,000	25,000
Rent	24,000	24,750
Utilities	3,600	4,000
Memberships and Publications	1,000	1,300
Insurance	3,200	3,500
Consultants	10,000	5,700
Office Supplies	1,000	950
<b>Total Expenses</b>	<b><u>247,800</u></b>	<b><u>262,200</u></b>
<b>Operating Income</b>	<b>54,703</b>	<b>77,290</b>
<b>Non-Operating Gains (Losses)</b>		
Interest Income, Net	350	(417)
Loss on Sale of Assets		(5,000)
Donations (Gift)	500	750
<b>Total Non-Operating Gains (Losses)</b>	<b><u>850</u></b>	<b><u>(4,667)</u></b>
Provision for Income Taxes	<u>21,881</u>	<u>30,916</u>
<b>Net Income (Loss)</b>	<b><u><u>33,672</u></u></b>	<b><u><u>41,707</u></u></b>