

Disclaimer

Sales down compared to 2023 for the following reasons:

Signed LOI for Company Sale January 1. 2024

Acquirer did not secure funds

Cancelled business relationship June 2024

Developed Navigator AI March - July 2024

InsurTech Express

Profit and Loss

January - October, 2024

	TOTAL
Income	
Book Sales	462.72
Sales	245,608.60
Subscription Income	3,117.89
Total Income	\$249,189.21
GROSS PROFIT	\$249,189.21
Expenses	
Advertising & Marketing	20,052.34
Ask My Accountant	2,105.00
Bad Debts	3,000.00
Bank Charges & Fees	4,695.80
Collections Expense	38.76
Contractors	41,540.65
Dues and Subscriptions	5,795.56
Registration Fees	2,290.00
Total Dues and Subscriptions	8,085.56
Insurance	524.00
Legal & Professional Services	515.00
Bookkeeping	4,000.00
Tax Preparation	650.00
Total Legal & Professional Services	5,165.00
Meals & Entertainment	7,634.73
Office Supplies & Software	3,957.30
Office/General Administrative Expenses	100.00
Payroll Expenses	
Payroll Processing Fees	520.00
Payroll Tax Expenses	8,643.93
Salaries & Wages	102,500.00
Total Payroll Expenses	111,663.93
Postage and Delivery	758.18
QuickBooks Payments Fees	2,872.63
Rent & Lease	17,051.69
Telephone & Internet	2,454.69
Travel	12,742.94
Ride Share/ Taxis	1,634.49
Travel Entertainment	50.00
Travel Lodging	13,924.72
Travel Meals	15.42
Total Travel	28,367.57

InsurTech Express

Profit and Loss

January - October, 2024

	TOTAL
Uncategorized Expense	7.78
Total Expenses	\$260,075.61
NET OPERATING INCOME	\$ -10,886.40
Other Income	
Other Income	0.80
Total Other Income	\$0.80
Other Expenses	
Parking and Tolls	815.00
Telecommunications	288.61
Total Other Expenses	\$1,103.61
NET OTHER INCOME	\$ -1,102.81
NET INCOME	\$ -11,989.21