Sales Representative Deductions

WORKSHEE⁻

Name:_

1. Auto Travel

| Between jobs or job locations (mi.) |
|---|
| Client meetings (mi.) |
| Continuing education (mi.) |
| Job seeking (mi.) |
| Out of town business trips (mi.) |
| Purchasing job supplies & materials (mi.) |
| Professional society meetings (mi.) |
| \$ Parking fees |
| \$ Tolls |
| \$ Other: |

4. Continuing Education

| \$ Correspondence course fees |
|----------------------------------|
| \$ _ Course registration |
| \$ _ Materials & supplies |
| \$ Photocopy expense |
| \$ Reference material |
| \$ _Seminar fees |
| \$ Textbooks |
| \$ Other: |

2. Travel - Out of Town

| \$ Airfare |
|---|
| \$ _ Bus & subway |
| \$ _ Bridge & highway tolls |
| \$ _ Car rental |
| \$ _ Laundry |
| \$ Lodging (do not combine with meals) |
| \$ Meals (do not combine with lodging) |
| \$ _ Parking |
| \$ _ Porter, bell captain |
| \$ _ Taxi |
| \$ _ Telephone |
| \$ _ Train |
| \$ Other: |

6. Telephone Expenses

Cell calls
% Used for business
FAX transmissions
Internet
Website

\$_____ Toll calls

\$_____ Other:___

| 7. Suppli | es & Expenses |
|-----------|---------------|
| \$ | Advertising |
| \$ | Bank Charges |

\$_____Bookkeeping

- \$_____ Business Meals (enter 100%)
- \$_____ Business Cards
- \$_____ Clerical Service

3. Professional Fee & Dues

- \$_____ Association dues
- \$_____ Licenses
- \$_____ Other:_____

8. Business Development

- \$_____ Business Meals and Entertainment
- \$_____ Promotional Items



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