Universal Funding Proposal

&

Business Planning / Forecasting Model

Balance Sheet History

Version 1.0 – 0 of 11 (B)

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The Universal Forecast and Funding Proposal Model - Purpose

Use the Universal Forecast and Funding Proposal Model to support your business planning and create the following:

- **Your 5-year Business Plan and Forecast**
  - ✓ Years 1 and 2 detailed by month
  - ✓ Years 3 to 5 detailed per year
- **Understand and Plan for Your Future**
- **Model the Impact of Funding on Your Business**
- **Apply for Loan or Equity Funding**

You can use the Universal Forecasting and Funding Proposal Model regardless of the accounting system you use, to build a 5-year Business Plan / Forecast for your business.

Use your plan to understand, plan and budget for the future to help you and your team maintain a clear picture of exactly where you are on your journey.

If your business needs to raise finance, your Business Plan can quickly and easily be used to generate a robust Funding Proposal that provides everything lenders or investors need to approve funding.

"All you need is the plan, the road map, and the courage to press on to your destination"

Earl Nightingale

Playbook

1. Entering and Setting Up your Closing Balance Sheet Data – (Step 5)

Chart of Accounts Category	Balance Sheet Structure	Total
Please Select	**Fixed Assets**	
Fixed Assets	Goodwill	£50,000.00
Fixed Assets	**Fixed Asset Nominal 2**	£50,000.00
Fixed Assets	**Fixed Asset Nominal 3**	£50,000.00
Fixed Assets	**Fixed Asset Nominal 4**	£50,000.00
Fixed Assets	**Fixed Asset Nominal 5**	£50,000.00
Fixed Assets	**Fixed Asset Nominal 6**	(£35,000.00)
Fixed Assets	**Fixed Asset Nominal 7**	(£35,000.00)
Fixed Assets	**Fixed Asset Nominal 8**	(£35,000.00)
Fixed Assets	**Fixed Asset Nominal 9**	(£35,000.00)
Fixed Assets	**Fixed Asset Nominal 10**	(£35,000.00)
Please Select	**Total Fixed Assets**	£75,000.00
Please Select		
Please Select	**Current Assets**	
Current Assets	Bank Account	26,458.00
Current Assets	Accounts Receivable	76,452.00
Current Assets	Rent Deposit	15,000.00
Current Assets	Paypal Account	7,854.00
Current Assets	Stock	115,698.00
Please Select	**Total Current Assets**	£241,462.00
Please Select		
Please Select	**Current liabilities**	
Current Liabilities	Corporation Tax Liab	,000.00
Current Liabilities	PAYE Liability	,654.00
Current Liabilities	Pension Liability	,654.00
Current Liabilities	Accounts Payable	45,894.00

Copy and Paste the Closing Balance Sheet

◄ ► | Process | Sample P&L | Sample Balance Sheet | Monthly P&L | **Closing Balance Sheet** | B

Figure 1 - Step 5: Copy and Paste the Closing Balance Sheet

When your Closing Balance Sheet data is ready, simply copy and paste into the model as per the illustration above.

Having copied your Closing Balance Sheet data, the Universal Forecasting and Funding Proposal Model needs to be configured to categorise each Balance Sheet item as either fixed assets, current assets, current liabilities, long term liabilities or shareholders' funds. As with the Profit and Loss data entry, do not categorise any headings, sub-headings, or totals.

1.1. Select 'Fixed Assets' for Each Fixed Asset Entry in the Balance Sheet

Each Fixed Asset entry should be categorised as 'Fixed Assets' so the Universal Forecasting and Funding Proposal Model can correctly identify each, (Fixed Asset Nominal), and use the data in the correct manner and generate an accurate output.

Figure 2 - Step 5: Setup Chart of Accounts for Each Fixed Asset Nominal

1.2. Select 'Current Assets' for Each Current Asset Entry in the Balance Sheet

Each Current Asset entry should be categorised as 'Current Assets' so the Universal Forecasting and Funding Proposal Model can correctly identify each, (Current Asset Nominal), and use the data in the correct manner and generate an accurate output.

Figure 3 - Step 5: Setup Chart of Accounts for Each Current Asset Nominal

1.3. Select 'Current Liabilities' for Each Current Liability Entry in the Balance Sheet

Each Current Liability entry should be categorised as 'Current Liabilities' so the Universal Forecasting and Funding Proposal Model can correctly identify each, (Current Liability Nominal), and use the data in the correct manner and generate an accurate output.

Figure 4 - Step 5:   Setup Chart of Accounts for Each Current Liability Nominal

1.4. Select 'Long Term Liabilities' for Long-Term Liabilities in the Balance Sheet

Each Long-Term Liability entry should be categorised as 'Long Term Liabilities' so the Universal Forecasting and Funding Proposal Model can correctly identify each, (Long Term Liability Nominal), and use the data in the correct manner and generate an accurate output.

Figure 5 - Step 5:   Setup Chart of Accounts for Each Long-Term Liability Nominal

1.5. Select 'Shareholder's Equity' for Each Corresponding Entry in the Balance Sheet

Each Shareholder's Equity entry should be categorised as 'Shareholder's Equity' so the Universal Forecasting and Funding Proposal Model can correctly identify each, (Long Term Liability Nominal), and use the data in the correct manner and generate an accurate output.

Figure 6 - Tab 5:   Setup Chart of Accounts for Each Capital and Reserves Nominal

1.6. Don't Categorise any Headings, Sub-Headings or Totals on the Balance Sheet

Only the individual line items should be categorised.

Figure 7 - Step 5: Do Not Categorise Headings, Sub-Totals or Totals

2. List of Figures