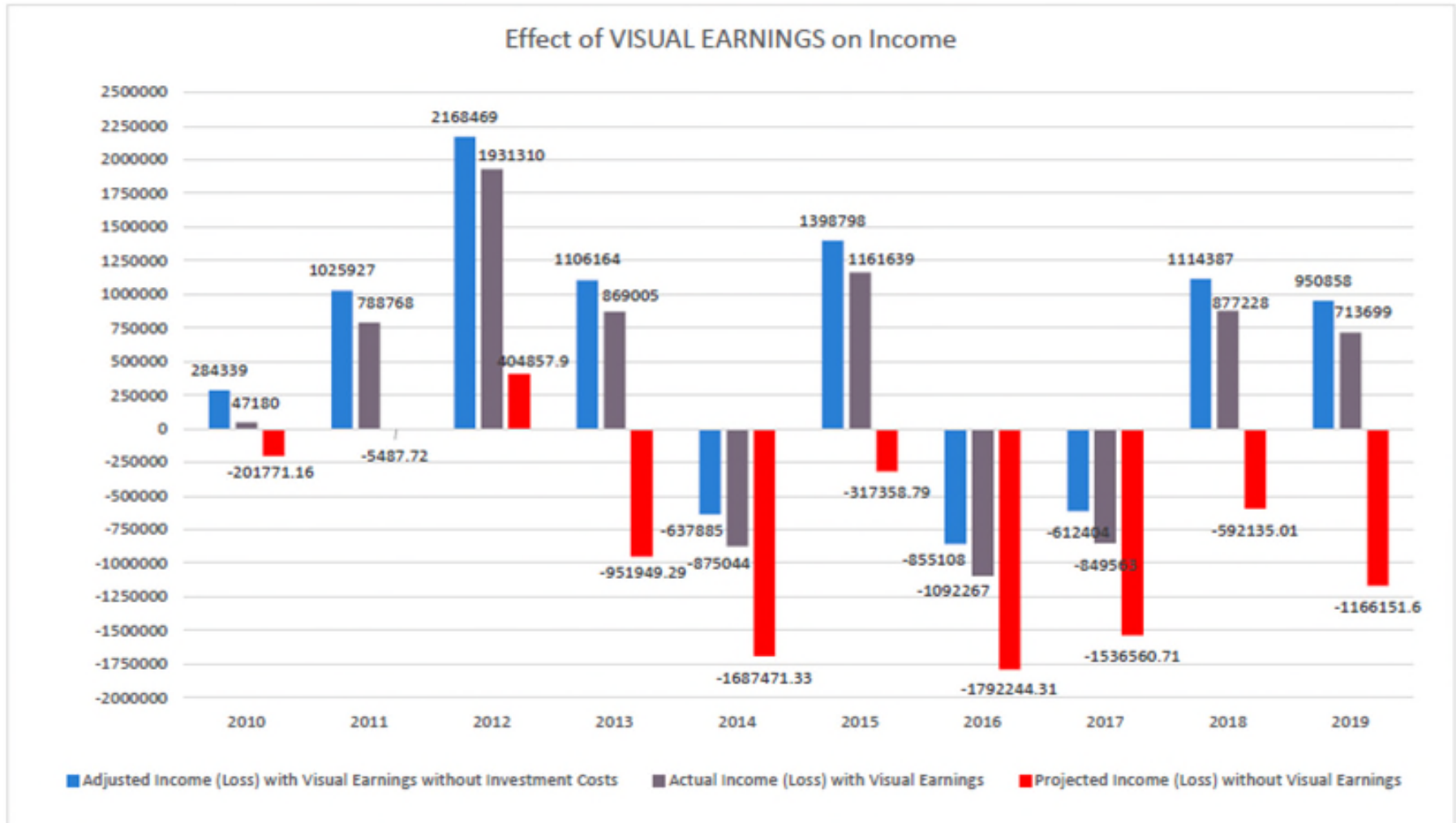




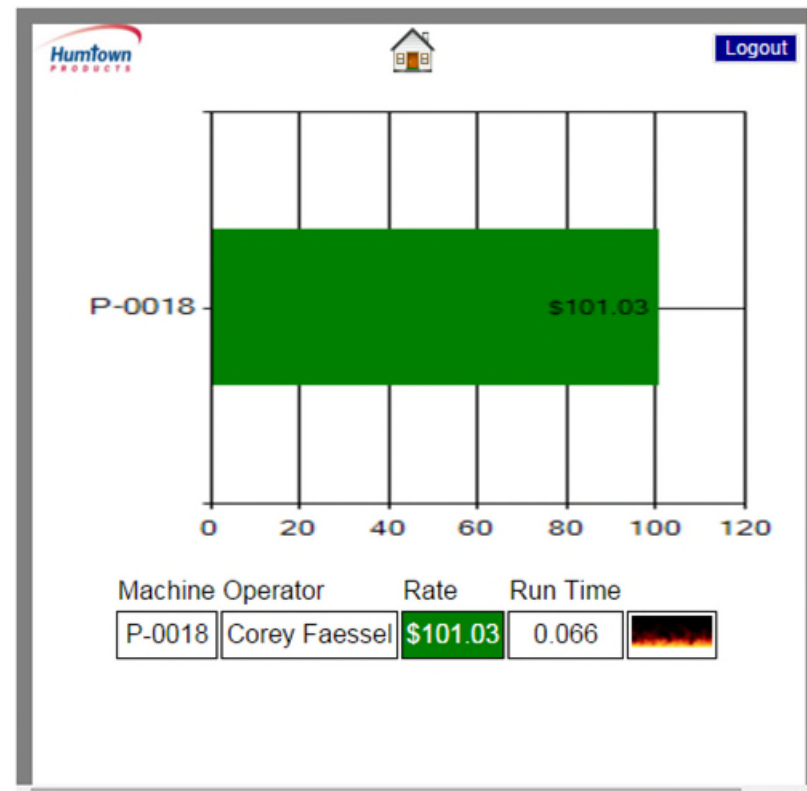
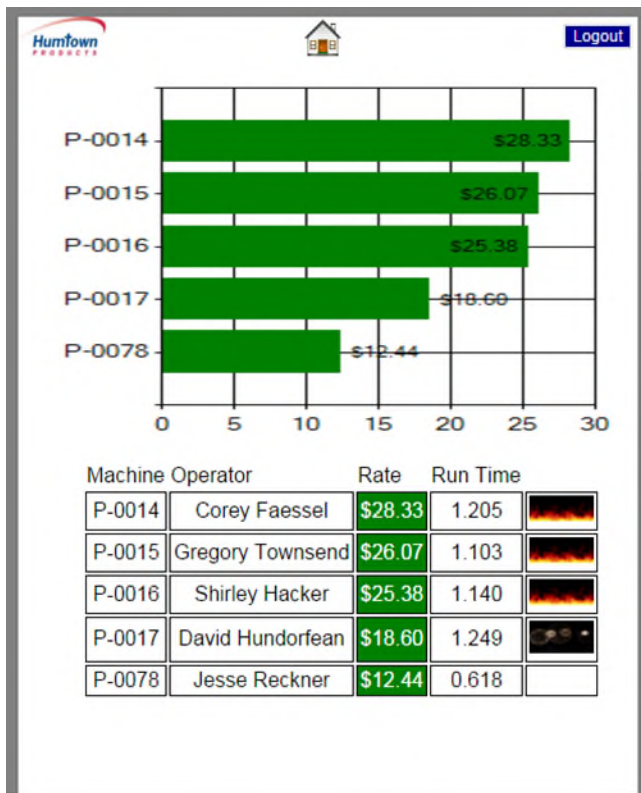
# THE VISUAL EARNING SYSTEM EXHIBITS

## 1. Effect of Visual Earnings on Income





## 2. Screenshots of The Visual Earning System.



## 3. VISUAL EARNINGS Changes



Early application of **VISUAL EARNINGS** produced phenomenal results at **Humtown**, as the following chart shows:

	Before	After	% Change
Worker hourly earnings rate average	\$8.00	\$22.00	175%
Monthly production sales per worker	\$60,894	\$435,431	615%
Direct labor costs (% of COS)	20.20%	10.40%	-49%
Healthcare costs (% of COS)	6.80%	1.46%	-78%
Net profit (% of revenue)	-5%	14%	1890%



#### 4. The Multiplier Effect of VISUAL EARNINGS

Fantastic financial results were the direct outcome of the “multiplier effect” of **VISUAL EARNINGS**. Company profits are boosted dramatically as worker earnings increase. The following chart shows how the multiplier effect works:

	Example 1	Example 2	Example 3	Example 4	Real Job Example
% of job rate	70%	100%	150%	200%	1031%
Worker hourly earnings rate	\$7.00	\$10.00	\$15.00	\$20.00	\$103.10
Revenue center "earnings" rate	\$140.00	\$200.00	\$300.00	\$400.00	\$2,062.00

Note: Revenue center “earnings” rate uses a machine burden rate of \$200/hour.



## 5. FINANCIAL IMPACT OF VISUAL EARNINGS

	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>Total</u>	<u>% of Sales</u>
<b>Actual with VISUAL EARNINGS</b>												
Sales	4,586,772	5,818,024	8,454,870	9,277,443	6,735,011	12,211,093	8,135,777	5,864,757	8,987,667	10,986,120	81,057,534	100%
Labor	1,232,046	1,136,497	1,431,194	1,341,349	1,291,002	2,596,980	1,749,136	1,072,363	1,534,750	1,831,571	15,216,888	19%
Hospitalization	171,540	180,045	220,634	296,211	365,355	476,349	533,752	399,993	423,080	477,445	3,544,404	4%
Payroll taxes & workers' compensation	150,064	175,685	144,484	187,521	178,075	246,633	214,495	145,496	104,960	128,678	1,676,091	2%
Net income before tax	47,180	788,768	1,931,310	869,005	(875,044)	1,161,639	(1,092,267)	(849,563)	877,228	713,699	3,571,955	4%
Net income - % of sales	1%	14%	23%	9%	-13%	10%	-13%	-14%	10%	6%	4%	
Net income w/o investment cost	284,339	1,025,927	2,168,469	1,106,164	(637,885)	1,398,798	(855,108)	(612,404)	1,114,387	950,858	5,943,545	
Net income w/o investment cost - % of sales	6%	18%	26%	12%	-9%	11%	-11%	-10%	12%	9%	7%	
<b>Projected w/o VISUAL EARNINGS</b>												
Sales	4,586,772	5,818,024	8,454,870	9,277,443	6,735,011	12,211,093	8,135,777	5,864,757	8,987,667	10,986,120	81,057,534	100%
Labor	1,385,205	1,757,043	2,553,371	2,801,788	2,033,973	3,687,750	2,457,005	1,771,157	2,714,275	3,317,808	24,479,375	30%
Hospitalization	279,793	354,899	515,747	565,924	410,836	744,877	496,282	357,750	548,248	670,153	4,944,509	6%
Payroll taxes & workers' compensation	137,603	174,541	253,646	278,323	202,050	366,333	244,073	175,943	269,630	329,584	2,431,726	3%
Net income before tax	(201,771)	(5,488)	404,858	(951,949)	(1,687,471)	(317,359)	(1,792,244)	(1,536,561)	(592,135)	(1,166,152)	(7,846,272)	-10%
Net income - % of sales	-4%	0%	5%	-10%	-25%	-3%	-22%	-26%	-7%	-11%	-10%	
<b>Net Income Savings</b>												
Actual Net Income minus Project Net Income	248,951	794,256	1,526,452	1,820,954	812,427	1,478,998	699,977	686,998	1,469,363	1,879,851	11,418,227	