SpreadWiseCo™

Spreadsheets Reimagined

ETSY PRODUCT PRICING GUIDE

5.2 - 1/26/2025

BUILT WITH MICROSOFT EXCEL

ABOUT THIS GUIDE

GUIDE POINTERS

NEED TO KNOW

NICE TO KNOW

FOR THOSE READY TO JUMP IN QUICKLY

SK YOU CAN SKIP AND COME BACK

DSK DON'T SKIP!

**PASSWORD

- THE FILE PASSWORD IS INCLUDED IN THE FIRST TAB OF YOUR WORKBOOK.
- USE WITH DISCRETION. FORMULAS AND SETUPS CAN BE EXTREMELY COMPLEX, EVEN FOR THE MOST SAVVY SPREADSHEET USERS.

YOUTUBE TUTORIALS

IF THERE ARE YOUTUBE TUTORIALS AVAILABLE FOR THIS PRODUCT, YOU CAN ACCESS THEM BY CLICKING ON THE YOUTUBE LOGO.

IN YOUR PRODUCT 'ABOUT' TAB

DSK

THERE IS AN ABOUT TAB IN EVERY WORKBOOK THAT INCLUDES IMPORTANT INFORMATION ABOUT YOUR DASHBOARD, AND USEFUL LINKS.
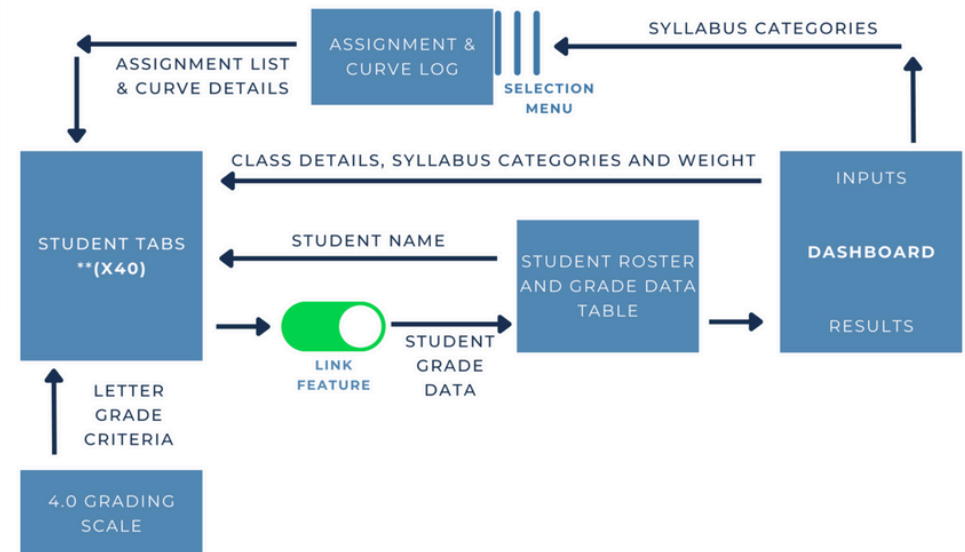
WE PROVIDE A HIGH LEVEL FLOW CHART FOR EVERY TOOL FOR A QUICK REFERENCE OF HOW IT ALL WORKS!

STUDENT GRADEBOOK AND ASSIGNMENT DASHBOARD — REVISION: 4.5

1	Password	Tabs are **locked** to prevent accidental errors to formulas: Password Key: "**swc**"
2	Tool Inputs	**Your Inputs** are the White Boxes With A Border!
3	Tool Inputs	Peach boxes are **drop down menus**
4	PDF Guide	**Use the downloaded guides to help you through the tool. You can Also visit our website anytime to view & download the
5	Site Link	https://spreadwiseco.com/
6	Google Sheets	This Dashboard is Not optimized for use with Google Sheets.
7	Support	**For support, message us on Etsy directly from your order, or send an email to Sales@SpreadWiseCo.com. Pictures are
8	Review	LOVE IT? CLICK & LEAVE US A REVIEW!

TOOL FLOW CHART

SYLLABUS CATEGORIES

ASSIGNMENT LIST & CURVE DETAILS

ASSIGNMENT & CURVE LOG

SELECTION MENU

CLASS DETAILS, SYLLABUS CATEGORIES AND WEIGHT

INPUTS

STUDENT TABS **(X40)

STUDENT NAME

LINK FEATURE

STUDENT GRADE DATA

STUDENT ROSTER AND GRADE DATA TABLE

DASHBOARD

RESULTS

LETTER GRADE CRITERIA

4.0 GRADING SCALE

**DASHBOARD IS PRESET WITH (5) STUDENT TABS. BY SIMPLY MAKING A COPY OF THE TAB, YOU CAN QUICKLY LINK UP TO (40)

PRODUCT FEATURES & LEARNING TIME

PRODUCT FEATURES

- CAPTURE ALL **BUSINESS OPERATING** COSTS IN YOUR PRODUCT PRICING

- CAPTURE ANY **HOURLY LABOR** IN YOUR PRICING

- EASILY ACCOUNT FOR ALL **RAW MATERIAL** COSTS

- PRICE UP TO **100 PRODUCTS** IN ONE DASHBOARD

- **PROFIT MARGIN** GOALS BUILT INTO YOUR PRICING

- FAST FILTER TOOL TO SEE **ANNUAL PERFORMANCE** FOR A **SPECIFIC PRODUCT**

- INSIGHT INTO BUSINESS COSTS VS SALES UNITS. KNOW WHEN YOU CAN AFFORD TO **EXPAND AND GROW** YOUR TEAM!

- FIVE INTEGRATED **CURRENCIES** *(USD, EUR, GBP, CAD, AUD)*

- BUILT IN **GUIDE NOTES**

Item	Total	
Materials	$	50.00
Overhead	$	-
Labor	$	83.20
Total	$	133.20
Profit %	$	19.98
Product Price	$	153.18

LEARNING & SETUP TIME

THIS IS OUR BEST ESTIMATE OF HOW MUCH TIME IT WILL TAKE THE AVERAGE PERSON TO LEARN AND COMPLETE THE INITIAL SETUP OF THEIR DASHBOARD

| 15MIN | 30MIN | 45MIN | 1HR | 1.5HR | 2HR |

COMPATIBILITY

SOFTWARE APPLICATION

MICROSOFT EXCEL	GOOGLE SHEETS	APPLE NUMBERS
✓	✗	✗

OPERATING SYSTEMS

☑ MICROSOFT WINDOWS   ☑ MAC OS   *PRODUCT WAS BUILT WITH MS EXCEL 365 FOR MAC*

DESKTOP OR LAPTOP

☑ **RECOMMENDED:** OUR PRODUCTS ARE OPTIMIZED FOR DESKTOP / LAPTOP USE

MOBILE

☑ MICROSOFT 365 SHAREPOINT / ONE DRIVE   ☑ PHONE OR TABLET WITH EXCEL APP

- *SOME FONTS MAY SHOW UP DIFFERENTLY*
- *BUILT IN GUIDE NOTES*
  - *LOSE SOME OF THEIR FORMATTING THAT HELPS EMPHASIZE KEY POINTS*
  - *NOTE BOXES MAY LOOK SMALL, AND HARD TO READ WITHOUT ZOOMING IN*
- *SOME CELL TEXT MAY APPEAR TO NOT FIT THE CELL WIDTH*

TABS & GUIDES

- ✓ PRODUCT & PRICING SUMMARY TABLE
- ✓ SUPPLIER LIST
- ✓ MATERIAL SUMMARY

- ✓ OVERHEAD
- ✓ LABOR
- ✓ PRODUCT PRICING TABS **(*X2)**

- ✓ PRICING DASHBOARD

- ✓ PDF GUIDE
- ✓ TOOL FLOW CHART

**Includes (2) Pricing tabs. By simply making a copy of the tab, you can add up to (100).

LEARN MORE ✓ » *ETSY LIMITS PRODUCT PHOTOS. LEARN MORE ABOUT THESE ITEMS & FEATURES @ HTTPS://SPREADWISECO.COM*

Enjoy Your Dashboard!

THIS JOURNEY BEGINS WITH FILLING OUT THE PRICING DASHBOARD

ETSY PRODUCT PRICING DASHBOARD

Wooden Wine Solutions

Dashboard Inputs

Choose Your Currency	USD
% Profit Margin Goal	15.00%
Business Name	Wooden Wine Solutions

Product Performance Filter

Product Selection	Small Wine Holder

Annual Revenue Vs Profit

- Annual Revenue: 60,000
- Annual Profit: 20,040

Annual Labor Cost

24,960

Annual Material Cost

15,000
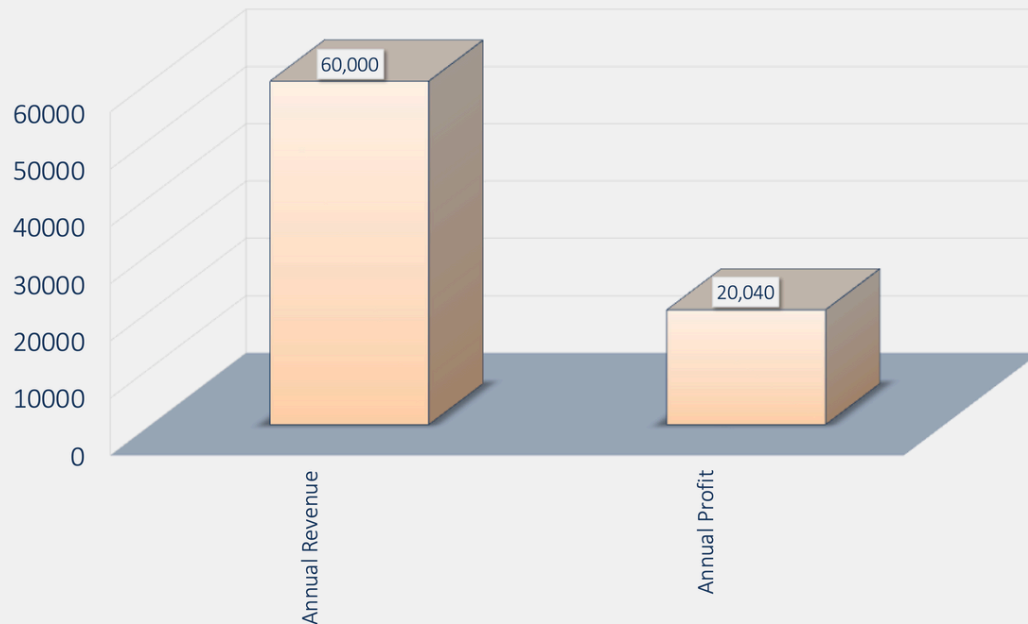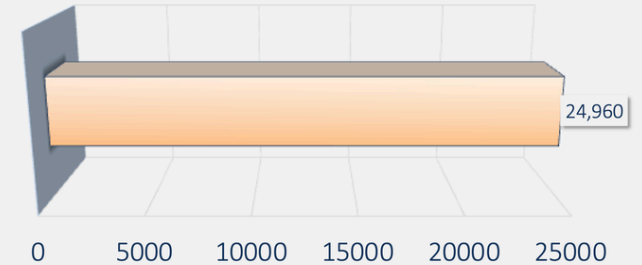
- SELECT YOUR CURRENCY. THIS SETS THE CURRENCY SELECTION FOR ALL TABS
- SET YOUR % PROFIT GOAL ACROSS ALL PRODUCTS. (YOU CAN CHANGE THIS AT ANY TIME)
- ADD YOUR BUSINESS NAME!

ETSY PRODUCT PRICING DASHBOARD | *Wooden Wine Solutions*

Dashboard Inputs

Choose Your Currency	USD
% Profit Margin Goal	15.00%
Business Name	Wooden Wine Solutions

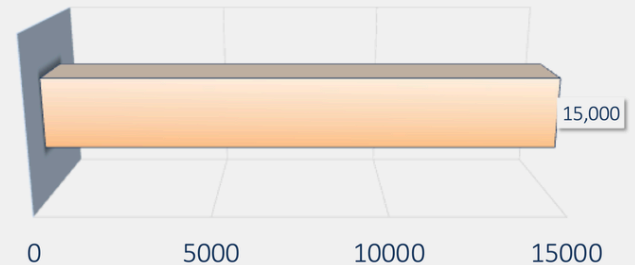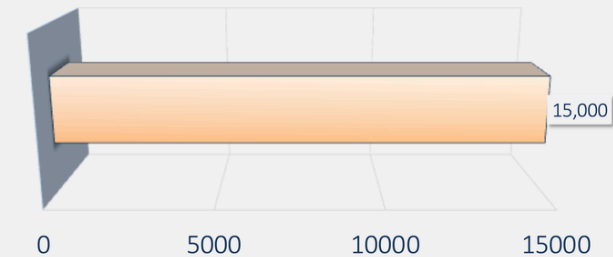**Product Performance Filter**

Product Selection	Small Wine Holder

Annual Revenue Vs Profit

- Annual Revenue: 60,000
- Annual Profit: 20,040

Annual Labor Cost

24,960

Annual Material Cost

15,000
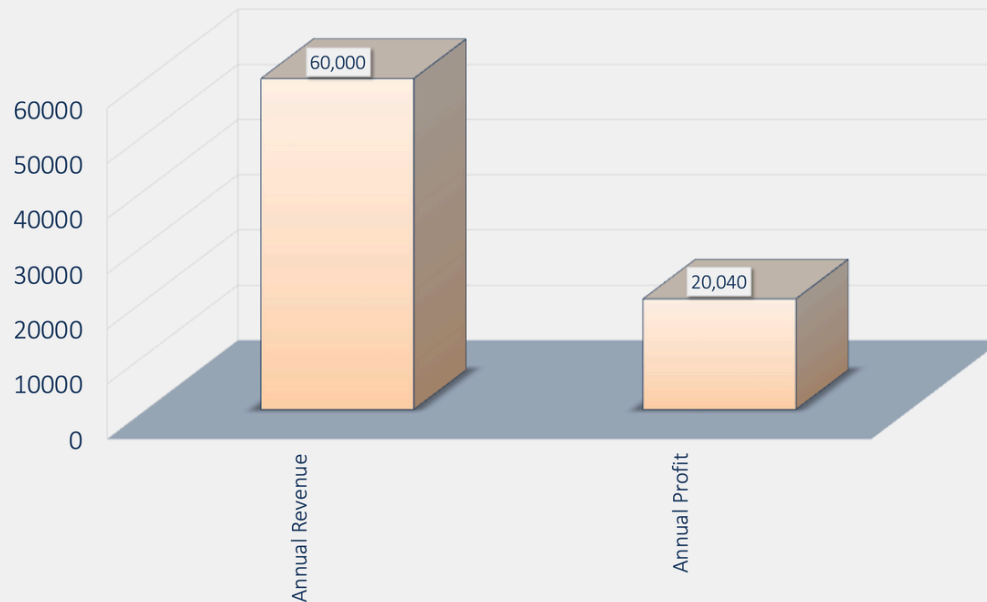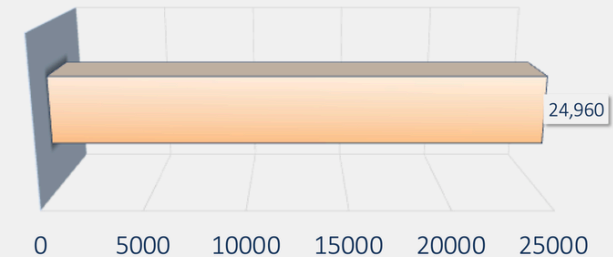
THE ONLY **REQUIRED** PART OF THE SUPPLIER LIST IS THE NAME OF THE VENDORS & SUPPLIERS YOU PLAN TO USE.
- YOU CAN LIST UP TO 30
- THIS LIST TURNS INTO A DROP DOWN SELECTION WITHIN THE PRODUCT TABS & MATERIAL LIST.

PRODUCT NAME

PRODUCT PRICE

Base Costs Price	$
With Profit Margin	$
Profit Goal %	
Estimated Annual Sales Units	

Supplier	Item
Fast Baskets	Wax
Fast Baskets	Jar
Lowes	Wick
	Labels

BUSINESS VENDOR & SUPPL

COMPANY NAME	This list becomes a drop down selection wi

COMPANY NAME	ADDRESS	PROFESSION / SUPPLIER TY
Fast Baskets	Address 1	Basket Weaving
Lowes		Hardware / Building Materia

DROP DOWN SELECTION MENU BASED ON YOUR VENDOR / SUPPLIER LIST

THE MATERIAL SUMMARY TAB IS USED TO SET UP A STANDARD LIST OF MATERIALS YOU WILL BE USING TO BUILD EACH PRODUCT PRICE, AND IT BECOMES A DROP DOWN MENU WITHIN EACH PRICING TAB

FOR EVERY MATERIAL, YOU'LL LIST:
- TYPE OF UNITS YOU BUY THE MATERIAL IN
- TYPICAL PURCHASE QUANTITY
- TOTAL COST

THEN THE TABLE PROVIDES A COST-PER-UNIT, WHICH AUTO PULLS INTO YOUR PRICING TABS WHEN YOU SELECT A MATERIAL.

MATERIAL SUMMARY

Wooden Wine Solutions

USD

#	Vendor / Supplier	Material Inventory List	Units	Typical Receive Quantity	Cost	Cost Per Quantity
1	Lowes	Birch Sheet 4x8	Sheet	10	$ 600.00	$ 60.00
2	Lowes	2x2x8' posts	Board	10	$ 50.00	$ 5.00
3					$ -	
4					$ -	
5					$ -	
6					$ -	
7					$ -	
8					$ -	
9					$ -	
10					$ -	
11					$ -	
12					$ -	

LIST YOUR VARIABLE OVERHEAD
- ELECTRICITY
- BUILDING LEASING
- ADVERTISING
- ANY SOFTWARE YOU NEED
- INTERNET & PHONE SERVICE
- ETC

FIXED SALARIES
- LIST THE BUSINESS SALARIES
  - THIS IS DONE BY ROLE TYPE, AND INCLUDES A HEADCOUNT FOR EACH ROLE.
- YOU SHOULD INCLUDE YOUR ACTUAL OR TARGETED SALARY HERE.
  - IF YOUR BUSINESS ISN'T PROFITABLE ENOUGH TO PAY YOU YET, WHAT DO YOY WANT IT TO PAY YOU?

*THESE COSTS ARE DISTRIBUTED ACROSS THE TOTAL ESTIMATED PRODUCT SALES COUNTS.

BUSINESS OVERHEAD

Total Annual Estimated Sales Units	15,000
Overhead Allocation Per Unit	$ 3.62

USD

VARIABLE OVERHEAD BREAKDOWN

Item	Paid "X" Times / Yr	Paid Amount	Annualized
Electricity	12	$ 155.00	$ 1,860.00
Internet	12	$ 80.00	$ 960.00
Website	1	$ 150.00	$ 150.00
Advertising	12	$ 100.00	$ 1,200.00
Marketing Software	12	$ 15.00	$ 180.00
		$ -	$ -
		$ -	$ -
		$ -	$ -
		$ -	$ -
		$ -	$ -
		$ -	$ -
		$ -	$ -

SALARY BREAKDOWN

Role	Headcount	Salary / Salary Target	Annual Total
Owner	1	$ 50,000.00	$ 50,000.00
		$ -	$ -
		$ -	$ -
		$ -	$ -
		$ -	$ -
		$ -	$ -
		$ -	$ -
		$ -	$ -
	$ 50,000.00	$ 50,000.00	

- SIMILAR TO THE OVERHEAD TAB, YOU NEED TO LIST THE DIFFERENT LABOR RATES AND HEADCOUNTS FOR YOUR BUSINESS.
  - **SINGLE OWNER/OPERATOR BUSINESS?** THEN ONLY LIST YOUR SALARY ON THE OVERHEAD TAB, AND LEAVE THIS TAB BLANK.

  *THESE COSTS ARE DISTRIBUTED ACROSS THE TOTAL ESTIMATED PRODUCT SALES COUNTS.

HOURLY LABOR BREAKDOWN

Total Annual Estimated Sales Units	15,000			
Overhead Allocation Per Unit	$ 2.36			USD

HOURLY LABOR ROLES AND RATES

Role	Headcount	Hourly Rate	Average Weekly Hours	Annualized
Assembly, Pack, Ship	1	$ 17.00	40.00	$ 35,360.00
		$ -	0.00	$ -
		$ -	0.00	$ -
		$ -	0.00	$ -
		$ -	0.00	$ -
		$ -	0.00	$ -
		$ -	0.00	$ -
		$ -	0.00	$ -
		$ -	0.00	$ -
		$ -	0.00	$ -
		$ -	0.00	$ -
		$ -	0.00	$ -

YOUR DASHBOARD COMES WITH 2 PRICING TABS. ADDING MORE IS VERY EASY, AND IS SHOWN IN **STEP 10.**

THE PRODUCT TABS WILL SUMMARIZE ALL COST INPUTS, AND PROVIDE A PLACE TO BREAKDOWN THE MATERIAL COSTS FOR THAT PRODUCT..

THE MATERIALS ARE SELECTED USING A DROP DOWN MENU, BASED ON YOUR MATERIAL SUMMARY.

1. SELECT YOUR MATERIAL
2. ADD ANY COMMENTS YOU'D LIKE
3. ADD THE AMOUNT YOU USE FOR THAT PRODUCT (COUNT)

THE MATERIAL COST CALCULATION IS DONE FOR YOU!

ADD IN YOUR MATERIAL NAME

PRODUCT NAME

Small Wine Holder

PRODUCT PRICE

Base Costs Price	$	133.20
With Profit Margin	$	153.18
Profit Goal %		15.0%
Estimated Annual Sales Units		300

		USD
Small Wine Holder		
Tab Name	Product1	

Material Costing Breakdown

Supplier	Item	Comments	Unit Cost	Count	Total Cost
Lowes	Birch Sheet 4x8	Only used one slab	$ 60.00	0.5	$ 30.00
Lowes	2x2x8' posts	Legs and framing	$ 5.00	4.0	$ 20.00
				1.0	
				1.0	
				1.0	
				1.0	
				1.0	
				1.0	
				1.0	
				0.0	
				0.0	

FROM ALL INPUTS, YOU GET A PRODUCT COSTING SUMMARY
- BASE COST PRICE, WHICH COVERS ALL OPERATING AND PRODUCT COSTS
  - ***BASE COST FACTORS IN HOW MANY ESTIMATED UNITS YOU'LL MAKE, BASED ON YOUR DASHBOARD INPU
    - MORE UNITS WILL DRIVE YOUR BASE COST DOWN
    - LESS UNITS WILL DRIVE YOUR BASE COST UP
- PRODUCT PRICE WITH BUILT IN PROFIT MARGIN GOAL

- **DESKTOP VERSIONS** OF MICROSOFT EXCEL
  - THE TAB NAME WILL POPULATE AUTOMATICALLY.
- **MOBILE VERSIONS** OF EXCEL
  - THE TAB NAME WILL NEED TO BE MANUALLY POPULATED.

THIS IS WHAT ALLOWS THE PRICING TABS TO LINK TO THE PRODUCT SUMMARY TABLE, AND IS IMPORTANT FOR THE OVERALL DASHBOARD FUNCTION

PRODUCT NAME

Small Wine Holder

PRODUCT PRICE

Base Costs Price	$	133.20
With Profit Margin	$	153.18
Profit Goal %		15.0%
Estimated Annual Sales Units		300

Small Wine Holder		USD
Tab Name	Product1	

Material Costing Breakdown

Supplier	Item	Comments	Unit Cost	Count	Total Cost
Lowes	Birch Sheet 4x8	Only used one slab	$ 60.00	0.5	$ 30.00
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				1.0	
				1.0	
				1.0	
				1.0	
				1.0	
				1.0	
				0.0	
				0.0	
				0.0	

FOR EACH PRODUCT, LIST:
- CURRENT SELLING PRICE
  - ESTIMATE ONE IF YOU DON'T KNOW
- ESTIMATED ANNUAL SALES

**THIS IS USED TO PROJECT YOUR ANNUAL PROFIT BY PRODUCT.

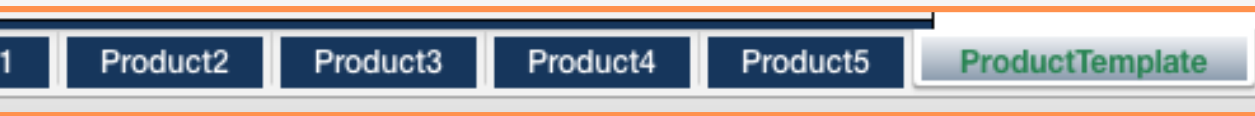THE REMAINDER OF THE TABLE WILL POPULATE AUTOMATICALLY BASED ON YOUR PRODUCT TABS.

PRODUCT SUMMARY — Wooden Wine Solutions

USD

Product Tab	Product Name	Current Price	Best Price	Estimated Annual Sales	Base Cost Price	Annual Revenue	Annual Profit	Annual Material Cost	Annual Labor Cost
Product1	Small Wine Holder	$ 200.00	$ 153.18	300	$ 133.20	$ 60,000	$ 20,040	$ 15,000.00	$ 24,960
Product2	Update Product Tab		$ 95.68		$ 83.20	$ -	$ -	Update Product Tab	$ -
Product3	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product4	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product5	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product6	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product7	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product8	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product9	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product10	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product11	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product12	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product13	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product14	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product15	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product16	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product17	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product18	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product19	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product20	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product21	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product22	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -
Product23	Add Product Tab		Add Product Tab		Add Product Tab	$ -		Add Product Tab	$ -

Small Wine Holder

Annual Revenue	Annual Profit	M
$ 60,000	$ 20,040	$

| 1 | Product2 | Product3 | Product4 | Product5 | ProductTemplate |

1.) RIGHT CLICK ON THE TEMPLATE YOU WANT & MAKE A COPY, OR HOWEVER MANY COPIES YOU NEED.

Insert Sheet ⇧F11
Delete
Rename
Move or Copy...
View Code
Protect Sheet...
Tab Color >

2.) RIGHT CLICK ON THE NEW TAB TO CHANGE THE NAME OF THE TAB.

Insert Sheet ⇧ F11
Delete
Rename
Move or Copy...
View Code
Protect Sheet...
Tab Color >

Product Tab	Produc
Product1	Awesome
Product2	
Product3	
Product4	
Product5	
Product6	
Product7	
Product8	
Product9	
Product10	

3.) SET THE TAB NAME TO MATCH THE NEXT SEQUENTIAL PRODUCT TAB NAME FROM THE PRODUCT SUMMARY TABLE
- ONCE THE TAB IS ADDED AND RENAMED, IT WILL AUTO-LINK TO YOUR PRODUCT SUMMARY

READY TO SCALE IN INCREASE YOUR LABOR AND OUTPUT??

- NOTE YOUR CURRENT PRODUCT BASE RATES
- PLUG IN YOUR UPDATED ESTIMATED ANNUAL SALES #'S IN YOUR PRODUCT SUMMARY
- ADD IN THE NEW LABOR RATES AND HEADCOUNT
- THEN REVIEW YOUR UPDATED PRODUCT PROFIT DETAILS IN THE PRODUCT SUMMARY.
  - PROFITS WILL SHOW IN RED WHEN THEY GO NEGATIVE
    - YOU CAN IMPROVE THIS BY ADDING MORE SALES, OR REDUCING OTHER BUSINESS COSTS.

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