



**NSFPB SALES WORKSHEET** (to use with your Prospect)

Bank Name: \_\_\_\_\_ Date: \_\_\_\_\_

Address: \_\_\_\_\_

Contact Name \_\_\_\_\_ Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_ # of Emps: \_\_\_\_\_

**XYZ Bank example:**

<b>Average Monthly NSF Revenue</b>	=	\$10,000 avg. monthly NSF income
<b>Avg. Monthly NSF concessions</b>	=	\$ 4,000 (LOST income)
- <b>Unjustified concessions</b>	=	_____ 80% (Unnecessary lost income)
- <b>Avg. increased monthly NSF income</b>	=	\$ <b>3,200</b>
- <b>Year long activity</b>	=	_____ <b>12</b>
- <b>Yearly profit increase</b>	=	\$ <b>38,400</b>

**YOUR BANK'S CURRENT:**

Avg. Monthly NSF Monthly Revenue	= \$	
	X 12	= \$ (You KEEP this)
Avg. Monthly NSF concessions	= \$	(LOST income)
	X 80%	= \$ (RECOVERABLE thru NSF-PB)
	X 12	= \$ (Yearly Profit Increase)