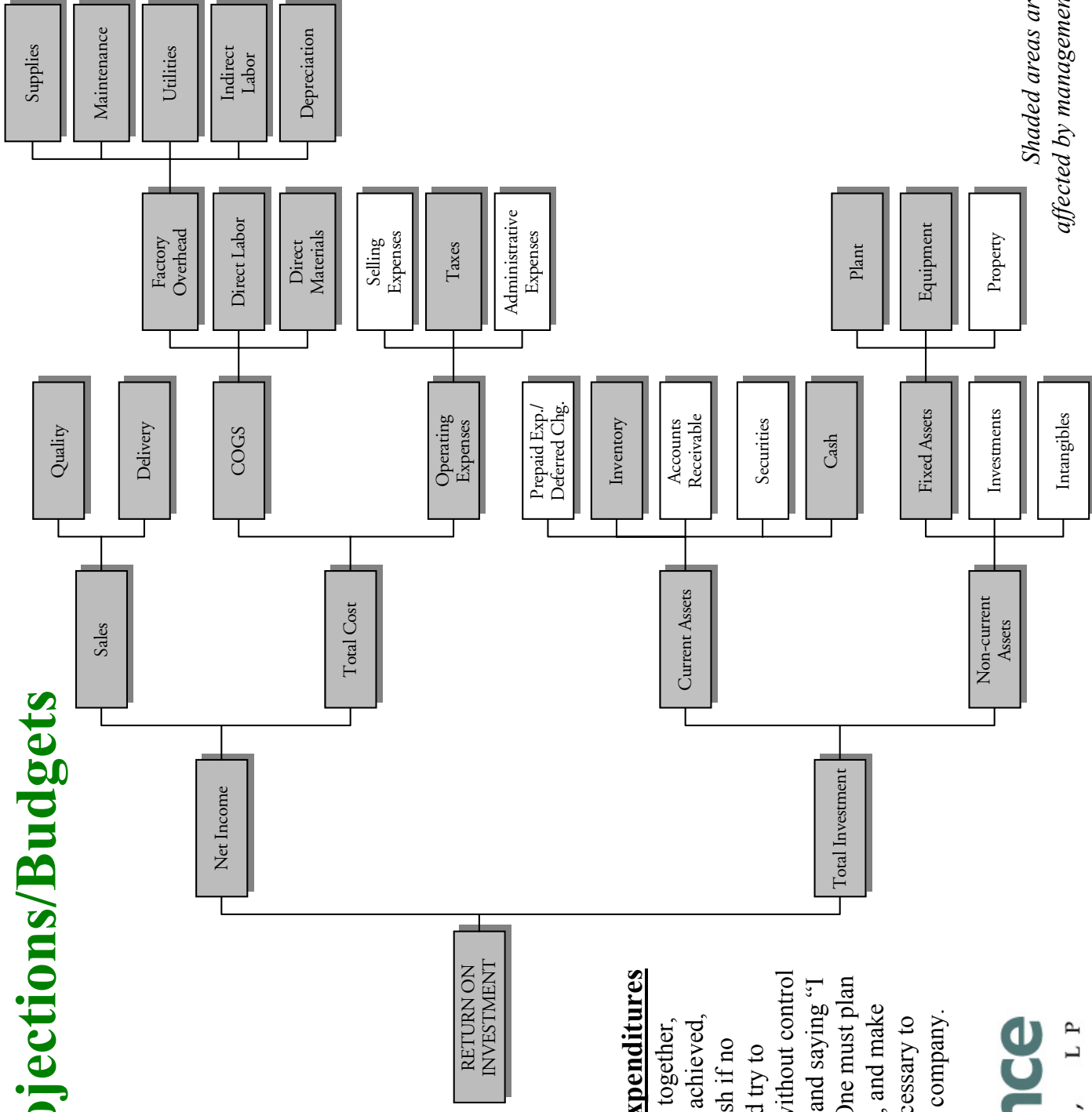


# Financial Projections/Budgets



*Shaded areas are affected by management*

## Planning & Controlling Expenditures

Planning and control must occur together, both are needed if either is to be achieved, because a plan is only an idle wish if no efforts are made to follow up and try to achieve the objectives. A plan without control would be like flying an airplane and saying “I hope we arrive in San Diego.” One must plan a route, check locations en route, and make appropriate corrections when necessary to increase the profitability of your company.