



DIRECT SALES DEDUCTIONS

SALES EXPENSES

Advertising
Business Cards
Bank Charges
Catalogs
Commissions
Demos
Freight/Postage
Gifts
Kits
Sales Aids
Sales Assistants
Samples & Promotional Items
Seminars & Trade Shows
Snacks & Beverages
Storage Containers
Storage Fees
Supplies

PROFESSIONAL

Dues
Insurance
Licenses
Publications

Home Office

Cell Phone
2nd Line – Home phone
Office Furniture
Desk
Display Tables
Camera
Chairs
Utilities