

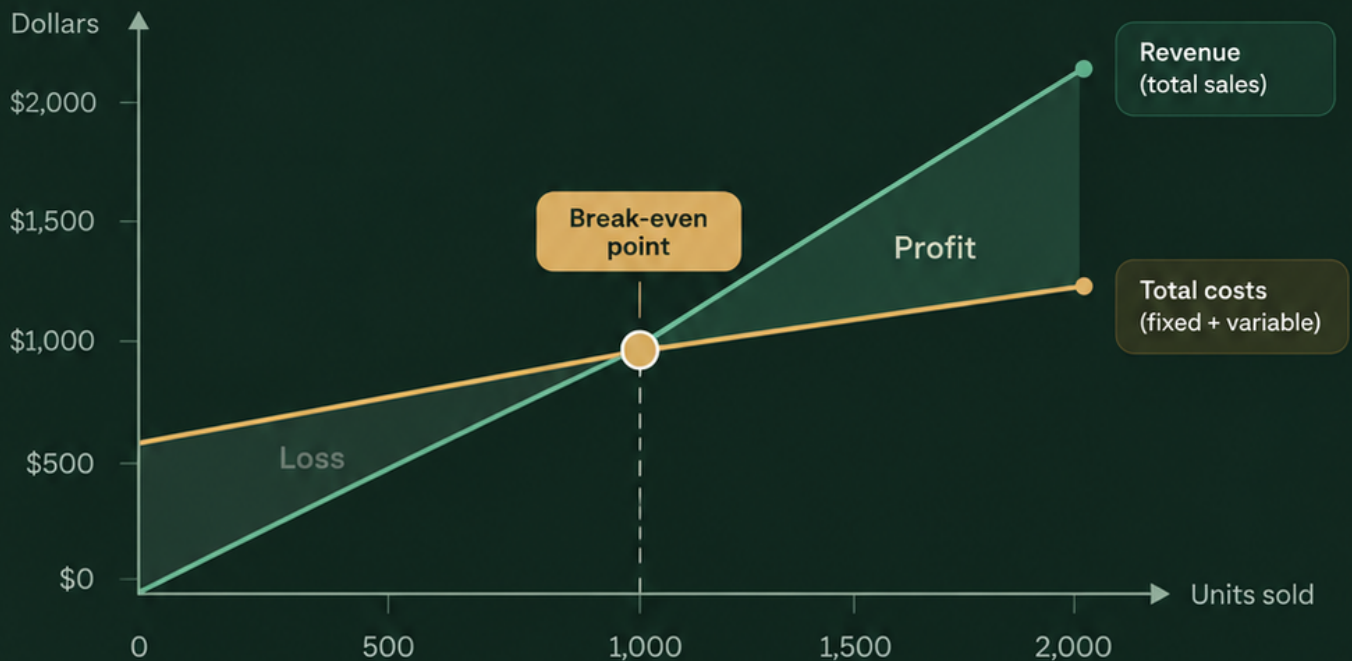


Aldervant

● Free Resource

Free Break-Even Worksheet

Estimate how many units you need to sell to cover your costs and reach break-even.



For small business owners

Better numbers. Better business decisions.

Find Your Break-Even

Know the sales needed to cover monthly business costs

How many sales cover your costs?

Break-even analysis estimates the sales volume needed for total contribution to cover fixed expenses. Profit is zero at that point, before taxes and other omitted items.

BREAK-EVEN FORMULA

Break-even units = monthly fixed expenses / (selling price - variable cost per sale).

Worked example: a \$40 product

Monthly fixed expenses	\$1,500
Selling price per unit	\$40
Variable cost per sale	\$25
Contribution per sale	\$15
Break-even units	100 units

What different sales levels mean

80 sales	$80 \times \\$15 - \\$1,500 = -\\$300$
100 sales	$100 \times \\$15 - \\$1,500 = \\$0$
120 sales	$120 \times \\$15 - \\$1,500 = +\\$300$

These scenarios assume a constant unit price, unit cost and monthly fixed expenses.

Break-Even Worksheet

Printable monthly sales-planning sheet

Your monthly break-even worksheet

Use a typical month. Do not double-count variable costs inside fixed expenses.

Product or sales category	
Average selling price per unit (\$)	
Variable product / fulfillment cost (\$)	
Other variable fees per sale (\$)	
Contribution per sale (\$)	
Monthly fixed expenses (\$)	
Fixed expenses / contribution per sale	
Break-even sales units (round UP)	
Monthly sales target (units)	
Expected profit at target (\$)	

ROUND UP, NOT DOWN

If break-even is 84.2 units, you need at least 85 whole units to cover the assumed costs.

If contribution per unit is zero or negative, the break-even unit formula has no finite answer.

Pressure-Test Your Plan

Avoid common break-even mistakes

Make the result useful

- Separate recurring fixed expenses (rent, insurance, software) from per-sale costs.
- Include transaction fees and packaging where applicable.
- Use representative prices if discounts are common.
- Run a low-sales scenario rather than only your optimistic target.
- Recalculate when costs, prices or product mix changes.

Test two scenarios

Break-even units if variable costs rise by 10%

Break-even units if your selling price drops by 5%

One cost or pricing decision to review this month

READY TO TRY YOUR NUMBERS?

Explore Aldervant's free Break-Even Calculator.

<https://aldervant.com/break-even-calculator>

This worksheet is for planning, not accounting or tax advice.