# Seller Profit Workbook

*Know your profit.*
*Not just your sales.*

ONE CLEAR SYSTEM FOR SELLERS

## Track the money.
*Find what remains.*

A practical workbook for recording sales, product costs, fees and overhead - then using your results to improve pricing and profit.

| | | |
|---|---|---|
| 01 | RECORD | Sales, costs & fees |
| 02 | CALCULATE | Profit & margins |
| 03 | IMPROVE | Products & decisions |



BUSINESS / SHOP

WELCOME / HOW TO USE

# Know your profit,



Not just sales. A repeatable habit for seeing what remains after every cost.

### BRING TOGETHER ONE MONTH OF RECORDS

Use platform order and payout reports, supplier invoices, postage receipts, ad statements and software charges. Choose one currency and track consistently. The calculations are educational summaries, not a substitute for bookkeeping or professional advice.

## 01 Record

Log gross sales and refunds, costs and selling fees. Use pages 8-13.

## 02 Calculate

Complete the monthly statement, margin and break-even exercises on pages 14-19.

## 03 Decide

Rank products, review your results and make a focused 90-day plan on pages 20-27.

### WORK FROM THE RECORDS YOU ACTUALLY HAVE

Treat revenue, refunds, direct costs, fees, and overhead as separate categories. Do not count any amount twice. Blank tracker rows are intended for your own figures.

### A RHYTHM TO REPEAT

- [ ] Spend ten minutes each week updating your logs.
- [ ] Review the final monthly profit statement every month.
- [ ] Return to your 90-day improvement plan every quarter.

CONTENTS

# A clear path through profit.

Move from the money coming in, to the costs going out, to decisions that improve what remains.


01 / UNDERSTAND
Profit equation, key terms, fee checklist and margin context
04-07

02 / RECORD
Revenue, expense and fee trackers with practical examples
08-13

03 / CALCULATE
Monthly statement, product margins and break-even
14-19

04 / COMPARE
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20-21

05 / REVIEW
Monthly, quarterly and annual reflection
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A routine and links for the next review
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**PRINT-USE TIP**
Make additional copies of the trackers or review sheets whenever you need more rows.

01 / THE FOUNDATIONS

# The profit equation.



A single consistent calculation, with each cost counted once.

### BEGIN WITH WHAT CUSTOMERS BOUGHT

| | | |
|---|---|---|
| 01 | GROSS SALES | Buyer-paid item price, shipping and eligible add-ons. |
| 02 | LESS REFUNDS | Return or cancelled sale amounts; avoid subtracting twice. |
| 03 | LESS DIRECT COSTS | Items, manufacturing, direct packaging and shipping borne by you. |
| 04 | LESS SELLING FEES | Platform, payment and transaction fees charged to you. |
| 05 | LESS OVERHEAD | Costs of running the operation, counted separately. |

## NET PROFIT

Net sales - direct costs - selling fees - overhead

$ _____

### TWO USEFUL VIEWS

Gross profit = net sales - direct costs. It shows the room available to cover fees and overhead.

Net profit = gross profit - selling fees - overhead. It can be negative.

02 / THE FOUNDATIONS

# Know your numbers.

Eight definitions that keep the rest of your records consistent.

## Gross sales

Buyer-paid sales before subtracting returns or fees.

## Net sales

Gross sales less refunds and cancellations, recorded only once.

## Direct costs / COGS

Materials, purchased items, production, and costs assigned to each sale.

## Selling fees

Transaction, referral, listing, payment and similar charges.

## Overhead

Business operating costs not directly assigned to each sold unit.

## Gross profit

Net sales - direct costs. Pre-fee, pre-overhead.

## Net profit

Gross profit - fees - overhead, under this worksheet method.

## Net margin

Net profit / net sales x 100 when net sales > 0.

ONE CLASSIFICATION RULE

Do not treat owner withdrawals automatically as a business operating expense. Check the legal and accounting treatment of owner pay, and separately evaluate whether prices compensate your labor.

03 / THE FOUNDATIONS

# A practical fee inventory.

Fees vary by product, location, plan and changing platform rules. Record your actual terms.

## WHERE TO CHECK YOUR CURRENT DEDUCTIONS

| CHANNEL | COSTS WORTH CHECKING | WHERE TO CONFIRM |
|---|---|---|
| Etsy | Listing, transaction, payments; optional ads | Shop settings / payment statement |
| eBay | Final-value, per-order, ads, category charges | Seller fee schedule / order detail |
| Amazon FBA | Referral, fulfillment, storage, subscription | Seller Central fee breakdown |
| Amazon KDP | Royalty terms and printing/delivery costs | KDP royalty or price calculator |
| Shopify | Subscription, payment processing, apps | Plan, payments and billing |
| Print-on-demand | Base production, fulfillment, shipping | Provider invoice plus storefront fees |
| Handmade/direct | Payment processing, materials, delivery | Invoices and sales reports |

### WHY THERE ARE NO UNIVERSAL FEE RATES HERE

Platform terms change. Your fee tracker on page 13 calculates the effective rate from the actual charges and sales for your chosen month.

## MY CHECKED FIGURES

CHANNEL / PLAN

LAST VERIFIED ON

04 / THE FOUNDATIONS

# Margins need context.



There is no single healthy percentage that fits every product, seller or platform.

## WHAT CHANGES THE MARGIN BY BUSINESS MODEL

| | |
|---|---|
| Handmade | Materials, paid labor and time per piece |
| Resale | Acquisition costs, condition, delivery and returns |
| Print-on-demand | Provider base price, fulfillment and order volume |
| Amazon FBA | Referral, handling, returns, storage and ads |
| KDP | Royalties, printing costs, delivery terms and formats |
| Shopify | Payment charges, subscriptions, traffic and acquisition costs |

## COMPARE YOUR OWN TREND

| LAST MONTH NET % | THIS MONTH NET % | CHANGE IN POINTS |
|---|---|---|
| % _____ | % _____ | +/- _____ |

**USE A TREND, NOT AN ARBITRARY SCORE**

Compare the same margin definition across periods. Look at the reasons for change: price, returns, product mix, fees, shipping and overhead.

05 / TRACK IT

# Revenue starts with the sale.



Record the money buyers paid, and keep returns separate from fees.

### WHAT GOES INTO GROSS SALES?

- [ ] Item prices paid by customers
- [ ] Buyer-paid shipping and paid add-ons
- [ ] Gift wrap or other order charges when earned

### KEEP OUT OF SALES

- [ ] Sales tax collected for remittance
- [ ] Owner deposits, loans and transfers
- [ ] Charges never completed as sales

### ILLUSTRATIVE WEEKLY LOG - MAPLE & CO.

| DAY / CHANNEL | ORDERS | GROSS SALES |
|---|---|---|
| Monday / Etsy | 7 | $182.00 |
| Wednesday / Etsy | 5 | $143.00 |
| Thursday / Shopify | 3 | $96.00 |
| Saturday / Etsy | 9 | $241.00 |

**24 ORDERS / $662 GROSS SALES**

Average order value = $662 / 24 = $27.58. This is an illustrative example, not a performance benchmark.

**AVOID PAYOUT CONFUSION**

If the platform deposits a net payout after withholding fees or refunds, reconstruct gross sales from the order report instead of recording the payout as sales. Use page 9 for gross sales and refunds.

05 / MONTHLY WORKSHEET

# Revenue tracker.

Record gross sales and refunds without deducting platform fees here.

MONTH / YEAR

CURRENCY

| DATE | ORDER OR SKU | CHANNEL | ORDERS | GROSS $ | REFUNDS $ |
|---|---|---|---|---|---|
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

TOTAL GROSS $ _____ REFUNDS $ _____ NET SALES $ _____

## RECONCILIATION

Net sales = gross sales - refunds. Order count should exclude cancellations not recorded as completed orders. Track selling fees on page 13 and direct costs on page 11.

06 / TRACK IT

# Separate your costs.



Direct costs rise with orders; overhead supports the business as a whole.

### DIRECT COSTS - ASSIGNED TO SOLD UNITS

- ☐ Materials, wholesale purchases or production
- ☐ Outbound postage paid by the business
- ☐ Order-specific packing and fulfillment

### OVERHEAD - OPERATING COSTS

- ☐ Subscriptions, software and insurance
- ☐ Rent and general business administration
- ☐ Ads or other costs not assigned per order

### A COMPLETE MAPLE & CO. EXAMPLE

| EXPENSE | TYPE | AMOUNT |
|---|---|---|
| Wax, wicks, jars and fragrance | Direct | $1,640 |
| Outbound shipping | Direct | $1,060 |
| Mailers & packaging stock | Overhead | $160 |
| Shop subscriptions | Overhead | $78 |
| Design & bookkeeping software | Overhead | $52 |
| Advertising | Overhead | $120 |

**DIRECT COSTS: $2,700** **OVERHEAD: $410**

Total tracked expenses: $3,110. These figures feed the worked monthly statement on page 14.

IMPORTANT: PAYING YOURSELF

Employee wages are handled according to your accounting method. Owner draws/distributions generally are not ordinary business expenses; do not simply add all owner withdrawals to overhead. Value your labor when evaluating pricing.

06 / MONTHLY WORKSHEET

# Expense tracker.

Every cost once; record direct costs and overhead in separate totals.

MONTH / YEAR

CURRENCY

| DATE | DESCRIPTION | DIRECT / OVERHEAD | AMOUNT $ |
|---|---|---|---|
| | | | |
| | | | |
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| | | | |
| | | | |

DIRECT COSTS

$

OVERHEAD

$

TOTAL EXPENSES

$

**CARRY THE TOTALS FORWARD**

Direct costs go to page 15 and the variable-cost calculation on page 19 where relevant. Overhead goes to page 15; only genuinely fixed costs belong in the break-even numerator.

07 / TRACK IT

# Make the hidden fees visible.



The amount deposited can be smaller than the sale because fees were already deducted.

## TYPICAL CHARGE CATEGORIES

- [ ] Listing or insertion charges
- [ ] Advertising and promotional fees
- [ ] Transaction / referral / final-value fees
- [ ] Currency conversion and international charges
- [ ] Payment processing and payout fees

## ILLUSTRATION USING A FEE REPORT, NOT A PLATFORM RATE

| MEASURE | EXAMPLE |
|---|---|
| Sale amount | $24.00 |
| Total actual fees shown by a fictional report | $2.73 |
| Effective fee rate | $2.73 / $24 x 100 = 11.4% |

## THREE THINGS TO CHECK EACH MONTH

- [ ] Is my per-order fee rising or falling?
- [ ] Did ads or international charges change the mix?
- [ ] Are any fees already recorded elsewhere in my accounts?

**USE CURRENT STATEMENTS**

No platform percentage in this workbook is presented as a current universal rate. Check your seller dashboard for your actual price, product category, country, payout method and plan.

07 / MONTHLY WORKSHEET

# Fee tracker.

Log charges from actual order reports and billing statements.

MONTH / YEAR

CURRENCY

| DATE / ORDER | CHANNEL | FEE TYPE | SALE VALUE $ | FEE $ |
|---|---|---|---|---|
| | | | | |
| | | | | |
| | | | | |
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| | | | | |

TOTAL FEES $

EFFECTIVE FEE RATE %

Effective fee rate = total fees / net sales x 100 when net sales is positive. For a gross-sales ratio, label it separately and use the same basis every month.

COMPARE LIKE WITH LIKE

This tracker captures actual charges; there is no universally normal or healthy fee rate. Investigate changes relative to your own sales mix and previous periods.

08 / MONTHLY PROFIT

# Follow the money once.



Bring the same numbers from the trackers together; the worked example is illustrative.

MAPLE & CO. / ONE MONTH

| LINE ITEM | AMOUNT |
|---|---|
| Gross sales | $4,820 |
| Less: refunds / cancellations | $0 |
| Net sales | $4,820 |
| Less: direct costs (including outbound postage) | $2,700 |
| Gross profit | $2,120 |
| Less: platform & payment fees | $548 |
| Less: overhead | $410 |
| Net profit | $1,162 |

| NET SALES | NET PROFIT | NET MARGIN |
|---|---|---|
| $4,820 | $1,162 | 24.1% |

**CHECK THE ARITHMETIC**

4,820 - 0 - 2,700 - 548 - 410 = 1,162. Margin = 1,162 / 4,820 x 100 = 24.1%. Refunds are zero here, but your own return total may not be.

# Monthly profit *statement.*

Pull the totals from your sales, cost and fee trackers. Every deduction should appear once, and the resulting profit may be negative.

Include buyer-paid shipping; exclude pass-through sales tax from gross sales.

MONTH / YEAR _____

SELLING CHANNEL(S) _____

## BUILD YOUR MONTHLY RESULT

| | |
|---|---|
| Gross sales | $ _____ |
| Less: refunds & cancellations | $ _____ |
| **Net sales**<br>gross sales - refunds | $ _____ |
| Less: cost of goods sold | $ _____ |
| **Gross profit**<br>net sales - COGS | $ _____ |
| Less: platform & payment fees | $ _____ |
| Less: other operating costs | $ _____ |
| **Net profit**<br>gross profit - fees - other costs | $ _____ |

## ILLUSTRATIVE EXAMPLE

MAPLE & CO. / ONE MONTH

| | |
|---|---|
| Gross sales | $4,820 |
| Refunds | $0 |
| COGS | $2,700 |
| Fees | $548 |
| Overhead | $410 |
| NET PROFIT | $1,162 |

THE SAME MONTH

**24.1% net margin**

$1,162 / $4,820 x 100

YOUR NET PROFIT

$ _____

YOUR NET MARGIN

_____ %

Net margin = profit / net sales x 100 (when sales > 0). Count each cost only once.

09 / CALCULATE IT

# Profit margin, explained.



Turn dollars into percentages so different products and periods are easier to compare.

## TWO DIFFERENT PERCENTAGES

### Gross margin

(Net sales - direct costs) / net sales x 100

### Net margin

Net profit / net sales x 100

## ILLUSTRATIVE $24 CANDLE

| LINE ITEM | AMOUNT |
|---|---|
| Sale price | $24.00 |
| Direct product cost | $6.80 |
| Product margin before shipping | 71.7% |
| Selling fees | $2.73 |
| Shipping paid by seller | $5.30 |
| Contribution after these variable costs | $9.17 |
| Contribution margin | 38.2% |

KEEP THE MARGIN BASES CLEAR

The 71.7% uses product cost only, BEFORE paid shipping. When shipping is a direct cost, whole-business gross margin uses that expense too. The $9.17 contribution is AFTER fees and shipping, but still before unallocated overhead.

09 / WORKSHEET

# Compare product contribution.

Calculate what each sale contributes before shared operating costs.

PERIOD

CHANNEL / STORE

| PRODUCT / SKU | PRICE $ | DIRECT $ | FEES $ | SHIP $ | CONTRIBUTION $ |
|---|---|---|---|---|---|
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

Contribution per sale = sale price - direct costs - selling fees - shipping not already counted in direct costs. Avoid double-counting shipping.

WHOLE-SHOP NET SALES

$ _____

WHOLE-SHOP NET PROFIT

$ _____

BUSINESS NET MARGIN

% _____

WHICH PRODUCT DESERVES THE NEXT TEST?

WHAT OVERHEAD IS NOT ALLOCATED TO THESE PRODUCT FIGURES?

10 / CALCULATE IT

# Find your break-even point.



Use contribution per unit to learn how many sales cover your fixed monthly costs.

## THE TWO-PART CALCULATION

### Contribution per unit

Unit selling price - all variable costs per sale

### Break-even units

Fixed monthly costs / contribution per unit; round UP.

## EXAMPLE / INDEPENDENT CANDLE SCENARIO

| LINE ITEM | AMOUNT |
|---|---|
| Selling price | $24.00 |
| COGS per unit | $6.80 |
| Fee per unit | $2.73 |
| Seller-paid shipping per unit | $5.30 |
| Contribution per unit | $9.17 |
| Fixed monthly costs | $620.00 |

### 68 units to break even

$620 / $9.17 = 67.61, rounded UP to 68. This example is independent of Maple & Co. on page 14.

TEST A DIFFERENT PRICE - WITH ASSUMPTIONS VISIBLE

At $26, with unit costs and demand unchanged, contribution becomes $11.17 and break-even falls to 56 units. Actual fees and demand may change.

10 / WORKSHEET

# Build your break-even.

Use one representative product or an explained average order.

### 01 / CONTRIBUTION PER SALE

| | |
|---|---|
| Selling price | $ _____ |
| Direct product / production cost | $ _____ |
| Per-sale fees | $ _____ |
| Seller-paid shipping (if not above) | $ _____ |
| Other variable costs | $ _____ |
| **Contribution per sale** | $ _____ |

### 02 / FIXED COSTS PER MONTH

| | |
|---|---|
| Subscription and recurring plans | $ _____ |
| Rent, insurance and fixed support | $ _____ |
| Other fixed expenses | $ _____ |
| **Total fixed monthly costs** | $ _____ |

### 03 / BREAK-EVEN UNITS (ROUND UP)

Fixed monthly costs / positive contribution per sale = _____

If contribution is zero or negative, more unit sales will not cover fixed costs under these assumptions; revise price or variable costs before dividing.

11 / PRODUCT PERFORMANCE

# Make room for your winners.

Rank strong products by total contribution on a consistent cost basis.

MONTH / QUARTER

CHANNEL

| RANK | PRODUCT / SKU | UNITS | SALES $ | CONTRIB. $ | MARGIN % |
|---|---|---|---|---|---|
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

ONE PRODUCT I WILL SUPPORT NEXT MONTH
PRODUCT AND REASON

ACTIONS WORTH EVALUATING

- [ ] Restock or prevent avoidable stockouts
- [ ] Improve listing photos or explanations
- [ ] Test a bundle or thoughtful variation
- [ ] Check price and conversion, not price alone

> **COMPARE USING THE SAME DEFINITIONS**
>
> Per-product contribution is before unallocated overhead. Do not label it full business net profit unless your overhead-allocation method is explicit and consistent.

12 / PRODUCT PERFORMANCE

# Know when to change course.

An underperforming product is a question to investigate, not an automatic reason to stop selling.

MONTH / QUARTER

CHANNEL

| RANK | PRODUCT / SKU | UNITS | SALES $ | CONTRIB. $ | MARGIN % |
|---|---|---|---|---|---|
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

## DIAGNOSE WHAT IS HAPPENING

- [ ] Variable costs / sourcing have increased
- [ ] Returns or damage are unusually high
- [ ] Fees or paid shipping exceed what price allows
- [ ] Demand is low even at a sustainable price

## CHOOSE ONE EVIDENCE-BASED TEST

| | |
|---|---|
| TEST PRICE | What conversion change would matter? |
| REDUCE COST | Which cost can improve without hurting quality? |
| PAUSE / RETIRE | What inventory, cash and customer obligations remain? |

13 / REVIEW IT

# Close each month with clarity.



A short review makes your numbers useful instead of merely recorded.

MONTH / YEAR

REVIEW DATE

## YOUR MONTH IN NUMBERS

| | | |
|---|---|---|
| Net sales | $ | _____ |
| Net profit | $ | _____ |
| Net margin | % | _____ |
| Orders | # | _____ |
| Average order value | $ | _____ |
| Effective fee rate | % | _____ |

## REFLECT AND DECIDE

THREE WINS

ONE THING THAT COST PROFIT

ONE CHANGE FOR NEXT MONTH

MY MOST USEFUL OBSERVATION THIS MONTH

14 / REVIEW IT

# Look beyond a single month.

Compare three consistent months, then choose a small number of changes.

QUARTER

YEAR

| PERIOD | SALES $ | DIRECT $ | FEES $ | OVERHD $ | NET $ |
|---|---|---|---|---|---|
| Month 1 | | | | | |
| Month 2 | | | | | |
| Month 3 | | | | | |
| Quarter total | | | | | |

READ THE TREND

## Net margin changed because...

## The selling channel that performed best...

## The largest expense surprise...

NEXT-QUARTER DECISIONS

KEEP DOING

STOP OR SIMPLIFY

TEST OR IMPROVE

15 / ANNUAL SUMMARY

# The year in one view.

Use the same categories each month; calculate the annual margin from annual totals.

YEAR

CURRENCY

| MONTH | NET SALES $ | DIRECT $ | FEES $ | OVERHD $ | NET $ |
|---|---|---|---|---|---|
| Jan | | | | | |
| Feb | | | | | |
| Mar | | | | | |
| Apr | | | | | |
| May | | | | | |
| Jun | | | | | |
| Jul | | | | | |
| Aug | | | | | |
| Sep | | | | | |
| Oct | | | | | |
| Nov | | | | | |
| Dec | | | | | |
| TOTAL | | | | | |

ANNUAL SALES

$

ANNUAL NET PROFIT

$

ANNUAL NET MARGIN

%

ONE INSIGHT WORTH CARRYING INTO NEXT YEAR

Annual net margin = annual total net profit / annual total net sales x 100, if annual sales are positive. Do not average the twelve monthly percentages.

FOR TAXES AND YEAR-END ACCOUNTING

Reconcile platform reports before filing. Choose a tax reserve using your own situation and qualified guidance.

16 / IMPROVE IT

# Diagnose before you change.



Use your own evidence to choose actions that are worth testing.

### WHICH CHANGE NEEDS ATTENTION?

- [ ] Sales are growing but net profit is not
- [ ] A single variable cost is increasing
- [ ] Refunds, damage or fees have changed
- [ ] Products are taking too long to produce
- [ ] Fixed overhead is rising faster than sales

### POSSIBLE LEVERS AND HOW TO EVALUATE THEM

| | |
|---|---|
| PRICE | Test a price change; watch demand and contribution per sale. |
| PRODUCT COST | Evaluate purchasing, materials and production efficiency. |
| SHIPPING | Compare postal cost, packages and buyer-paid shipping. |
| ADVERTISING | Compare incremental order contribution with advertising cost. |
| PRODUCT MIX | Give strong contributors more visibility; reassess weak items. |

NO GUARANTEED EFFECT

Changing price or fees may change conversion, mix and order volume. Make a specific hypothesis, choose a metric and compare the result; do not treat example savings as a promised outcome.

# Make the next *90 days count.*



Choose three practical changes you can measure. Return to this page at the end of the period to see what actually improved.

## START WITH THE NUMBERS

90-DAY TARGET

| METRIC | NOW | GOAL |
|---|---|---|
| Monthly net profit | $ | $ |
| Net margin | % | % |
| Effective fee rate | % | % |
| Average order value | $ | $ |

## THREE CHANGES WORTH MAKING

**01** Action _____ By _____

How I will measure improvement

**02** Action _____ By _____

How I will measure improvement

**03** Action _____ By _____

How I will measure improvement

REVIEW DATE _____

DID THE TARGET IMPROVE?

Yes / No - review the numbers above

ONE CHANGE I WILL KEEP: _____

17 / IMPROVE IT

# Make your profit goal visible.

Set a target, then check actual results every month without assuming straight-line growth.

ANNUAL NET-PROFIT GOAL $

REVIEW YEAR

| MONTH | TARGET $ | ACTUAL $ | RUNNING TOTAL $ | VARIANCE $ |
|---|---|---|---|---|
| Jan | | | | |
| Feb | | | | |
| Mar | | | | |
| Apr | | | | |
| May | | | | |
| Jun | | | | |
| Jul | | | | |
| Aug | | | | |
| Sep | | | | |
| Oct | | | | |
| Nov | | | | |
| Dec | | | | |

YOUR ANNUAL TARGET $

NET PROFIT TO DATE $

If you divide the annual target equally, monthly target = annual goal / 12. Real seasonal targets can be different.

WHAT SALES WOULD THIS REQUIRE?

Estimated net sales required = target net profit / assumed positive net margin as a DECIMAL (for example, 20% = 0.20). Revisit cost and demand assumptions; if margin is zero or negative, this division does not produce a useful revenue target.

ASSUMED NET MARGIN %

INDICATIVE SALES REQUIRED $

REPEAT / NEXT REVIEW

# Profit is a practice.



Keep the habit that makes these numbers more useful every month.

## A SMALL MONTHLY LOOP

01 **Record**

Update sales, returns, direct costs and fees.

02 **Calculate**

Complete the statement and margin comparison.

03 **Compare**

Review product contribution and your monthly trend.

04 **Choose**

Write down one change worth measuring.

05 **Repeat**

Book the next review date now.

## YOUR NEXT REVIEW APPOINTMENT

DATE

WHAT WILL I CHECK FIRST?

### RELATED SIMPLELIFECALC TOOLS

Cash Flow Calculator: a different question about timing of inflows and outflows. Net Profit Calculator: a focused profit calculation. Use the correct inputs for each tool.