Larkspur Precision

Walk the waterfall

November 29, 2026

The invoices on this page. Pricing, from the company file.

The 80/20 Institute

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How to read this page

Sample company. These aren't your numbers.

Pricing. Walk the waterfall. Planned pocket change $122.7K. Actual Not recorded. A sized move is not the five-year pricing figure. A blank column stays blank. 2026-11-29. File period Jan 15–Dec 15, 2025. Quads come from the invoice file. The profit and loss statement is the sum of those invoices.

A blank stays off. Nothing here posts.

Walk the waterfall

Step 3. Walk the waterfall.

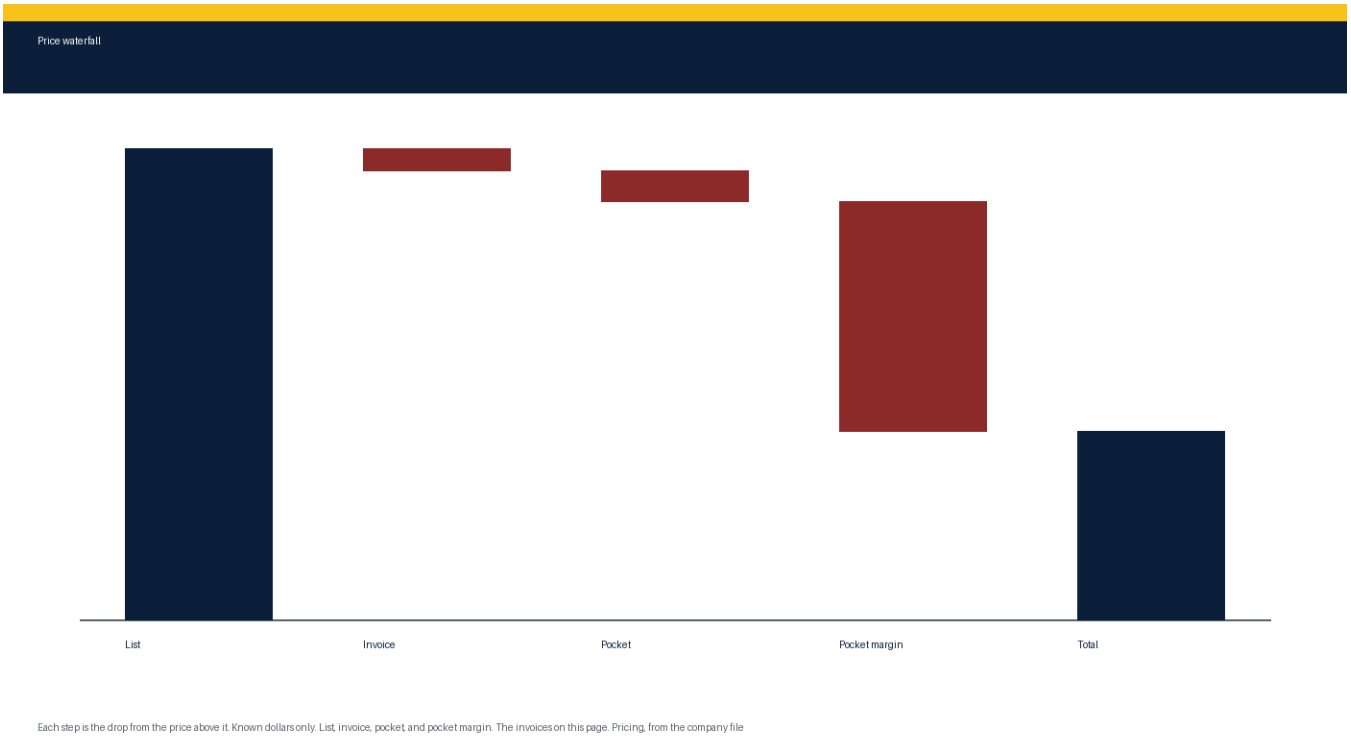
List, invoice, pocket, and pocket margin reconcile, and missing off-invoice data is labeled.

Status: On track.

Walk the waterfall

784 invoice lines. The list-to-pocket identity holds.

784 invoice lines.



Each step is the drop from the price above it. Known dollars only. List, invoice, pocket, and pocket margin. The invoices on this page. Pricing, from the company file