

<b>Monetary Value of Time for Window Treatment Professional</b>				
<b>aka How Much is Your Time Worth?</b>				
	<b>Scenario #1</b>	<b>Scenario #2</b>	<b>Scenario #3</b>	<b>Scenario #4</b>
revenue	\$100,000	\$350,000	\$500,000	\$1,000,000
salary	\$35,000	\$100,000	\$100,000	\$100,000
net income	\$25,000	\$50,000	\$100,000	\$200,000
hourly rate (version 1)	\$31	\$78	\$104	\$156
hourly rate (version 2)	\$63	\$156	\$208	\$313
<u>Assumptions (Version 1):</u>		<u>Assumptions (Version 2):</u>		
2 weeks of vacation		2 weeks of vacation		
2 weeks of holidays		2 weeks of holidays		
48 work weeks		48 work weeks		
40 hours per week		20 hours per week of "billable" work*		
* - even though there is technically no 'billable' work in the window treatment industry, for the purposes of this formula, think of your "billable" hours as true client or true CEO or truly productive work that moves your business forward				
<u>Calculation formula:</u>				
(salary + net income ) / by # of hours worked = your hourly rate				
<u>Lessons:</u>				
1. If you want to get paid more, focus on activities that bring you the highest monetary value				
2. You'll never get \$313/hour if you continue to do tasks that only yield \$31/hour				