

How to calculate the cost/benefit of hiring an associate

Use this form to calculate if hiring an associate will boost your bottom line.

ASSOCIATE COSTS

- Salary _____
- + Taxes & benefits _____
- = Total associate cost _____
- + Additional staffing costs _____
- = TOTAL ASSOCIATE COSTS _____

BENEFITS OF AN ASSOCIATE

- # of hours freed up for me _____
- X My value per hour _____
- = My value in dollars _____

- NPV generated by associate _____
- X Average charge per PV _____
- = New revenue from associate _____
- Bonus paid to associate _____
- = VALUE OF ASSOCIATE _____

Intangibles gained by having associate: _____

Negatives: _____

This cost/benefit form was created by Stanley Greenfield, RHU. To contact him, call 800-585-1555 or email him at stan@stanleygreenfield.com