

How much is your time worth?

Time

The formula to calculate this number is below, this is where you choose how many hours a day and days per week (average that you want to work). To calculate –

1. How many days a week do you want to work on average?
2. How many hours a day do you want to work?
3. How many weeks a year do you want to work? (no more than 48)

Multiply 1 x 2 x 3 for **Total Annual Hours**.

Productivity

How much time will you genuinely apply to productive tasks that contribute to your income?

How many hours are you billing or contributing to earning income? Asked another way – how many of your work day hours are spent filling out paperwork, commuting or traveling between job sites, answering the telephone or emails, dealing with suppliers, cleaning up, dealing with staff etc?

Would you say maybe out of an 8 hour work day you might actually get say one in three hours of truly billable time? So only 1/3 of your day is bringing in the dollars!

It is better to be truly realistic about how many hours really are productive. The point here is to turn your productive time in to a **Productivity Multiplier** and if you aren't sure, just use 3.

Base Number

To calculate your **Base Number**, take your **Target Annual income** (that is how much you want to earn) and divide it by your total annual hours.

Working Hour Value

Use your **Base Number** and apply your **Productivity Multiplier** (remember if you are not sure, just use 3). This is your Working Hour Value:

Now ask yourself....

Is what I am doing, this minute, moving me measurably closer to my goals AND worth this amount to do it?



How many hours per year do you want to work?

$$\boxed{4} \times \boxed{6} \times \boxed{40} = \boxed{960}$$

How many **days a week** do you want to work on average?

How many **hours a day** do you want to work?

How many **weeks a year** do you want to work? (No more than 48 you maniac)

Total Annual Hours Per Year

Productivity

Base Number

Total of hours per day

6

\$150,000

Target Annual Income

÷

÷

Actual productive hours per day

4

960

Total Annual Hours

=

=

1.5

\$156.25

Productivity Multiplier

Base Number

Working Hour Value....

1.5

\$156.25

Productivity Multiplier

Base Number

My working hourly value!

\$

234.38

sixty:forty

