



## What is your time REALLY worth?

**“Productivity is never an accident. It is always the result of a commitment to excellence, intelligent planning and focused effort.” ~ Paul J Meyer**

How much do you want to earn in the next 12 months? A \_\_\_\_\_  
 How many days a week do you work on average? B \_\_\_\_\_  
 On average how many hours a day do you work? C \_\_\_\_\_  
 How many weeks per year do you work? D \_\_\_\_\_  
 (remember to subtract vacations and holidays)

### The value of your time

B \_\_\_\_\_ X C \_\_\_\_\_ X D \_\_\_\_\_ = E \_\_\_\_\_

A \_\_\_\_\_ / E \_\_\_\_\_ = \$ \_\_\_\_\_

This is the amount you must generate based on your average working hours to reach your desired annual income.

Feel free to play with the numbers or better yet instead of figuring out how many hours per day you work put in actual hours you are productive. The impact of the numbers can be quite shocking.

Using this in conjunction with the area below will help you analyze what tasks you are currently doing yourself that are not aligned with the premium you place on your time.

While small business owners are often strapped for cash we can only truly fully leverage our full potential when we allow others to assist us with the tasks and items they are more equipped to handle.

Add things to the list below – try it for at least one week. As you write things down ask yourself these powerful questions:

- ***Is what I'm doing worth the hourly rate I calculated above?***
- ***Can I pay someone else significantly less than my hourly worth to do a similar quality work – or better?***

Why work when you can play? YVA will get it done the right way!

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