

## Hello Good Freeloader!

*Yes... His Excellency Arun (me) has done something productive... for once.*

I created a **Sales and Income Calculator**, just for you.

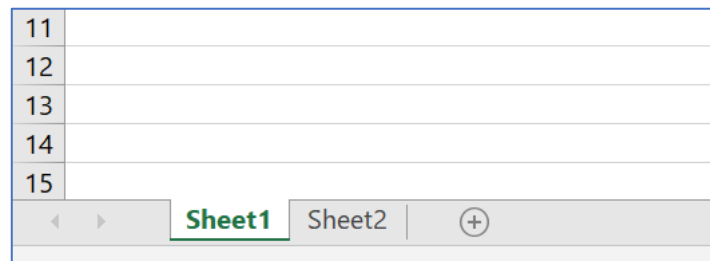
Well, maybe 'created' is a bit of a stretch. This is just an excel sheet – but it's a good one! It's not like anyone else is giving you free stuff. So be thankful.

*You're welcome!*

For those of you who know how to use Microsoft Excel, you'll immediately know how to fill up the Excel sheet to get your numbers. So go ahead and use it.

For those of you who are clueless, follow the instructions below.

Firstly, when you open the file, you'll see that there are 2 sheets.



*Ahem... Don't ever say that Arun never gave 2 sheets about you.*

- Sheet 1 will calculate how many sales you need to hit your annual income goal.
- Sheet 2 will calculate what your hourly rate is, depending on your income goal and working hours.

## Sheet 1

This is what you'll see...

MY ANNUAL INCOME GOAL			
\$ 100,000.00			
What Will I Sell?			
Product	Price	Per	Total Sales Target
PLR Article Pack	\$ 9.95	Unit	10051
Ebook	\$ 12.95	Unit	7723
Video course	\$ 17.00	Unit	5883
Challenge / Workshop	\$ 27.00	Unit	3704
Membership site	\$ 27.00	Month	309
Group Coaching	\$ 97.00	Month	86
High Ticket Course/Coaching	\$ 5,000.00	Year	20

All fields are editable.

**Step 1: Edit your income goal**

**Step 2: Edit the products and prices to reflect your own**

That's all you need to do.

The number of sales you need to hit to achieve your income goal will be automatically displayed.

In the example above, I'll need to sell 10,051 PLR packs at \$9.95 each to meet my 100k income goal.

*Gasps! I'll need to work hard and reduce my income goal to 5K. HA!*

## Sheet 2

This is what you'll see...

What's My Time Worth?	
My Income Goal	\$ 100,000.00
How Many Weeks Will I Work This Year?	48
How Many Days Will I Work Each Week?	5
How Many Hours a Day Do I Want To Work?	8
Your Weekly Rate:	\$ 2,083.33
Your Daily Rate:	\$ 416.67
Your Hourly Rate Is:	\$ 52.08

Very straightforward.

Just input the details in the **blue fields** and the rates will be calculated for you.

In the example above, based on my income goal and the number of hours I wish to work a year, my hourly rate is \$52.08.

When you put a dollar number to your time, suddenly you realize the opportunity cost of the hours you fritter away on social media or Netflix.

*So... what does that mean?*

It means I can tell my wife that I watched \$4,000 worth of Netflix but I'm only paying \$18 a month. Now that's productivity!

But you get the point.

Use the sheets and have a productive year.

**Oh... you only get personal use rights to this gift.**

*Don't go and sell it as your own PLR or give it away as your own gift.* Let's not get carried away now.

Stay cool.

**All the Best,**  
Arun