



Handbags & Capacity

Volume & Capacity Calculator – Service Business

more money for shoes

Volume & Capacity Calculator – Service Business

Complete the following table for all employees (including yourself) who spend at least part of their week on fee earning activity

		<i>Example</i>	Fee Earner 1	Fee earner 2	Fee Earner 3	Fee Earner 4	Total
1	Number of hours worked per day	7.5					
2	Hours per day doing fee-earning activity (capacity)	6					
3	Number of days worked per week	5					
4	Total fee earning hours per week: (multiply value at 2 by value at 3)	$= 6 \times 5$ $= 30$					
5	Working weeks in the year (that your business is open)	48					
6	Annual fee-earning hours (multiply value at 4 by value at 5)	$= 30 \times 48$ $= 1,440$					
7	The hourly rate the fee earner is charged at	$= \$110$					
8	Potential earnings per fee-earner per year (multiply value at 6 by value at 7)	$= \$110 \times 1,440 =$ $\$158,400$					

The number in the shaded cell indicates the total earning potential for all fee-earners. Note that the more efficiencies you can implement and the higher the number at line 2, the higher your earning potential at line 8. Of course there will always be down-time that is needed for training and admin tasks.