

A Selling Tool

What does your Coaching Investment really give you?

Area	Investment	Return
Staff time - _____ # staff X _____ hrs X \$ _____ rate/hr		
Not expecting time/money in lieu (e.g. 2 day workshop)		
Potential Staff Productivity increase		
@ _____ % payroll, If payroll is \$ _____		
Savings in fixed cost - Estimated		
Increased revenue – see Program Goals/Benefits		
Coaching Program Investment		
Grant Funding if qualify		
Interest free loan on \$ _____ @ _____ %		
Tax Deduction & Benefits		
Committed Training Budget = \$ _____		
Venue Cost		
Total - Compare		
Calculate Investment per person per week (48)		
Calculate Investment per person per day (5/wk)		<u>+ Intangibles</u>

CLIENT WORKSHEET

Area	Investment	Return
Staff time - _____ # staff X _____ hrs X \$ _____ rate/hr		
Not expecting time/money in lieu (e.g. 2 day workshop)		
Potential Staff Productivity increase		
@ _____ % payroll, If payroll is \$ _____		
Savings in fixed cost - Estimated		
Increased revenue – see Program Goals/Benefits		
Coaching Program Investment		
Grant Funding if qualify		
Interest free loan on \$ _____ @ _____ %		
Tax Deduction & Benefits		
Committed Training Budget = \$ _____		
Venue Cost		
Total - Compare		
Calculate Investment per person per week (48)		
Calculate Investment per person per day (5/wk)		<u>+ Intangibles</u>

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