

## OBTAIN THESE FIGURES FROM THE INDIVIDUAL WHO PRODUCES YOUR MONTHLY STATEMENTS

Sales	1,000,000	Enter Actual Sales for the Period
Overhead	500,000	Enter Actual Overhead for the Period
Number of Months in Period	12	Enter the Number of Months in the Period
GP%	40.0%	Enter the Gross Profit that you achieve on your Sales
Labor as % of sales	45.0%	Divide Total Labor Sales by Actual Sales
# of Techs	5	Enter the Number of Technicians (including Detailers/Porters)
# of Hours in a week	45	Enter the Number of Hours that a Technician Works in 1 Week
Desired NP%	8.0%	What is your Desired Net Profit Percentage?
Efficiency	100.0%	If you do not know your Rate of Efficiency <a href="#">CLICK HERE</a>

## CALCULATIONS

Average Monthly Sales	83,333	This Represents the Average Monthly Sales
Average Monthly Overhead	41,667	This Represents the Average Monthly Overhead
Number of Hours available	968	This Represents the Average Number of Hours Available to Bill per Month
GP\$	400,000	
Desired NP\$	6667	This is the Average Net Profit per Month

**The Labor Rate Necessary is:**

**67.45**

**Note: All labor rate information is based solely on individual shop data. It is not being collected or compared. It is intended as a tool to aid in the determination of the labor rate necessary to meet the financial requirements of each individual shop.**

**[FREQUENTLY ASKED QUESTIONS - CLICK HERE](#)**