



HOURLY RATE CALCULATOR TOOL

| Activity | Hours Spent Per Week Today | Hours Spent Per Week Target |
|--|----------------------------|-----------------------------|
| Travel / Commuting with no additional productivity | | |
| \$25 per hour Activities | | |
| Expense reports | | |
| Booking travel | | |
| Salesforce /CRM entries | | |
| Scheduling meetings | | |
| \$50 per hour Activities | | |
| Answering / Responding to Email | | |
| Project Management / Scrum engagement | | |
| Attending internal meetings | | |
| Monitoring Networks | | |
| Fixing Issues (bugs, customer complaints, etc.) | | |
| \$100 per hour Activities | | |
| Reviewing / Managing financial books numbers | | |
| Reviewing / Negotiating Contracts | | |
| Reviewing Proposals | | |
| Editing Presentations | | |
| Writing Proposals | | |
| Writing Software | | |
| Building Marketing Collateral | | |



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| Status Updates from Team (phone, meetings, 1:1) | | |
| First meetings with potential customers | | |
| First meetings with potential partners | | |
| Reviewing metrics | | |
| \$500 per hour Activities | | |
| Meetings with important customers | | |
| Meetings with important partners | | |
| Interviewing new team members to replace old ones | | |
| Mentoring your team on ways to improve their productivity | | |
| \$2,500 per hour Activities | | |
| Creating new metrics to measure performance of a function / organization | | |
| Thinking about and brainstorming entirely new product ideas | | |
| Thinking about and brainstorming entirely new marketing strategy | | |
| Thinking about and brainstorming entirely new sales approach | | |
| Choosing new IT systems to greatly enhance business operations | | |
| \$5,000 per hour Activities | | |
| Brainstorming and working on ways to improve culture | | |
| Thinking about how our product could be applied to new markets | | |
| Mentoring executive team | | |
| Thinking about and tweaking ways to dramatically improve business model | | |



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|----------------------------|------|------|
| Total Hours | | |
| Total Weekly Value Created | \$ - | \$ - |
| \$ / Hour Value Rate | | |

Note: Please free to add your own activities and associated dollar values