

WHAT CAN I EXPECT TO EARN?

8/8/2006

Kindermusik Core Curricula, 1st Year (based on "Average" Start-Up Costs, see "What Will It Cost To Get Started")

PROJECTED REVENUE:	VILLAGE (KV)	OUR TIME (OT)	IMAGINE THAT! (IT)	YOUNG CHILD (YC)	ALL CORE CURRICULA
Teaching schedule example:	1 - 45 minute class/week	1 - 45 minute class/week	1 - 45 minute class/week	1 - 60 minute class/week	
Maximum number of children per class:	12	12	10	12	
Typical tuition per child per semester: (Teacher sets own fees. Ranges per semester include: KV, OT, IT = \$135-\$225, YC = \$165-270. For the purpose of comparison, average fees have been used in this example.)	\$160.00	\$160.00	\$160.00	\$180.00	
	x	x	x	x	
	2 semesters (32 weeks)	2 semesters (30 weeks)	2 semesters (30 weeks)	2 semesters (30 weeks)	
TOTAL REVENUE FOR THE YEAR: Obviously, the more classes taught per week, the higher the income generated...	<u>\$3,840.00</u>	<u>\$3,840.00</u>	<u>\$3,200.00</u>	<u>\$4,320.00</u>	4 classes per week: <u>\$15,200.00</u>
	x	x	x	x	
Example of a possible first year schedule:	2 classes per week:	3 classes per week:	2 classes per week:	2 class per week:	
TOTAL REVENUE FOR THE YEAR:	<u>\$7,680.00</u>	<u>\$11,520.00</u>	<u>\$6,400.00</u>	<u>\$8,640.00</u>	9 classes per week: <u>\$34,240.00</u>

[ALL FIGURES ARE TO BE USED FOR COMPARISON AND FINANCIAL PROJECTIONS ONLY. FEES AND CIRCUMSTANCES VARY FROM ONE COMMUNITY TO ANOTHER. RECRUITING SUCCESS IS DIRECTLY RELATED TO PROMOTIONAL EFFORT AND IS NOT GUARANTEED.]

Don't forget about the additional revenue that can be earned through Kindermusik Adventures Camps, Family Time, Sign&Sing, as well as in local preschools with Music Box and ABC Music & Me!

Sample of Earnings for 1st Year:

Revenue: \$ 34,240.00

Expenses:

Start-up costs	\$	3,655.00
Misc. Studio Equipment (i.e. shelves, hoops, etc.)	\$	200.00
Rent (i.e. \$20/class x 9 classes/wk for 32 wks)	\$	5,760.00
Insurance	\$	400.00
Office supplies & printing	\$	600.00
Advertising	\$	2,000.00
Total Expenses:	\$	12,615.00

Net Revenue: \$21,625.00

9 classes per week, as example, would require the following hours:

Teaching = 6.25 hours/wk. x 3 for Admin., Promo. = **18.75 hours/wk.**

Net Hourly Income for 32 weeks = \$36.00/hour