



Show Me the Money

Expenses

Licensing Fee **\$2,500**

(payable over 3 years at \$69/month) This includes Training Seminars, year-round Teacher mentoring/support, teaching materials, and student materials.

Extra Materials Needed **\$300-400**

1. Autoharp	\$250-300
2. Tambourine	\$15-20
3. Puppet	\$15-20
4. Speaker for audio.....	varies

Extra Materials Needed for

2nd and 3rd Years **\$770-1,080**

Can be expensed after 1st Year and already earned almost \$6,000 (Licensing Fees paid to date would be \$828).

5. Full-sized keyboard per student (6-7)	\$80-100
6. Keyboard stand per student (6-7)	~\$20
7. Stools for student & parent (12-14)	~\$10
8. Finale or similar software	\$100

Support Fees **\$7/month/student**

Let's Play Music collects a fee for each student enrolled in your studio. This means of *\$70 in monthly tuition, you keep \$63.

Total Expenses Over 3 Years **\$3,980**

Earnings

After 1 year, teaching 2 classes with 7 students each, you will have earned \$5,936.

After 3 years, teaching 6 total classes (see chart below), you will have earned \$37,920.

Total Earnings After 3 Years **\$37,920**

Studio Growth Over 3 Years

(shows typical attrition, adding 14 new students each year, 2 classes of each level)

INITIAL YEAR	FOLLOWING YEAR	SUBSEQUENT YEAR
2 Classes Level 1 Only	4 Classes Level 1 and 2	6 Classes Level 1, 2, and 3
\$5,936 14 students	\$12,488 13 students	\$19,496 12 students

Income (Hourly and Annually)

The figures below represent typical monthly tuition using a *\$70/month minus \$7 Support Fee per student.

Hourly earnings allows for 2 hours preparing for each level of class and 1 hour teaching, i.e., $\$63 \times 7 \text{ students} = \$441/\text{month} \div 12 \text{ monthly hours.}$

Annual income is what would be collected during the 8-month teaching year.

7 Students	<ul style="list-style-type: none"> 1 class 3 hours per week $\approx \\$37$ hourly Annual income $\approx \\$3,528$
14 Students	<ul style="list-style-type: none"> 2 classes, same level 4 hours per week $\approx \\$55$ hourly Annual income $\approx \\$7,056$
21 Students	<ul style="list-style-type: none"> 3 classes, all the same level 5 hours per week $\approx \\$66$ hourly Annual income $\approx \\$10,584$
28 Students	<ul style="list-style-type: none"> 4 classes, 2 different levels 7 hours per week $\approx \\$63$ hourly Annual income $\approx \\$14,112$
35 Students	<ul style="list-style-type: none"> 5 classes, 2 different levels 8 hours per week $\approx \\$68$ hourly Annual income $\approx \\$17,640$
42 Students	<ul style="list-style-type: none"> 6 classes, 2 different levels 9 hours per week $\approx \\$74$ hourly Annual income $\approx \\$21,168$
49 Students	<ul style="list-style-type: none"> 7 classes, 3 different levels 11 hours per week $\approx \\$70$ hourly Annual income $\approx \\$24,696$
56 Students	<ul style="list-style-type: none"> 8 classes, 3 different levels 12 hours per week $\approx \\$74$ hourly Annual income $\approx \\$28,224$
63 Students	<ul style="list-style-type: none"> 9 classes, 3 different levels 13 hours per week $\approx \\$76$ hourly Annual income $\approx \\$31,752$

*Suggested monthly per student tuition is: \$60 for Level 1, \$70 for Level 2, and \$80 for Level 3.

All earnings projections are based on tuition model.



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(payable over 3 years at \$69/month) This includes Training Seminars, year-round Teacher mentoring/support, teaching materials, and student materials.

Extra Materials Needed \$500

1. Gathering drum \$100
2. Rhythm Instrument Sets \$200
3. Puppet \$15-20
4. Stretchy Band \$60
5. Parachute \$40
6. Misc. teaching supplies \$80
7. Speaker for audio varies

Total Expenses Over 3 Years \$3,000

Support Fees \$5/month/family

Let's Play Music collects a fee for each family enrolled in your studio. This means of *\$50 in monthly tuition, you keep \$45.

Earnings

After 1 year, teaching 2 classes with 8 families, you will have earned \$5,760.

After 3 years, teaching 6 total classes with 8 families (see chart below), you will have earned \$34,460.

Total Earnings After 3 Years \$34,460

Studio Growth Over 3 Years

(adding 2 classes each year)

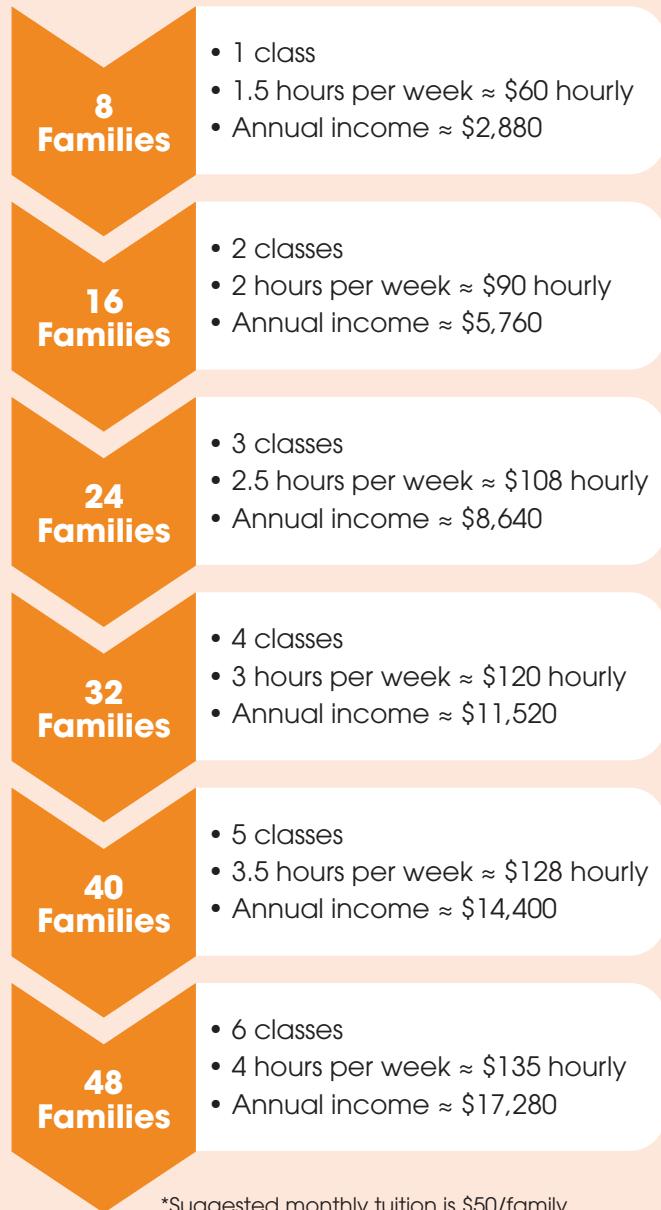
INITIAL YEAR	FOLLOWING YEAR	SUBSEQUENT YEAR
\$5,760 16 families	\$11,520 32 families	\$17,280 48 families
2 Classes	4 Classes	6 Classes

Income (Hourly and Annually)

The figures below represent typical monthly tuition using a *\$50/month minus \$5 Support Fee per family.

Hourly earnings allows for 1 hour preparing for classes and 30 minutes teaching each one, i.e., $\$45 \times 8 \text{ families} = \$360/\text{month} \div 6 \text{ monthly hours} = \$60/\text{hour}$

Annual income is what would be collected during the 8-month teaching year.



*Suggested monthly tuition is \$50/family.

All earnings projections are based on tuition model.



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Expenses

Licensing Fee \$2,500

(payable over 3 years at \$69/month) This includes Training Seminars, year-round Teacher mentoring/support, teaching materials, and student materials.

Extra Materials Needed \$2,400

1. Keyboards for each student (4).....	\$2,000
2. Gathering Drum.....	\$100
3. Keyboard Playmat	\$75
4. Headphones for each student	\$80
5. Finale or similar software	\$100
6. Speaker for audio.....	varies

Total Expenses Over 3 Years \$4,900

Support Fees \$8/month/student

Let's Play Music collects a fee for each student enrolled in your studio. This means of *\$100 in monthly tuition, you keep \$92.

Earnings

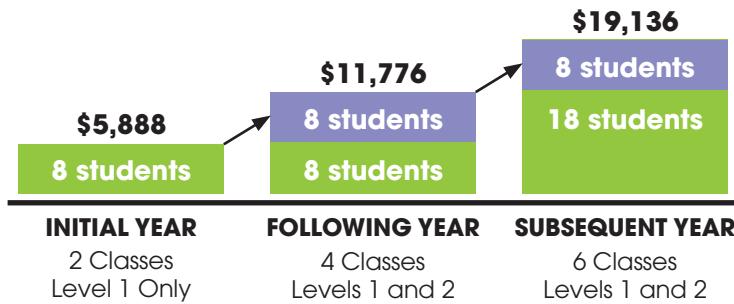
After 1 year, teaching 2 classes with 4 students each, you will have earned \$5,888.

The following year you will add Level 2 and teach 2 classes at each level with 4 students in each class. After that, you may put 6 students in your Level 1 class (see chart below), teach 3 classes of Level 1, and you will have earned \$36,800.

Total Earnings After 3 Years \$36,800

Studio Growth Over 3 Years

(adding 8 new students the first two years, then 18 students and 3 classes with 6 students per class the third year)

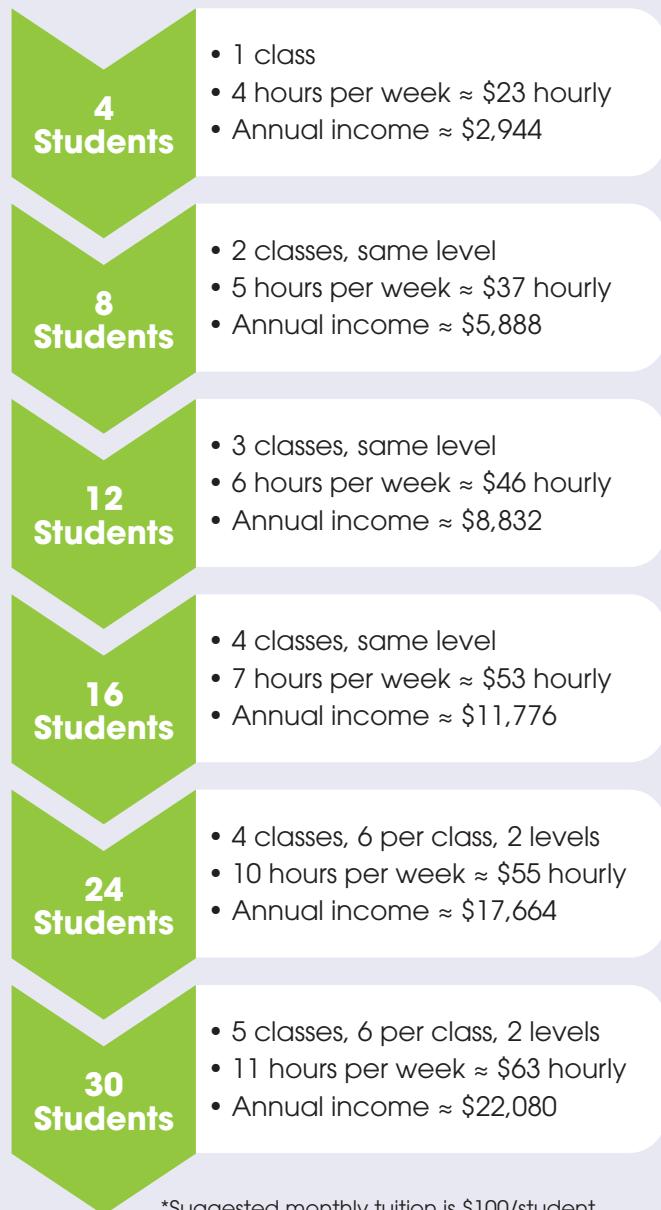


Income (Hourly and Annually)

The figures below represent typical monthly tuition using a *\$100/month minus \$8 Support Fee per student.

Hourly earnings allows for 3 hours preparing for each level of class and 1 hour teaching, i.e., $\$92 \times 4 \text{ students} = \$368/\text{month} \div 16 \text{ monthly hours}$.

Annual income is what would be collected during the 8-month teaching year.



*Suggested monthly tuition is \$100/student.

All earnings projections are based on tuition model.