



# 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

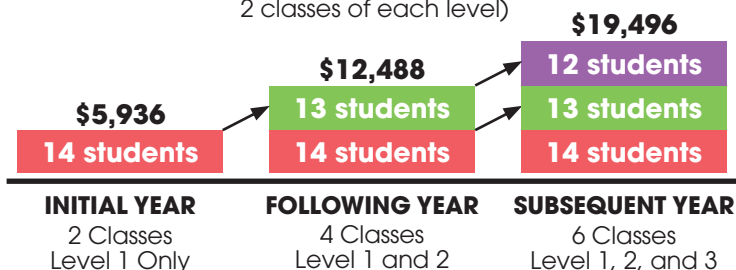
After 1 year, teaching 2 classes with 7 students each, you will have earned \$5,936.

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)



## 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 x 7 students = \$441/month ÷ 12 monthly hours.

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

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

\*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.



# 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 ..... \$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

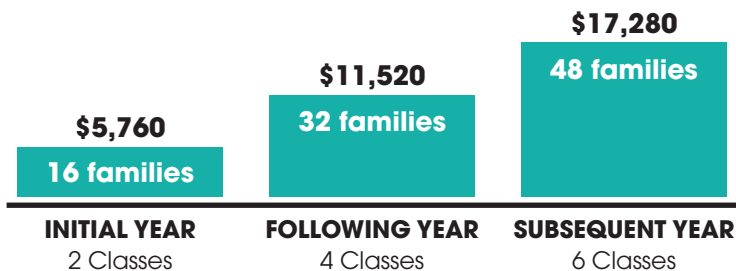
After 1 year, teaching 2 classes with 8 families, you will have earned \$5,760.

After 3 years, teaching 6 total classes with 8 families (see chart below), you will have earned \$34,560.

### Total Earnings After 3 Years ..... \$34,460

## Studio Growth Over 3 Years

(adding 2 classes each year)

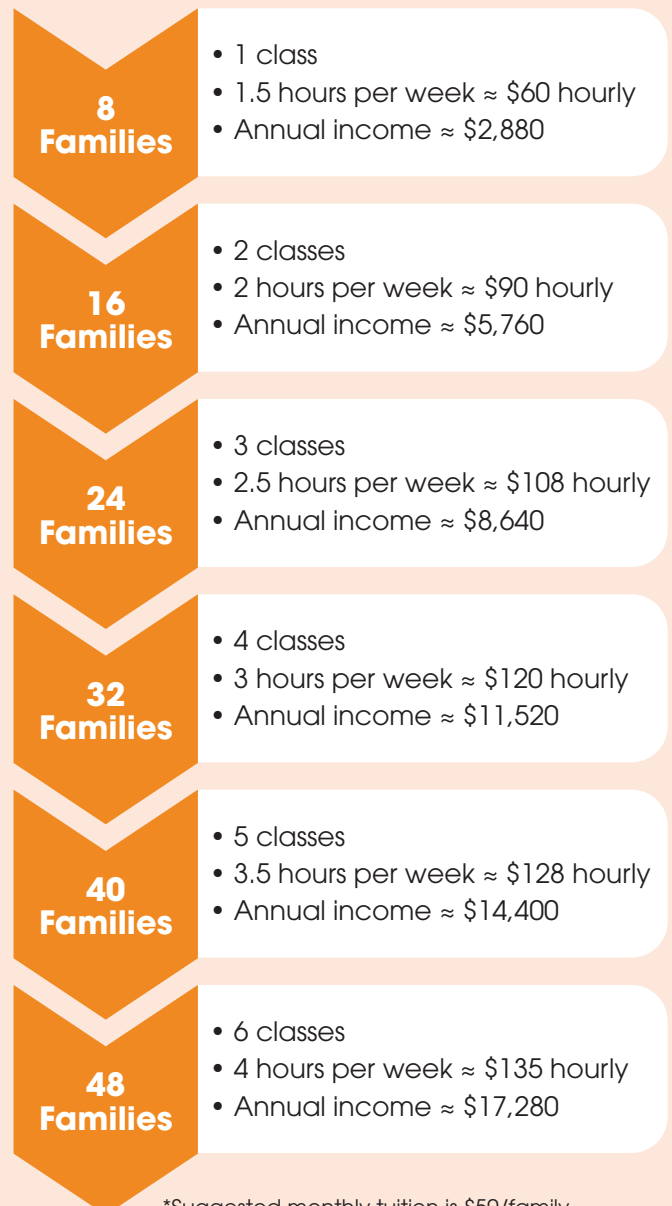


## Income (Hourly and Annually)

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 x 8 families = \$360/month ÷ 6 monthly hours.

**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.



# 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..... \$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

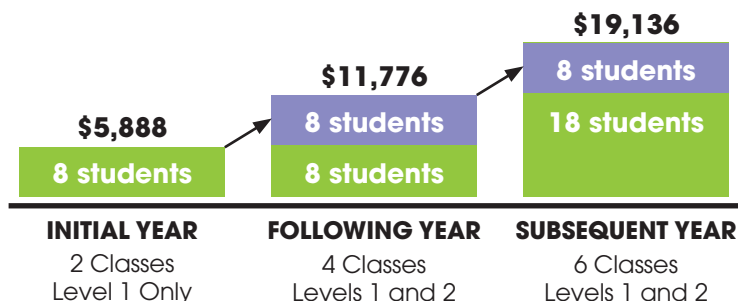
After 1 year, teaching 2 classes with 4 students each, you will have earned \$5,888.

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)

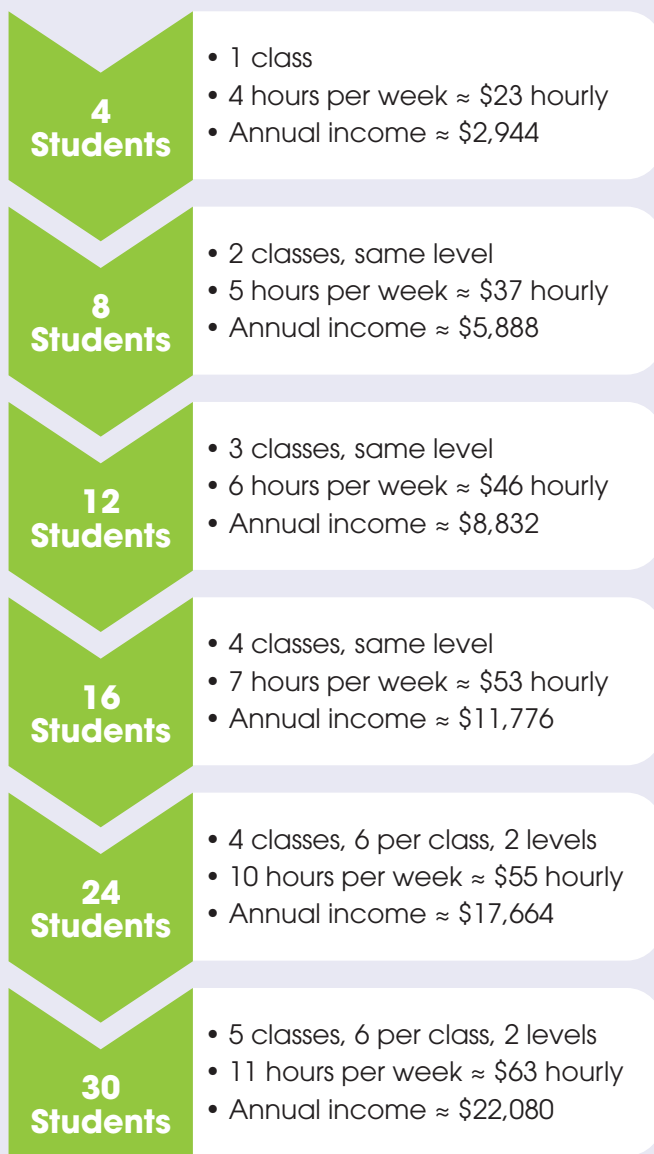


## Income (Hourly and Annually)

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 x 4 students = \$368/month ÷ 16 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.