

**+ Total Summary Worksheet:** Free printable at [hannahehmusic.com/buildyourstudio](http://hannahehmusic.com/buildyourstudio)

Current Studio Stage: # \_\_\_\_\_. Current Market Tier: # \_\_\_\_\_. Date Last Updated: \_\_\_\_\_.

**Rewrite ALL totals from Part 1 below for quick reference of your running rate:**

Studio Value Points (SVP) Sections:	Your Results:		Running SVP Total:
Studio Maturity: (Cap at 30)	_____.	rewrite 	_____.
Unpaid Experience: (Cap at 20)	_____.	add on 	_____.
Education: (Cap at 40)	_____.		_____.
Lessons: (Cap at 15)	_____.		_____.
Structure: (Cap at 22)	_____.		_____.
Studios 1-6 only - Incentives: (Cap at 28)	_____.		_____.
Retention and Demand: (Cap at 30)	_____.		_____.
Studios 3-6 only - Advanced: (Cap at 20)	_____.		_____.
Paid Experience: (Cap at 25)	_____.		_____.
Final SVP Total			_____.

Bonus Percentage Sections:	Your Results:		Running Bonus Total:
Paid Experience Bonus: (Cap at 30%)	_____ %	rewrite 	_____ %
Leadership and Community Bonus: (Cap at 70%)	_____ %	add on 	_____ %
Final Bonus Total			_____ %

Totaling Your Rate in Dollars:	Your Results:		Running Rate Total:
Converted SVP Total (see page 18):	\$_____.	rewrite 	\$_____.
Converted Bonus Total (see page 18):	\$_____.	add on 	\$_____.
Minimum Wage Number (MWN) (see page 18):	\$_____.		\$_____.
Converted Market Tier Alignment (see page 19): (+ / - )	\$_____.		\$_____.
Optional Adjustment (see page 20):			\$_____.

**I will charge** \_\_\_\_\_ % of my calculated hourly rate. (Running Rate x Percentage in decimals = Final Adjusted Rate)

**Final Calculated Hourly Rate:**  \$\_\_\_\_\_.