

# Can You Afford to Make Your Living as a Hands-on Practitioner or Movement Educator?

1. Determine the income you need, then use the scenario boxes below to model your practice with different numbers of private clients and students in classes and workshops, sessions of different lengths, and different fee structures.

2. Simply multiply each category's number by its fee and then add up all the different ways to get income. Do the same for your time, to find out how many hours you have to spend to earn the money that results in that scenario.

3. When you find a scenario that works for you, congratulate yourself! You've got the basic structure that proves you can afford to make your living as a hands-on practitioner or movement educator!!

Income Producing Events (IPE) & Self/Practice Development ↓	Scenario #1					Scenario #2					Scenario #3				
	# Clients per week/month/ event	My time commitment per client or event	My total time on this IPE	Charge per person	My total earnings from this IPE	# Clients per week/month/ event	My time commitment per client or event	My total time on this IPE	Charge per person	My total earnings from this IPE	# Clients per week/month/ event	My time commitment per client or event	My total time on this IPE	Charge per person	My total earnings from this IPE
Private sessions															
Classes															
Workshops															
Presentations															
Skill development															
Practice development															
TOTALS															

Notes: