

The keep-per-visit sheet

One visit of yours, priced all the way down to what it leaves behind.

THE CONCEPT Contribution margin — What one unit leaves behind after the costs that move with it.

Read the lesson: pmhnpmba.com/fellowship/the-split

COMPOSITE · ONE FOLLOW-UP

70% IS NOT THE PAYCHECK

COLLECTED	120
THEIR 30%	-36
EXTRA ADMIN	-10
COLLAB	-15
YOU KEEP	59

The worked composite from the lesson. Yours goes in the blanks.

ONE VISIT

Collected per visit

A What actually lands, not what you bill \$ _____

Their cut

B Whatever percentage it is, written as dollars - \$ _____

Extra admin, per visit

C Anything billed to you that moves with the visit - \$ _____

Collaboration, per visit

D The annual figure ÷ visits a year - \$ _____

E YOU KEEP, PER VISIT = \$ _____

A WEEK, AND A YEAR

Visits completed in a normal week

F Completed, not scheduled _____

A normal week

G E × F = \$ _____

A year, at 46 working weeks

H G × 46 = \$ _____

THE COMPARISON — THE ONLY ONE THAT MATTERS

The offer you were given, or the platform you are on — annual \$ _____

The difference = \$ _____

If the two numbers are not in the same currency, that is the whole lesson. A percentage is not a wage and neither one is what you keep.

THE MONDAY RULE

Take last month's **collections**, not your schedule. Subtract the cut. Subtract every extra fee. Subtract collab as a per-visit number. That is your number — stay or leave from that. One visit and one month, same formula. If you cannot say what the 30% buys in dollars, you do not have a deal.