

Estimating Essentials for Senior Move Managers

Participant Worksheet

Activity 1 A: Place a check next to the services you do or would like to provide.

Activity 1 B: Highlight the services you believe take a higher degree of knowledge or skill.

<input type="checkbox"/>	Floor Planning
<input type="checkbox"/>	Space Planning
<input type="checkbox"/>	Sorting prior to the move
<input type="checkbox"/>	De-cluttering the house to get it ready for sale
<input type="checkbox"/>	Closet Organizing
<input type="checkbox"/>	Staging
<input type="checkbox"/>	Packing for the move
<input type="checkbox"/>	Unpacking and put away service after the move
<input type="checkbox"/>	Home cleaning
<input type="checkbox"/>	Personalized shopping/errands associated with a move
<input type="checkbox"/>	Accepting and overseeing an out-of-state mover

Activity 3: How much do these companies **charge** per hour?

/hour	Hourly-charge moving companies
/box	By-the-box moving companies
/hour	Home health care companies
/hour	Cleaning services
/hour	Staging services

Activity 4: How much do these companies **pay** per hour?

/hour	Hourly-charge moving companies
/box	By-the-box moving companies
/hour	Home health care companies
/hour	Cleaning services
/hour	Staging services

Activity 2: Answer below what your search results yielded.

“What is the average yearly income of the people in your county between the ages of 75-80?”

Activity 5: How much do you **need** to make per year in order to cover your personal costs?

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Activity 6: Please list your projection of monthly expenses.

/month	Employee expenses (for additional staff)
/month	Taxes (for yourself and employees)
/month	Personal medical insurance
/month	Rent
/month	Cost of phone/cell phone
/month	Legal fees
/month	Administrative Overhead
/month	Copies, printers, ink, folders for presentations
/month	Vehicle maintenance/gas
/month	Commercial insurances
/month	Marketing materials
/month	Unexpected expenses allotment
\$	Total Monthly Expenses

Activity 7: Calculate your rate. Use the information from Activity 6 and 7 to help generate your information.

Personal Weekly Salary (Activity 6)	\$_____/52	\$_____/week
Weekly Overhead (Activity 7)	\$_____/4	\$_____/week
Weekly Salary and Overhead Total	\$_____ + \$_____	\$_____/week
Minimum Rate (based on 40 hours)	\$_____/40	\$_____/hour

Activity 8: Time yourself for each activity listed below.

Clean and organize your closet	_____ minutes
Organize your bathroom	_____ minutes
Pack and unpack your china cabinet	_____ minutes
Pack and unpack your kitchen	_____ minutes

Activity 9: What is your area? What issues to you expect to face due to your area?

Metro
 Suburban
 Rural

Additional Notes: