



# Sessions Per Month Formula

*NOTE: We're focusing on basic income here - not benefits. That's something I want you to build out as soon as you're out of the startup phase. Just a teensy bit of algebra here.*

Step 1:

Enter the amount of money that goes into your bank acct from your job per month:

\_\_\_\_\_ (X)

Step 2:

Divide that by your average per session fee:

\_\_\_\_\_ (Y)

Step 3:

$X/Y$  = the number of sessions you need per month.

**Example:**

**\$1,667 each paycheck (average amount for \$40K/year) = \$3,334 per month**

**\$3,334/\$137/session (if you charge \$150 and have a couple sliding scales)= 24.3 sessions per month**

**We'll round up to 25 per month.**

**25/4.2 weeks per month = 5.9 (rounded to 6)**

**So you need 6 weekly clients to replace your in-the-bank income**

**BUT you now have overhead and self employment taxes so pad that accordingly.**