

**OVERHEAD EXPENSES - REAL EXAMPLE**

**BEFORE = 8 FULL-TIME CORPORATE**

**AFTER = 7 PART-TIME CONTRACTORS AND 3 FULL-TIME CORPORATE**

	<b>BEFORE DeSoi Consulting</b>	<b>AFTER DeSoi Consulting</b>	<b>\$ Variance</b>	<b>% Variance</b>
<b>IN-HOUSE PERSONNEL RELATED EXPENSE</b>				
SALARY W PAYROLL BURDEN AND BENEFITS	500,200	461,200	<b>-39,000</b>	<b>-8%</b>
TRAVEL & ENTERTAINMENT EXPENSE	8,400	4,600	<b>-3,800</b>	<b>-45%</b>
RECRUITING AND RELOCATION*	16,900	3,000	<b>-13,900</b>	<b>-100%</b>
CONTINUING EDUCATION	10,000	3,000	<b>-7,000</b>	<b>-100%</b>
MEETING EXPENSE / TRAINING	6,000	3,000	<b>-3,000</b>	<b>-50%</b>
ASSOCIATE ACTIVITIES	10,600	4,900	<b>-5,700</b>	<b>-54%</b>
MISCELLANEOUS EXPENSE	4,000	1,400	<b>-2,600</b>	<b>-65%</b>
OFFICE EXPENSE	36,000	18,000	<b>-18,000</b>	<b>-50%</b>
<b>TOTAL</b>	592,100	499,100	<b>-93,000</b>	<b>-16%</b>

**YOUR SAVINGS!**

\* Note that there are low finders fees in the initial year of implementation as well as consulting fees.

!