

Chart of Massage Revenue by Combining Coporate and Private Massage

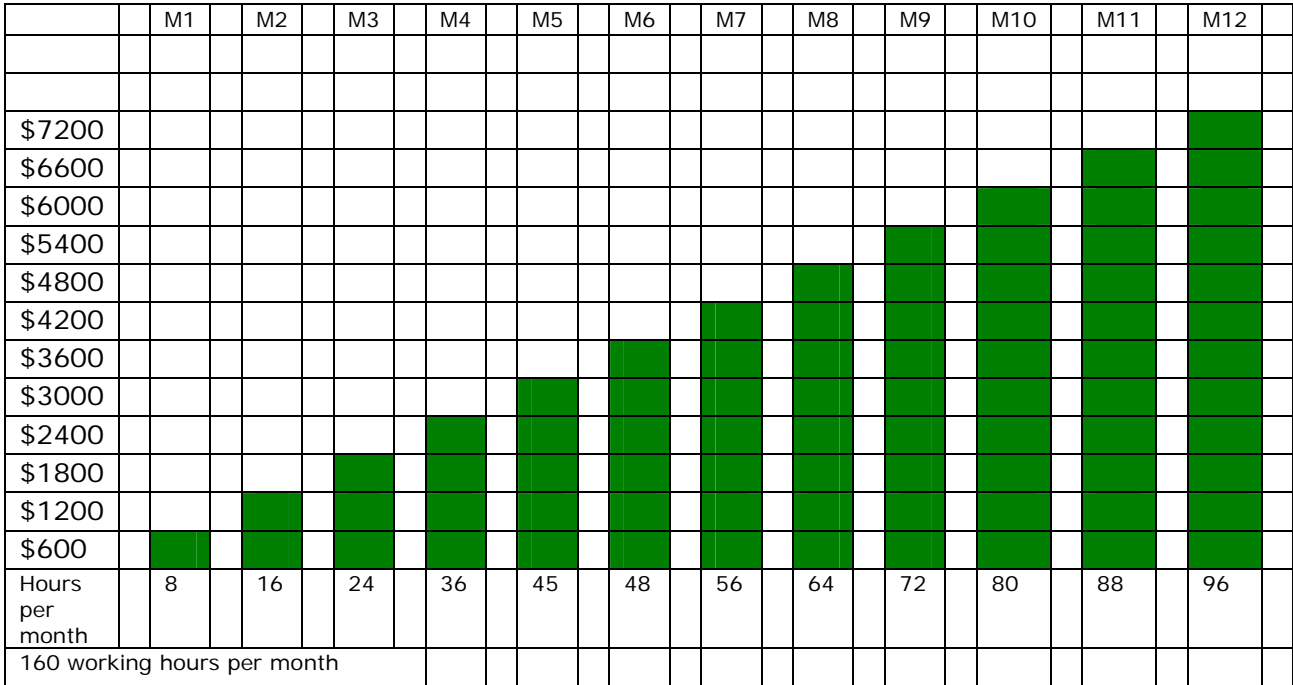
| Month | \$ per month Each Corporate Client | Hours per Month | \$ per month Each Private Client From Corporate Client | Hours per Month | Total \$ per Month on Both |
|-------|------------------------------------|-----------------|--|-----------------|----------------------------|
| 1 | 300 | 4 | 225 | 3 | 525 |
| 2 | 600 | 8 | 450 | 6 | 1050 |
| 3 | 900 | 12 | 675 | 9 | 1350 |
| 4 | 1200 | 16 | 900 | 12 | 1800 |
| 5 | 1500 | 20 | 1125 | 15 | 2250 |
| 6 | 1800 | 24 | 1350 | 18 | 2700 |
| 7 | 2100 | 28 | 1575 | 21 | 3150 |
| 8 | 2400 | 32 | 1800 | 24 | 3600 |
| 9 | 2700 | 36 | 2025 | 27 | 4050 |
| 10 | 3000 | 40 | 2250 | 30 | 4500 |
| 11 | 3300 | 44 | 2475 | 33 | 4950 |
| 12 | 3600 | 48 | 2700 | 36 | 6300 |
| | 12 hours per week | | 9 hours per week | | |

This model takes 1 corporate client per month so that you have just 12 corporate onsite clients that you service once a month for 4 hours.

It then has you translating just 3 clients from each corporation into your private practice. This number is concervative. Because you are onsite once a month, you have an opportunity to translate many more into private clients than this chart reveals. Then add additional clients from referrals; your practice could be full in one year – if done with the right marketing and sales approach.

In the above scenario, your actual working hours are 21 per week!

The next model supposes 4 Private Clients per Corporate Client; 24 hours per week.



By marketing for corporate clients who contract once a month, your pool of possible private client leads is vast. The above model is based on gaining 1 corporate client per month and 4 private clients per month from that corporate lead source.

Your working hours are still only 24 hours per month, but by the end of 12 months, your monthly income is \$7200.00!