

What an hour of your teaching actually costs

*The class isn't an hour. Count what it really takes, once,
and you'll know which parts of your week are working.*

YOGA PROS

*Handout 01 · goes with the Learning Hub article of the same
name*



◆ HANDOUT 01

Inside this handout

A worksheet for costing one class end to end — paid time, unpaid time, direct costs, and the annual costs nobody divides down. Do it for two classes and compare.

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◆ HOW TO USE IT

- Print it, or fill it in on a tablet. Paper works better than it should.
- Read the article first if you can. The handout is the practice; the article is the thinking behind it.
- There is no score and nothing to get right. It is a working page, not a test.

◆ WHEN TO USE THIS

- Before setting a price for a new class, venue or term
- When you're busy and the money still isn't adding up
- If you're deciding whether to keep a class that's never quite filled
- Once a year, ideally before the autumn term

◆ THE PRACTICE

Costing one class, end to end

01 Billed time

The hour you're actually paid for. Start here, because it's the only bit most of us count.

02 Unpaid time

Planning, travel both ways door to door, setting up and packing down, messages and bookings, and recovery if there is any. Honest version of the drive.

03 Direct costs

What this class costs to run — room hire, parking, mileage, and props you replace.

04 Annual costs, divided down

Insurance, membership, CPD, phone, website, accountant. Add up the year, divide by classes taught in a year.

05 The sum

Fee, minus direct costs, minus the annual share, divided by billed plus unpaid hours. That's your real figure for this class.

06 Then do it again

Cost your quietest class the same way. The gap between the two is what this exercise is really for.

◆ YOUR PAGE

Write it *down*

Class costed:

Direct costs per class:

Real hourly figure:

What the gap tells me:

Billed hours / unpaid hours:

Annual costs ÷ classes per year:

Second class, real hourly figure:

One move I'm making (raise it, cut the unpaid time, or let it go):

◆ BEFORE YOU FINISH

☐

Travel counted door to door, both ways, honestly

☐

Annual costs divided down and included

☐

A second class costed for comparison

☐

Sat with the number before deciding anything

☐

One move chosen, for one class

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Business collection · handout 01

RELATED READING ON THE LEARNING HUB

↗ A price you can say out loud

↗ The week that holds

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