



Key PAIN Indicators & ROI's	Sales Rep Improvement	Turnover Reduction	Training	Total
Incremental Annual Gross Profit	\$ 7,843,200	\$ 1,095,181	\$ 923,077	\$ 9,861,458
Incremental Monthly Gross Profit	\$ 653,600	\$ 91,265	\$ 76,923	\$ 821,788
Daily Cost of Doing Nothing	\$ (21,787)	\$ (3,000)	\$ (3,483)	\$ (28,270)
ROI Annual Investment (excl. PeopleBest)	\$ -	\$ -	\$ 586,710	\$ 586,710
PeopleBest Investment	\$ 400,000	\$ 300,000	\$ 50,000	\$ 750,000
ROI	1861%	265%	45%	638%
Payback Period (Months)	0.6	3.3	7.6	0.7

