

## Return on Investment (ROI) Calculator

Both international and national research indicates that the increase in labour productivity resulting from targeted training can yield a return on investment of more than 30 per cent.

Researchers use sophisticated statistical techniques to measure performance before and after the training in order to evaluate its impact.

We propose a simple method of estimating the potential return on your training investment. Simply complete this form and fax to (07) 3229 2142 or email to [swo@collegeaustralia.edu.au](mailto:swo@collegeaustralia.edu.au) for your obligation free ROI calculation.

<b>Name:</b>	
<b>Company:</b>	
<b>Facsimile/email for calculation response:</b>	
<b>1. Cost of training</b>	* Compulsory Fields
a. Number of employees attending training*	
b. Direct costs of training PER employee* (e.g. training fee + transport + meals + material costs)	\$
c. Cost of lost work per employee* (hours of work missed x hourly rate)	\$
d. Lost sales PER employee (sales staff only) (hours of work missed x hourly sales; Note: hourly sales = employee monthly sales / 40 hours)	\$
<b>2. Benefits of training</b>	
<b>Increased productivity per annum:</b>	
e. Current productivity PER employee (cost of production / total number of employees)	\$
f. Rate of productivity increase (the estimated rate of 30% is based on research-you can enter your own estimate)	%
<b>Reduction in staff turnover</b>	
g. Current staff turnover rate (number of staff who left over the last 12 months / total of staff x 100)	%
h. Cost of hiring and training new staff (% of total payroll) the estimated rate of 150% is based on research-you can enter your own estimate)	%
i. Total payroll of employees attending training	\$
j. Turnover reduction rate (the estimated rate of 35% is based on research-you can enter your own estimate)	%
<b>Increase in sales per annum:</b>	
k. Current sales PER employee (total sales / number of sales employees)	\$
l. Increase in sales rate (the estimated rate of 10% is based on research-you can enter your own estimate)	%
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