

## Dollars Spent on Non Productive Salaries Worksheet

Variables	Your Company's Value
<b>Actively Engaged %</b> (Note: 30% Industry Standard)	
<b>Disengaged %</b> (Note: 55% Industry Standard)	
<b>Actively Disengaged %</b> (Note: 15% Industry Standard)	
<b>Productivity Level %</b> (Note: 50% Industry Standard)	
<b>Number of Employees</b>	
<b>Average Annual Salary</b>	

### Step 1 – Calculate Total Salary

Average Annual Salary X Number of Employees = TOTAL SALARIES

\_\_\_\_\_ X \_\_\_\_\_ = \_\_\_\_\_

### Step 2 – Calculate Salaries for Disengaged Staff *(Note: % should be in decimal format 25% = .25)*

TOTAL SALARIES X ( Disengaged % + Actively Disengaged %) = SALARIES FOR DISENGAGED STAFF

\_\_\_\_\_ X ( \_\_\_\_\_ + \_\_\_\_\_ ) = \_\_\_\_\_

### Step 3 – Calculate Dollars Spent on Non Productive Salaries *(Note: % should be in decimal format 25% = .25)*

SALARIES FOR DISENGAGED STAFF - (SALARIES FOR DISENGAGED STAFF X Productivity Level %) = DOLLARS SPENT ON NON PRODUCTIVE SALARIES

\_\_\_\_\_ - ( \_\_\_\_\_ X \_\_\_\_\_ ) = \_\_\_\_\_