

Do The MAP Math! (SAMPLE)

Sample - MAP Certified Training Return on Investment Projection

Instructions: Use the tables below to determine the average cost of MAP certified training per employee at your credit union. Then enter your credit union's data into the appropriate fields of the ROI calculator to see the impact MAP training could have on your credit union the first year alone.

<p><u>Annual License Fees:</u></p> <p>< \$50 M assets = \$1,000 \$50 - \$150M = \$2,000 > \$150M assets = \$3,000</p>	<p><u>Internal Trainer Certification Registration:</u></p> <p><i>Includes 1st year annual license fee & workbooks</i> \$2,995 first person; \$2,695 each additional person</p>
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Training Cost Per Employee Calculator

\$	2,995	Trainer certification registration cost
\$	2,000	Annual license fee for your asset-size credit union
\$	4,000	License fee multiplied by two years
\$	6,995	Total 3-year cost
	32	# FTE employees at your credit union
\$	219	Cost per employee to be trained in MAP

Return on Training Investment Calculator

	7.00%	Your credit union's current average yield on loans
less	3.00%	Your credit union's current average yield on investments
equals	4.00%	Net yield
times	\$10,000	Your credit union's current average loan balance
equals	\$400	1st year loan interest - per additional loan
times	12	Additional average loans per trained employee
equals	\$4,800	Additional loan revenue per employee during the first 12 months
less	\$ 219	Average MAP training costs - per employee (<i>figure from above calculator</i>)
equals	\$4,581	1st year net additional revenue generated per employee
equals	2096%	1st year return on training investment
equals	\$ 20.96	For every \$1 spent on training, your credit union could generate this amount in additional loan revenue the first year; returns increase in subsequent years due to residuals from initial product sales, increased additional add-on sales, and no additional training costs.

Start earning more revenue while increasing member loyalty and enhancing staff satisfaction by registering for Member Advocacy Pathways (MAP) staff training or trainer certification today!