

Do The MAP Math! (Print this page and make calculations manually)

MAP Certified Training - Return on Investment Projection Worksheet

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>Trainer Certification Registration:</u></p> <p><i>Includes 1st year annual license fee</i> \$2,995 first person; \$2,695 each additional person</p>
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Training Cost Per Employee Worksheet

	Trainer certification registration cost <i>(from pricing chart above)</i>
	Annual license fee for your asset-size credit union <i>(from pricing chart above)</i>
	License fee multiplied by two years
	Total 3-year cost <i>(add certification registration cost, plus license fee x 2)</i>
	# FTE employees at your credit union
	Cost per employee to be trained in MAP <i>(divide Total 3-year cost by # FTEs)</i>

Return on Training Investment Worksheet *(enter your CU's numbers into the light green spaces)*

	%	Your credit union's current average yield on loans
less	%	Your credit union's current average yield on investments
equals	%	Net yield
times	\$	Your credit union's current average loan balance
equals	\$	1st year revenue - per additional loan
times	12	Additional average loans per trained employee
equals	\$	Additional loan revenue per employee during the first 12 months
less	\$	Average MAP training costs - per employee <i>(figure from above worksheet)</i>
equals	\$	1st year net additional revenue generated per employee
divided by	\$	Average MAP training costs - per employee <i>(from two lines above)</i>
equals	\$	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.
times	100	
equals	%	1st year return on training investment

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!