

# HOW TO DETERMINE YOUR WAGE

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University Students	School Teachers
Around \$40 - \$55 per hour	Around \$60 - \$80 per hour

***LearnMate charges a flat 27.5% commission on all hours worked. Always be sure to factor in LearnMate's commission to the public hourly rate for clients. See the table below to show you how much you should charge your clients.***

Price to Display Publicly to Clients	Your Wage Payable by LearnMate
\$35 p/h	\$25.375 p/h
\$40 p/h	\$29 p/h
\$45 p/h	\$32.625 p/h
\$50 p/h	\$36.25 p/h
\$55 p/h	\$39.875 p/h
\$60 p/h	\$43.5 p/h

Determining your hourly wage is based on a variety of factors, but always remember to not undervalue your services! The factors include:

1. Competition in the marketplace for your subject(s).

Always remember that the more competitive the marketplace is for your subject, the more prices are generally lowered. However, if there is considerable demand yet not enough supply, then you are free to increase your prices.

2. Is your subject in demand?

If your subject is in demand (i.e. you get quite a few enquiries) then you can often charge more for your services. The more core subjects are often in demand, however, specialised subjects can still be in high demand.

### 3. Distance to travel to students.

If you have to travel more than 20-30 mins to your student's house, then we highly recommend you charge a travel fee of \$10 extra. This ensures you can cover petrol costs as well as time charges. You can conveniently add the travel cost when notifying your clients.

### 4. Is your subject highly specialised?

If the subject is highly specialised and not broad, then you also have the freedom of charging a higher price.

## 5. What's your experience?

If you're new to tutoring then you often charge an introductory price to get your foot in the market. For most new tutors, the wage is around \$40 per hour. If, however, you are an experienced tutor (2+ years), then you can often charge up to \$55 - \$60 per hour.

## 6. What was your study score?

If you scored higher in your final years of high school, then you generally can charge a higher rate per hour.

**Remember that LearnMate's commission of 27.5% will be deducted from all lesson payments. Remember to factor LearnMate's commission into your hourly wage when determining how much you wish to charge for your services.**

**You can see a table on page 2 above to help you determine how much you should publicly charge your clients.**

