

## SALES MENTAL HEALTH COST CALCULATOR

INSTRUCTION: Fill up unshaded cells only.

Required Data	Answer	Unit/s
Number of salespeople in your team/department	15	Staff
Average calls per rep	30	Per day
Average number of meetings booked by each rep	5	Per day
Average base salary of reps	\$60,000	Per year
Average revenue closed per rep	\$2,000	Per day
Number of working days per year	220	Per year

Calculation Fields	
Total calls per year	99,000.00
Total meetings per year	16,500.00
Revenue per rep, per day	\$2,000.00
Salary per rep, per day	\$272.73
Total lost working days per year	525.83

	MENTAL HEALTH COSTS	Unit/s
Potential calls cancelled	15,775	Per year
Potential meetings cancelled	2,629.13	Per year
Potential revenue lost	\$1,051,650.00	Per year
Salary cost of unproductive working days	\$143,406.82	Per year
<b>TOTAL MENTAL HEALTH COST*</b>	<b>\$1,195,056.82</b>	<b>Per year</b>

\*Calculated based on the following data:

<a href="#">Prevalence rate</a> of salespeople struggling with mental health	57%
<a href="#">Average absenteeism</a> (sick days per year due to mental health)	4
<a href="#">Average presenteeism</a> (lost productivity days per year due to mental health)	57.5