

Cost of Employee Turnover - Sales

Failed employee's annual salary

Advertising, recruiting and interviewing expenses for new employees

Advertising, recruiting and interviewing expenses for mis-hired employees

Failed employee's benefits

Failed employee's training program and expenses

Net profit on lost sales (if applicable)

Wasted management time in hours

Management hourly wage

Wasted administrative time in hours

Administrative hourly wage

Cost of the time required for other employees to handle failed employee's mistakes

Time other employees spent distracted by the situation in hours

Lost revenue from customers failed employee has alienated

Lost revenue from prospects failed employee has alienated

Cost of the loss of referrals from alienated customers and/or prospects

Cost of qualified prospects not properly handled by employee

Cost of morale issues and other problems failed employee created

Reimbursement for travel

Reimbursement for expenses

Expenses related to consumables: brochures, sales aids, postage, etc.

Special purchases: cell phone, laptop, car, etc.

Cost of time spent in worry, frustration and anxiety

Cost of executive and staff time involvement

Time spent in meetings dealing with problems and resolution (in hours)

Legal fees for issues surrounding termination

Other related expenses

Employee's average hourly rate
