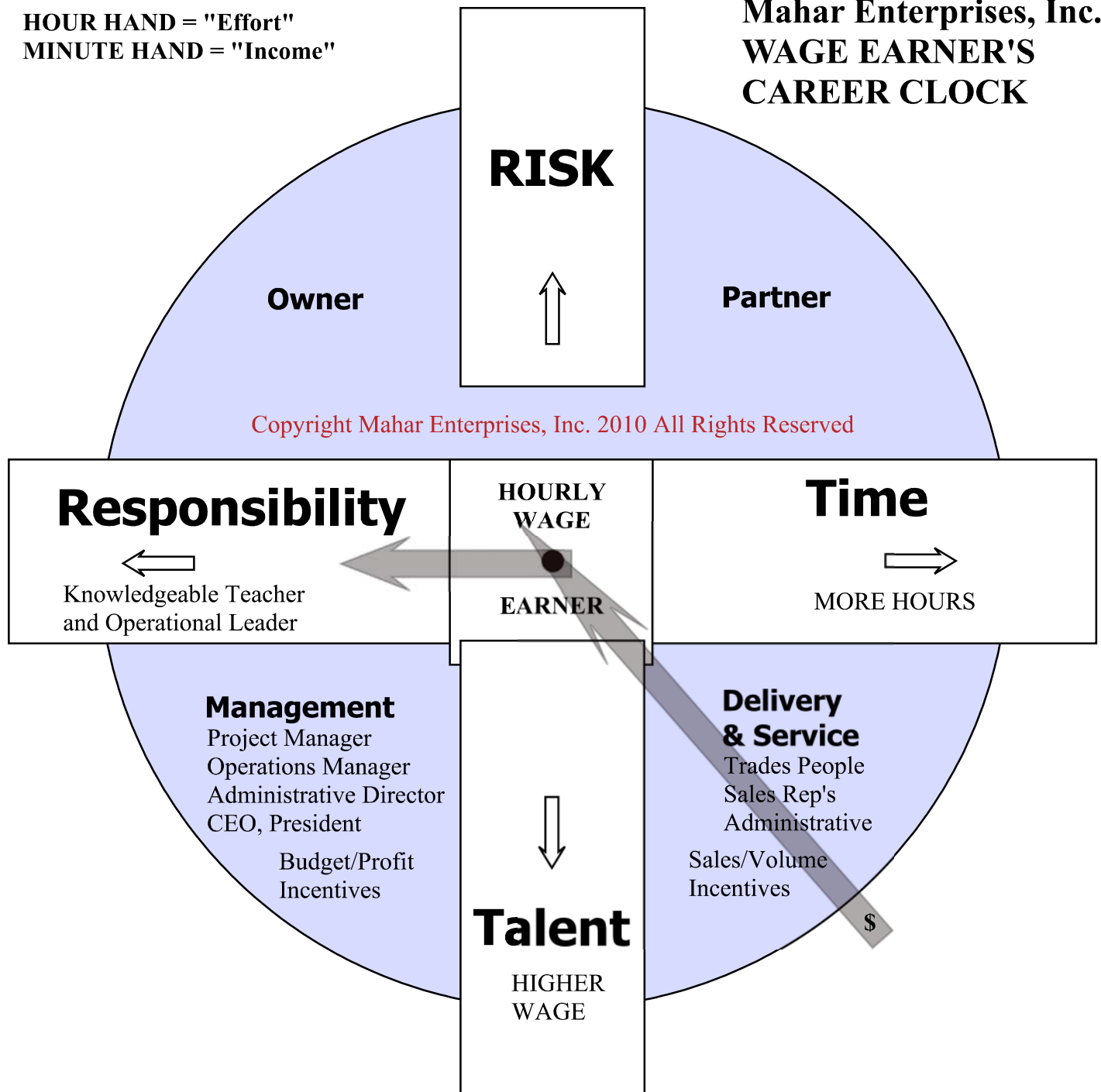


WE LOOK AT THINGS A LITTLE DIFFERENTLY - EVEN OUR CLOCK IS UNUSUAL  
(the minute hand points inward)

HOUR HAND = "Effort"  
MINUTE HAND = "Income"

**Mahar Enterprises, Inc.**  
**WAGE EARNER'S**  
**CAREER CLOCK**



**MONEY lives outside the circle. Somebody has to go out there and get it.**

If you don't OWN a company, your skills in a wage position represents three main assets for the Owner (these are the three main things that you get paid for), without the element of "RISK":

1. Time (your wage X as many hours as you can put it)
2. Talent (your better wage X as many hours as you can put in)
3. Responsibility (your value in protecting the Owner's investment)

A "Low Wage" earner's BEST CASE SCENARIO is 3:15 (usually in Production)

A "High Wage" Hourly Employee's BEST CASE SCENARIO is 6:15 (usually in Sales)

There are only so many hours in a week, so beyond punching a clock, the only way to earn more money is to:

1. Become more talented and secure a higher wage (or validate your contribution to sales/volume).
2. Take on more responsibility.

WHAT TIME IS IT IN YOUR CAREER? Time to LEARN, Time to TEACH or Time to TAKE RISK?