

Tool 2 of 3 · Cost worksheet

Local hire vs. remote hire: cost worksheet

Put your own numbers against the 50–70% typical savings My Own Staff reports.

Step 1 The fully loaded annual cost of a local hire

Role you're costing: _____

Base salary	\$ _____
Payroll taxes and benefits	\$ _____
Recruiting or agency fees (per year)	\$ _____
Equipment, software and licenses	\$ _____
Training and onboarding time	\$ _____
Management time	\$ _____
A Total annual cost of the local hire	\$ _____

Step 2 Apply the typical savings range

	If savings are 50%	If savings are 70%
Estimated annual savings	$A \times 0.50$ \$ _____	$A \times 0.70$ \$ _____
Estimated annual cost remaining	$A \times 0.50$ \$ _____	$A \times 0.30$ \$ _____

Rule of thumb. For every \$100 of local hiring cost, a 50–70% saving means **\$50 to \$70 saved** and **\$30 to \$50 remaining**.

Step 3 Scale it across your hiring plan

Roles you plan to add _____

Annual savings per role, low end (from Step 2) \$ _____

Annual savings per role, high end (from Step 2) \$ _____

Total annual savings range across all roles \$ _____ to \$ _____

Step 4 Where should the savings go?

- ☐ Take on more clients without adding matching overhead
- ☐ Fund consistent lead generation
- ☐ Protect or grow margin
- ☐ Invest in tools, security or training
- ☐ Other: _____

Client example

Three sales hires for the cost of one

Anchortree Capital, a financial services firm, onboarded **three dedicated sales development reps** from My Own Staff for the cost of one sales resource in the United States, and reported a **63% increase in its lead pipeline**. Anchortree is not an MSP; the role, dedicated lead generation, is the same one MSPs hire for.

Savings vary by role and business. Use this worksheet to frame the conversation, then confirm specifics in a consultation.

Ready to talk through your numbers? Book a free consultation with My Own Staff.

[Book a consultation](#)