MALTA FIGHT CO.











## HOW YOUR PAY IS CALCULATED

Here's exactly how your pay is worked out — whether you coach privates or group classes.

PRIVATE SESSIONS - SINGLE SESSIONS

You take home 80% of the session revenue — based on what the client actually paid.

A few things to keep in mind:

- If the client receives a discount, your earnings go down by the same.
- Your share is 80% of the final price paid.
- Before your pay is calculated, we remove VAT, which is included in the price the customer pays.

**GROUP CLASSES - SINGLE SESSIONS** 

You earn 43.5% of the session revenue (after removing VAT).

How much you make per class depends on the type of membership used by each client.

PAY-PER-CLASS/MULTIPACKS/MONTHLYPLANS

We work out what each session is worth using this logic:

- If it's a multipack (e.g. 10 sessions for €120), we divide the total by 10.
- If it's a monthly plan, we assume 4.3 weeks per month and work out how many sessions the client should attend.
- Then we remove 7% VAT from that amount.
- You get 43.5% of the final session value.

## **UNLIMITED PACKAGES (FLAT FEES):**

Some memberships give clients unlimited sessions. For these, you're paid a flat fee per class:

Package. You Earn:

Adult Unlimited Pack -€2.60

Junior Unlimited Pack - €2.28

Govt .Youth Scheme Unlimited Add-On - €1.60

These packages are never discounted — the flat rates are fixed.







