

## Executive Summary

- ★ We are highly confident that people with higher earnings work more hours per year with respect to people with lower earnings as per our observations.
- ★ Our recommendation is to encourage people to work more hours per year to earn more.
- ★ We encourage you to motivate people working less number of hours per year to achieve your financial targets.
- ★ Average annual earnings per person are found to be 18729 dollars.
- ★ Average annual work hours per person is found to be 1632.6 hrs.
- ★ Above conclusions are made after analysing the people who have earnings greater than 16000 and earning less than 16000 dollars.
- ★ We analysed a dataset of 4856 individuals taken from the longest running longitudinal household survey in the world called, Panel Study of Income Dynamics (PSID) - a study began in 1968 with a nationally representative sample of over 18,000 individuals living in 5,000 families in the United States.