**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.