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Where	Do You Fit In Your Company's Financials?		
company's financials (assuming you still work for	Have	you ever really thought about where you fit in your	somebody else).
Here's	a simplified, hypothetical version of a Profit and Loss		Statement (don't worry if you
don't know all the terms...just	look to see where the item "employee wages"		falls):
sources		Income	from various
		1,416,071	
Goods Sold		Minus	Cost of
		-	1,255,123
		Gross	Profit
		160,948	
		Expenditure	
		Rent	
		18,000	
	Phone		4,500
			Marketing
		12,000	Employee Wages
		36,000	
		Other	
Total	10,000		80,500
	Expenditure		
Profit		80,448	Operating
			etc.
			etc.

OK, there's more to the full financial statement, but the point is if you are someone else's employee, their goal generally is to pay you as little as possible.

And how do companies typically do that?

Well, unfortunately built into the culture of most companies is to make employees feel good enough about the work they're doing that they won't quit, but not so good that they think they're worth enough to justify an increase in the "Employee Wages" expense item. After all that would reduce the bottom line, which would cause the shareholders of the company to complain to the board of directors, who in turn would "discuss" it with the officers (President, Vice President, Secretary, Treasurer, etc.).

How far will companies go to devalue their employees to keep their expenses down? Further than you might think.

I know of one consultant to top executives who said that almost invariably companies that implement systems to reward employees for the value they add to the companies will want to figure out a way to "cook the books" so the figures they show the employees "don't look so good". I was actually stunned to hear that, but this is as straight from the horses mouth as it gets. The point of all this? As you've doubtless heard countless

times, your best bet for succeeding financially is to own your own company. You then are in a much better position to value yourself appropriately. And when you value yourself appropriately you are much more likely to earn what you are really worth.

Financials?"

"Where

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