

TOOL 06

The Freedom Calculator

A 5-Phase Revenue Cascade — stop solving for revenue. Start solving for hours.

Revenue without freedom is a more comfortable prison. The bars are just made of gold instead of iron.

Phase 1: Define Your Freedom Number

METRIC	YOUR NUMBER
Target hours per week (at steady state)	
Minimum viable monthly income	
Comfortable monthly income (with margin)	

Phase 2: Current State Audit

METRIC	CURRENT VALUE
Weekly hours worked	
Annual revenue	
Effective hourly rate (revenue ÷ hours ÷ 50)	
Number of revenue streams	
Largest client as % of total revenue	
If you stopped today, how long would revenue continue?	
% of revenue requiring your direct involvement	

Phase 3: Revenue Sources Cascade

SOURCE	ANNUAL REVENUE	HRS/WEEK	FROM YOU

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Automation Offset & The Gap

Project where automation takes you.

Phase 4: Automation Offset

SOURCE	HRS NOW	% AUTO	HRS SAVED	HRS AFTER

Phase 5: The Freedom Gap

METRIC	VALUE
A. Target hours per week	
B. Projected hours per week (after automation)	
C. Freedom Gap (A – B)	
Projected annual revenue	
Projected monthly revenue	
Income surplus / deficit vs. target	

Interpretation

GREEN Negative Gap: Freedom Achieved

Your projected hours are below your target. Use the margin for work you choose.

YELLOW Gap of Zero: At the Boundary

Find one more automation opportunity or one process to delegate.

RED Positive Gap: Not Automated Enough

Don't add hours — add leverage. Automate another process, shift delivery to licensees, raise prices, add recurring revenue.

The question was never 'how much can I make?' The question is 'how much is enough, and how little time does it cost?'