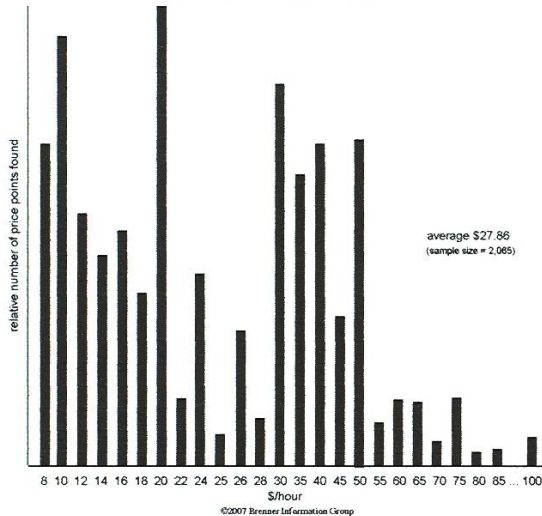


Sample Charts & Tables

U.S. Virtual Service Billing Rates



Below is specific profile information about the top performers in the U.S., Canada, China, and India for each major service category.

Basic VA Services

U.S. \$20/hr f \$28,125/year virtual only 11 years high school

This company is operated by a woman in Colorado. Over the past year she's done 23 jobs for 3 different clients. For the past 11 months she's worked for just one client. The average job value is \$1,222.83. Overall the average client is worth \$9,375 and is good for 7.7 jobs.

This company is operated by two sisters in Ontario, Canada. Earlier this year they raised their hourly rate from \$30 to \$45 an hour. Over the past year their company has completed 86 virtual graphic design jobs for 40 different clients. The average job value is \$843.12. The average client is worth \$1,812.70 and is good for 2.2 jobs.

China \$10/hr f \$22,302/year on-site o.k. 4 years bachelor

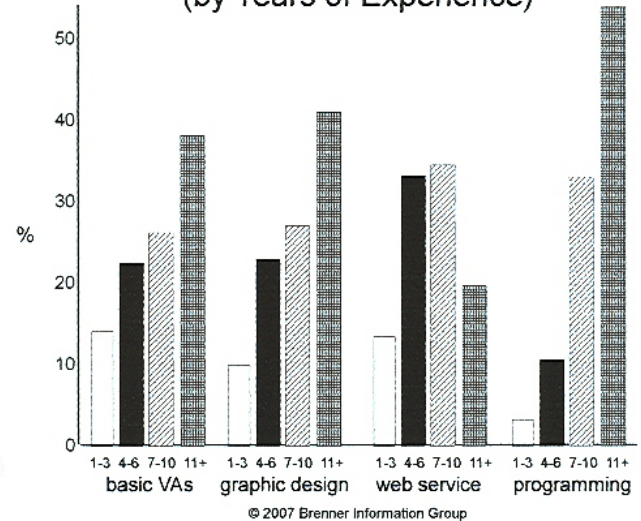
This company is operated by a woman in Mianyang, China. She leads a team of professional graphic and website designers. Over the past year her company has completed 67 jobs for 41 different clients. The average job value is \$332.87. The

Here we analyzed and compared revenue based on the years of experience that the virtual professional has in business. We wanted to determine if a correlation existed between experience and revenue.

Chinese Revenue Based on Years of Experience

Experience	Revenue Range	Average \$/year	\$/hour Range	Average \$/hour
1-3 years	\$60-\$650	\$307	\$8-\$15	\$11.00
4-6 years	\$25-\$22,302	\$3,856	\$8-\$60	\$19.27
7-10 years	\$150-\$6,490	\$2,081	\$12-\$35	\$18.86
11+ years	\$1,391-\$17,930	\$6,307	\$20-\$45	\$28.33

U.S. Distribution
(by Years of Experience)



Density of Virtual Service Professionals in the U.S.

State	Total	Basic VA		Graphic Design		Web Services		Software Svcs.	
		#	%	#	%	#	%	#	%
Alabama	377	153	1.3%	58	0.8%	37	0.8%	129	1.2%
Alaska	42	16	0.1%	6	0.1%	8	0.2%	12	0.1%
Arkansas	181	94	0.8%	29	0.4%	22	0.4%	36	0.3%
Arizona	647	203	1.8%	120	1.7%	90	1.8%	234	2.2%
California	4,063	903	7.9%	924	13.4%	727	14.9%	1509	14.5%
Colorado	741	247	2.2%	148	2.2%	114	2.3%	232	2.2%
Connecticut	423	135	1.2%	89	1.3%	66	1.4%	131	1.3%
DC	1,002	289	2.5%	136	2.0%	164	3.4%	413	4.0%
Delaware	128	51	0.4%	21	0.3%	14	0.3%	42	0.4%

Just over half of all the U.S. virtual professional population have bachelor degrees. When we evaluated the educational levels of each virtual services category, we discovered the following.

Basic VA Services Professionals				
High School	Associate	Bachelor	Master	Doctorate
37.4%	26.0%	29.8%	6.1%	0.6%
\$8-\$55	\$8-\$45	\$8-\$75	\$8-\$50	\$18-\$20
\$14.26	\$14.80	\$16.45	\$19.33	\$19.00
Virtual Graphic Design Professionals				
High School	Associate	Bachelor	Master	Doctorate
7.7%	21.6%	61.2%	9.5%	0.0%
\$8-\$85	\$8-\$100	\$8-\$100	\$14-\$100	-
\$28.71	\$30.32	\$36.39	\$39.63	-
Virtual Web Services Professionals				
High School	Associate	Bachelor	Master	Doctorate
19.7%	21.1%	45.2%	12.5%	1.4%
\$8-\$100	\$8-\$75	\$8-\$100	\$8-\$100	\$10-\$85