





## Assessing Job Wages\* (Manufacturing)

Analyze the chart below to answer the questions on the following page. Show all of your calculations.

	RESPIRATORY EQUIPMENT REPRESENTATIVE	ELECTRONIC ASSEMBLER
Hours	Tuesday–Saturday 6:00am–2:00pm. Occasional evenings and weekends required.	Monday–Friday 8:30am–5:00pm
Pay Rate	\$25,000 base pay*	\$11.00/hour*
Commission or Bonus	10% commission on every sale. Projected total earnings of \$40-50,000 by the end of the first year.	
Breaks	Breaks between sales calls	½ hour unpaid break
Commute	30 minutes by car* (must own a car); travel throughout territory in Brooklyn, NY	15 minute walk from home
Duties	Sell healthcare products to existing customers. Cultivate new customers by creating, following up, and maintaining new customer leads. Participate in trade shows, training seminars, and special sales activities.*	Installation of power supply boards, wiring, and other components and materials into cabinets using rivets, screws, drills and other powered hand tools as necessary. Packaging and/or labeling finished products as necessary.*
Opportunities for Advancement		On the job training; tuition assistance for accredited technical training courses; supervisory opportunities after one year.



\*RAENs will provide regional adaptations.

RESPIRATORY EQUIPMENT REPRESENTATIVE	ELECTRONIC ASSEMBLER
Paid hours per week, excluding additional seasonal hours	Paid hours
Weekly pay before commission	Weekly Pay
Number of sales you think you can make per week	
Weekly earnings if you meet your selling target and the average spirometer (machine that tests for asthma and other respiratory problems) costs \$1,106	
Weekly transportation costs	Weekly transportation costs



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