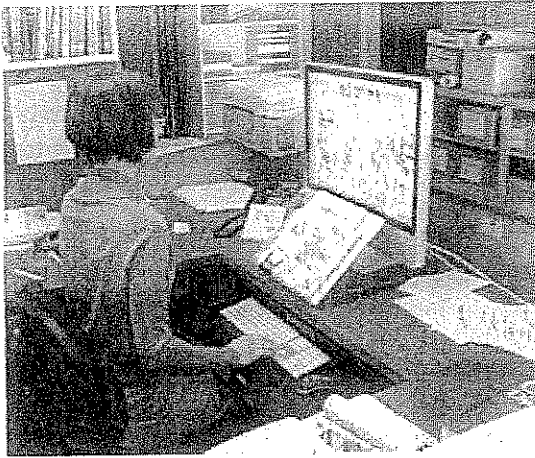


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1. Suggest two benefits self-employed people might enjoy. Suggest two disadvantages of self-employment. On balance, would you prefer to be self-employed? Why or why not?
2. Gilles, an aluminum fabricator in Restigouche, NB, accepts a contract to make an aluminum gate for \$500.00.
 - a) If the cost of materials and labour to make the gate is \$425.00, how much is his profit on this gate?
 - b) What is this amount expressed as a percentage of the contract?
 - c) If the cost of materials were to increase after the contract was signed, could Gilles adjust the price? Explain your reasoning.
3. Leo is a self-employed plumber. When he started his business, he received help securing a loan and business advice from the Nunatsiavut Business Centre Incorporated. The centre supports Inuit businesses operating in Labrador. One month, Leo's plumbing business had three contracts for \$2500.00, \$7000.00, and \$275.00. The cost of Leo's expenses and materials to complete these contracts was \$7200.00.
 - a) How much did Leo earn an hour based on a 40 hour work week? **How many weeks in a month?*
 - b) Suggest two ways in which Leo could raise his hourly rate to \$20.00.



One of a plumber's tasks is to remove roots from drains with a snake.



Website designers often work on a contract basis.

4. Ling works as an assistant to a florist. She can be paid \$2.75 for every arrangement or \$13.25/h. Ling estimates she could create about five arrangements an hour. Which payment scheme would you recommend and why?
5. Marlene is a website designer. In January, she creates a website for a new client, charging \$13 000.00. Marlene bids on and obtains a maintenance contract for the balance of the year that will pay her \$200.00/month, beginning in February.
 - a) How much will the maintenance contract be worth?
 - b) How many hours a month do you think would be reasonable to spend on website maintenance, given the contract amount?
 - c) How much will Marlene earn this year from this client?
6. William is a salesperson at an electrical supply company. He earns a base salary of \$24 000.00 a year plus a commission of 12% on electrical supplies such as wire, switches, and fixtures. If William aims to earn a total of \$32 000.00 a year, how many dollars' worth of electrical supplies will he need to sell?
7. Dorothy, a cabinet installer, earns income on a piecework basis. When she has to return to a customer's home on a service call to make changes or repairs, she is paid by the hour. The service-call rate is \$30.00 an hour.
 - a) If Dorothy installs 6 upper cabinets at a rate of \$15.00 each, 6 lower cabinets at a rate of \$15.00 each, and returns twice for service calls that each take 3 hours, how much will she earn in all from this job?
 - b) Think of two ways that piecework benefits a working person.
 - c) What advantages or disadvantages might piecework have for an employer?