

Case Study

When Outsourcing Saves Time and Money

This real-world residential example illustrates a principle that applies equally to business: assigning a value to time can reveal the true cost of performing work internally and help determine when outsourcing creates a financial advantage.

Client Type: Residential Homeowner

Consultant: Eugene Judy, CEO

Strategic Solutions US

The Situation

Jeff D., a high-performing professional, was personally maintaining his lawn. On the surface, it appeared cost-effective: no payroll, no invoice, and no annual contract.

However, Jeff values his time at **\$75 per hour**, consistent with his earning capacity and opportunity cost. The question was simple: is DIY lawn maintenance truly saving money, or is it quietly consuming higher-value time?

The Analysis

Annual DIY Commitment	Professional Service Option
56 hours of labor	Annual service fee: \$700
\$350 in supplies and equipment	0 personal labor hours
Economic labor value: \$4,200	
Total true annual cost: \$4,550	Total annual cost: \$700

The Results

56 Hours Reclaimed	\$3,850 Annual Advantage	84.6% Cost Reduction
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Financial Outcome

By outsourcing lawn maintenance, Jeff generated a **\$3,850 positive economic variance** in his personal economy. He effectively repurchased his time at **\$12.50 per hour**, while his market value remained \$75 per hour.

Key Insight

For Jeff to break even on DIY lawn care, he would need to value his personal time at less than **\$12.50 per hour**. For a professional earning \$75 per hour or more, outsourcing is not a luxury - it is a rational financial decision.

Why This Matters for Business Owners

This was a \$700 residential decision. The same economic analysis can be applied to business activities such as:

- Accounting workflows
- Scheduling inefficiencies
- Vendor redundancy
- Project management gaps
- Administrative drag
- Underperforming systems

When business owners value their time at \$150-\$300 per hour, inefficiencies can compound quickly - often silently costing tens or hundreds of thousands annually. **The principle remains the same. The scale changes dramatically.**

The Strategic Principle

If your time is worth more than the cost of replacement, optimization is the financially superior decision. At the homeowner level, that meant outsourcing lawn care. At the business level, it often means restructuring workflows, eliminating redundancies, and reclaiming leadership capacity.

Ready to Identify Your Opportunity Leak?

Most business owners are unknowingly "mowing their own lawn" somewhere inside their company. The question is: **Where are you overpaying yourself to perform work that should be systemized, delegated, or optimized?**

If you are:

- Spending too much time in operations
- Frustrated by administrative bottlenecks
- Scaling revenue without increasing margin
- Working harder but not gaining leverage

It may be time for a Strategic Efficiency Audit.

Schedule a Strategic Efficiency Consultation

In a focused discovery session, we will:

- Identify hidden opportunity leaks
- Quantify the true economic cost of inefficiencies
- Evaluate time-value misallocation
- Determine potential ROI from operational optimization

No generic advice. No surface-level recommendations.

Only measurable, financially grounded strategy.

Book your consultation and reclaim the time and margin your business is already earning - but not keeping.