**SUGGESTED PRICING FOR METHODOLOGY AND APPLICATIONS**

As indicated in the tables that follow, most Adventace training workshops must be quoted on a *per head* basis. Clients are investing in individual productivity gains. However, as specified in the tables, consulting-type and fee-based selling engagements (Executive Overview) should be fix priced. If, while building a base of customers, the Licensee feels price resistance, he/ she may elect to lower or eliminate the minimum attendees per seminar with the prior written approval of Adventace® and as long as there is no competition with another Licensee. When quoting prices for open seminars, licensees should consider standard retail pricing plus expenses, so as not to devalue standard seminars.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Program | **Duration** | **Per Student Fee** | **Instructor/ Consultant Fee** | **Min-Max****No. of Students** |
| Executive Leadership | 2 Day | N/A | $17,500 | 5-15 |
| Selling Point Solutions  | 3 & 4 Day Versions | $625 per person per day | N/A | 20-30 |
| Selling Complex Solutions  | 3 & 4 Day Versions | $625 per person per day | N/A | 20-30 |
| Visionary Selling  | 3 & 4 Day Versions | $625 per person per day | N/A | 20-30 |
| Account Planning and Management | 2 Days | $625 per person per day | N/A | 20-30 |
|  High Performance Sales Management Workshop  | 1 Days | $1,500 | N/A | 10-20 |
|  High Performance Channel Management Workshop  | 1 Days | $1,500 | N/A | 10-20 |
| Operations Review | 1 Day | N/A | $2,500-$5,000  | Normal max of 5  |
| ConsultingSenior Consultant:Consultant: | Variable | N/AN/A | $2,500-$5,000/Day$1,850/Day | N/AN/A |
| 1-Day Refresher | 1 Day | Greater of $625 per person per day or $6,250 per day  | N/A | N/A |
| GeneralOverviews | 1 Day | Greater of $625 per person per day or $6,250 per day  | N/A | N/A |

**SUGGESTED PRICING FOR APPLICATIONS**

|  |  |
| --- | --- |
| Application | **Per Month / Year License Fee** |
| Adventace SMS | $65 / $780 |
| Adventace AAPT | Contact Bob Junke |