



Workshop Fee Schedule

Prices valid from 01/01/2016 to 12/31/2016

Type	Workshop	Duration	Participants	Description	Per Engagement
Core	Fundamental of Negotiating Workshop	2.0 Day	25 Maximum Novice or Improvement Required	Basic negotiating skills workshop deals with bargaining, tactics and counter measures and other practices. Three simulations included and materials.	\$8,500.00
Core	Present to Close Workshop	2.0 Days	15 Maximum Novice to Master Level	Includes audience attention, working with visuals, creating presentations and visual support, handling Q&A, stimulating and controlling interaction and presenting one-on-one.	\$8,500.00
Core	Running Highly Successful Meeting Workshop	3.0 Days	20 Maximum Novice to Master Level	A simple, effective methodology to improve the productivity of your meetings. Tools and skills to navigate complex, difficult, and conflict-charged meeting situations. Strategies and skills for facilitating problem-solving, conflict resolution and agreement-building processes	\$11,500.00
Core	Coaching for Optimal Sales Performance Workshop	1.0 Day	10 Maximum Sales Managers and Sales Leaders Only	Rules for effective feedback applied to developing skills, delivering a change message, handling performance issues and creating a performance plan	\$4,500.00
Advanced	Advanced Negotiating Workshop	2.0 Days	18 Maximum Advanced and Master Level only	Includes a review of the basics plus an introduction to Mindful Manipulation ,dealing with the people side of the equation. Includes a benchmark and a multiple part client relevant simulation. Workshop materials included, diagnostic (DiSC, MBTI, Global 5 - \$150/participant)	\$8,500.00 (2 day) \$11,500 (3 days) plus cost of diagnostic instruments
Custom	Custom Negotiating Workshop	1 to 3 Days	18 Maximum All levels in a change that requires negotiation	Custom designed simulations and content	\$5,500.00 for one day \$3,000/Day thereafter plus development and diagnostic costs
Custom	Custom Sales Skill Training Workshop	1 to 3 Days	20 Maximum All levels that require new skill set	Sales effectiveness or efficiencies training: - Custom designed simulations, content and materials - Modification of client content - Delivery Only	\$3,000/day plus development costs
Custom	Onsite Consultations	Per Day			\$3,000/Day
Custom	International Travel	Add 2 travel days			\$1,500/Day
Custom	Development Fee				\$300/hour

Allowable associated travel expenses will be billed separately