

What Do I Charge for LS?



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- First and foremost, ensure your license investment creates meaningful and transformative ROI for you, your organization, your clients and their organization.
- Think about the sale of an LS System as an end-to-end solution with a series of events, IP and approaches that are built into the structure of transformative results.
- In your calculations for price of investment:
 - Consider delivery + prep for each month, overall project guidance and mentoring required.
 - Consider the number of LCP's, 1:1 debriefs, and additional coaching done by you or your team, or a bank of coaching hours available, as needed, over the year.
 - Allow peer to peer coaching to do its work and put some time into ensuring that peers are connected and having their in-between sessions with each other (bullet one – project guidance/mentoring)
- Go create magic!

A Guideline for Executive Leadership (Basics):

LS System	Pricing Estimates	Cohort of Eight for Six Sessions	Estimate Total
LCP and Debrief	\$500 LCP Retail 90 min Debrief: \$1,000 - 1,875 1.5 hour	LCP = 4000 Debrief = 8000+	\$12,000 - 19,000
LS System	\$150 per person per session	150 x 8 = 1200 6 L2L courses LS System tools/materials/etc.	\$1,200.00 per session/ Total \$7,200.00 + printing, etc.
Delivery	\$750 - 1,250+/hr.	3 - 5k (half day) x 6 sessions Prep: 2 hrs. per session	\$24,000 - 40,000 \$9,000 - 15,000
Bank of Coaching/mentoring	\$750 - 1,250/hr.	16 hrs.	\$12,000 - 20,000
Total			\$64,200 - 100,200
Project Management	5 - 10% of total		\$3,200 - 10,200
Total	Total 12-month project		\$67,400 - 110,400

A Guideline for Mass Development (Basics):

LS System	Pricing Estimates	Cohort of Eight	Total
LCP and Debrief	\$500 LCP x \$400 - 750 (Debrief)	LCP 4,000 Debrief 6,000	\$12,000
LS System	100 per person per session	100 x 8 x 6 sessions This includes handouts, all access with little to no printing, etc.	\$800 \$4,800
Delivery	\$350 - 750/hr.	Half day sessions (add prep – as appropriate)	\$8,400 - 18,000
Bank of mentoring	\$350 - 750/hr.	6 hrs. – Bank	\$2,100.00 - 4,500
Total			\$27,300 - 39,300
Project Management	5% of total	Coordination, ensuring oversight of Admin and TB with HR/CEO, etc.	\$1,365.00 - 3,930
Total	Total 12-month project		\$ 28,665.00 - 43,230