

# What Do I Charge for LS?

*Asia Pacific Region*



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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	\$616 LCP Retail 90 min Debrief: \$750 – 2,000 1.5 hour	LCP = \$4,928 Debrief = \$5,760 – 16,000	\$10,688 – 20,928
LS System	\$200 per person per session	\$200 x 8 = \$1600 6 L2L courses LS System tools/materials/etc.	\$1,600 per session/ Total \$9,600 + printing, etc.
Delivery	\$550 – 2,000+/hr.	3 – 7k (half day) x 6 sessions Prep: 2 hrs. per session	\$18,000 – 47,000 \$9,000 – 15,000
Bank of Coaching/mentoring	\$550 – 2,000+/hr.	16 hrs.	\$8,800 – 32,000
<b>Total</b>			<b>\$47,288 – 124,528</b>
Project Management	5 – 10% of total		\$2,364 – 6,226
<b>Total</b>	<b>Total 12-month project</b>		<b>\$49,652 – 130,754</b>

*\*\*AUD Excluding GST*

# A Guideline for Mass Development (Basics):

LS System	Pricing Estimates	Cohort of Eight	Total
LCP and Debrief	\$616 LCP Retail 90 min Debrief: \$630 – 1,200 1.5 hour	LCP = \$4,928 Debrief = \$5,040 – 9,600	\$9,968 – 14,582
LS System	\$150 per person per session	\$150 x 8 = \$1,200 6 L2L courses LS System tools/materials/etc.	\$1,200 \$7,200
Delivery	\$550 – 1,200/hr.	Half day sessions (add prep – as appropriate)	\$2,200 – 48,000
Bank of mentoring	\$550 – 1,200/hr.	6 hrs. – Bank	\$3,300 – 72,000
<b>Total</b>			<b>\$20,468 – 141,782</b>
Project Management	5% of total	Coordination, ensuring oversight of Admin and TB with HR/CEO, etc.	\$1,023 – 7,089
<b>Total</b>	<b>Total 12-month project</b>		<b>\$ 28,665.00 – 148,871</b>

*\*\*AUD Excluding GST*